

BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS



SINGLES

★ NATIONAL BREAKOUTS

- LITTLE DRUMMER BOY**, Harry Simeone
Chorale, 20th Fox 121
- THE NIGHT HAS A THOUSAND EYES**, Bobby Vee, Liberty 55521

★ REGIONAL BREAKOUTS

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

- THE END OF THE WORLD . . .**
Skeeter Davis, RCA Victor 8098 (Summit, ASCAP) (Atlanta-Houston)
- ROCKIN' AROUND THE CHRISTMAS TREE**
Brenda Lee, Decca 20777 (St. Nicholas, ASCAP) (Hartford-Houston)
- REMEMBER THEN . . .**
Earls, Old Town 1130 (Maureen, BMI) (New York)
- MY MAN—HE'S A LOVIN' MAN . . .**
Betty Lavett, Atlantic 2160 (Progressive-Lupine, BMI) (Los Angeles)
- THE GYPSY CRIED . . .**
Lou Christie, Roulette 4457 (Nom, BMI) (Pittsburgh)
- WILD WEEKEND . . .**
Rebels, Swan 4126 (Shan-Todd, BMI) (Hartford)
- MAYBE YOU'LL BE THERE . . .**
Billy & the Essentials, Jamie 1239 (Triangle, ASCAP) (Philadelphia)
- DOES HE MEAN THAT MUCH TO YOU? . . .**
Eddy Arnold, RCA Victor 8102 (Ross Jungnickel, ASCAP) (Houston)
- THE 2,000 POUND BEE . . .**
Ventures, Dolton 67 (Electron, BMI) (Hartford)
- TENDER TOUCH . . .**
Eddy Arnold, RCA Victor 8102 (Four Star, BMI) (Memphis-Nashville)
- THE LONGEST DAY (Instrumental) . . .**
Mitch Miller, His Ork & Chorus, Columbia 42585 (Spanka, BMI) (Houston)
- SUNRISE SERENADE . . .**
Willie Mitchell, Hi 2058 (Jewel, ASCAP) (Hartford)
- HERE I AM . . .**
Glen Campbell, Capitol 4856 (American, BMI) (Houston)
- UNDER YOUR SPELL AGAIN . . .**
Lloyd Price, ABC-Paramount 10372 (Central, BMI) (Atlanta)

NEW ON THE HOT 100

- 66. **LITTLE DRUMMER BOY . . .**
Harry Simeone Chorale, 20th Fox 121
- 70. **THE NIGHT HAS A THOUSAND EYES**
Bobby Vee, Liberty 55521
- 72. **PEPINO THE ITALIAN MOUSE . . .**
Lou Monte, Reprise 20106
- 74. **I SAW LINDA YESTERDAY . . .**
Dickey Lee, Smash 1791
- 76. **TROUBLE IS MY MIDDLE NAME . . .**
Bobby Vinton, Epic 9561
- 78. **DON'T MAKE ME OVER . . .**
Dionne Warwick, Scepter 1239
- 80. **MONSTERS' HOLIDAY . . .**
Bobby (Boris) Pickett & the Crypt Kickers, Carfax 44171
- 81. **MY WIFE CAN'T COOK . . .**
Lonnie Russ, 4 J 501
- 83. **DESAFINADO**
Pat Thomas, MGM 13102
- 84. **THE BALLAD OF JED CLAMPETT . . .**
Lester Flatt & Earl Scruggs, Columbia 42606
- 87. **YOU'VE REALLY GOT A HOLD ON ME . . .**
Miracles, Tamla 54073
- 88. **SOME KINDA FUN . . .**
Chris Montez, Monogram 507
- 89. **STILL WATERS RUN DEEP . . .**
Brook Benton, Mercury 72055
- 91. **LET ME GO THE RIGHT WAY . . .**
Supremes, Motown 1034
- 92. **THE CHIPMUNK SONG . . .**
David Seville & The Chipmunks, Liberty 55250
- 94. **CAST YOUR FATE TO THE WIND . . .**
Vince Guaraldi Trio, Fantasy 563

(Continued on page 12)

ALBUMS

★ NATIONAL BREAKOUTS

MONO

- THE FIRST FAMILY**, Vaughn Meader, Cadence CLP 3060
- GIRLS! GIRLS! GIRLS!**, Elvis Presley, RCA Victor LPM 2621

STEREO

- GIRLS! GIRLS! GIRLS!**, Elvis Presley, RCA Victor LSP 2621
- VIVA BOSSA NOVA**, Laurindo Almeida and the Bossa Nova All Stars, Capitol ST 1759

★ NEW ACTION LP'S

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

MONO

- THE GLORIOUS SOUND OF CHRISTMAS . . .**
Philadelphia Orch. (Eugene Ormandy Conducting), Columbia ML 5769
- GYPSY . . .**
Sound Track, Warner Bros. B 1480
- NEW BEAT BOSSA NOVA . . .**
Zoot Sims & His Ork, Colpix CP 435
- BIG BAND BOSSA NOVA . . .**
Quincy Jones & His Band, Mercury MG 20751
- DINO LATINO . . .**
Dean Martin, Reprise R 6054
- SNOWBOUND . . .**
Sarah Vaughan, Roulette R 52091
- DO YOU LOVE ME . . .**
Contours, Gordy 901
- WHAT'S A MATTER BABY . . .**
Tina Turner, Liberty LRP 3263
- MERRY CHRISTMAS FROM BOBBY VEE . . .**
Liberty LRP 3267
- YOU BELONG TO ME . . .**
Duprees, Coed LPC 905
- BAD BOSSA NOVA . . .**
Gene Ammons, Prestige PR 7257
- THE COLORFUL PETER NERO . . .**
RCA Victor LPM 2618
- STOP THE WORLD—I WANT TO GET OFF/OLIVER . . .**
Mantovani, London LL 3270
- SNOWBOUND . . .**
Ferrante & Teicher, United Artists UAL 3233
- THE TOKYO BLUES . . .**
Horace Silver Quintet, Blue Note 4110

STEREO

- FIFTY GUITARS VISIT HAWAII . . .**
Tommy Garrett, Liberty LSS 14022
- SNOWBOUND . . .**
Ferrante & Teicher, United Artists UAS 6233
- GYPSY . . .**
Sound Track, Warner Bros. BS 1480
- THE BEST OF SAM COOKE . . .**
RCA Victor LSP 2625
- ALLEY CAT . . .**
Bent Fabric, Atco SD 148

NEW ON THE TOP LP'S

MONO

- 11. **THE FIRST FAMILY . . .**
Vaughn Meader, Cadence CLP 3060
- 27. **GIRLS! GIRLS! GIRLS! . . .**
Elvis Presley, RCA Victor LPM 2621
- 112. **GYPSY . . .**
Original Cast, Columbia OL 5420
- 128. **DID YOU EVER? . . .**
Dave Gardner, RCA Victor LPM 2498
- 130. **HOLIDAY SING ALONG WITH MITCH . . .**
Mitch Miller & the Gang, Columbia CL 1701

(Continued on page 12)

CHRISTMAS SNEAKS IN BEHIND 'FIRST FAMILY'

The sound of jingle bells was heard in recordland last week along with the merry sound of cash registers racking up sales of the "The First Family," "My Son, the Folk Singer" and the Elvis Presley "Girls, Girls, Girls" albums. With Christmas less than four weeks away, sales were starting to pick up both standards and newly issued packages.

Hottest of the Christmas albums so far this year were Mitch Miller's "Holiday Sing Along," Johnny Mathis' "Merry Christmas," Elvis Presley's Christmas album and the Ray Conniff LP "We Wish You a Merry Christmas." All of these are re-issue sets that sold well last year.

Among the new albums getting action were "The Glorious Sound of Christmas" with the Philadelphia Orchestra, and the Bing Crosby Christmas set on Warner Bros. There was also some action on the Ramsey Lewis LP "The Sound of Christmas."

Christmas singles were also getting calls during these strong record days. Singles included old perennials such as Bing Crosby's "White Christmas," Harry Simone Chorale's "Little Drummer Boy," three by the Chipmunks, "The Chipmunk Song," "Rudolph, the Red-Nosed Reindeer" and "Alvin's Harmonica," and Brenda Lee's "Rockin' Round the Christmas Tree," and Bobby Helm's "Jingle Bell Rock."

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

Scare Down, Miami Sales Up

MIAMI—Success of "The First Family" LP, prime topic in most markets, shared the spotlight here last week with comments on a gradually improving sales situation following the partial solution of the Cuban scare, conjecture on "what kind of season it will be this year," and the departure Monday of Alan Freed from the WQAM deejay staff.

Freed joined WQAM, one of the two top-rated stations in the market, late last summer and, according to numerous trade sources, was doing well. Later reports, however, held that station management was against the development of a so-called personality cult at the jock level. The last straw for the station management apparently developed Saturday evening (24) when Freed staged a pop record artist in-person show at Dinner Key Auditorium. The show in the words of Freed himself and others was a bomb.

Most traders were taking an optimistic view of business conditions last week, a radical change from the outlook only a few weeks ago at the height of the difficulties posed by the Cuban affair. With horses already pounding the turf at Tropical Park and the annual jai-alai season opening only two weeks off, local traders are already sensing better times.

"The frowns are gone from most faces," said Eddie Shaw, of Budisco One-Stop, "and we're doing well with several new records. Adam Wade and Aretha Franklin are both moving out nicely and I've placed an order for 5,000 already on the new Peggy Lee single, which isn't even out yet. I am also getting strong juke operator reaction to the Allan Sherman LP which has "Sarah Jachman." Christmas records by Hank Ballard and Charles Brown are also picking up nicely."

A local retailer, Mike Spector, who operates stores in Coral Gables, Miami, Fort Lauderdale and West Palm Beach, said business is swinging, having picked up measurably about 10 days ago.

"I had someone come in for a copy of 'The First Family' the other day and they left the store with \$32 worth of records. That's what one of these smashes can do," said Spector. "It'll get people out buying who haven't been in a record store for years. Frankly, it looks like a good season already to me."

In Chi: Discounters' Field Day

CHICAGO—Discounters are having a field day with "The First Family" album. What is described by dealers as the hottest record to hit this city all year is selling for cut-rate prices almost everywhere. Goldbatt, \$2.65; Woolworth's, \$2.98; CMA discount chain \$2.85; Newberry's "large South Side department store," \$2.44.

The mama and papa stores trying to sell the album at list (\$3.98) are having a hard time. A week ago the old-line dealers couldn't say enough about how "The First Family" was pulling people into their stores. In many cases traffic was being built even before the album was delivered. When the LP arrived

(Continued on page 12)

150 Best Selling

MONAURAL LP's

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	MY SON, THE FOLK SINGER. Allan Sherman, Warner Bros. W 1475	6
2	2	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. 2. Ray Charles, ABC-Paramount ABC 435	6
3	5	JAZZ SAMBA. Stan Getz & Charlie Byrd, Verve V 8432	13
4	4	WEST SIDE STORY. Sound Track, Columbia OL 5670	59
5	3	PETER, PAUL & MARY. Warner Bros. W 1449	33
6	9	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC. Ray Charles, ABC-Paramount ABC 410	34
7	8	I LEFT MY HEART IN SAN FRANCISCO. Tony Bennett, Columbia CL 1869	23
8	6	SHERRY AND 11 OTHERS. Four Seasons, Vee Jay LP 1053	7
9	7	RAMBLIN' ROSE. Nat King Cole, Capitol T 1793	12
10	11	JOAN BAEZ IN CONCERT. Vanguard VRS 9112	7
11	—	THE FIRST FAMILY. Vaughn Meader, Cadence CLP 3060	1
12	10	THE MUSIC MAN. Sound Track, Warner Bros. B 1459	18
13	12	RAPTURE. Johnny Mathis, Columbia CL 1915	7
14	17	ALLEY CAT. Bent Fabric, Afta 148	7
15	13	HATARI!. Henry Mancini, RCA Victor LPM 2559	21
16	14	THE STRIPPER AND OTHER FUN SONGS FOR THE FAMILY. David Rose & Ork, MGM E 4062	24
17	22	A TASTE OF HONEY. Martin Denny, Liberty LRP 3237	11
18	18	RAY CHARLES GREATEST HITS. ABC-Paramount, ABC 415	17
19	16	JOAN BAEZ, VOL. I. Vanguard VRS 9078	41
20	40	STOP THE WORLD—I WANT TO GET OFF. Original Cast, London AM 58001	3
21	15	MOON RIVER & OTHER GREAT MOVIE THEMES. Andy Williams, Columbia CL 1809	31
22	24	THE BEST OF SAM COOKE. RCA Victor LPM 2625	8
23	19	OLIVER. Original Cast, RCA Victor LOCD 2004	5
24	23	JOAN BAEZ, VOL. II. Vanguard VRS 9094	54
25	38	JOSE JIMENEZ TALKS TO TEENAGERS OF ALL AGES. Bill Dana, Kapp KL 1304	9
26	34	THE TWO SIDES OF THE SMOTHERS BROTHERS. Mercury MG 20675	8
27	—	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LPM 2621	1
28	53	SERGIO FRANCHI. RCA Victor LM 2640	3
29	28	ROY ORBISON'S GREATEST HITS. Monument M 4009	15
30	27	MANY MOODS OF BELAFONTE. Harry Belafonte, RCA Victor LPM 2574	8
31	31	BOBBY VEE'S GOLDEN GREATS. Liberty LRP 3245	6
32	30	ALL THE HITS FOR YOUR DANCING PARTY. Chubby Checker, Parkway P 7014	7
33	26	ALL ALONE. Frank Sinatra, Reprise R 1007	5
34	29	THE SOUND OF MUSIC. Original Cast, Columbia KOL 5450	155
35	33	JOHNNY'S GREATEST HITS. Johnny Mathis, Columbia CL 1133	240
36	51	BUDDY HOLLY STORY. Coral CRL 57279	100
37	20	BRENDA, THAT'S ALL. Brenda Lee, Decca DL 4326	6
38	48	TIME OUT. Dave Brubeck, Columbia CL 1397	101
39	42	CAMELOT. Original Cast, Columbia KOL 5620	98
40	75	SURFIN' SAFARI. Beach Boys, Capitol T 1808	3
41	60	GREEN ONIONS. Booker T & The MG's, Stax 701	5
42	54	SINGING THE BLUES. Brook Benton, Mercury MG 20740	7
43	114	MR. PRESIDENT. Original Cast, Columbia KOL 5870	2
44	36	RUSTY WARREN IN ORBIT. Jubilee JGM 2044	6
45	44	WARM AND WILLING. Andy Williams, Columbia CL 1879	8
46	49	TWO OF US. Robert Goulet, Columbia CL 1826	15
47	46	POT LUCK. Elvis Presley, RCA Victor LPM 2523	22
48	35	THE BEST OF THE KINGSTON TRIO. Capitol T 1705	27
49	96	ONLY LOVE CAN BREAK A HEART. Gene Pitney, Musicor MM 3003	2
50	62	VLADIMIR HOROWITZ. Columbia KL 5771	3

This Week	Last Week	Title, Artist, Label	Wks. on Chart
51	68	MONSTER MASH. John Zacherly, Parkway P 7081	5
52	25	THE NEW CHRISTY MINSTRELS. Columbia CL 1872	8
53	59	IT KEEPS RIGHT ON A-HURTIN'. Johnny Tillotson, Cadence CLP 3058	20
54	32	SOMETHING SPECIAL. Kingston Trio, Capitol T 1747	16
55	21	WHAT KIND OF FOOL AM I AND OTHER SHOW STOPPERS. Sammy Davis Jr., Reprise R 6051	8
56	63	BREAKFAST AT TIFFANY'S. Henry Mancini, RCA Victor LPM 2362	61
57	41	KNOCKERS UP. Rusty Warren, Jubilee JLP 2029	109
58	43	MOM'S MABLEY BREAKS IT UP. Chess LP 1472	15
59	39	NO STRINGS. Original Cast, Capitol O 1695	34
60	58	MY FAIR LADY. Original Cast, Columbia OL 5090	348
61	65	RAY CHARLES STORY. Atlantic 2-900	18
62	57	ALL THE WAY. Frank Sinatra, Capitol W 1538	49
63	37	HERBIE MANN AT THE VILLAGE GATE. Atlantic 1380	20
64	86	JIM, TONY & BOB, THE LETTERMEN. Capitol T 1761	9
65	50	PATCHES. Dickey Lee, Smash SG 27020	5
66	47	WEST SIDE STORY. Original Cast, Columbia OL 5230	113
67	77	BY REQUEST. Perry Como, RCA Victor LPM 2567	11
68	120	I'VE GOT A WOMAN. Jimmy McGriff, Sue LP 1012	2
69	71	BASHIN'—THE UNPREDICTABLE JIMMY SMITH. Verve V 8474	28
70	64	OLDIES BUT GOODIES, VOL. IV. Various Artists, Original Sound OSR 5005	26
71	45	PORTRAIT IN MUSIC. George Maharis, Epic LN 24021	14
72	88	TWIST AND SHOUT. Isley Brothers, Wand 653	11
73	67	COUNTRY MUSIC CONNIE STYLE. Connie Francis, MGM E 4079	9
74	73	HEAVENLY. Johnny Mathis, Columbia CL 1351	168
75	61	A SWINGIN' SAFARI. Billy Vaughn & His Ork, Dot DLP 3458	13
76	52	MONSTER MASH. Bobby (Boris) Pickett & The Crypt Kickers, Garpax GPX 57001	6
77	100	OLDIES BUT GOODIES, VOL. I. Various Artists, Original Sound 5001	166
78	94	BOHARZA. Various Artists, RCA Victor LPM 2583	3
79	85	RUSTY WARREN BOUNCES BACK. Jubilee JGM 2039	41
80	118	TONY BENNETT AT CARNEGIE HALL. Columbia C2L 33	9
81	55	ROSES ARE RED. Bobby Vinton, Epic LN 24020	19
82	66	I HAVE BUT ONE HEART. Jerry Vale, Columbia CL 1797	16
83	74	THE TENDER, THE MOVING, THE SWINGING ARETHA FRANKLIN. Columbia CL 1874	4
84	69	MOON RIVER & OTHER GREAT MOVIE THEMES. Mantovani, London LL 3261	6
85	87	JUDY AT CARNEGIE HALL. Judy Garland, Capitol WBO 1569	71
86	83	DO THE TWIST. Ray Charles, Atlantic 8054	51
87	108	LET THERE BE DRUMS. Sandy Nelson, Imperial LP 9159	47
88	109	I'LL WALK WITH GOD. Mario Lanza, RCA Victor LM 2607	10
89	124	THAT HAPPY FEELING. Bert Kaempfert & His Ork, Decca DL 4305	11
90	72	ROUTE 66 THEME & OTHER GREAT TV THEMES. Nelson Riddle & His Ork, Capitol T 1771	8
91	90	THE LIVELY ONES. Vic Damone, Capitol T 1748	9
92	102	EARL GRANT AT BASIN STREET EAST. Decca DL 4799	2
93	104	GLORIA LYNNE AT BASIN STREET EAST. Everest LPBR 5137	18
94	70	FOR THE NERO MINDED. Peter Nero, RCA Victor LPM 2536	23
95	107	GOING TO THE VENTURES DANCE PARTY!. Dalton BLP 2017	3
96	78	SUGAR 'N' SPICE. Peggy Lee, Capitol T 1772	4
97	56	THE BUTTON-DOWN MIND ON TV. Bob Newhart, Warner Bros. W 1467	14
98	82	A SONG FOR YOUNG LOVE. Lettermen, Capitol T 1669	42
99	76	ROME ADVENTURE. Sound Track, Warner Bros. W 1458	26
100	103	RIGHT NOW. Herbie Mann, Atlantic 1384	3

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	84	FOLK MATINEE. Limeliters, RCA Victor LPM 2547	11
102	111	ANDY WILLIAMS BEST. Cadence CLP 3054	18
103	113	PAUL ANKA SINGS HIS BIG 15. ABC-Paramount ABC 323	127
104	80	ENCORE OF GOLDEN HITS. Platters, Mercury MG 20472	143
105	123	ALWAYS YOU. Robert Goulet, Columbia CL 1676	35
106	138	SANDY NELSON GOLDEN HITS. Imperial LP 9202	2
107	112	OH! LOOK AT ME NOW. Bobby Darin, Capitol T 1791	4
108	93	BABY ELEPHANT WALK. Lawrence Walk, Dot DLP 3457	13
109	99	SINATRA & SWINGIN' BRASS. Frank Sinatra, Reprise R 1005	15
110	105	MUSIC MAN. Original Cast, Capitol WAD 990	233
111	106	PORTRAIT OF JOHNNY. Johnny Mathis, Columbia CL 1644	56
112	—	GYPSY. Original Cast, Columbia OL 5420	105
113	79	DEVIL WOMAN. Marty Robbins, Columbia CL 1918	6
114	130	ALLEY CAT—GREEN ONIONS. Bill Justis, Smash MGS 27021	3
115	134	SONGS FOR SINNERS. Rusty Warren, Jubilee JLP 2024	38
116	136	GEORGE MAHARIS SINGS!. Epic LN 24001	28
117	117	BO DIDDLEY. Checker LP 2984	3
118	139	BLUE HAWAII. Elvis Presley, RCA Victor LPM 2426	59
119	115	LLLLLOCO-MOTION. Little Eva, Dimension DLP 6000	6
120	142	ALL THE HITS BY ALL THE STARS. Various Artists, Parkway P 7012	3
121	126	BELAFONTE AT CARNEGIE HALL. Harry Belafonte, RCA Victor LOC 6006	156
122	81	BOBBY VEE MEETS THE CRICKETS. Liberty LRP 3228	21
123	89	THE GOLDEN HITS OF THE EVERLY BROTHERS. Warner Bros. W 1471	16
124	140	EXCITING VOICE OF AL MARTINO. Capitol T 1774	2
125	110	SINATRA SINGS... OF LOVE AND THINGS. Capitol W 1729	17
126	125	DRINKING AGAIN. Dinah Washington, Roulette R 25183	8
127	129	ROBERTINO. Kapp KL 1293	2
128	—	DID YOU EVER!. Dave Gardner, RCA Victor LPM 2498	11
129	95	GEORGE CHAKIRIS. Capitol T 1750	15
130	—	HOLIDAY SING ALONG WITH MITCH. Mitch Miller & The Gang, Columbia CL 1701	1
131	135	IT'S JUST MY FUNNY WAY OF LAUGHIN'. Burl Ives, Decca DL 4279	28
132	92	DON'T WORRY 'BOUT ME. Billy Eckstine, Mercury MG 20736	4
133	98	EBB TIDE & OTHER INSTRUMENTAL FAVORITES. Earl Grant, Decca DL 4165	45
134	—	MERRY CHRISTMAS. Johnny Mathis, Columbia CL 1193	1
135	122	LOVERS WHO WANDER. Dion, Laurie LL 2012	22
136	127	HELLO YOUNG LOVERS. Nancy Wilson, Capitol T 1767	9
137	—	THE BEST OF IRVING BERLIN'S SONGS FROM "MR. PRESIDENT". Perry Como, RCA Victor LPM 2630	1
138	131	I WANNA BE LOVED. Dinah Washington, Mercury MG 20729	4
139	132	RHAPSODY IN RHYTHM. Ray Conniff, His Ork & Chorus, Columbia CL 1878	10
140	141	THE BELMONT'S CARNIVAL OF HITS. Sabina SALP 5001	7
141	147	BENNY GOODMAN IN MOSCOW. RCA Victor LOC 6008	5
142	144	THINGS AND OTHER THINGS. Bobby Darin, Afta 146	10
143	—	ELVIS' CHRISTMAS ALBUM. Elvis Presley, RCA Victor LOC 1035	1
144	145	MARILYN. Marilyn Monroe, 20th Fox FXG 5000	8
145	128	THE BICKERSONS FIGHT BACK. Don Ameche & Frances Langford, Columbia CL 1883	6
146	150	DINAH '62. Dinah Washington, Roulette R 25170	25
147	149	DOWN TO EARTH. Chubby Checker & Dee Dee Sharp, Cameo C 1029	4
148	—	WE WISH YOU A MERRY CHRISTMAS. Ray Conniff & His Singers, Columbia CL 1892	1
149	101	MIDNIGHT SPECIAL. Jimmy Smith, Blue Note 4078	43
150	133	YOUR TWIST PARTY. Chubby Checker, Parkway P 7007	53

50 Best Selling

STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY. Sound Track, Columbia OS 2070	56
2	2	JAZZ SAMBA. Stan Getz & Charlie Byrd, Verve V6-8432	10
3	3	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. 2. Ray Charles, ABC-Paramount ABCs 435	5
4	5	THE MUSIC MAN. Sound Track, Warner Bros. BS 1459	18
5	7	I LEFT MY HEART IN SAN FRANCISCO. Tony Bennett, Columbia CS 8649	12
6	8	A TASTE OF HONEY. Martin Denny, Liberty LST 7237	10
7	9	MY SON, THE FOLK SINGER. Allan Sherman, Warner Bros. WS 1475	5
8	4	RAMBLIN' ROSE. Nat King Cole, Capitol ST 1793	11
9	6	PETER, PAUL AND MARY. Warner Bros. WS 1449	20
10	13	STOP THE WORLD—I WANT TO GET OFF. Original Cast, London AMS 88001	3
11	11	HATARI!. Henry Mancini, RCA Victor LSP 2559	21
12	14	RAPTURE. Johnny Mathis, Columbia CS 8715	6
13	12	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC. Ray Charles, ABC-Paramount ABCs 410	30
14	16	VLADIMIR HOROWITZ. Columbia KS 6371	5
15	15	OLIVER. Original Cast, RCA Victor L30D 2004	6
16	10	CAMELOT. Original Cast, Columbia KOS 2031	98
17	17	JOAN BAEZ IN CONCERT. Vanguard VSR 2122	5
18	21	CAROUSEL. Alfred Drake & Roberta Peters, Command RS 843 SD	5
19	23	TIME OUT. Dave Brubeck, Columbia CS 8192	70
20	37	MR. PRESIDENT. Original Cast, Columbia KOS 3270	2
21	19	WEST SIDE STORY. Original Cast, Columbia OS 2001	75
22	28	MOON RIVER & OTHER GREAT MOVIE THEMES. Andy Williams, Columbia CS 8409	28
23	26	THE SOUND OF MUSIC. Original Cast, Columbia KOS 2020	143
24	24	MOON RIVER & OTHER GREAT MOVIE THEMES. Mantovani, London PS 249	7
25	18	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY. David Rose & His Ork, MGM SE 4062	23
26	43	WARM AND WILLING. Andy Williams, Columbia CS 8679	2
27	31	BREAKFAST AT TIFFANY'S. Henry Mancini, RCA Victor LSP 2362	59
28	27	SOMETHING SPECIAL. Kingston Trio, Capitol ST 1747	17
29	38	THE TWO OF US. Robert Goulet, Columbia CS 8626	5
30	30	THE NEW CHRISTY MINSTRELS. Columbia CS 8672	7
31	35	MUSIC MAN. Original Cast, Capitol SWAO 990	104
32	49	BY REQUEST. Perry Como, RCA Victor LSP 2567	3
33	34	THAT HAPPY FEELING. Bert Kaempfert & His Ork, Decca DL 74205	11
34	25	ALL ALONE. Frank Sinatra, Reprise R9-1007	3
35	20	A SWINGIN' SAFARI. Billy Vaughn & His Ork, Dot DLP 25458	11
36	—	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LSP 2621	1
37	41	TONY BENNETT AT CARNEGIE HALL. Columbia CS 823	2
38	44	SERGIO FRANCHI. RCA Victor LSC 2640	2
39	22	RAY CHARLES GREATEST HITS. ABC-Paramount, ABCs 415	16
40	—	VIVA BOSSA NOVA. Laurindo Almeida & The Bossa Nova All Stars, Capitol ST 1759	1
41	39	THE MANY MOODS OF BELAFONTE. Harry Belafonte, RCA Victor LSP 2574	7
42	36	JUDY AT CARNEGIE HALL. Judy Garland, Capitol SWBO 1569	71
43	33	BABY ELEPHANT WALK. Lawrence Walk, Dot DLP 25457	11
44	42	SUGAR 'N' SPICE. Peggy Lee, Capitol ST 1772	4
45	—	CARIBBEAN GUITAR. Chef Atkins, RCA Victor LSP 2549	7
46	32	HERBIE MANN AT THE VILLAGE GATE. Atlantic 1380	7
47	47	ROME ADVENTURE. Sound Track, Warner Bros. WS 1458	24
48	48	MR. PIANO. Roger Williams, Kapp KS 3290	9
49	40	SHERRY & 11 OTHERS. Four Seasons, Vee Jay SR 1053	3
50	29	WHAT KIND OF FOOL AM I & OTHER SHOW STOPPERS. Sammy Davis Jr., Reprise R9-6051	4

**COMING
FAST**

Billboard Music Week's NEW, BIGGER, BETTER, BROADER SPECIAL YEAR-END EDITION

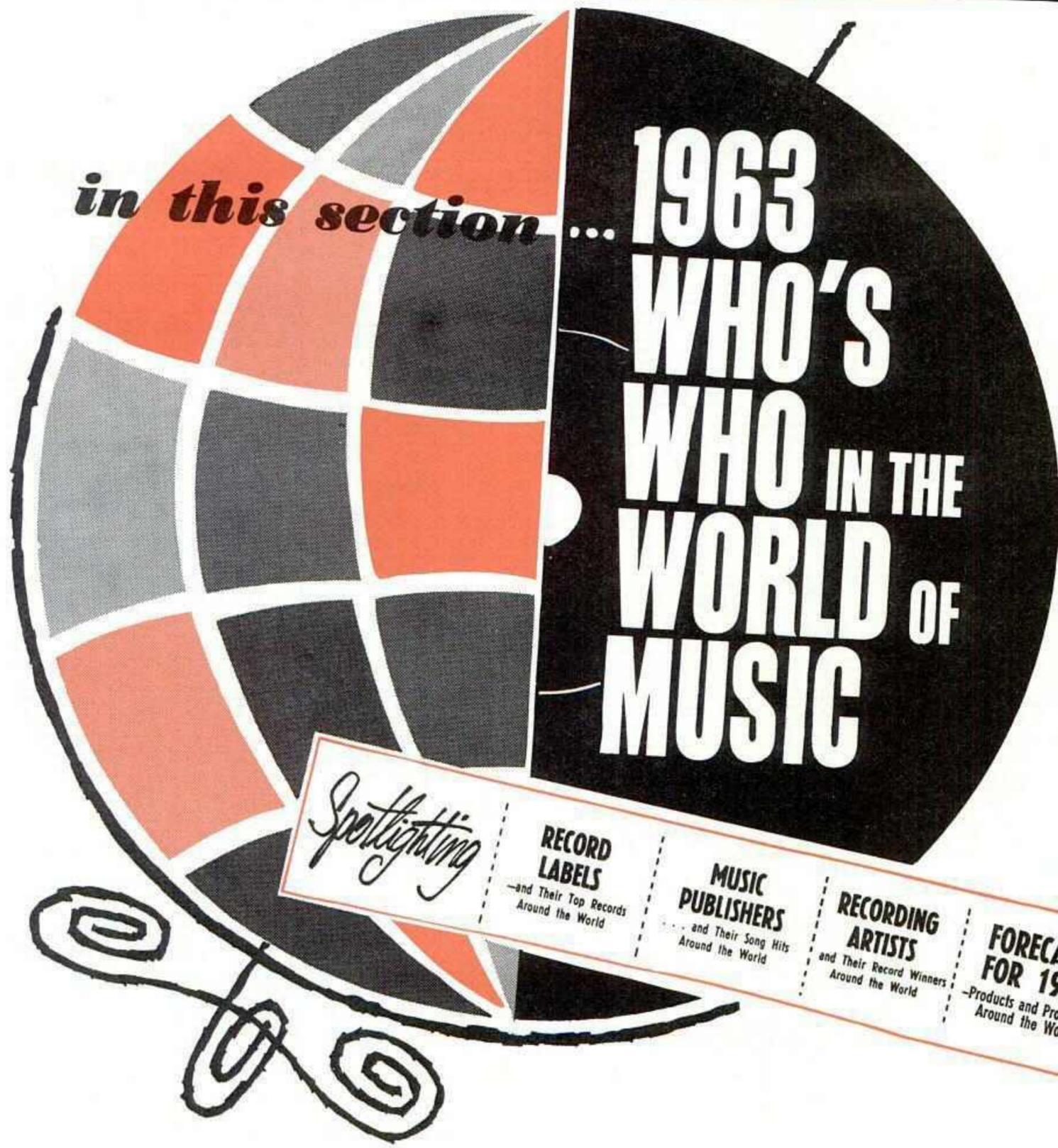
Built on a theme of **SUCCESS** in the World-Wide
Music-Record-Automatic Industry

December 29, 1962

BILLBOARD MUSIC WEEK

In Two Sections.....Section 2

THE MOST IMPORTANT INTERNATIONAL MUSIC EDITION EVER PUBLISHED . . .



THIS WEEK	STAR PERFORMERS—Selections registering greatest upward progress this week.				TITLE	Artist, Label & Number	Weeks On Chart	THIS WEEK	Indicates that 45 r.p.m. stereo single version is available.				TITLE	Artist, Label & Number	Weeks On Chart	THIS WEEK	Indicates that 33 1/2 r.p.m. stereo single version is available.				TITLE	Artist, Label & Number	Weeks On Chart
	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago					Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago					Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago			
1	1	1	1		BIG GIRLS DON'T CRY	Four Seasons, Vee Jay 465	8	35	48	63	84	YOUR CHEATING HEART	Ray Charles, ABC-Paramount 10375	4	67	68	76	82	IF YOU WERE A ROCK & ROLL RECORD	Freddy Cannon, Swan 4122	5		
2	2	2	2		RETURN TO SENDER	Elvis Presley, RCA Victor 8100	8	36	33	33	28	THAT STRANGER USED TO BE MY GIRL	Trade Martin, Coed 570	8	68	80	90	—	DON'T GO NEAR THE ESKIMOS	Ben Colder, MGM 13104	3		
3	3	4	7		BOBBY'S GIRL	Marcie Blane, Seville 120	8	37	25	23	25	WHAT KIND OF FOOL AM I	Sammy Davis Jr., Reprise 20048	15	69	72	85	—	RAINBOW AT MIDNIGHT	Jimmie Rodgers, Dot 16407	3		
4	6	7	8		DON'T HANG UP	Orions, Cameo 231	9	38	29	20	22	I'VE GOT A WOMAN	Jimmy McGriff, See 770	9	70	—	—	—	THE NIGHT HAS A THOUSAND EYES	Bobby Vee, Liberty 55521	1		
5	8	10	13		RIDE!	Dee Dee Sharp, Cameo 230	8	39	49	55	64	MARY ANN REGRETS	Burl Ives, Decca 31433	6	71	83	—	—	ROAD HOG	John D. Loudermilk, RCA Victor 8101	2		
6	7	11	19		THE LONELY BULL	Tijuana Brass, A. & M. 703	7	40	32	35	38	MAMA SANG A SONG	Stan Kenton, Capitol 4847	9	72	—	—	—	PEPINO THE ITALIAN MOUSE	Lou Monte, Reprise 20106	1		
7	13	18	39		TELSTAR	Tornadoes, London 9561	6	41	21	16	15	CLOSE TO CATHY	Mike Clifford, United Artists 489	13	73	86	—	—	SEE SEE RIDER	LaVern Baker, Atlantic 2167	2		
8	4	6	9		LIMBO ROCK	Chubby Checker, Parkway 849	14	42	26	24	16	DO YOU LOVE ME	Contours, Gordy 7005	18	74	—	—	—	I SAW LINDA YESTERDAY	Dickey Lee, Smash 1791	1		
9	5	3	4		ALL ALONE AM I	Brenda Lee, Decca 31424	11	43	64	—	—	TWO LOVERS	Mary Wells, Motown 1035	2	75	78	100	—	CONEY ISLAND BABY	Excellent, Blast 205	3		
10	16	17	32		RELEASE ME	"Little Esther" Phillips, Lenox 5555	7	44	56	67	79	SPANISH LACE	Gene McDaniels, Liberty 55510	5	76	—	—	—	TROUBLE IS MY MIDDLE NAME	Bobby Vinton, Epic 9561	1		
11	9	8	3		HE'S A REBEL	Crystals, Phillies 106	14	45	55	75	93	MY DAD	Paul Petersen, Colpix 663	4	77	84	—	—	THE LOVE OF A BOY	Timi Yuro, Liberty 55519	2		
12	18	22	23		(DANCE WITH THE) GUITAR MAN	Duane Eddy, RCA Victor 8087	10	46	39	25	29	LEAH	Roy Orbison, Monument 467	10	78	—	—	—	DON'T MAKE ME OVER	Donna Warwick, Scepter 1239	1		
13	14	19	26		MY OWN TRUE LOVE	Duprees, Coed 571	8	47	36	37	51	LOVERS BY NIGHT, STRANGERS BY DAY	Fleetwoods, Dolton 62	9	79	82	87	—	I MAY NOT LIVE TO SEE TOMORROW	Brian Hyland, ABC-Paramount 10374	3		
14	27	39	56		LOVE CAME TO ME	Dion, Laurie 3145	5	48	38	43	47	MAMA SANG A SONG	Walter Brennan, Liberty 55508	8	80	—	—	—	MONSTERS' HOLIDAY	Bobby (Boris) Pickett & the Crypt Kickers, Garpax 44171	1		
15	20	30	43		RUMORS	Johnny Crawford, Del-Fi 4188	6	49	53	57	74	COMIN' HOME BABY	Mel Torme, Atlantic 2165	6	81	—	—	—	MY WIFE CAN'T COOK	Louie Russ, 4 J 501	1		
16	19	29	42		KEEP YOUR HANDS OFF MY BABY	Little Eva, Dimension 1003	6	50	35	38	37	I LEFT MY HEART IN SAN FRANCISCO	Tony Bennett, Columbia 42332	18	82	85	92	—	THE JITTERBUG	Dovells, Parkway 855	3		
17	12	12	10		THE CHA-CHA-CHA	Bobby Rydell, Cameo 228	9	51	46	51	55	STUBBORN KIND OF FELLOW	Marvin Gaye, Tamla 54068	8	83	—	—	—	DESAFINADO	Pat Thomas, MGM 13102	1		
18	15	15	18		DESAFINADO	Stan Getz and Charlie Byrd, Verve 10260	11	52	76	82	90	SHUTTERS AND BOARDS	Jerry Wallace, Challenge 9171	4	84	—	—	—	THE BALLAD OF JED CLAMPETT	Lester Flatt & Earl Scruggs, Columbia 42686	1		
19	23	36	44		ESO BESO	Paul Anka, RCA Victor 8097	6	53	94	—	—	EVERYBODY LOVES A LOVER	Shirley, Scepter 1243	2	85	95	—	—	ME AND MY SHADOW	Frank Sinatra & Sammy Davis Jr., Reprise 20128	2		
20	41	54	85		GO AWAY LITTLE GIRL	Steve Lawrence, Columbia 42691	5	54	43	31	20	POPEYE (The Hitchhiker)	Chubby Checker, Parkway 849	12	86	92	—	—	GONNA RAISE A RUCKUS TONIGHT	Jimmy Dean, Columbia 42600	2		
21	10	5	5		NEXT DOOR TO AN ANGEL	Nell Sedaka, RCA Victor 8086	10	55	81	—	—	TELL HIM	Exciters, United Artists 544	2	87	—	—	—	YOU'VE REALLY GOT A HOLD ON ME	Miracles, Tamla 54073	1		
22	40	50	77		YOU ARE MY SUNSHINE	Ray Charles, ABC-Paramount 10375	4	56	63	73	89	DIDDLE-DE-DUM	Belmonts, Sabina 507	4	88	—	—	—	SOME KINDA FUN	Chris Montez, Monogram 507	1		
23	37	40	59		LET'S GO	Routers, Warner Bros. 5283	6	57	60	69	—	YOU THREW A LUCKY PUNCH	Gene (Duke of Earl) Chandler, Vee Jay 468	3	89	—	—	—	STILL WATER RUNS DEEP	Brook Benton, Mercury 72055	1		
24	42	65	—		HOTEL HAPPINESS	Brook Benton, Mercury 72055	3	58	70	81	86	UP ON THE ROOF	Drifters, Atlantic 2162	6	90	91	—	—	STRANGE I KNOW	Marvelettes, Tamla 54072	2		
25	30	41	52		DEAR LONELY HEARTS	Nat King Cole, Capitol 4870	5	59	31	21	14	MONSTER MASH	Bobby (Boris) Pickett and the Crypt Kickers, Garpax 44167	14	91	—	—	—	LET ME GO THE RIGHT WAY	Supremes, Motown 1034	1		
26	28	34	37		WIGGLE WOBBLE	Les Cooper, Everlast 5019	8	60	67	72	87	THAT'S LIFE	Gabriel & the Angels, Swan 4118	5	92	—	—	—	THE CHIPMUNK SONG	David Seville & the Chipmunks, Liberty 55250	1		
27	17	13	11		ONLY LOVE CAN BREAK A HEART	Gene Pitney, Musicor 1022	13	61	61	74	78	I LOST MY BABY	Joey Dee, Roulette 4456	6	93	100	—	—	LIMELIGHT	Mr. Acker Bilk, Aco 6238	2		
28	24	28	33		I CAN'T HELP IT	Johnny Tillotson, Cadence 1432	7	62	74	80	99	BABY HAS GONE BYE BYE	George Maharis, Epic 9555	4	94	—	—	—	CAST YOUR FATE TO THE WIND	Vince Guaraldi Trio, Fantasy 563	1		
29	34	46	65		CHAINS	Cookies, Dimension 1002	5	63	77	—	—	TEN LITTLE INDIANS	Beach Boys, Capitol 4880	2	95	88	89	91	GETTING READY FOR THE HEARTBREAK	Chuck Jackson, Wand 128	4		
30	44	64	75		ZIP-A-DEE-DOO-DAH	Bob B. Soxx & the Blue Jeans, Phillies 107	4	64	75	77	81	A LITTLE BIT NOW	Majors, Imperial 5879	4	96	—	—	—	TWILIGHT TIME	Andy Williams, Cadence 1433	1		
31	45	66	88		RUBY ANN	Marty Robbins, Columbia 42614	4	65	73	—	—	LET'S KISS AND MAKE UP	Bobby Vinton, Epic 9561	2	97	—	—	—	THREE HEARTS IN A TANGLE	James Brown & the Famous Flames, King 5701	1		
32	11	9	6		GINA	Johnny Mathis, Columbia 42582	12	66	—	—	—	LITTLE DRUMMER BOY	Harry Simeone Chorale, 20th Fox 121	1	98	—	—	—	ZERO-ZERO	Lawrence Welk, Dot 16420	1		
33	50	61	83		THE PUSH AND KICK	Mark Valentino, Swan 4121	5	67	73	—	—	LET'S KISS AND MAKE UP	Bobby Vinton, Epic 9561	2	99	—	—	—	JINGLE BELL ROCK	Bobby Helms, Decca 30513	1		
34	22	14	12		NOTHING CAN CHANGE THIS LOVE	Sam Cooke, RCA Victor 8086	11	68	—	—	—	LITTLE DRUMMER BOY	Harry Simeone Chorale, 20th Fox 121	1	100	—	—	—	NIGHT TIME	Pete Antell, Cameo 234	1		

HOT 100—A TO Z—(Publisher-Licensee)

All Alone Am I (Duchess, BMI)	9	I've Got a Woman (Progressive, BMI)	38	Popeye (The Hitchhiker) (Kalmann, ASCAP)	54
Baby Has Gone Bye Bye (Dymor, ASCAP)	62	If You Were a Rock and Roll Record (Claridge, ASCAP)	67	Push and Kick (The Claridge, ASCAP)	33
Ballad of Jed Clampett (The Carolinone, BMI)	84	Jingle Bell Rock (Cornell, ASCAP)	99	Rainbow at Midnight (Shapiro-Bernstein, ASCAP)	69
Big Girls Don't Cry (Bobob, ASCAP)	1	Jitterbug (The Cameo-Parkway, BMI)	82	Release Me (Four Star, BMI)	10
Bobby's Girl (A. M. E., BMI)	3	Keep Your Hands Off My Baby (Aldon, BMI)	16	Return to Sender (Presley, BMI)	2
Cast Your Fate to the Wind (Friendship, BMI)	94	Leah (Acuff-Rose, BMI)	46	Ride! (Woodcrest-Check-Coff, BMI)	5
Cha-Cha-Cha, The (Fajob-Kalmann, ASCAP)	17	Let Me Go the Right Way (Jobete, BMI)	91	Road Hog (Acuff-Rose, BMI)	71
Chains (Aldon, BMI)	29	Let's Go (Wrist-Giant, BMI)	23	Ruby Ann (Marizone, BMI)	31
Chipmunk Song, The (Monarch, ASCAP)	92	Let's Kiss and Make Up (Trio, BMI)	65	Rumors (Aldon, BMI)	15
Close to Cathy (Arch, ASCAP)	41	Limbo Rock (Four Star-Twist, BMI)	8	See See Rider (Colligan, BMI)	73
Comin' Home Baby (Melotone, BMI)	49	Little Bit Now, A (Travis-Rittenhouse, BMI)	64	Shutters and Boards (Camp & Canyon, BMI)	52
Coney Island Baby (Original, BMI)	75	Little Drummer Boy (Delaware-Mills, ASCAP)	66	Some Kinda Fun (Rondell, BMI)	88
(Dance With the) Guitar Man (Linduane, BMI)	12	Lonely Bull, The (Almo, ASCAP)	6	Spanish Lace (St. Louis, BMI)	44
Dear Lonely Hearts (Sweco-Cetra, BMI)	25	Love Came to Me (Schwartz-Dial, ASCAP)	14	Sillil Waters Run Deep (Gil-Benday, BMI)	89
Desafinado—Getz & Byrd (Hollis-Bendig, BMI)	18	Love of a Boy, The (U. S. Songs, ASCAP)	77	Strange I Know (Jobete, BMI)	90
Desafinado—Thomas (Hollis-Bendig, BMI)	83	Lovers by Night, Strangers by Day (January, BMI)	47	Stubbhorn Kind of Fellow (Jobete, BMI)	51
Diddle-De-Dum (Glendon, ASCAP)	56	Mama Sang a Song—Kenton (Tree-Champion, BMI)	48	Tell Him (Mellin, BMI)	55
Do You Love Me (Jobete, BMI)	42	Mama Sang a Song—Kenton (Tree-Champion, BMI)	48	Telstar (Campbell Connely, ASCAP)	7
Don't Go Near the Eskimos (Buttercup, BMI)	4	Mary Ann Regrets (Pamper, BMI)	39	Ten Little Indians (Sea of Tunes, BMI)	63
Don't Hang Up (Kalmann, ASCAP)	4	Me and My Shadow (Bourne, ASCAP)	85	That Stranger Used to Be My Girl (Winneton, BMI)	36
Don't Make Me Over (Bacharach-Jac, ASCAP)	78	Me and My Shadow (Bourne, ASCAP)	85	That's Life (Mary Hill-Missile, BMI)	60
Eso Beso (Flanka, ASCAP)	19	Monster Mash (Garpax, BMI)	59	Three Hearts in a Tangle (Sento, BMI)	97
Everybody Loves a Lover (Korwin, ASCAP)	53	Monsters' Holiday (Garpax-Underwood, BMI)	80	Trouble Is My Middle Name (January, BMI)	78
Getting Ready for the Heartbreak (Ludix, BMI)	95	My Dad (Aldon, BMI)	45	Twilight Time (Porgie, BMI)	96
Gina (Elm Drive, ASCAP)	32	My Own True Love (Remick, ASCAP)	13	Two Lovers (Jobete, BMI)	43
Gonna Raise a Ruckus Tonight (Plainview, BMI)	86	My Wife Can't Cook (Lainsee, BMI)	81	Up on the Roof (Aldon, BMI)	58
He's a Rebel (January, BMI)	11	Next Door to an Angel (Aldon, BMI)	21	What Kind of Fool Am I (Ludlow, BMI)	37
Hotel Happiness (Dayton-Mansion, ASCAP)	24	Night Has a Thousand Eyes, The (Bleo-Mabs, ASCAP)	70	Wiggle Wobble (Bob-Dan, BMI)	26
I Can't Help It (Acuff-Rose, BMI)	28	Nothing Can Change This Love (Kags, BMI)	100	You Are My Sunshine (Peer Int'l, BMI)	22
I Left My Heart in San Francisco (General, ASCAP)	50	Only Love Can Break a Heart (Arch, ASCAP)	27	You Threw a Lucky Punch (Jobete, BMI)	57
I Lost My Baby (Planetary, ASCAP)	61	Pepino the Italian Mouse (Romance-Ding Dong, BMI)	72	You've Really Got a Hold on Me (Jobete, BMI)	87
I May Not Live to See Tomorrow (Pogo, ASCAP)	79			Your Cheating Heart (Fred Rose, BMI)	35
I Saw Linda Yesterday (Jack, BMI)	74			Zero-Zero (Metorian, BMI)	98
				Zip-A-Dee-Do-Dah (Joy, ASCAP)	30

BUBBLING UNDER THE HOT 100

101. WHITE CHRISTMAS	Bing Crosby, Decca 23778
102. THEME FROM TARAS BULBA (THE WISHING STAR)	Jerry Butler, Vee Jay 475
103. GO TIGER, GO!	Guy Mitchell, Joy 270
104. THE END OF THE WORLD	Sketeer Davis, RCA Victor 8089
105. MY MAN—HE'S A LOVIN' MAN	Betty Lavett, Atlantic 2160
106. THERE'LL BE NO TEARDROPS TONIGHT	Adam Wade, Epic 9557
107. ECHO	Emotions, Kapp 490
108. RUDOLPH, THE RED-NOSED REINDEER	David Seville and the Chipmunks, Liberty 55289
109. THE LONGEST DAY (Instrumental)	Mitch Miller, His Oak and Chorus, Columbia 42585
110. THIS LAND IS YOUR LAND	Christy Minstrels, Columbia 42592
111. I'VE GOT THE WORLD BY THE TAIL	Claude King, Columbia 42630
112. YOU'RE GONNA NEED ME	Barbara Lynn, Jamie 1240
113. THE 2,000 POUND BEE	Ventures, Dolton 67
114. BIG BOAT	Peter, Paul and Mary, Warner Bros. 5325
115. MAMA SANG A SONG	Bill Anderson, Decca 31404
116. FROM THE BOTTOM OF MY HEART (Damm, Damm)	Dean Martin, Reprise 20116
117. ROCKIN' AROUND THE CHRISTMAS TREE	Brenda Lee, Decca 20777
118. THEME FROM TARAS BULBA (The Wishing Star)	Ferrante & Teicher, United Artists 537
119. I'M SO LONESOME I COULD CRY	Johnny Tillotson, Cadence 1432
120. REMEMBER THEM	Earl, Old Town 1130
121. SHE'S A TROUBLEMAKER	Majors, Imperial 5879
122. THE SEARCHING IS OVER	Joe Henderson, Todd 1079
123. THE BEST MAN CRIED	Clyde McPhatter, Mercury 72051
124. THIS LAND IS YOUR LAND	Ketty Lester, Era 3094
125. FROM A JACK TO A KING	Neil Miller, Fabor 114
126. CAST YOUR FATE TO THE WIND	Martin Denny, Liberty 55514
127. ALVIN'S HARMONICA	David Seville and the Chipmunks, Liberty 55250
128. SANTA CLAUS IS WATCHING YOU	Ray Stevens, Mercury 72058
129. WELCOME HOME	Frankie Avalon, Chancellor 1125
130. MOLLY	Bobby Goldsboro, Laurie 3130



the nation's best selling records

BIG HIT SINGLES

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

HOT ALBUMS ON DOT

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

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

CHRISTMAS ALBUMS

STEREO DLP NO.	MONO DLP NO.	ALBUM
	3083	CHRISTMAS CHIMES Dr. Charles S. Kendall
25148	3148	CHRISTMAS CAROLS Billy Vaughn
25222	3222	WHITE CHRISTMAS Pat Boone
25225	3225	CHRISTMAS ORGAN AND CHIMES Dr. Charles S. Kendall & Dr. Norman S. Wright

STEREO DLP NO.	MONO DLP NO.	ALBUM
25232	3232	MERRY CHRISTMAS The Mills Brothers
25233	3233	THE LITTLE DRUMMER BOY The Jack Halloran Singers
25343	3343	CHRISTMAS WITH THE LENNON SISTERS
25397	3397	SILENT NIGHT Lawrence Welk
25479	3479	CHRISTMAS TIME George Wright



Capitol May Strike Oil in \$3 Million Jump to Broadway

By LEE ZHITO

HOLLYWOOD — The leap of Capitol Records into the risky field of Broadway musicals through a \$3 million investment in the Fame Productions company of top producers Feuer and Martin is being interpreted by tradesters as (1) a prime example of record company diversification, and (2) an attempt by Capitol to secure position in shooting for all future original cast recordings of F. & M. musicals.

At the same time, the deal assures Capitol income from Fame's show earnings, including box-office receipts, record royalties (currently from "How to Succeed" and "Little Me," even though they are on Victor), motion picture rights and income from theater rentals, since ownership in two theaters (the Shaftesbury in London — through an EMI deal — and the Lunt-Fontaine in New York), are also part of the deal.

In its five-year contract with Feuer and Martin, Capitol has perhaps pulled a real plum, since F. & M. have a sensational track record of Broadway musical successes—seven smash hits out of eight tries. Though the deal with

Capitol was made in August, F. & M. had prior commitments to Victor for two albums, as the result of a \$120,000 advance to them for "Wildcat" rights a few years ago. **No Lock**

There is no guarantee that F. & M. can turn over all or any of their Broadway musical cast rights to Capitol in the future, since the publishers and writers make final determination. But there is certainly a good chance for Capitol. Even if it doesn't get the album rights, Capitol, as an investor receiving 50 per cent of Fame's show earnings, shares in all other income from a hit musical.

"Little Me" opened last week at the Lunt-Fontaine Theater, which belongs to Fame Productions. "How to Succeed" will open shortly in London at the F. & M.-EMI-Charles Clore (British real estate tycoon) owned Shaftesbury Theater. Theater owners get their slice of box-office receipts off the top of the gross ranging from 20 per cent to 30 per cent of the take, depending on rental negotiations.

Alan Livingston, Capitol president, told *BMW*: "We want to look upon our participation in the Fame

(Continued on page 16)

SUCH TROUBLES, WE SHOULD HAVE!

Distributors Sobbing All the Way To Bank After LP Explosion

By BOB ROLONTZ

NEW YORK—The happiest record business figures in the U. S. today, in addition to Cadence and Warner Bros. executives, should be distributors handling the albums "The First Family" and "My Son, the Folk Singer." But are these distributors happy? Well, not really.

Take Harry Aposteleris, head of Alpha Distributors in New York. He has both the Cadence and the Warner Bros. lines, and has already sold 250,000 "First Family" sets and 200,000 "Folk Singer" LP's. But is he happy? He is not.

Why not? According to the distributor chief, he has been called more names by his customers than ever

before in his capacity as a distributor. They scream at him when he can't deliver the product. And they scream at him when he can only deliver part of their order, though, as Harry explains, up to now he has had to fill a little bit of everyone's order to be fair about it, with his limited supply and such overwhelming demand.

Voices From Past

But what makes Aposteleris most unhappy have been the calls he has been getting from rackers, and/or one-stops who haven't bought product from him in any quantity in years—or who still owe him money on orders from last year.

They get him on the phone and call him "buddy" and then ask for five or 10 thousand pieces and get mad when he can't deliver. The unkindest cut of all, according to Aposteleris, is when they tell him he is hurting their rack accounts. "These are the same accounts I dealt with directly for 15 years," says the indignant distrib.

The same kind of sorrow was being registered in Philadelphia by Universal Distributors exec Paul Fein last week, who has the Cadence line and has been selling Vaughn Meader LP's like crazy.

"It's the bad payers who have been screaming the most," said Fein. They seem to think they are entitled to better treatment than the good payers. I had one guy—who shall be nameless—who owes me \$10,000, call me and tell me he wanted records. He walked in here with \$2,500 in cash. I told him it wasn't enough. You should have heard him."

"The Vaughn Meader record has been selling so fast that a lot of guys had to order from their own local distrib for the first time in years," said Fein. "They couldn't order out of town like they often do if their credit was in their own city, since out-of-town distributors didn't have an extra product either. But Archie Bleyer expects to be paid—especially with his pressing bill—and the only way I can pay him is to sell to my good payers."

Distributors who had both the Allan Sherman and Meader records were naturally the most harrassed over the past four weeks, but distributors with only the Meader set were also snowed under. There is little doubt that distributors lucky enough to have the disk used their position of strength to take care of their good customers.

The labels with other lines also handled by the lucky Meader distributors, however, were not all happy either. Many of the firms, when they tried to get their distributor on the phone to see how their records or albums were doing, kept getting busy signals over the past two weeks. In one case a large firm couldn't even get the chief shipping clerk on the phone. One manufacturer sent telegrams to a distrib in the same city since they couldn't reach him any other way.

An interesting sidelight to the Meader and Sherman album action is that there have not been, according to all reports any counterfeit albums out on either LP. Joke in the trade: "Counterfeiters couldn't buy an LP to copy."

The commotion appears to be settling down a bit now. Cadence Records has done a masterful job of getting records to distributors, who in turn have got them to market, and it's now possible to buy a copy. Same is true of the "Folk Singer" at various prices, almost everywhere.

And now a lot of distributors will be probably moaning that things ain't what they used to be.

DUKE AND THE CLAN

Free-Loaders Mill as Frank Signs Ellington

CHICAGO—Frank Sinatra announced the signing of Duke Ellington to his one and one-half-year-old Reprise Records as more than 1,000 members of the press, radio and record industry plus sundry members of the Sinatra "Clan" looked on.

The announcement was made at what was easily the loudest, swiftest, brassiest, most-sought-after and most-crashed cocktail party of the year here hosted by Sinatra, Reprise, and Milt Salstone of M-S Distributing Company, the label's local outlet.

Sinatra took stage center flanked by Dean Martin and Sammy Davis Jr. to introduce "The Duke." He said that Ellington would be used not only as an artist but as an a.&r. man and that Reprise was establishing a so-called "Ellington Jazz" wing to showcase new as well as established jazz artists in the recording field.

Sinatra, Martin and Davis are currently appearing on one bill at the "new" Villa Venice in what is considered a "Summit Meeting" of entertainers.

The show has been "SRO" since its opening last week, no better attested to than by the fact that the Villa doubled its minimum and cover charge for the trio's appearance.

The Sinatra-Martin-Davis magic is evidently not confined to the public as the cocktail party for the boys was the most talked-about topic in the trade here for several weeks.

The city's leading radio, press, television and record industry hoi polloi, who seldom attend lesser functions, turned out in mass. They were joined, and gawked at,

(Continued on page 16)

Like Hula, LP Hits Sell

BOSTON — "The only thing you can compare this with is the hula hoop craze of a couple of years ago," says Frank Holland of Mutual Distributors discussing Cadence's sensational LP, "The First Family."

"It is even far ahead of 'My Fair Lady,' and the only way to describe the rush for records is 'pandemonium'."

Mutual has taken orders for more than 100,000 in one week. Jordan-Marsh, leading Hub department store, sold 600 one day between 10 a.m. and 6 p.m. Holland has waited up as late as 3 a.m. some mornings for the arrival of truckloads of the record.

Tremendous sales of the Allan Sherman Warner Bros. LP, "My Son, the Folk Singer" are reported by Herb Dale with sales mounting to 30,000 in the area for the month of November. Dale is so impressed that he is bringing in Sherman December 27 for a one-night show at Symphony Hall with his Hollywood chorus and orchestra.

ARMADA Meets to Fashion Program Buttressing Distrib-Dealer Structure

NEW YORK — Board members of the American Record Merchants and Distributors Association (ARMADA) will gather next week for what is being billed as the group's "most provocative board meeting." The meeting will be held in Detroit, Monday and Tuesday (10-11) at the newly opened offices of Jay Kay Distributors, operated by board member Johnny Kaplan.

A sense of such high urgency prevails among the board members that a two-day meeting has been scheduled to allow a full airing of all plans and problems—despite the season, busiest time of the year for the entire industry.

Virtually all board members are expected to attend, according to ARMADA President Amos Heilicher, who said: "The time has come for decisive action if stability is to be introduced into the present chaotic marketing pattern."

SORD Heads Due
Adding interest to the board

meeting will be the presence of Andy Anderson, recently elected president of the Society of Record Dealers, and SORD Secretary-Treasurer Lou Shapiro.

Anderson is expected to speak on possible areas of co-operation between the two elements of the industry. A full-dress discussion of these matters will then follow.

Key topics are expected to include the development of methods of coping with direct dealing by manufacturers and the perennial question of transshipping. Distributors will seek to evolve a united stand on these matters.

Underlying the upcoming meeting is the feeling prevalent in many circles that buttressing of the distrib-dealer structure is vital not only to the survival of these elements but to that of the manufacturer whose dollar volume is closely keyed to catalog sales.

Starch Needed
On this matter, one ARMADA

board member said recently: "You can't play footsie with everybody and not have a day of reckoning. That day is close at hand and what distributors and manufacturers need at this point is the starch to face up to it for the good of everybody's business."

Another distributor said that "while many distributors do not wear halos, much of the cleanup and honest appraisal must come from the top, the manufacturers, if we are jointly to achieve some business sanity."

Expected to attend the Detroit sessions are Heilicher, president; Johnny Kaplan, vice-president; Harry Schwartz, treasurer; and Bob Chatton, Oakland, Calif.; Al Sherman, Los Angeles; Jimmy Martin, Chicago; Carl Glaser, Buffalo; Jake Friedman, Atlanta; Irwin Fink, Newark, N. J.; Bill Schochet, New York; Bud Lampe, St. Louis, and Paul Ackerman, ARMADA executive secretary.

Col. Classical Hits Peak High

NEW YORK — Columbia Records' Masterworks department has hit the highest sales level in its history, according to Bill Gallagher, Columbia's vice-president in charge of marketing. Gallagher said Columbia classical sales are up more than 75 per cent over 1961.

Among the contributors to the record sales pace are Vladimir Horowitz's first Columbia recording, which appears in the No. 50 spot in this week's *BMW* best selling mono album chart; the Philadelphia Orchestra's "Glorious Sound of Christmas," and various packages by Leonard Bernstein and the New York Philharmonic, including the de luxe, two-LP "Legacy" package, "The Opening of Lincoln Center."

Gallagher added that the Philadelphia Orchestra Christmas package, has become one of the fastest sellers ever in the classical field. Since its release date in October, Gallagher said, the package has sold close to 500,000 copies.

Added Starter on Little Eva Album

NEW YORK — The Dimension label is adding Little Eva's latest hit "Keep Your Hands Off My Baby" to her current LP "Loco-Motion." Side is being added at the request of distributors and dealers. Stickers are being attached to the cover of the album to indicate the addition.

FTC Takes Look as Prices On Smash LP's Cut to Bone

By REN GREVATT

NEW YORK — Discounting of key albums and singles merchandise in this area last week touched off a major controversy among dis-

Mercury Says Sales Zoomed 23% Better

CHICAGO—Mercury reported a 23 per cent sales hike over last year and more than \$1,000,000 net each for its Smash and Philips labels in their first full year of operation.

The figures were announced as Mercury held a meeting for its a.&r. and executive staffs here last week.

Irwin Steinberg, executive vice-president, said he felt the successful sales picture was due to Mercury's concern with constant readjustment to changing market conditions and its current emphasis toward a more selective product.

Mercury also established a new annual award to honor its top selling c.&w. artist. Initially honored were LeRoy Van Dyke for "Walk On By" and "If a Woman Answers," Claude Gray for "I'll Just Have Another Cup of Coffee," Rex Allen for "Don't Go Near the Indians" and George Jones for "Window Up Above."

The current a.&r. meeting will cover release schedules and policies for 1963. Under discussion will be a program of working toward more selected issues of records in both singles and LP's. The meeting will also serve to develop Mercury product plans which I. B. Green, president, will carry to a European a.&r. staff meeting in the next few weeks.

Attending the Chicago session were Green; Steinberg; Kenneth S. Myers, Mercury sales manager; Charles Fach, Smash and Fontana sales manager; Lou Simon, Philips sales manager, and the following a.&r. men: Shelby Singleton, Quincy Jones, Jack Tracy, Hal Mooney, David Carroll, Jerry Kennedy and Jerry Reed.

RACK JOBBERS MERGERS UNDERLINE TRADE TREND

PHILADELPHIA—The trend of large rack jobbers to absorb smaller rack outfits continued this week when two consolidations of major proportions took place in widely separated areas of the country.

In Wichita, Kan., Pioneer Distributing Company acquired the assets of Record Distributing Company of Dallas, a subsidiary of Rawson Drug and Sundry Company. The new Dallas-based wing of Pioneer will be known as Pioneer Distributing Company of Texas. The purchase will add 300 full-line record outlets to the Pioneer operation, for a total of close to 1,000.

Warehouses will be maintained in Wichita; Kansas City, Mo., and Dallas. Alvin M. Driscoll, Pioneer president, who is vice-president of NARM, said that all current personnel will be maintained and that all buying for Texas operation will be done in Dallas.

In Detroit, Kenneth Sachs, president of Merchants Wholesale Service Company of Detroit, announced the purchase of Blinn Distribution, a Toledo rack firm servicing accounts in Western Ohio and Northern Indiana.

Among the outlets which Merchants Wholesale now takes on are 40 supermarkets, including stores

counters themselves and dealers in general. Beyond this, late in the week it was learned that the Federal Trade Commission was quietly investigating the deep price cuts on key albums being advertised by certain stores.

Details of the FTC inquiry into pricing matter remained unclear. It was known, however, that several local disk dealers had a joint appointment with the head of the FTC New York branch office late Friday to discuss the matter.

At least two major retail outlets cut to the bone the price of the most phenomenal album sellers the industry has seen in many years. Alexander's, which operates several stores in the greater metropolitan New York area, was advertising both Cadence's "The First Family," and Warner Bros.' "My Son, the Folk Singer" at a record low of

\$1.44. Alexander's also placed a limit in its ad of "250 per store" on the "Folk Singer" package, and "150 per store" on the "First Family" set.

The store was also offering the sound tracks of "Gypsy," "West Side Story" and "Music Man" at what the store itself noted as an "incredibly priced \$1.99" per album. All hit singles were going for 49 cents.

Big Bargains

Stern's, an old-line department store with an up-to-date competitive discount spirit, used seven full columns in The Sunday Times of a week ago to advertise its "One Week Record Riot," adding, "over 20,000 to choose from." Such items as "Folk Singer," "Peter, Paul and Mary," Ray Charles' country album "Volume II" and "The Many

(Continued on page 44)

Hopes Dim for Brazil Getting Carnegie Disk

By MAURICIO QUADRIO

RIO DE JANEIRO — The Brazilian audience here is very anxious to hear a broadcast of the bossa nova concert held last week (21) at Carnegie Hall. Though the show was panned by New York correspondents of the press here—especially in the influential newspaper O Globo—Brazilians would still like to hear what actually happened in New York for themselves.

It does not seem likely, however, for one of the two promoters of the concerto, Audio Fidelity Records, has expressly forbidden any broadcast of the event in this South American metropolis. Further, Brazilian recording companies whose contract artists appeared have refused to allow these artists to appear on any disk recorded at the bossa nova fete. (How this ban effects a United States Information Agency taping of the show is not known at this time.)

Despite the controversy and bad notices surrounding the

Carnegie Hall show, bossa nova continues to grow in this country. Strangely enough the new musical style, which is the result of new harmonies, and rhythmic variations on the traditional samba, never really had great popularity in its native country.

In any case, bossa nova is at the moment big business in

(Continued on page 16)

WHAT TICKLED LONDON'S FANCY 100 YEARS AGO

LONDON — Though the Decca stockholders' annual meeting was the 32d in the company's history, chairman Sir Edward Lewis noted that it marked the 130th anniversary of the foundation of Barnett Samuel & Company, a musical instrument manufacturing firms, which was its direct antecedent.

He had instigated some research into what were the hit parade songs of 1832, foundation year, and presented the following: "Champagne Charlie," "Pretty Polly Perkins of Paddington Green," "Jim Crow," "Work Boys Work," "Down Among the Dead Men," "Villykins and His Dina," "The Rat Catcher's Daughter," "Limerick Races," "Home Sweet Home" and "The Anacreonic Song."

The last was written as a drinking song for a London club and in later years, Sir Edward noted, had been adopted as the tune for "The Star-Spangled Banner."

EDITORIAL

A Magic Business

A tremendous shot in the arm has been handed the record business over the past four weeks by sales of Vaughn Meader and the Allan Sherman albums. Coming at a time when dealers are preparing for the Christmas season, it means that 1962 may turn into by far the greatest year in the history of the record business.

The great sales of "The First Family" and "My Son, the Folk Singer" LP's are important not only from the dollar point of view but also because they demonstrate anew for everybody in the industry the tremendous vitality—the magic, if you will—of the record business.

Records are the greatest exposure medium in the field of communications, reaching young and old alike, not only in this country but throughout the world. Through them stars are born and songs are made popular, and a bit of the times we live in are forever preserved on disk. Records can lift a performer from obscurity to fame in a few short weeks—or days—and have the whole country singing his songs and telling his stories. Could this type of impact come across as instantly in TV, motion pictures or the theater?

The record business is more than a business; it is excitement and fun and entertainment too. Sometimes when we get engrossed in all the problems that surround us all the time, we forget this. The impact of the Meader and Sherman albums on the national consciousness should make all of us proud that we are associated with an industry that can bring so much enjoyment to millions and millions of people.

Looks Like Old-Style Crosby-Type Christmas

NEW YORK — As Thanksgiving faded into memory last week, many of the country's top deejays turned to their yuletide singles and albums and began to do their Christmas hoppin' early.

One result of this fast-off-the-mark action with holiday songs was a flurry of sales action across the country for both new and old Christmas platters. Record industry sources felt that the action was developing "faster than last year," largely as a result of the early promotion.

Among oldies moving in the singles field were Bing Crosby's durable Decca waxing of "White Christmas," as much a Christmas feature as sidewalk Santas, currently just a single notch under the "Hot 100" list.

Also oldie-but-active were David Seville and the Chipmunks' Liberty waxing of "Rudolph, the Red-Nosed Reindeer," "The Chipmunk Song" and "Alvin's Harmonica." Back on radio station turntables was the Harry Simeone Chorale's "Little Drummer Boy," on 20th-Fox; Bobby Helms' "Jingle Bell Rock," on Decca, and Brenda Lee's "Rockin' Around the Christmas Tree."

No New Stuff Yet

There weren't a whole lot of new Christmas singles yet anyway, and only a few were developing action. Among the strongest were Ray Stevens' "Santa Claus Is Watching You," and the Simeone Chorale's "Do

You Hear What I Hear?" Both on Mercury.

In the album field, there was even stronger emphasis on established artists and material. An album developing action—thanks to a growing amount of radio exposure for various tracks—was the Philadelphia Orchestra's "The Glorious Sound of Christmas."

Mitch on Hand

Other Christmas albums on the move included Columbia's "Holiday Sing Along With Mitch," Johnny Mathis' "Merry Christmas" and Ray Conniff's "We Wish You a Merry Christmas." RCA Victor's "Elvis' Christmas Album" was moving up also, as was Bing Crosby's new waxing for Warner Bros. Bobby Vee, whose "Merry Christmas" album on Liberty was developing action, was a virtual newcomer to the circle of established album artists scoring Christmas sales.

The Christmas sweepstakes isn't over yet, by any means. More Christmas records are due to be released, and stations are not yet really in the swing of full blast of Christmas programming.

However, it didn't appear likely last week that the Christmas oldies were going to be displaced radically by new yuletide releases.

British Decca Net Stays Even

LONDON — British Decca's turnover in the North American market through its large subsidiary, London Records Inc., increased during the last financial year. Profits, however, were about the same, being kept up by an increase in the Canadian operation.

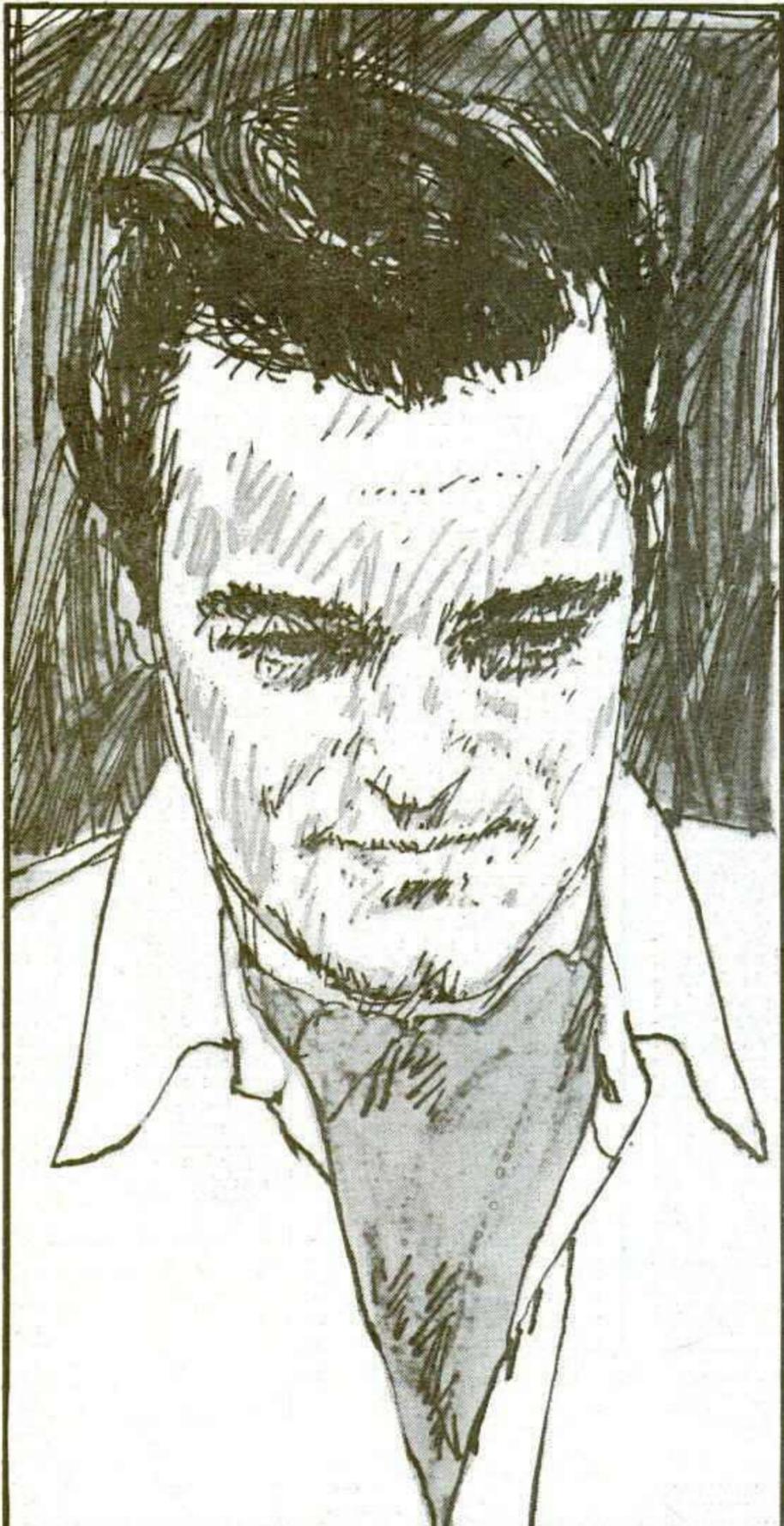
The importance of the North American market—because of the large amount of direct exports from Britain—was stressed by Sir Edward Lewis, Decca chairman, in his annual review of the company's affairs presented to stockholders at the annual meeting here November 20.

In the year ending March 31, (Continued on page 16)

Index to Contents

General	International Exchange40	International Music38	Industry Briefs11	Ready-to-Go Programming ...43	Talent Section18	TV Guest Appearances18
Music Pop Charts	Best Selling Phonographs & Tape Recorders44	Best Tracks From the Spotlight LP's43	Bubbling Under the Hot 100Cover	Double-Play Disks54	Hits of the World37	Honor Roll of Hits26
					Hot 100Cover	Hot C.&W. Sides34
					Hot R.&B. Sides45	Local Singles Breakouts1
					National Breakouts1	New Action LP's1
					New on the Hot 100 Chart ..1	New on the LP Chart1
					Top LP'sCover	Yesteryear's Hits43
Reviews	LP Reviews22	Single Record Reviews23	Radio-TV Programming42	Programming Panel42	Vox Jox42	Music-Phonograph Merchandising44
					Best Selling Phonographs & Tape Recorders44	Disk Deals for Dealers44
					Coin Machine Operating 49	Bulk Vending50
					Coin Machine News52	Double-Play Disks54
Buyers and Sellers Classified Mart48					

PORTRAIT OF ROBERT



Upcoming personal appearances throughout the country, plus TV guest shots, will add many new, enthusiastic fans to the large and loyal following Robert Goulet has already established. Here is a complete listing of his itinerary:

- ★ **December 7—Jack Paar Show, NBC-TV**
- ★ **December 7—Opens Blinstrub's Nightclub, Boston, Mass.**
- ★ **December 26—Opens Caribe Hilton Hotel, San Juan, P. R.**
- ★ **January 24—Opens Sahara Inn Chicago, Ill.**
- ★ **February 5—One night engagement at Americana Hotel, New York, N. Y.**
- ★ **February 14—Opens Flamingo Hotel, Las Vegas, Nev.**
- ★ **March 13—Bob Hope Show, NBC-TV**
- ★ **March 15—Opens Deauville Hotel, Miami Beach, Fla.**
- ★ **April 4—Opens Cork Club, Houston, Texas**

Direction:
Creative Management Assoc., Ltd.
New York—Beverly Hills

Personal Management
Norman Rosemont

Public Relations
Mike Merrick Assoc.

ON A STAR: GOULET



Here's the rich, vibrant Goulet voice in a great new album that includes a superb souvenir color portrait with every record. It's an unbeatable package with tremendous consumer appeal, a perfect Christmas gift.

©COLUMBIA RECORDS INC. PRINTED IN U.S.A.

Order now—this exciting album with its accompanying framed portrait can be guaranteed only on initial orders. Exclusively on
COLUMBIA RECORDS 

COLUMBIA

BEST-SELL

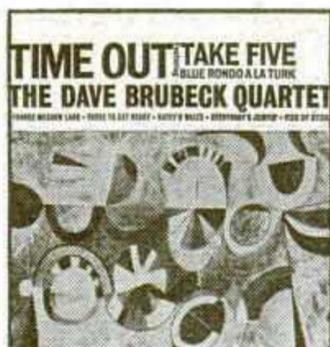
(Too long a list to fit on one page or even two,



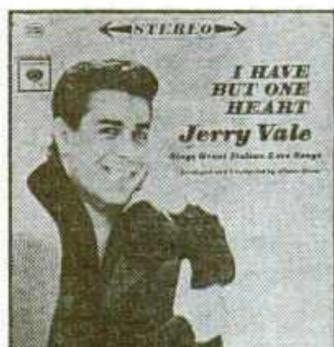
HT BACK
ces Langford

EAN

LONE



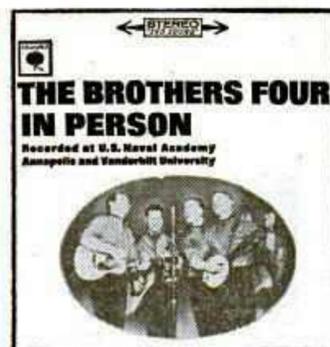
CL 1397/CS 8192



CL 1797/CS 8597



CL 1822/CS 8622



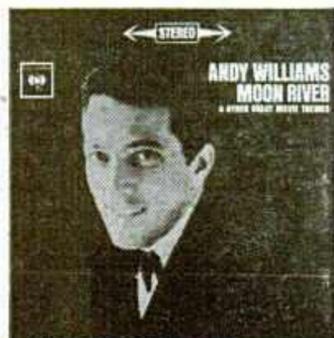
CL 1828/CS 8628



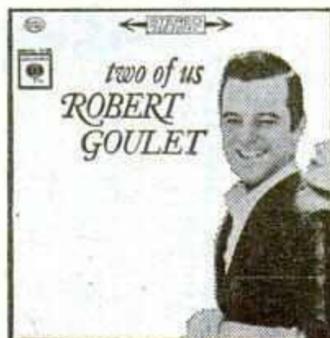
CL 1872/CS 8672



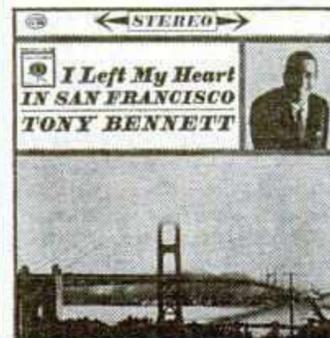
CL 1735/CS 8535



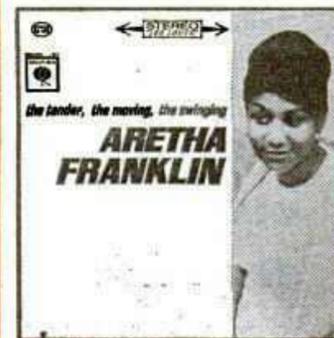
CL 1809/CS 8609



CL 1826/CS 8626



CL 1869/CS 8669



CL 1876/CS 8676

POPULAR

- CL 1133/CS 8634 JOHNNY'S GREATEST HITS Johnny Mathis
- CL 1351/CS 8152 HEAVENLY Johnny Mathis
- CL 1397/CS 8192 TIME OUT Dave Brubeck Quartet
- CL 1596/CS 8396 JOHNNY HORTON'S GREATEST HITS
- CL 1644/CS 8444 PORTRAIT OF JOHNNY Johnny Mathis
- CL 1676/CS 8476 ALWAYS YOU Robert Goulet

- CL 1735/CS 8535 BIG BAD JOHN Jimmy Dean
- CL 1751/CS 8551 DANNY BOY Andy Williams
- CL 1756/CS 8556 SAN ANTONIO ROSE Ray Price
- CL 1775/CS 8575 COUNTDOWN TIME in OUTER SPACE Dave Brubeck Quartet
- CL 1776/CS 8576 'S CONTINENTAL Ray Conniff
- CL 1783/CS 8583 HOLLYWOOD'S GREAT THEMES Percy Faith

- CL 1797/CS 8597 I HAVE BUT ONE HEART Jerry Vale
- CL 1802/CS 8602 THE SOUND OF JOHNNY CASH
- CL 1809/CS 8609 MOON RIVER and OTHER GREAT MOVIE THEMES Andy Williams
- CL 1810/CS 8610 MEET CLAUDE KING
- CL 1812/CS 8612 MILES DAVIS at CARNEGIE HALL
- CL 1822/CS 8622 THE MUSIC OF BRAZIL Percy Faith
- CL 1824/CS 8624 GREAT SONGS OF LOVE and FAITH Mahalia Jackson

- CL 1826/CS 8626 TWO OF US Robert Goulet
- CL 1828/CS 8628 IN PERSON The Brothers Four
- CL 1864/CS 8664 NIGHT TIME SING ALONG WITH MITCH Mitch Miller
- CL 1869/CS 8669 I LEFT MY HEART in SAN FRANCISCO Tony Bennett
- CL 1872/CS 8672 THE NEW CHRISTY MINSTRELS
- CL 1876/CS 8676 THE TENDER, THE MOVING, THE SWINGING Aretha Franklin

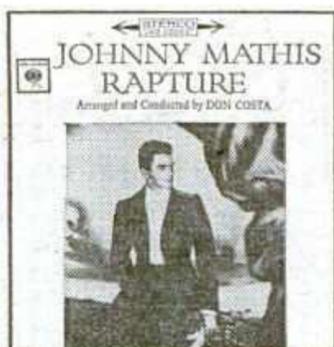
- CL 1878/CS 8678 RHAPSODY in RHYTHM Ray Conniff
- CL 1879/CS 8679 WARM and WILLING Andy Williams
- CL 1883/CS 8683 THE BICKERSONS FIGHT BACK Don Ameche and Frances Langford
- CL 1894/CS 8694 PORTRAIT OF JIMMY DEAN
- CL 1896/CS 8696 GET THAT BALL! The Kirby Stone Four
- CL 1904/CS 8704 YOU'LL NEVER WALK ALONE Doris Day

RECORDS ING ALBUMS

here are some of the many names in our catalogue:)



CL 1878/CS 8678



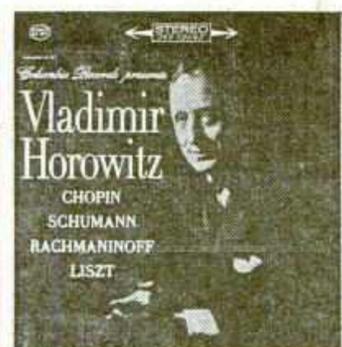
CL 1915/CS 8715



OL 5090/OS 2015



ML 5286/MS 6003



KL 5771/KS 6371



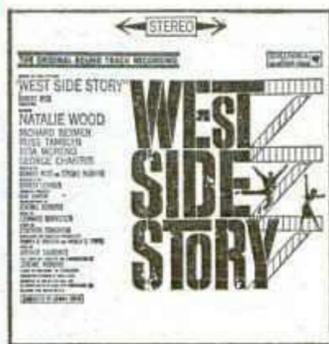
ML 5593/MS 6193



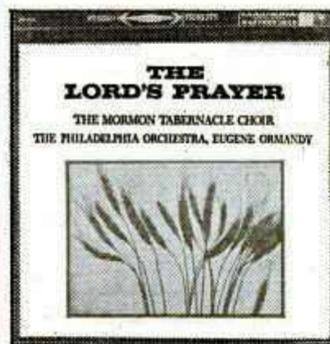
CL 1883/CS 8683



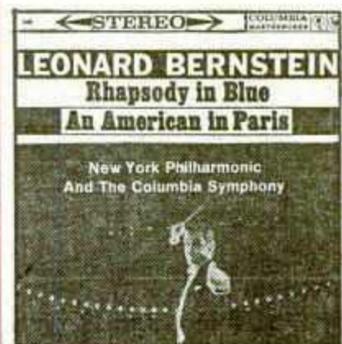
CL 1918/CS 8718



OL 5670/OS 2070



ML 5386/MS 6068



ML 5413/MS 6091



ML 5699/MS 6199

CL 1915/CS 8715
RAPTURE
 Johnny Mathis

CL 1918/CS 8718
"DEVIL WOMAN"
 Marty Robbins

CL 23/CS 823
TONY BENNETT at CARNEGIE HALL

ORIGINAL CAST

OL 4180/OS 2040
 South Pacific

OL 5090/OS 2015
 My Fair Lady

OL 5230/OS 2001
 West Side Story

OL 5420/OS 2017
 Gypsy

KOL 5450/KOS 2020
 The Sound of Music

KOL 5620/KOS 2031
 Camelot

OL 5670/OS 2070
 West Side Story (Sound Track)

MASTERWORKS

ML 5279/MS 6001
 Respighi: The Pines of Rome; The Fountains of Rome—Ormandy; The Phila. Orch.

ML 5286/MS 6003
 Grofé: Grand Canyon Suite—Ormandy; The Phila. Orch.

ML 5293/MS 6011
 Ravel: Bolero; La Valse; Rhapsodie Espagnole—Bernstein; N.Y. Philh.

ML 5299/MS 6018
 Liszt: Hungarian Rhapsodies Nos. 1 and 2/Enesco: Roumanian Rhapsodies Nos. 1 and 2—Ormandy; The Phila. Orch.

ML 5365/MS 6055
 Beethoven: Symphony No. 5; Symphony No. 4—Walter; Columbia Symp. Orch.

ML 5386/MS 6068
 The Lord's Prayer, Vol. 1—Mormon Tabernacle Choir; Ormandy; The Phila. Orch.

ML 5593/MS 6193
 Prokofiev: Peter and the Wolf/Tchaikovsky: Nutcracker Suite—Bernstein; N.Y. Philh.

ML 5596/MS 6196
 Finlandia—Ormandy; The Phila. Orch.

ML 5624/MS 6224
 Serenade for Strings—Ormandy; Strings of The Phila. Orch.

KL 5771/KS 6371
 Columbia Records Presents Vladimir Horowitz—Works by Chopin; Rachmaninoff; Schumann; Liszt

M2L 263/M2S 607
 Handel: Messiah (Complete)—Mormon Tabernacle Choir; Ormandy; The Phila. Orch.

ML 5392/MS 6073
 1812 Overture—Ormandy; The Phila. Orch.

ML 5413/MS 6091
 Gershwin: Rhapsody in Blue—Bernstein; Columbia Symp. Orch./An American in Paris—Bernstein; N.Y. Philh.

ML 5495/MS 6160
 Tchaikovsky: Symphony No. 6 ("Pathétique")—Ormandy; The Phila. Orch.

ML 5498/MS 6163
 Orff: Carmina Burana—Ormandy; The Phila. Orch.

ML 5286/MS 6003
 Grofé: Grand Canyon Suite—Ormandy; The Phila. Orch.

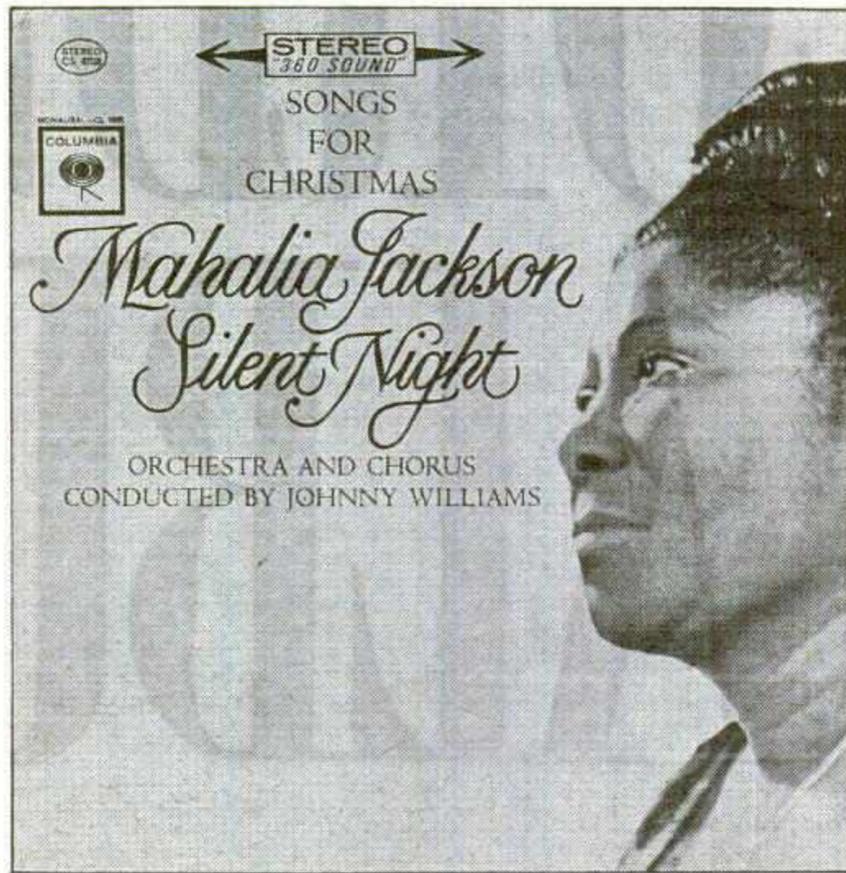
ML 5293/MS 6011
 Ravel: Bolero; La Valse; Rhapsodie Espagnole—Bernstein; N.Y. Philh.

ML 5299/MS 6018
 Liszt: Hungarian Rhapsodies Nos. 1 and 2/Enesco: Roumanian Rhapsodies Nos. 1 and 2—Ormandy; The Phila. Orch.

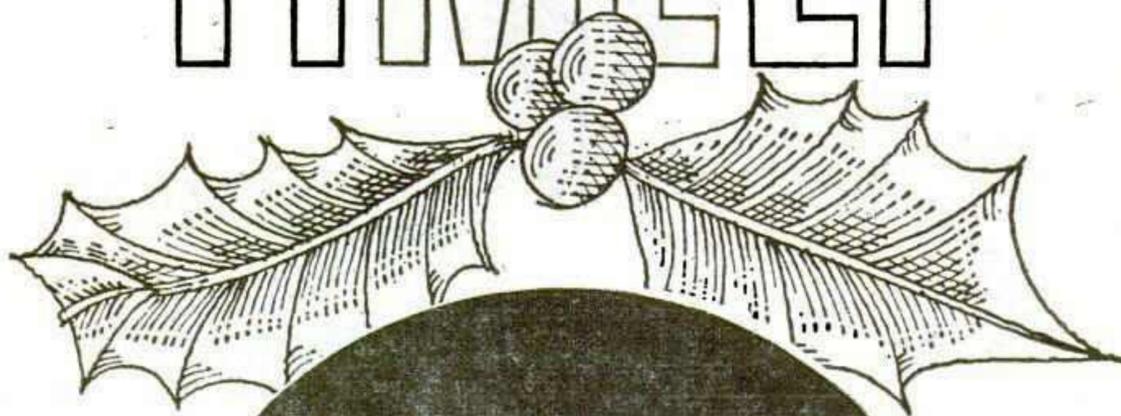
ML 5365/MS 6055
 Beethoven: Symphony No. 5; Symphony No. 4—Walter; Columbia Symp. Orch.

ML 5386/MS 6068
 The Lord's Prayer, Vol. 1—Mormon Tabernacle Choir; Ormandy; The Phila. Orch.

TIMELESS



TIMELY



ON COLUMBIA RECORDS

Onward and Upward Goes Hausfater

By LEE ZHITO

HOLLYWOOD—Bob Hausfater's Missouri Discs opened two more discount operations here last week to give him a total of three in the immediate area and six volume outlets in the West, under the supervision of Leon Ferguson. Ferguson was here to supervise Missouri Discs' opening at the two Big "A"

UA Sets Plans For New Year Distrib Meet

NEW YORK—United Artists Records this week set plans for its first 1963 distributor meeting and released early figures on its Holiday Sales-O-Rama album program currently in progress.

The sales meet is being called "63 Jamboree" and will be held January 3 and 4 here at the Americana Hotel. New product will be exhibited at that time. The distributors and their wives will be treated to an evening's entertainment January 3 by UA execs. Sales meetings will be held next day. The distributors will meet as many of the label's artists at lunch as are available.

The "Holiday Sales-O-Rama" is shaping up solidly at UA. Leading entries, among the newer LP's introduced during the plan, are "Snowbound," by Ferrante and Teicher and Gene Pitney's "Only Love Can Break a Heart" on Musicor. Both sets have sold approximately 100,000 units, according to a company source. Leading soundtrack seller is "Taras Bulba" which is building up momentum, though the film has yet to be released.

Herbie Mann's "Brazil, Bossa Nova and Blues" is the leading jazz item. This set is reported to be selling in excess of 30,000. Sleeper of the program has been the first classical set released on the UA label: an opera album featuring Renata Tebaldi singing familiar arias. Its sales so far have passed all company expectations. Judy Lynn is a leading seller among the new country artists.

Big Town Goes Big League in Year: Billings Hit \$1.2 Million, 75% UA

NEW YORK—Big Town Distributors celebrated its first year of operation last month by reporting billings in excess of \$1,200,000. More than 75 per cent of this figure was registered by sales of United Artists Record product. The company is a wholly owned subsidiary of the record company.

The distribution outlet has achieved its purpose for the label in that it is a highly profitable, exclusive New York distrib center for the label's disks. The New York Big Town outlet is the only one owned outright by UA. Other Big Town branches in the Midwest and West are owned independently by local distributors.

Lenny Garmissa owns Big Town in Chicago; Al Sherman owns the L. A. distrib carrying the name, and Henry Droz and Johnny Kaplan own the Cleveland branch. These all handle UA product as well as other lines and are franchised to use the Big Town name by the label.

Big Town, New York, has and will continue to handle other lines. The outlet currently has Stereo-Oddities in the house.

UA is currently carrying on talks with a number of selected, non-competitive labels which are anxious to be handled through the outlet. Labels in the classical, jazz and

giant discount stores located in suburban Canoga Park and the nearby city of Long Beach. Ferguson's third outlet here is in the recently opened Fantastic Fair discount operation in Pacoima, another Los Angeles suburb.

Missouri Discs' initial move into the Southwest was at the Fantastic Fair store in Las Vegas, which was opened late last summer. According to Ferguson, the returns being reaped at that store are by far the greatest in his 13-store chain.

Ferguson explains the high sales volume in records as stemming from the resident entertainers in Las Vegas. Each of the plush spots

employs house bands and a line of chorus girls. Youngsters earning \$175 per week tend to be free spenders when it comes to building their record collections.

The two other Western outlets, where Missouri Discs leases the record departments include the two GEM stores in San Leandro and San Jose, both in Northern California. The firm also operates the disk department in Springfield's (Ill.) Steinberg-Baum, Rockford's (Ill.) Union-Hall, Canton's (Ohio) Clarkins Carrousel, the GEM stores in Detroit and Wichita, Fort Worth's Skelton's and Goldfine's in Duluth.

INDUSTRY BRIEFS

1st Big Label in Capital

WASHINGTON—Norwood Music hopes to establish the first major label to be Washington-based, with branch operations in New York and Nashville, Tenn. The local company, which is headed by Phil Martin, president, and Ray Haney, vice-president, has an interesting setup which includes production of background music, and a film studio which makes TV commercials, and looks toward feature-length production in the future.

Heading the firm's A & R team will be Ray Haney, musical director of Norwood Films, a specialist in Country and Western music, formerly with MGM, and Eddie Singleton, who has recorded out of New York. However, Fred Gale, the firm's promotion director, emphasizes that Washington will be the center of the main operation and that talent will also be drawn from this area.

ABC-Para Price Cut

NEW YORK—ABC-Paramount Records has cut the price of its Aristocrat Series by \$1, giving the series a schedule of \$3.98 mono, and \$4.98 stereo.

The new prices apply to the label's "Hello Dere" LP by Allen and Rossi, and to catalog items including a special LP by guitarist Sabicas.

other specialized fields are also being considered.

Joe Berger has recently been named chief of the Big Town branch and he reports to Morris Price, UA national sales manager. The staff consists of four salesmen who cover specific areas of the metropolitan market.

Academy, Not NARAS

NEW YORK—The Academy of Television Arts and Sciences, not NARAS, made an appeal to members last week to join its insurance plan before the December 1 deadline. BMW erroneously said it was NARAS.

Philips Nashville Distribs

CHICAGO—Philips Records last week named Southern Record Distributors, Nashville, its outlet in the Nashville-Memphis area. The announcement was made by Lou Simon, Philips national sales manager. Southern, headed by Howard Allison, replaces McDonald Brothers, Memphis, for that city.

Job for Ramsey Kearney

NASHVILLE—Ramsey Kearney has been named to the professional staff of Acuff-Rose Publications here. Kearney is the writer of Brenda Lee's earlier hit, "Emotions," and is an artist on the Hickory roster. He will continue as a writer and as an artist for Hickory, in addition to assuming his new duties with Acuff-Rose.

Hoffman Leaves Post at Decca

NEW YORK—Marty Hoffman has resigned his post as assistant director of promotion and publicity at Decca Records. Hoffman had been with the firm for six and one-half years, and is leaving to take a position in the personal management field. He will be working with Malcolm Dodds, Herbert Gordon and Gerald Ginsberg, and they will handle commercial jingle production, represent artists and pursue other areas of talent development and presentation.

Rosner Goes at Full Steam Streamlining Victor A&R

NEW YORK—Ben Rosner, newly appointed head of pop a.&r. for RCA Victor, already has taken his first steps in reorganizing pop record production. As Rosner told BMW when he was named to the slot, he is attempting to bring closer together the three major record-producing areas of the firm: New York, Nashville and Los Angeles. He wants to effect a one-company a.&r. effort for artists and product.

In this set-up, Hugo and Luigi in New York, Chet Atkins in Nashville, and Neely Plumb in Los Angeles "will work as a team to accommodate the needs of all Victor and Groove artists. Ideas for records, singles and albums, and for recording our artists, will be interchangeable regardless of locations of offices," Rosner said.

Hugo and Luigi will run the New York recording operation. Reporting to them will be a.&r. directors Marty Gold, Brad McCuen and John Eargle. Plumb, pop a.&r. manager on the West Coast, will report operationally to Steve Sholes, manager of West Coast operations, while co-ordinating his function

with Rosner. Under Plumb is a.&r. director Darrol Rice.

Chet Atkins continues to head the firm's pop operation in Nashville, assisted by Anita Kerr. Both will continue to record artists for its firm and co-ordinate their activities with Rosner.

In the new realignment, Herman Diaz will serve as administrative assistant to Rosner on a national basis and also do some recording. Also in New York, Ethel Gabriel continues to be responsible for a.&r. for RCA Camden, Joe Linhart will concentrate on Broadway original cast album acquisitions, and Bernie Miller will continue to handle album packaging. All will report to Rosner.

Allan Clark Gets Victor PR Post

NEW YORK—Allan Clark has been named manager of RCA Victor Record's radio and TV public relations department. He will headquarter in New York. Clark succeeds Ben Rosner, recently appointed head of pop a.&r.

Clark is an eight-year veteran with Victor. He was formerly a special market representative for label in the South and West. Clark also has worked in sales and promotion. He will report to Jack Burgess, the commercial sales department vice-president.

Mercury Sets PR Quarters In Geneva

CHICAGO—Mercury Records will set up an around-the-world publicity center in Geneva, Switzerland, under the direction of its International chief, Brice Somers.

The center is part of what is described as a "globe-circling, publicity-promotion program" for all four labels under the Mercury-Philips aegis: Mercury, Philips, Smash and Fontana.

Announcement of the proposal was made at a special Mercury executive session last week at which Irwin Steinberg, executive vice-president, also announced the appointment of Eva Dolin as Publicity Director for all four labels.

Mrs. Dolin will work closely with Aaron D. Cushman and Associates, public relations firm, in conducting a national campaign.

She replaces Charles Byrnes who left Mercury to assume the managing director post for the International Association of Auditorium Managers.

Before joining Mercury, Mrs. Dolin was associated with Music Corporation of America for five years. She has been a copy writer with Mercury since 1960.

Rudy Toombs Mugged, Slain

NEW YORK—Rudolph (Rudy) Toombs, one of the top clefters in r.&b. and rock and roll over the past decade, died last week after being mugged and beaten in the hallway of his apartment here in New York. He was 52.

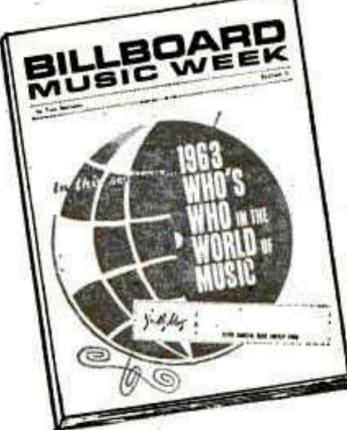
In his lifetime Toombs wrote more than 500 songs. Among them were such big hits as "Five, Ten, Fifteen Hours," made popular by Ruth Brown, "One Mint Julep," a big hit for the Clovers; "Teardrops From My Eyes"; "Gumdrops," a hit for Otis Williams, and the Crewcuts, and many other big songs. Many of his big hits were waxed by Atlantic artists in the 1950's. One year in the 1950's he was the top cleftler on the r.&b. charts. He was a member of BMI.

Accuse Chesses In Court Suit

CHICAGO—Peacock Records and Don Music have filed suit here in Illinois Federal Court against Leonard and Phil Chess, principals of Chess and Checker Records, and against ARC Music Publishing Company.

Peacock President Don Robey charged in a complaint that Chess: (1) waxed an LP with the Five Blind Boys while the group was still under contract to Peacock, (2) recorded Reverend Robert Balingier who was also under contract to Peacock, and hid his identity under the name "James Dixon," (3) copyrighted, through ARC Music, 10 tunes penned by two members of the Blind Boys group who were still under contract to Don Music.

Seeking \$450,000 in damages, Robey also requested an injunction to restrain Chess from "continuous and deliberate actions of interfering with exclusive contractual rights."



BILLBOARD MUSIC WEEK

1963 WHO'S WHO IN THE WORLD OF MUSIC

Another industry service from

BILLBOARD MUSIC WEEK

THE INTERNATIONAL COMMUNICATIONS CENTER OF THE MUSIC INDUSTRY

Coming December 29th

←

BILLBOARD MUSIC WEEK'S ANNUAL

"WHO'S WHO in the WORLD OF MUSIC"

The International Wrap-up of "Success" in '62

★ LABELS ★ PUBLISHERS ★ ARTISTS

The important people, places and events of the year. World-wide distribution of over 25,000 copies (Section II of the December 29 issue)—to Billboard's more than 20,000 weekly readers—plus 5,000 extra copies to meet the demand for this vital reference issue.

WEEKLY MARKET ANALYSIS

• Continued from page 1

last weekend dealers put out signs "Yes, We Have It—The First Family," of course." Now these dealers say that the discount stores are using the LP as a loss leader and are doing all the accompanying record business with it.

Whether by dealer or discounter, however, business is being done. Between Music Box and Singer One-Stop, more than 16,000 of the albums were moved as far back as last Tuesday (27). More are on order. Both one-stops also note an increase in sales of comedy material in general. Christmas albums likewise are starting to move, though most of the action is with the traditional re-issue material.

Both Music Box and Singer report good action with Steve Lawrence's new Columbia waxing: "Go Away Little Girl." Music Box is also getting action with: "Tell Him," Exciters, United Artist; "Hotel Happiness" and "Still Water Runs Deep," Brook Benton, Mercury; plus the following Christmas LP's: "Christmas With the Chipmunks," Liberty; "I Wish You a Merry Christmas," Bing Crosby, Warner Bros.; "Little Drummer Boy," Harry Simeone Chorale, 20th Century Fox, and "We Wish You a Merry Christmas," Robert Rheims on his own label.

Singer has been getting calls on the new Nat Cole album which contains his "Dear Lonely Heart" single, out some eight weeks. The album is due shortly. Also moving well at Singer: "Girls, Girls, Girls," Elvis Presley. The movie broke in the suburbs some weeks ago and is now starting to affect album sales.

Sherman Tanks Way Through S. F.

SAN FRANCISCO — Warner Bros. recording of Allan Sherman's "My Son, the Folk Singer" has sold 30,000 albums in its seven-week history in Northern California, reports Gene Becker of C and C Distributing. The record is "the biggest we've had to date," reports have it that Sherman will have a new Warner's album on the market about December 21 and dealers here are ready.

Don Graham, newly named promotion manager for D M Sales Company, reports two comers in San Francisco this week: "Red Pepper, Part —" with Roosevelt Fountain on the Prince Adams label. "Red Pepper, Part I" is on the reverse.

The second comer, according to Graham, is a rock and roll version of "Little White Lies." This is on the A & M label, sung by the Kenjolairs.

Ed Nielsen, local sales manager for Capitol, reports that Tennessee Ernie's "Ernie Ford Sings His Favorite Book of Hymns" is doing "exceptionally well." An autographing session on November 28 at the Emporium department store pushed both the record and the Prentiss-Hall book of the same name.

The two-week-old rock and roll recording by Bob B. Soxx of "Zipp-a-dee Doo Dah" on Pillar is also doing well here.

Hot singles reported by Paul McKimmie of Independent Music Sales include "Two Lovers," by Mary Wells on Motown; "Strange I Know," by the Marvelettes on Tamla; "Wiggle Wobble" on Everlast, by Les Cooper, and the Soul Rockets and "Shake Sherry" on Gordy.

Dallas Picks Up Tempo After Dip

DALLAS—Single record sales reports in Dallas, slow for several weeks, now reflect a slight upward trend.

According to Gary Drexler at Music Box, a one-stop, "Ruby Ann," featuring Marty Robbins, is doing well, as is "Hotel Happiness," a Brook Benton recording. These were listed by Drexler as the two fastest moving disks in the Dallas area.

He said that a record which appears to be a possible hit is the new Jimmy Rogers record, "Rainbow at Midnight." Another getting action is "Tender Touch," with Eddie Arnold.

Drexler expressed mild optimism concerning local sales. It was his opinion that business is beginning to pick up after being

NEW ON THE TOP LP'S

• Continued from page 1

- 134. MERRY CHRISTMAS . . . Johnny Mathis, Columbia CL 1195
- 137. THE BEST OF IRVING BERLIN'S SONGS FROM "MR. PRESIDENT" . . . Perry Como, RCA Victor LPM 2630
- 143. ELVIS' CHRISTMAS ALBUM . . . Elvis Presley, RCA Victor LOC 1035
- 148. WE WISH YOU A MERRY CHRISTMAS . . . Ray Conniff & His Singers, Columbia CL 1892

STEREO

- 36. GIRLS! GIRLS! GIRLS! . . . Elvis Presley, RCA Victor LSP 2621
- 40. VIVA BOSSA NOVA . . . Laurindo Almeida & the Bossa Nova All Stars, Capitol ST 1759
- 45. CARIBBEAN GUITAR . . . Chet Atkins, RCA Victor LSP 2549

NEW ON THE HOT 100

- 96. TWILIGHT TIME . . . Andy Williams, Cadence 1433
- 97. THREE HEARTS IN A TANGLE . . . James Brown & the Famous Flames, King 5701
- 98. ZERO-ZERO . . . Lawrence Welk, Dot 16420
- 99. JINGLE BELL ROCK . . . Bobby Helms, Decca 30513
- 100. NIGHT TIME . . . Pete Antell, Cameo 234

Vee Jay to Push 4 Seasons Album

CHICAGO—Vee Jay plans to issue an EP with its currently hot group, the Four Seasons, and the label's president, Ewart Abner, says the firm plans to merchandise the disk to the hilt.

Abner noted that EP's have been a relatively cold item but that Vee Jay hoped to reverse this trend with a group they feel is the hottest in the country.

Vee Jay will definitely not take a single out of the EP, Abner said. "We'll go all the way with the disk—what's more, I'm sure we can put it across."

Judging by the Four Seasons' success to date, Abner isn't going too far out on a limb. In addition to having the number one single on the Hot 100 (for the third consecutive week), the group is also racking up excellent sales with a Christmas single, a Christmas album and a regular album.

EP's have been steadily dwin-

hit double blows: the State Fair of Texas and the Cuban crisis. Both deflected interest in records.

Over at Certain Music Company, Mrs. Lorraine Robnett named "Bobby's Girl," with Marcie Blaine, as a record which has climbed up there with the leaders.

She also said that the Four Seasons are doing well here with their recording of "Big Girls Don't Cry," as is Neil Sedaka with a new hit "Next Door to an Angel."

Rookie Songwriters Get Solid Look-See, Courtesy ASCAP

By JACK MAHER

NEW YORK — Rookie musical show writing talent got solid exposure during the recently concluded ASCAP Showcase.

Sessions, which provided show writing teams with spotlight and stage on four succeeding Monday nights, concluded Monday (26). A number of the composers, lyricist teams were reached by agents and producers as a result of the show-cases.

The showcase presentations were the four final sessions of an eight-week symposium instituted this year to give young writing talent a chance to listen to top show business personalities.

Some 61 writing talents in 37 teams were presented by the showcase. Some, but not all, of the participants are members of ASCAP. The individual presentations of the writers and composers was presided over by Stanley Adams, ASCAP president. Each team was given a chance to outline the theme of his musical and then present three

numbers from the show before an audience of trade people and friends.

One of the outstanding budding writers presented was Clark Gesner who sang and played three tunes from a musical still in the writing. Gesner got the heaviest applause on the evening caught. He already has been approached by Lore Noto, who produced "Fantastics" a few years ago. Gesner was formerly associated with the "Captain Kangaroo" TV series for children and has one record album to his credit, a Peter Pan set for children. In all, 10 musical show writing teams have been reached, but no firm commitments have been made between agents or producers and the rookie writers.

Adams leaves Gotham shortly to advise a West Coast ASCAP group interested in a similar venture out there.

BILLBOARD MUSIC WEEK

Published by The Billboard Publishing Company, 2160 Patterson St., Cincinnati 14, Ohio 381-6450

Publisher Hal B. Cook New York Office

Editorial Office 1564 Broadway, New York 36, N. Y. PLaza 7-2800

Sam Chase Editor
Robert Rolontz Music News Editor
Aaron Sternfeld Coin Machine Editor
Charles Sinclair Radio-TV Programming Ed.
Ren Grevatt Merchandising Editor
Jack Maher International News Editor
Jack Orr Copy Editor

Wm. J. Sachs Exec. News Editor, Cincinnati
Nicholas Biro Midwest Editor, Chicago
Lee Zhitto West Coast Editor, Hollywood
Larston Farrar & Mildred Hall Washington
Mark-Clark Bates Nashville

Thomas E. Noonan Research Director
Andrew Tomko Mgr. Pop Charts

General Advertising Office 1564 Broadway, New York 36, N. Y. Plaza 7-2800

Andrew Csida Director of Sales
Frank Luppino Promotions Mgr. & Intl. Sales
Richard Wilson Midwest Music Sales
R. McCluskey West Coast Music Sales

Coin Machine Advertising 188 W. Randolph St., Chicago 1, Ill. Central 6-9818
Richard Wilson Coin Machine Ad. Mgr.

Circulation Sales 1564 Broadway, New York 36, N. Y.
Walter F. Grueninger Circulation Manager

Subscription Fulfillment Send Form 3579 to 2160 Patterson St., Cincinnati 14, Ohio
Joseph Pace Fulfillment Manager

European Office Arthur Rosett Director
44 Curzon Street, London W. 1
GRosvenor 7496

Brazilian Office Mauricio Quadrio Director
Rua Viscondessa da Gavea 125
Rio de Janeiro

Argentine Office Ruben Machado Director
Lavalle 1783
Buenos Aires

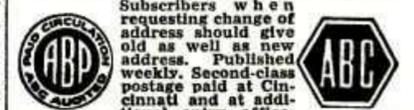
Branch Offices Chicago 1, 188 W. Randolph St. Central 6-9818
Hollywood 28, 1520 North Gower
Hollywood 9-5831
St. Louis 1, 812 Olive St. Chestnut 1-0443

Washington 5, Rm. 889, National Press Bldg. Metropolitan 8-3422, 8-3423, 8-3424

Nashville, 1701 West End Ave. Tel.: 244-1836

Cable Address: MUSICWEEK NEWYORK

Subscription rates payable in advance. One year, \$15 in U. S. A. (except Alaska, Hawaii and Puerto Rico), Canada and Europe. Rates in other foreign countries on request.



Copyright 1962 by The Billboard Publishing Company. The company also publishes Vend, the bi-monthly magazine of automatic vending; one year, \$7 in U. S. A. and Canada; Amusement Business, the weekly magazine of amusement management; one year, \$10; High Fidelity, the magazine for music listeners; one year, \$6, and American Artist; one year, \$7. Postmaster, please send Form 3579 to Billboard Music Week, 2160 Patterson St., Cincinnati 14, Ohio. Vol. 74

"anyone--

in the Music-Record . . . Phonograph . . . Radio Programming and Coin Machine Operating business

who is without BILLBOARD MUSIC WEEK

is doing it the hard way!"



Subscribe Today

BILLBOARD MUSIC WEEK, 2160 Patterson Street, Cincinnati 14, Ohio

Please enter my subscription to BILLBOARD MUSIC WEEK for

1 YEAR \$15 3 YEARS \$35 New Renew

Payment enclosed 2 EXTRA issues for cash Bill me later

Above subscription rates are for U. S., Canada and Europe. Other overseas rates on request.

Company _____ 745

Name _____

Address _____

City _____ Zone _____ State _____

Type of Business _____ Title _____

Artists Meet Critics In NARAS Symposium

NEW YORK—Recording artists will have a chance to air their views on disk performances in front of a group of record critics—and vice versa—at a special NARAS symposium December 10. Session will be held at Fine Recording Studios, New York.

Featured on the "Artist" side of the panel will be (Cannonball) Ad-derley, Tony Bennett, Neil Sedaka and a classical artist to be announced. On the "critic" side will be Atra Baer (New York Journal-American), Nat Hentoff, Irving Kolodin (Saturday Review) and Bob Rolontz (BMW). Billy Taylor, treasurer of the New York NARAS chapter, will be moderator.

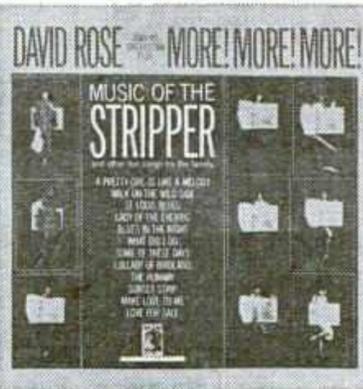
The symposium is the kickoff in NARAS' program of spotlighting creative activity in the record field. Admission is free and NARAS promises, "refreshments will be served."

HOLIDAY TIME IS HERE ON MGM RECORDS!

SIXTEEN SENSATIONAL NEW ALBUMS!



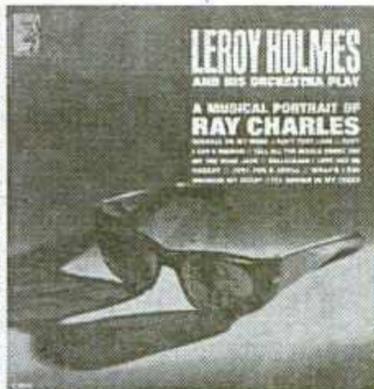
CONNIE FRANCIS SINGS
MODERN ITALIAN HITS
E/SE 4102



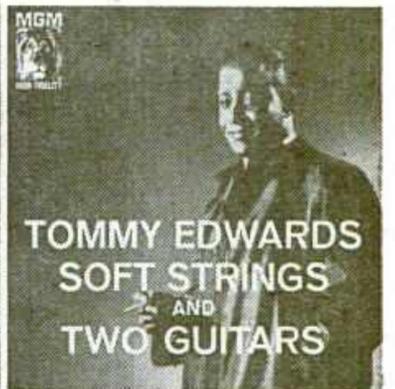
MORE! MORE! MORE! Music
of THE STRIPPER
and other fun songs for the family
David Rose & His Orchestra
E/SE 4099



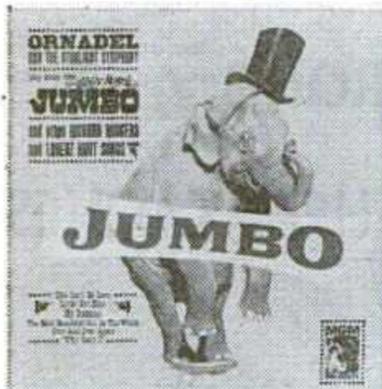
JONI JAMES COUNTRY STYLE
E/SE 4101



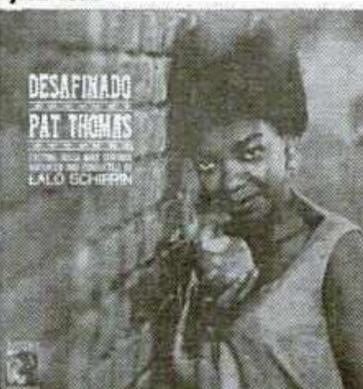
A MUSICAL PORTRAIT OF
RAY CHARLES
LeRoy Holmes & His Orchestra
E/SE 4059



SOFT STRINGS & TWO GUITARS
Tommy Edwards
E/SE 4060



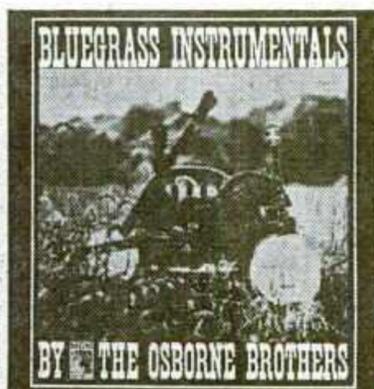
MUSIC FROM "JUMBO"
Orna Del & The Starlight Symphony
E/SE 4097



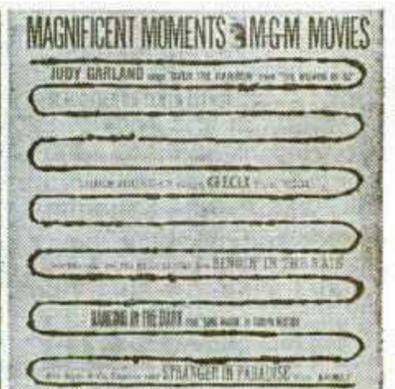
DESAFINADO
Pat Thomas
with Lalo Schifrin & His Orchestra
E/SE 4103



THE WORLD OF KURT WEILL
IN SONG
Martha Schlamme
E/SE 4052 P



BLUEGRASS INSTRUMENTALS
The Osborne Brothers
E/SE 4090



MAGNIFICENT MOMENTS FROM
MGM MOVIES
Great Sound Track Performances!
E 4017 (Mono Only)

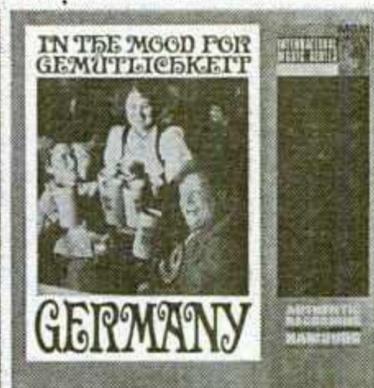
INTRODUCING:

THE EXCITING NEW INTERNATIONAL MUSIC SERIES!

AUTHENTIC
RECORDINGS
PRODUCED ON
LOCATION!



BATUCADA FANTASTICA
BOSSA NOVA
BRAZIL
E/SE 4085



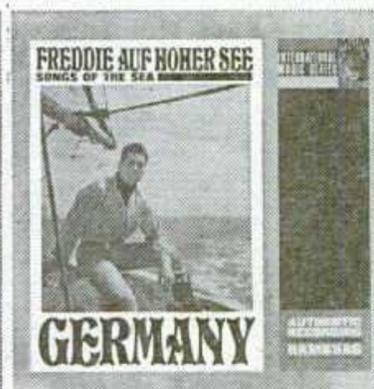
IN THE MOOD FOR GEMUTLICHKEIT
German Sing-Along
GERMANY
E/SE 4067



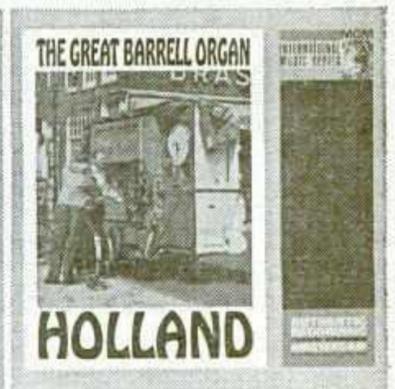
RITMOS DE ESPANA
SPAIN
E/SE 4070



VIENNA SOUVENIRS
AUSTRIA
Featuring Anton Karas and His Zither
E/SE 4071



FREDDY AUF HOHER SEE
Songs Of The Sea by Freddy
GERMANY
E/SE 4084



THE GREAT BARRELL ORGAN
HOLLAND
E/SE 4068

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.



NEW WORLDS OF SOUND ON MGM RECORDS!

**I'M ON A CLOUD
WITH HEARTFELT THANKS
TO EVERYONE FOR MAKING
THIS A WONDERFUL YEAR FOR ME!**

♥ I FALL TO PIECES
♥ CRAZY
♥ SHE'S GOT YOU
♥ WHY CAN'T
HE BE YOU

♥ WHEN I GET THROUGH
WITH YOU
♥ SO WRONG
♥ HEARTACHES



Patsy Cline

Exclusively on



PL 74282 (Stereo)

Personal Manager: RANDY HUGHES

Current Album

SENTIMENTALLY YOURS

DL 4282 (Mono)

BMW Opens Offices in Rio, Buenos Aires

THE ASIATIC SCENE

Roger S. Littleford, vice-president of the Billboard Publishing Company, is on a swing around the Far East at present. Below are highlights of his reception in the Philippines.



Roger S. Littleford and Mrs. Yvonne Littleford greeted by PTTA girls with "Welcome to the Philippines" leis on their arrival from Hong Kong.

A reception was held for the Littlefords at the headquarters of the Villar Recording Studios on the Escolta. Pictured here, standing (l. to r.), are: Villar musical director Leopoldo Silos, Ruben Tagalog, Australian singing star Tony Brady, Yvonne Littleford, Manny Villar, Roger Littleford, chanteuse Dawn Turner, Conchita Penalosa, BMW Philippines correspondent Luis Ma. Trinidad, and Carmen Camacho. In the front row: The Lovers Trio.



BMW correspondent Trinidad introduces Juan Silos Jr., eminent Filipino arranger - composer - guitarist, to Roger Littleford. Silos has to his credit several Rondalla LP's, using native instruments only. In the background: Yvonne Littleford and Manny Villar.

The recording industry in the Philippines is the subject of this discussion between Manny Villar (left) and Roger Littleford. Villar is also president of Filipinas Record Co., licensee for RCA Victor Records in the Philippines.



Pictured at the welcome party are (l. to r.): Aussie singer Tony Brady, Yvonne Littleford, Manny Villar, Roger Littleford and Dawn Turner. Latter is the former Miss Honolulu who recently recorded two singles for the Villar label.

Left to right: BMW correspondent Trinidad, Roger Littleford, Tony Brady, Conchita Penalosa, Romy Oracion and Floro San Juan.



At the fashionable Spanish restaurant Madrid, on MacArthur Highway, a dinner party was held celebrating the visit of the Littlefords (right). Seen greeting them are (l. to r.): Mrs. Charing Villar, Mareco general manager Luis P. Villar, Filipinas Records president Manny Villar, and BMW correspondent Luis Ma. Trinidad.

At the dinner, in the rear row (l. to r.) are: Attorney Enrique Syquia, legal counselor of the Record Industry Association of the Philippines; Manny Villar, Roger Littleford, Mareco general manager Luis Villar, Dr. Irineo Palma, BMW correspondent Luis Ma. Trinidad. Seated (l. to r.) are: Mrs. Ching Villar, Mrs. Rosita Palma, Mrs. Yvonne Littleford and Mrs. Charing Villar.



Seated (l. to r.) are: BMW correspondent Trinidad, Luis P. Villar, Roger Littleford, attorney Enrique Suquia and Manny Villar.

Move In Line With Expansion

By SAM CHASE

NEW YORK—Billboard Music Week announced this week the opening of offices in Rio de Janeiro, Brazil, and Buenos Aires, Argentina.

The move is the first of its kind by a music business publication in South America. It follows the establishment of BMW's European office earlier this year.

The Rio office is located on the fourth floor of Rua Visconde da Gavea 125, a building that houses several record companies and music publishers. The office in Buenos Aires is at Lavalle 1783, third floor.

Director of the Brazilian operation is Mauricio Quadrio, who has been BMW's correspondent in Rio. In addition to representing BMW's editorial department, Quadrio will now be in complete charge of advertising, subscription and all other Billboard activities in Brazil. Quadrio has resigned from his post as director of broadcasting of Radio Globo, one of Rio's most important stations, and as record critic of O Globo, leading Rio daily newspaper.

Director of the Argentine office will be Ruben Machado, who also has been functioning until now as BMW's correspondent. Machado will continue to be BMW's editorial representative, and will also handle all other business pertaining to this publication.

Machado will continue to function as director and disk jockey of "Escalara a la Fama," the most important musical program in the Argentine. This show has been broadcast over Radio Splendid and over Radio Excelsior five days weekly. Early in 1963, Machado's broadcasts will set a national precedent in Argentina by going on a 25-station network that will blanket the country from north to south and from east to west.

The unsettled political and monetary conditions that currently afflict several South American nations are deemed to be short term problems that eventually will be overcome, for all the difficulties that these now pose.

Despite these problems, great progress has been made by the music and record industry throughout Latin America during the past year. In the face of crippling inflation, the record industries in Brazil, Argentina and Chile, for example, have shown courage and intelligence in coping with a fluid situation that required changes almost from week to week.

One of the most vexing problems in this situation has been the relationship of South American companies with the U. S. labels they represent because the declining value of domestic currencies against the dollar, as a result of inflationary trends. Yet, it has been possible to readjust the basis of payments in a manner fair to both sides when such negotiations have been conducted in a spirit of co-operation and understanding, a record industry version of the "Alliance for Progress."

With all of these handicaps, U. S. labels are gaining wider and better representation than ever in Latin America, and in turn are importing more Latin-originated material than ever. In 1962, the bossa nova took the spotlight, but it is felt that creative ferment boiling up all through Latin America will give the world other new musical trends in the months and years ahead.

It is Billboard's intention to report, encourage and assist in every way possible the increased musical collaboration of the Americas.

THE LATIN-AMERICAN SCENE

BMW Editor Sam Chase recently returned from a swing through the Latin American countries. Some of the highlights of the trip are shown here.



BMW editor Sam Chase names Mauricio Quadrio to the post of BMW Brazilian director upon the opening of the new Billboard office in Rio.



BMW's Brazilian director Mauricio Quadrio at the new BMW headquarters in Rio.

Sam Chase congratulates Tito Madi, CBS do Brazil recording star, upon his being voted top male singer in Brazil for 1962 by the Brazilian critics.



At a telecast reception in honor of Chase's visit to Brazil, he is welcomed by Haroldo Costa, director of TV Continental. Looking on (l. to r.) are singer Tito Madi, conductor Lirio Panicali, and pianist-conductor Lina Pesce.

Discussing the Brazilian record business are (l. to r.) BMW Brazilian director Mauricio Quadrio, promotion director Othon Russo of CBS do Brazil, singer Tito Madi, Sam Chase, director Evandro Ribeiro of CBS do Brazil, and pianist-composer Lina Pesce.



The Brazilian publishing scene is the subject of a conversation among (l. to r.) Vicente Vitale of Vitale Music, Sam Chase, EMBI Publishing (Peer Music) director Antonio Alfredo Lentino, and BMW Brazilian director Mauricio Quadrio.



At the SACM reception, Sam Chase offers best wishes to Argentine record star Baby Bell, who signed a record contract with RCA Victor Mexicana and was making her first public appearances in Mexico.



Celebrating the opening of the new BMW offices in Buenos Aires are several Argentine industry leaders, including (l. to r.) Nestor Paol, vice-president, Suma Advertising; Jorge C. Esperon, Tonodisc Records; Mauricio C. Brenner, Fermata Publishing and Record Co.; Sam Chase; BMW Argentine director Ruben Machado, and Microfon Records chief Mario R. Kaminsky.



In Mexico City, BMW editor Sam Chase addressed a group of Mexico's most famed composers at party given in his honor at the headquarters of the Society & Composers of Mexico. Seen in this photo (l. to r.) are: Conductor-composer Jose Sabre Marroquin; Chelo Velazquez (composer of "Bosame Mucho"); actor-singer-composer Ferrusquilla; Carlos Gomez Barrera, general director of SACM, and composers Miguel Prado (standing) and Rodolfo Halffter. (Photo by Marie Casasola, courtesy Audiomusica.)

The American London Group delivers the December hits...

Already the No. 1 Christmas hit...

Bobby "Boris" Pickett
MONSTERS' HOLIDAY

GARPAX-44171

Naturally it's a hit...it's...

Bill Black's Combo
"The Untouchable Sound"

JOEY'S SONG

Hi-2059

A powerful instrumental

Willie Mitchell
SUNRISE SERENADE

Hi-2058

Big New York breakout... bubbling Boston and Philly

The Ly-Dells
BOOK OF SONGS

SCA-18001

A 2 way smash... R & B and Pop...

Annie Laurie
TROUBLE IN MIND

RITZ-17001

The Rey-Lons
BOY TROUBLE

GARPAX-44169

The Sequins
THEY'RE DANCING NOW

TERRACE-7511

The Castle Sisters
SAILOR BOY

TERRACE-7513

Millie Foster
LOVE WHEEL

PRESIDENT-826

Just Released
The 5 Superiors
BIG SHOT

GARPAX-44170

Jerry Rio
DOIN' THE EMPIRE STOMP PART 2

PNR-1

NOW ON THE CHARTS

- Marcie Blane - **BOBBY'S GIRL** - Seville - 120
- Roy Orbison - **LEAH** - Monument - 467
- Bobby "Boris" Pickett - **MONSTER MASH** - GARPAX-44167
- Ace Cannon - **VOLARE** - Hi-2059
- Roy Orbison - **WORKIN' FOR THE MAN** - Monument-467

THE HIT HAPPY

AMERICAN LONDON GROUP

Capitol Eyes Jump to Broadway

• Continued from page 4

corporation as purely a diversified investment, and our decisions are guided by that. If Capitol, as a record company, can benefit as a result of something Fame achieves, this will be excellent, but our decisions will not be guided solely by what is good for record companies. We want Fame to prosper."

Livingston said that Fame would also be involved in other areas of show business, including motion picture production.

Up to now Capitol has not been as big a Broadway investor as Columbia and Victor. Firm did invest \$400,000 in "Molly Brown," but sold off \$200,000 of that. Capitol dropped \$160,000 in "The Gay Life." It invested \$12,500 in "A Funny Thing Happened on the Way to the Forum." Capitol did not invest in the show "The Music Man," though that show LP has turned out to be its biggest seller. "No Strings" in which Capitol has no investment, is also reported to be a strong seller for the firm.

Duke & the Clan

• Continued from page 4

by just about every lesser light who could wrangle an invitation or somehow talk his way past the brigade of Andy Frain ushers guarding the portals.

Ellington, who previously was with Columbia and his own Mercer Records, joins the fast-growing Reprise artist list which in addition to Sinatra, Martin and Davis, also includes Rosemary Clooney, Jo Stafford, Count Basie, Danny Kaye, Billy May, Les Baxter, Ethel Merman, Joe E. Lewis, Phil Harris, Alice Faye, Mavis Rivers, Art Linkletter, Neal Hefti, Billy Byrd, Soupy Sales, Leo Diamond, Calvin Jackson, Jimmy Witherspoon, Esquivel, Eddie Cano, the Hi-Lo's, Al Hibbler, Barney Kessel, Shorty Rogers, Travis Edmonson and Lou Monte.

Considered one of the greatest names in jazz, Edward Kennedy (Duke) Ellington is also one of America's leading arrangers and composers with such hits as "Mood Indigo," "I'm Beginning to See the Light," "Take the 'A' Train," "Caravan," "Do Nothing 'Til You Hear From Me," "I Got It Bad and That Ain't Good"; "Black, Brown and Beige," and the score for the movie "Anatomy of a Murder."

He has 35 years in showbusiness under his belt and has headlined the country's top jazz festivals, conducted concerts in Europe and appeared in many Carnegie Hall concerts.

Brazilian Hopes

• Continued from page 5

Brazil, both for export and domestic play. Publishers and their affiliated composers are hard at work turning out bossa nova tunes. Many sambas, in the traditional beat, are being converted into the bossa sound. It is possible that by year's end more bossa nova will be produced in this country than bags of coffee.

Bossa nova represents a new musical expression of Brazilian youth begun in the universities and colleges with the contribution of a great poet, Vinicius de Moraes, and an outstanding musician, Antonio Carlos Jobim.

The top bossa nova names in this country, besides the two already mentioned, are Joao Gilberto, Sergio Ricardo, Luis Bonfá, Sylvia Telles, Lucio Alves, Rosanna Toledo, Walter Wanderley, Sergio Mendes, Carlos Lyra, Baden Powell, Trio Tamba and Oscar Castro Neves. Another artist must certainly be included, Elza Soares, who's singing ability in this form has no equal in this country.

Desire for cast albums inspires record companies to fight to invest just to get these cast rights. Record companies have become the biggest single investors in Broadway musicals, taking the place of movie-company financing years ago. MCA has now said that it is interested in putting up loot to back both musicals and straight plays. Capitol's huge investment in the F. & M. company is another indication of the closeness of interests of record firms and Broadway show producers.

Feuer and Martin are to produce two more musicals during their contract period with Capitol, though neither of these two properties have yet been selected.

British Decca

• Continued from page 5

Decca's turnover was \$77.3 million (12 per cent) more than in the previous year and about three and a half times that of 10 years ago. Pre-tax profit amounted to \$8.2 million, an increase of \$1.7 million on the year before. Dividend for the year was 25 per cent, an increase of 2 per cent on the previous year.

Current assets were stated to be \$20.1 million—\$3.9 million more than a year ago. During the year under review Decca exported more than 30 per cent of its total sales. These were valued at \$23 million, \$3 million more than in the previous year.



PHOTO ON LOCATION BY EHRENBURG

Where there's business action, there's a businesspaper

... where there's record/phone business, there's

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



LMM-13024/LSS-14024



HOEDOWN!

THE FANTASTIC FIDDLES OF
FELIX SLATKIN



THE LOWDOWN ON HOEDOWN

WHAT IS HOEDOWN?

Hoedown is the sound of Americana. A subtle mixture of Norman Rockwell sketches and apple pie. An example of our earliest American culture: the country get-together with food and drink and a heap of dancing. And fiddles galore!

HOW WOULD YOU DESCRIBE THE MUSIC?

Hoedown is music to wash your car, shine your shoes, paint your house. It's music to tap your foot, clap your hands, rock your head, click your heels. It's music to run around the block. It's music to sell records.

WHO WILL BUY IT?

Everyone from Paganini to the Beverly Hillbillies. Statesmen. Clerks. Engineers. Record dealers. Housewives. Milkmen. People. The universal appeal of this exciting new Liberty Premier Series LP can only be appreciated by listening to it. So listen. Then stock in depth today.

THE FANTASTIC FIDDLES OF FELIX SLATKIN

Single Release: ORANGE BLOSSOM SPECIAL and MAIDEN'S PRAYER #55523

LIBERTY PREMIER SERIES



PETER, PAUL & MARY

That Well-Polished Folknik Look

By CHARLES SINCLAIR

"Folk singing," said Time in a November 23 profile of Joan Baez, "has become both an esoteric cult and a light industry." On November 24, Peter, Paul & Mary—whose Warner Bros. albums have been riding the crest of the LP charts—proved fairly conclusively that the folk-digging cult is large in numbers, and that Peter, Paul & Mary are a kind of General Motors of the industry concerned.

Presented by Felix G. Gerstman in a sold-out concert at Carnegie Hall (there were even 150 stage seats sold), the folk-oriented trio exhibited the kind of successful slickness one associates with the big Detroit motor makers. The group's performance was as shiny as new chromium, as glossy as a two-tone hardtop, and as commercial as a convention of credit managers.

In short, Peter, Paul & Mary have about the same relationship to genuine American folk singing as a four-seater Thunder-



bird has to a classic Ferrari racing car. The PP&M product is designed for popular, easy consumption with just enough non-conformity thrown in to make the purchaser feel that he's one-up on the common herd although purists wouldn't be caught dead near it. However, a lot more Thunderbirds than Ferraris are sold, purists notwithstanding.

PP&M put on a good show, and they're certainly one of the country's top folk acts by any standard. Many of their Carnegie numbers—"The Lemon Tree," "Flora, the Lily of the West," "Where Have All the Flowers Gone," "I Wish I Was a Single Girl"—were from recent LP's or from their regular concert repertoire, and had drive, pace and polish. The show's audience, most of whom seemed to be Ivy college types in town for the Thanksgiving holiday, ate it up, with particularly strong applause reserved for the group's best-known record hits.

Like other top folk groups, PP&M have learned how to strike just the right balance of collegiate erudition and bluegrass folksiness, a trick which can often be seen at work in the introductions to vocal numbers. Paul, the group's tall, bearded spokesman, never simply brings on a song with "And now, for our next number, we'd like to play for you . . . etc." In his introduction to the Irish oldie, "There's Whisky in the Jar," Paul referred to it as "a song of social protest, in the same way that 'Lady Chatterley's Lover' is a social protest." It wowed the collegians.

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.

VAUGHN MEADER (Cadence)

PERSONAL MANAGER: Buddy Allen. **BOOKING OFFICE:** G.A.C. **HOME TOWN:** Boston. **EDUCATION:** High school. **BACKGROUND:** Meader worked for Radio Station WCOP in Boston before he went into the Army for four years. The comedian started his show business career as a pianist, in the country & western field, and switched to comedy while playing small clubs around New England. Soon after he came to New York where he attended TV school between engagements at a local Greenwich Village night club. Meader's first real break came this past July when he appeared on "Talent Scouts," network TV show. Meader's phenomenal success with his "The First Family" LP on the Cadence label has brought a flood of requests for personal appearance bookings. Meader and Naomi Brossart—the gal who sounds like Jacqueline Kennedy—will guest on the NBC-TV Jack Paar show on December 21. G.A.C. is presently organizing a cross-country concert tour for the "First Family" cast. The tentatively planned month-long series of one-nighters is scheduled to begin with a concert at Carnegie Hall, January 5. Meanwhile, Meader is also presently making solo club appearances. In his club stint Meader includes some material from the LP such as "The Press Conference."



LATEST ALBUM: "The First Family" makes an unprecedented first appearance on BMW's Top LP chart in the No. 11 slot this week as a Star Performer.

THE COOKIES (Dimension)



PERSONAL MANAGER & BOOKING OFFICE: Nevins-Kirshner Associates. **NAMES:** Dorothy Jones, Margaret Ross and Earljean McCree. **AGES:** Late teens and early twenties. **HOME TOWN:** Brooklyn. **EDUCATION:** High school. **BACKGROUND:** Although they have never had a hit single of their own till now, the Cookies were well known in the trade as the group who provided the background for such hit record

artists as Little Eva, Carole King and Neil Sedaka. Nevins-Kirshner assigned hot record producer Gerry Goffin to make the girls' first record since they had already worked together successfully on Little Eva's hit single, "Loco-Motion." The combination of talent seems to have paid off as the Cookies are currently scoring well with their own first single. The trio is presently on the road making personal appearances and visiting deejays to promote the hit Dimension disk.

LATEST SINGLE: "Chains" sells solidly as it scores this week as No. 29 on the Hot 100.

TALENT TOPICS

New York

Shirley Bassey, British blues singer, arrived in New York quietly enough for her Persian Room four-weeker, but she left London last week after creating a tizzy. In her farewell show she quit in mid-song, blasted audience for inattentiveness and stormed off stage.

Josh White Jr. filled in at the Village Gate when Paul Draper cracked his ankle. . . . The Highwaymen, en route in to the Blue Angel for two-week stay starting December 11, play double-header December 7: matinee at Mary Washington College, Fredericksburg, Va., and at Brooklyn College's Walt Whitman Hall same night. . . . Vaughn Meader has two acts: a single, contracted for in some spots before his smash record, such as his stint at the Camden (N. J.) Latin Casino, December 13-22; and a 17-person full-company act, which will tour country and also play Carnegie Hall, January 5.

Dick Gregory followed Peggy Lee into Basin Street East. . . . "An Evening With Sammy Davis Jr.," produced by George Treadwell and Will Mastin, goes on 40-concert tour, starting December 6 at Cleveland's Loew's State. . . . Irving Fields, whose

(Continued on page 21)

TV GUEST APPEARANCES BY RECORD TALENT

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

DECEMBER 2-9 (All Times Eastern Standard)

TUESDAY 4—BOBBY RYDELL

The Cameo recording artist visits the Red Skelton show (CBS-TV, 8:30-9:30 p.m.). Rydell gives out with his latest chart single "The Cha Cha Cha."

TUESDAY 4—SHIRLEY BASSEY

The British thrush appears on the Garry Moore show (CBS-TV, 10-11 p.m.) and sings "I Could Have Danced All Night." Her latest United Artists single is "As Long as He Needs Me" b.w. "Above All Others."

TUESDAY 4—ANDY WILLIAMS, SANDY STEWART

Columbia recording artist and star of his own NBC-TV show, Andy Williams, guests on the Tonight show (NBC-TV, Monday through Friday, 11:15 p.m.-1 a.m.). Sandy Stewart, regular on the Perry Como NBC-TV show and out plugging her debut Colpix single, "My Coloring Book," also guests on the show.

WEDNESDAY 5—JOANIE SOMMERS

Miss Sommers visits this night plus Thursday and Friday of this week on the Westinghouse tape-syndicated Steve Allen show. Her most recent Warner Bros. single is "Bobby's Hobbies" b.w. "Goodbye."

THURSDAY 6—BILL DANA

The Kapp comedy recording artist appears Thursday and Friday night on the Westinghouse tape-syndicated Steve Allen show. His current LP chart offering is "Jose Jimenez Talks to Teenagers of All Ages."

FRIDAY 7—JAIME LAREDO

The Bolivian concert violinist appears on the Today show this morning (NBC-TV, Monday through Friday, 7-9 a.m.). His latest RCA Victor recording is "Bruch's Concerto No. 1; Mozart: Concerto No. 3."

FRIDAY 7—JUDY GARLAND, ROBERT GOULET

Miss Garland, in one of her rare TV appearances, guests on the Jack Paar show (NBC-TV, 10-11 p.m.) and sings selections from her animated feature-length film titled "Gay Purr-ee." The sound track of the film is on the Warner Bros. label. Her Capitol album "Judy at Carnegie Hall" continues to score on the Top LP chart. Columbia Records' Robert Goulet is also a guest. His LP "Two of Us" is presently moving up steadily on the Top LP chart.

SUNDAY 9—MIKE CLIFFORD

Clifford has been signed to appear on the Ed Sullivan show (CBS-TV, 8-9 p.m.). His United Artists single "Close to Cathy" continues to be a hot chart item.

SUNDAY 9—DOROTHY KIRSTEN, MARIO SERENI, JULIE LONDON

All perform on the "Voice of Firestone" (ABC-TV, 10-10:30 p.m.). Metropolitan Opera soprano Dorothy Kirsten's latest Columbia album is "Great Love Duets"; Sereni, who made his Metropolitan Opera debut last season, has quite a few recordings available on Capitol and Angel, and Miss London's latest Liberty LP is "Love Letters."

SUNDAY 9—DINAH SHORE, FRANK SINATRA, GERRY MULLIGAN QUINTET, BESSIE GRIFFIN

All will entertain on the "Dinah Shore Show" (NBC-TV, 10-11 p.m.). Miss Shore's most recent Capitol album is "Fabulous Hits"; Frank Sinatra has a new Reprise LP titled "All Alone"; the Gerry Mulligan Quintet has numerous recordings available on World Pacific, Verve, Columbia and a new one soon to be released on RCA Victor. Bessie Griffin and the six Gospel Pearls will sing selections from their "Portraits in Bronze" Liberty album.

LIVE REVIEWS

MUSIC

O! Pro Tony Leaves 'Em Gasping

Change of season means nothing to Tony Bennett. This man can wow them at Carnegie Hall in November as well as in June. The vocalist's second outing Friday (23) at the New York concert hall was a winner on all counts. He is a pro from the word go and he treated an s.r.o. audience (with seats on stage) to a healthy serving of his song interpretations that covered more than 40 different pieces of material.

The Bennett concert was carried off in solid fashion with the singer backed by a large ork that included strings, harp and vibes, beside the usual complement of reeds, brass and percussion. A number of first-rate jazz musicians were included and were featured as soloists. Don Elliott, vibes; Kenny Burrell, guitar, and Al Cohn, tenor sax, provided crisp solos. Ralph Sharon was conductor and pianist of this organization which filled the hall with bright and velvet backings for Tony.

Bennett the singer came to sing; and sing he did. His audience was mostly made up of people in the 25 to 45 age group and he gave them what they came to hear—and then some. The old standards "Old Black Magic" (great Cohn tenor on this), "Chicago," "Fascinatin' Rhythm," "Sing You Sinners" and on and on. He also gave them hits like "I Left My Heart in San Francisco," "Rags to Riches" (in parody), "Once Upon a Time," "Just in Time," and many more. He also handed the audience some new tunes, three from the new Sid Caesar hit, "Little Me." All were done with a pro's touch.

All were done with a sense of theater, too, for each tune seemed to build to the close. Tony, like a crafty veteran pitcher in baseball, grew stronger as the night grew longer. His voice seemed to gain in dynamics and intensity as the program moved towards its three encore close. Columbia Records did not record this concert, and it's a pity, for if they had, it would certainly have been a smash. JACK MAHER

CONCERT

Ashkenazy Has Those Days, Too

From past hearings, there is no doubt that Vladimir Ashkenazy is one of the foremost young pianists now concertizing or recording. But he had what for him was an off night in his second New York appearance of the season last Tuesday (27). The youthful Russian's performances would have seemed first class for an average artist, but for the winner of a top competition

(Continued on page 21)

"GYPSY"



ORIGINAL MOTION PICTURE SOUND TRACK

"Gypsy" brings to life the force of fabled personalities Rosalind Russell, Natalie Wood and Karl Malden in the greatest musical whoop and a holler since "Oklahoma." Write, Wire or Phone your distributor.



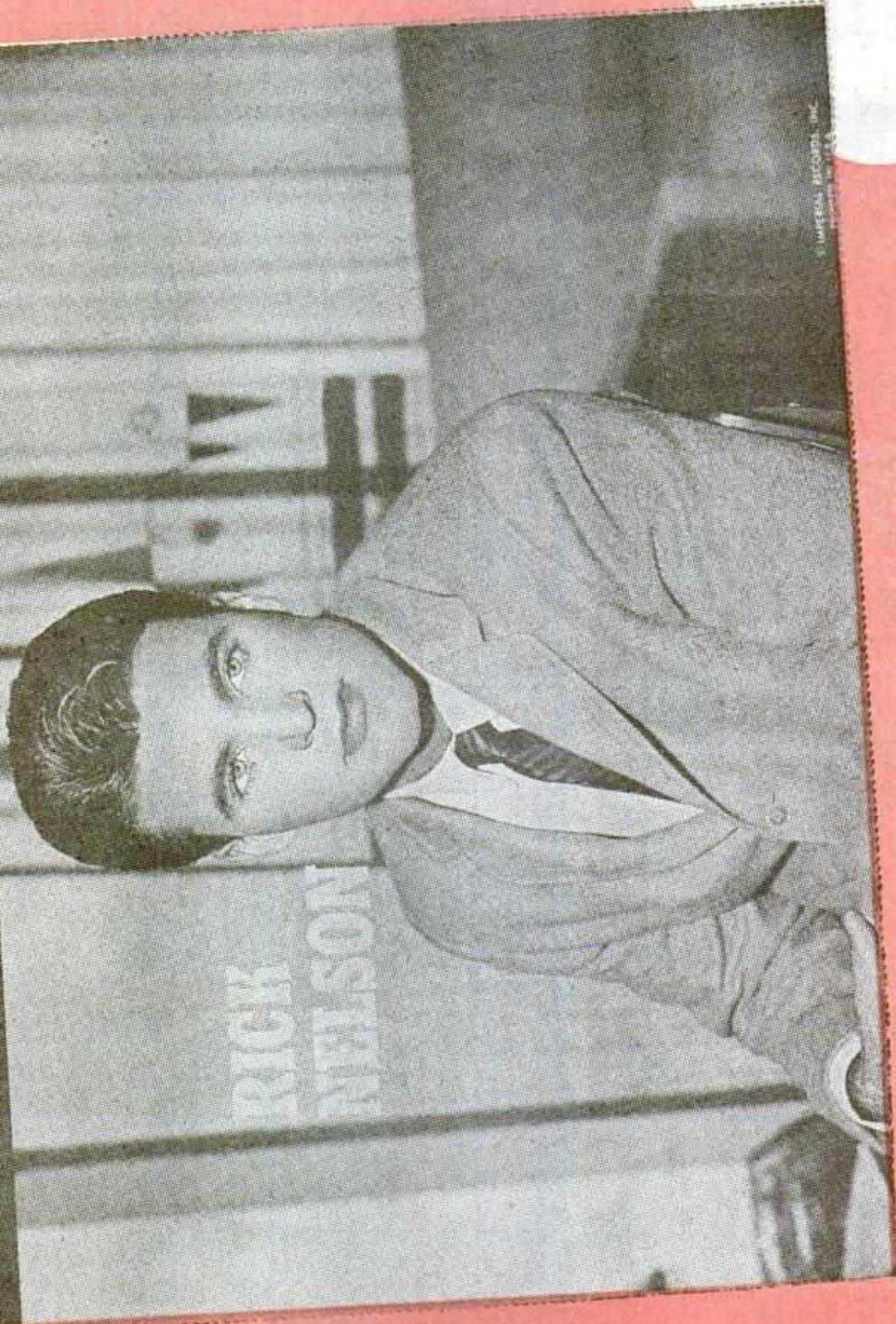
B/BS 1480



from the first name in sound
**WARNER BROS.
RECORDS**
4000 WARNER BOULEVARD • BURBANK, CALIFORNIA

I NEED YOU
IT'S UP TO YOU

IER
IMPERIAL HIGH FIDELITY



RICK NELSON'S

Sure-Fire Smash!

**"I NEED
YOU"**

and
**"IT'S UP
TO YOU"**

#5901

IER

IMPERIAL RECORDS

6425 Hollywood Blvd., Hollywood, Calif.

IN CANADA • LONDON RECORDS, Ltd.

TALENT TOPICS

• Continued from page 18

trio is in second year at Latin Quarter, has six-foot redhead discovery name of GG and he's produced a master LP, "GG Sings the Razzmataz."... **Charlie Mingus' Jazz Workshop** at Max Gordon's Village Vanguard for three weeks and as added attraction Mingus reads his own poetry to the accompaniment of a tuba. **JACK ORR**

Chicago

Al Bylin, 40-year publishing veteran with Warner Bros., has been stricken with cancer. He's in Augustana Hospital here. Bylin is one of the venerated old pros of the business. His friends are legion.

Jazz received something of a body-blow from the city when only a handful showed up for **Dizzie Gillespie's** show at the Cinestage last Friday. Chicago has been blowing hot and cold on jazz for the past couple of years. At times you can't get a ticket for a hot artist—other times the same artist can't give them away. . . . Jubilee President **Jerry Blaine** gave **Rusty Warren** her second gold record of the year during her opening at Mr. Kelly's last week. Rusty's "Knockers Up" presentation has been a solid seller in the Windy City. . . . **Dinah Shore** is the latest thrush to be wary of the so-called "Chicago throat." Dinah postponed her appearance at the Villa Venice until a touch of laryngitis clears up. The club closes for the Christmas holidays but is having a bad time hunting for a replacement until then. **Sammy Davis Jr.** agreed to stay on for a couple of days to help. . . . **Vee Jay** had its hottest of hot groups—the **Four Seasons**—in town for the weekend. **Vee Jay's Gene Chandler** is also going to help WYNR, the city's new rocker, kick off its school hops. He'll appear at Kelvin Park and Marshall high schools. . . . **Jimmy Petrillo** is

favored to retain his leadership of the local musicians' union despite strong opposition—the first he's faced since 1933. . . . **Joy Layne** and **Paul Anka** were among the performers for **Danny Thomas' benefit** at McCormick Place last weekend. . . . **Robert Goulet** and **Tony Bennett** are booked for the Sahara Inn in January. Goulet has been turning them away at New York's Persian Room for the past week. **NICK BIRO**

Boston

French Singer **Robert Clary** is proving a real spark for business at the Statler-Hilton's Terrace Room. His nimble wit has the patrons forsaking their choice viands. The diminutive entertainer is off to The 40 Thieves in Bermuda after December 10 and from there to Hollywood, where he'll make a movie entitled "Samatha" with **Maurice Chevalier**, **Paul Newman** and **Joanne Woodward**.

Blinstrub's reports a huge advance for the engagement of **Robert Goulet** for a week's stand starting December 8. Present show, the **Chordettes**, is doing excellent business. . . . It's one long laugh at the Monticello with comedian **Jackie Mason**, who will be followed by **Jana Lawrence**, international song stylist. . . . **Allen Sherman** of "My Son, the Folk Singer" booked into Symphony Hall by **Herb Dale** for a one-night stand December 27. It should be a good warm-up for his date the next night at Carnegie Hall.

Sarah Vaughan is keeping the customers entranced at the Revere Frolic with her stylish numbers. . . . It looks as though everyone is making a return trip to "I Can Get It for You Wholesale," the **Jerome Weidman** musical now at the Shubert Theater. It opened to packed houses here nine months ago. **Larry Kert** plays **Harry Bogan**. . . .

Harry Belafonte's 10-day stand at the Donnelly Memorial Theater is enjoying one of the season's biggest advances and the November 30-December 9 date is expected to be a record for the house. Belafonte holds the record for the Donnelly with a week's performance last year.

The Bolshoi Ballet left Boston with the staggering gross reported at some \$300,000 for the six-day engagement. Tickets were reportedly going at sky-high prices on the side. . . . **Marcel Marceau** is booked into the Donnelly December 27 for a single performance. Boston's new Opera Group with New York stars will perform three operas, "Madame Butterfly," "The Barber of Seville" and "Faust" at the recently renovated Harvard Square Theater, Cambridge.

Memphis

Elvis Presley, whose "Return to Sender" is riding high, drove in the other night from Hollywood in one of his Cadillacs, accompanied by several of his perennial sidekicks. Presley still refuses to fly. He's between movies, is back in his old hometown nocturnal habits of staying up most of the night, sleeping most of the day. . . . **Bill Black's** combo also arrived in town, they from tour. The combo is cutting a new album for Hi. . . . **Johnny Long** and his band in town playing at Hotel Peabody's Skyway till New Year's Eve. He replaced the **Buddy Bair** ork.

ELTON WHISENHUNT

Pittsburgh

"Groove Spectacular, 1962," produced by **Tim Tormey**, former Cosnat distributor, and presided over by **Porky Chedwick**, WAMO deejay, was a complete sellout at Syria Mosque. Their previous two other shows were also smash hits with the second one, held last May 11 at the Civic Arena drawing an all-time record of 13,600 persons and grossing \$35,000. The latest one, held November 21, drew 8,000 in two performances and featured **Bo Diddley**, the **Isley Brothers**, **Jerry Butler**, the **Flamingos**, **Little Esther Phillips**, **Mark Valentino**, **Lonnie Russ**, **Shep** and the **Limelites**, the **Drifters**, **Maxine Brown**, the **Olympics**, **Huey Smith** and the **Clowns**, the **Majors** and local star, **Lou Christie**.

Andy Williams received two plaques from Tent Number One, Variety Club, for his work in behalf of the club at its 35th annual banquet on November 25 at the Penn-Sheraton Hotel. The Columbia recording star was

(Continued on page 36)

DECEMBER 8, 1962

BILLBOARD MUSIC WEEK 21

BILLBOARD
MUSIC WEEK

HOT R & B SINGLES

This Week	Last Week	Title, Artist, Label & No.	By special survey for week ending 12/8	Weeks on Chart
1	2	RELEASE ME	"Little Esther" Phillips, Lenox 5555	5
2	1	BIG GIRLS DON'T CRY	Four Seasons, Vee Jay 465	6
3	4	DON'T HANG UP	Orlons, Cameo 231	5
4	13	LIMBO ROCK	Chubby Checker, Parkway 849	4
5	10	NOTHING CAN CHANGE THIS LOVE	Sam Cooke, RCA Victor 8088	8
6	12	KEEP YOUR HANDS OFF MY BABY	Little Eva, Dimension 1003	3
7	18	RIDEI	Dee Dee Sharp, Cameo 230	2
8	5	RETURN TO SENDER	Elvis Presley, RCA Victor 8100	5
9	7	HE'S A REBEL	Crystals, Philles 106	9
10	3	SOMEBODY HAVE MERCY	Sam Cooke, RCA Victor 8088	9
11	—	YOU ARE MY SUNSHINE	Ray Charles, ABC-Paramount 10375	1
12	6	STORMY MONDAY	Bobby Bland, Duke 355	11
13	8	DO YOU LOVE ME	Contours, Gordy 7005	16
14	—	HOTEL HAPPINESS	Brook Benton, Mercury 72055	1
15	9	I'VE GOT A WOMAN	Jimmy McGriff, Sue 770	7
16	11	STUBBORN KIND OF FELLOW	Marvin Gaye, Tamla 54068	10
17	26	CHAINS	Cookies, Dimension 1002	2
18	—	WIGGLE WOBBLE	Les Cooper, Everlast 5019	1
19	—	TWO LOVERS	Mary Wells, Motown 1035	1
20	14	MY MAN—HE'S A LOVIN' MAN	Betty Lavett, Atlantic 2160	3
21	24	UNTIE ME	Tams, Arlen 711	8
22	25	POPEYE (The Hitchhiker)	Chubby Checker, Parkway 849	9
23	—	YOUR CHEATING HEART	Ray Charles, ABC-Paramount 10375	1
24	—	ZIP-A-DEE-DOO-DAH	Bob B. Soxx & the Blue Jeans, Philles 107	1
25	29	POP POP POP-PIE	Sherrys, Guyden 2068	4
26	17	NEXT DOOR TO THE BLUES	Etta James, Argo 5424	7
27	23	ANNA (Go to Him)	Arthur Alexander, Dot 16387	7
28	—	THREE HEARTS IN A TANGLE	James Brown & the Famous Flames, King 5701	1
29	—	BOBBY'S GIRL	Marcie Blane, Seville 120	1
30	15	LIE TO ME	Brook Benton, Mercury 72024	14

LIVE REVIEWS

• Continued from page 18

and the keyboard whiz who is regarded as, potentially, the next giant, they were something of a let down.

Mozart's B Flat Major Sonata (No. 16) led off the program in a bland rendition in which the greatest excitement came from the pianist's body movements as he obviously felt the music, but failed to transmit it. Schumann's Symphonic Etudes generated considerably more electricity but lacked elan. Perhaps the biggest hit of the evening was a Chorale, Prelude and Fugue by the contemporary Soviet composer, Viacheslav Ovchinnikov, a bright, original and technically scintillating show piece that should find itself into the repertory of many pianists. Two excerpts from Ravel's "Gaspard de la nuit" received relatively commonplace performances, and Ashkenazy closed with his stimulating if idiosyncratic rendition of Liszt's "Mephisto Waltz."

One such night can't really dent the reputation of as fine a performer as Ashkenazy, and there is little doubt that he will become an increasingly important factor in disk sales in the seasons ahead. **SAM CHASE**

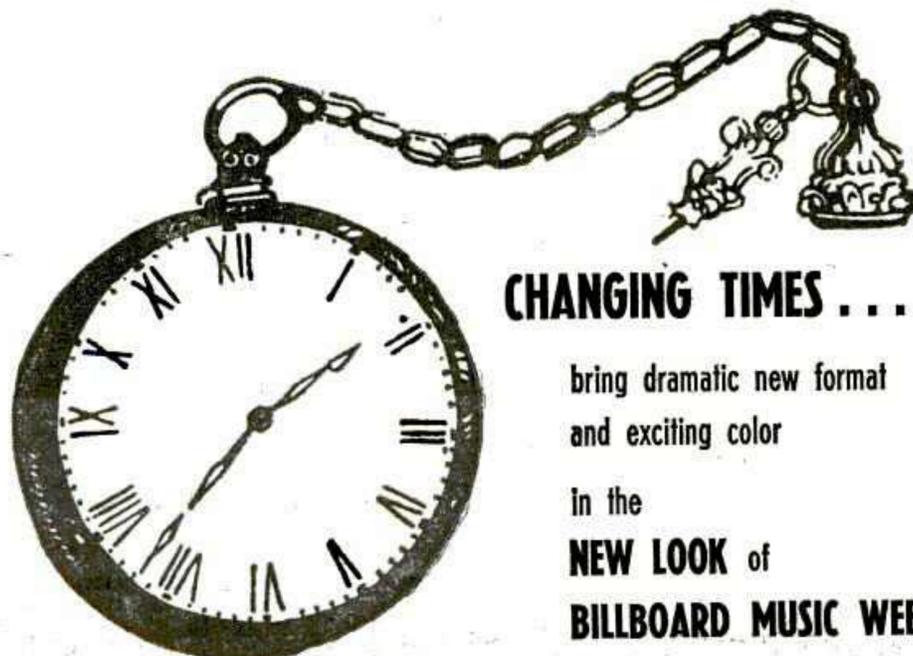
NIGHT CLUB

Chad Mitchell Trio Strings On

"Lizzie Borden" wouldn't recognize the Chad Mitchell Trio today. The hatchet-swinging dame whose domestic head-chopping provided the trio with its first Kapp disk hit would be right proud of the professional way Mitchell and his group handle themselves at the Blue Angel, where they are appearing until December 2.

These days the "trio" is in reality a sextet, with two guitarists (one doubling on banjo) and bass accompanists. The boys, who just stand and sing, have developed a real flair for showmanship and pull out all the stops to reach an audience. They ran through a repertoire filled with satire and made much of it sting. "The John Birch Society" delighted the liberals and the "Ballad of Billie Sol Estes" delighted the Bircher. As you can see, there's a little something for everyone in the family when the Mitchell group takes the stand.

Just to confound everyone politically they also sang the original Russian version of "Midnight in Moscow" ("Moscow Nights") and a comic neo-Nazi version of the Yuletide carol "The Twelve Days of Christmas." **JACK MAHER**



CHANGING TIMES . . .

bring dramatic new format
and exciting color

in the
NEW LOOK of
BILLBOARD MUSIC WEEK

Coming January 5

The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all records reviewed this week.

ALBUM REVIEWS

Pop

DON SHIRLEY PIANO ARRANGEMENT OF FAMOUS SPIRITUALS



Cadence CLP 3049 (M); 25049 (S)—These moving and perceptive performances of some of the most famous spirituals by Don Shirley makes this one of his best albums to date. Shirley plays these in a somewhat dressed-up style, showing off their pristine beauty as music without vocals. The spirituals include such familiar songs as "Sometimes I Feel Like a Motherless Child," "Were You There," "Swing Low, Sweet Chariot" and "Take My Hand Precious Lord."

PEPINO, THE ITALIAN MOUSE AND OTHER ITALIAN FUN SONGS



Lou Monte. Reprise R 6058 (M); R 9-6058 (S)—This is a set sure to please all of Lou Monte's fans, and to have extra appeal in Italian-speaking neighborhoods. Monte comes through with his usual happy version of Italian fun songs like "Pepino, the Italian Mouse," "Calypso Italiano," "Please Mr. Columbus," "Oh Tessie" and "Mala Femena."

AT THE HOP WITH THE SHERRYS



Guyden GLP 503 (M)—The three gals sing of the good times to be had at teen dancing parties on this set. The album is a perfect teen-age item with strong rhythm and the Sherrys' big one "Pop-Pop-Popeye" is sure to nail down initial sales. There are other formidable dance tracks for the kids in "Bristol Twistin' Danny," "Double Order Mashed Potatoes," "The Fly" and "Oo-La-La-Limbo" to mention just a few. Accompanying combo hits a good groove and moves festivities throughout.

I LOVE YOU TRULY



Pat and Shirley Boone. Dot DLP 3475 (M); DLP 25475 (S)—Pat and Shirley Boone are reunited here for the first time since their album "Side By Side," and it's a worthy successor to that hit LP. Pat and Shirley join forces on such timeless items as "True Love," "Blues Stay Away From Me," "Have I Told You Lately That I Love You" and "Love Is Here to Stay." Their blend is warm and straightforward and it should interest the many fans of the duo.

DEAR LONELY HEARTS



Nat King Cole. Capitol ST 1838 (S)—Showcased by Belford Hendricks' string-filled arrangements, Nat King Cole is sure to delight his fans, both album purchasers and deejays, with this well-chosen group of tunes. Material includes title tune, "It's a Lonesome Old Town," "Near You," "Lonesome and Sorry" and other ballads themed to lovelorn loneliness. Bound to be strong merchandise.

THE GREATEST HITS OF GARY (U. S.) BONDS



Legrand LLP 3003 (M)—The sound is big and loud, and the backings are hard rockers in this roundup of strong single sellers by Gary (U. S.) Bonds. Tunes include "Twist, Twist Senora," "Copy Cat," "School Is Out," "Please Forgive Me" and "Gettin' a Groove." It's certain to please the chanter's many teen fans.

THE FOUR SEASONS GREETINGS



Vee Jay LP 1055 (M); SR 1055 (S)—The Four Seasons, one of the hottest acts around, has a remarkable Christmas package in this LP. The set features the unique singing talents and singular sound of the group in a neat package of traditional carols and standard tunes. The recently released single, "Santa Claus Is Coming to Town," is among the standard items while "The Little Drummer Boy," "The Carol of the Bells" and a number of other carol medleys make up another whole side of the LP.

I REMEMBER YOU



Frank Ifield. Vee Jay LPM 1054 (M); SR 1054 (S)—Frank Ifield rocketed to the top in England with his record of "I Remember You," and became a name in the U. S. with the same single. His latest "Lovesick Blues," is already a hit in his native land and could also happen here. Both tunes are in this waxing, plus 10 others, sung with the yodeling style that has become his pop trademark. Kids who dug his hit will dig this LP, too.

VENUS IN BLUE JEANS



Jimmy Clanton. Ace LP 1026 (M)—Jimmy Clanton has a mighty potent LP here that's bound to do well among the teen set. The album features his "Venus in Blue Jeans" hit and a flock of other fine outings. A variety of tempos are included with strong backing from vocal groups and orks. Besides the hit, the lad sings "Dreams of a Fool," "Darkest Street in Town," "Lucky in Love" and "Molly Darling." All display the lad's talents attractively.

THE FOUR SEASONS SING



Vee Jay EP 1-901—Here's an EP that could go places since it spotlights the hot-selling group, the Four Seasons, selling four oldies in their own inimitable style. The tunes include "Never on Sunday," "I Can't Give You Anything But Love," "La Dee Dah" and "Peanuts." Strong teen wax.

Country & Western

GREATEST BLUEGRASS HITS



Tommy Jackson. Dot DLP (M); DLP 25471 (S)—A fine collection of a dozen bluegrass favorites, half in a bright-paced vein ("Earl's Breakdown," "Gotta Travel On," etc.) with lots of pickin'-and-pluckin' banjo and country fiddle by Tommy Jackson, and half in a ballad or waltz tempo ("Blue Moon of Kentucky"). The treatment is fairly commercial, but it's still in the country orbit. The c.&w. market should go for this package.

International

TEMPOS OF TAHITI



Catamaran Serenaders. MGM E 4091 (M)—Spectacular sound and orchestration make this one of the top collections of Island music, perhaps in part because of the 21 separate channels used by MGM in taping. Most of the tunes are Hawaiian rather than Tahitian in origin, but all are done in lively and listenable fashion that should earn plenty of air play. Included are two themes from "Mutiny on the Bounty."

PLAY GYPSY PLAY



Harry Geller. Liberty LMM 13023 (M); LSS 14023 (S)—Mandolins, gypsy fiddles, accordions, castanets and other instruments associated with this colorful music are employed in an LP with exceptionally effective sound, of which Liberty justly boasts in its liner notes. Included are such standards of the genre as "Granados," "Czardas," "Hungarian Dance No. 5," "Tarantella" and a medley of "Dark Eyes," "Two Guitars" and "Meadowland." A contemporary beat also is interjected frequently, lending spice.

Jazz

KNOW WHAT I MEAN?



Cannonball Adderley. Riverside RLP 9433 (S)—Cannonball steps out of his usual sextet format for this date. Bill Evans is on piano and Connie Kay and Percy Heath from the Modern Jazz Quartet are on drums and bass. The material is distinctly melodic with Evans' "Waltz for Debby" and "Goodbye" by Gordon Jenkins giving some clue. The playing by all the participants is first rate, with "Venice" by MJQ leader John Lewis an outstanding item.

(Continued on page 24)

★ ★ ★ ★ STRONG SALES POTENTIAL

★ ★ ★ ★ THE WORLD'S GREATEST PIANO ROLLS, VOLS. 2, 3 AND 4
Johnny Maddox. Dot DLP 3476, 3477, 3478 (M); DLP 25476, 25477, 25478 (S)—Honky Tonk pianist Johnny Maddox has been a fan of old-fashioned piano rolls for quite a spell, and is claimed to have about 10,000 of them in his current collection. Earlier, an LP of some of these was produced direct from the roll playing on a genuine old player piano, an album which met with good success. Here are three more albums worth of those old rolls, all in the pop area, and containing such ditties as "Baby Face," "Get Out and Get Under the Moon," "Sugar Blues" and "Happy Days Are Here Again." The rolls included date from 1909 to 1927.

★ ★ ★ ★ A KNIGHT AT THE ORGAN
Sir Julian. RCA Victor LPM 2591 (M); LSP 2591 (S)—In these days of hit organ albums and singles this new set by organist Sir Julian Gould could grab a lot of attention. It spotlights the organ virtuoso on driving versions of a flock of standards, backed up by guitar, bongos, drums and bass. The most exciting sides are "Time On My Hands," "Swingin' Down the Lane," and the perennial "April in Paris."

★ ★ ★ ★ VAUGHN MONROE SINGS THE GREAT THEMES OF FAMOUS BANDS AND FAMOUS SINGERS
Dot DLP 3470 (M); DLP 25470 (S)—Vaughn Monroe turns in a good job here, singing the themes of the top singers and the top bands of the 1930's and 1940's. Included are vocal versions of "The Waltz You Saved for Me," "Sunrise Serenade," "Let's Dance," "Cherokee," "Tonight We Love" and "I'm Gettin' Sentimental Over You."

★ ★ ★ ★ PLAY-ALONG CHIMES
Dr. Charles S. Kendall. Dot DLP 3341 (M); DLP 25341 (S)—This is a re-issue of an album by Charles Kendall originally released under the title "Chimes of Memory." It has been re-issued because the label discovered that many customers like to play along on piano or organ with the chime work of Kendall of such songs as "There's a Long, Long Trail," "Moonlight Bay," "In the Shade of the Old Apple Tree" and other all time favorites. It's good listening, too, and fine for sing-alongs.

★ ★ ★ ★ NEW ORLEANS DIXIELAND
Bob Havens. Dot DLP 3401 (M); DLP 25401 (S)—Good, swinging Dixieland by Bob Havens and his combo, on this new release. Havens is the trombonist featured on the Lawrence Welk show and that should help album sales. Top sides are the combo's version of "Ida, Sweet as Apple Cider," "Georgia on My Mind" and "Sweet Georgia Brown."

★ ★ ★ ★ TRIBUTE TO 6
Ray Allen and the Upbeats. Blast BLP 6804 (M)—The six this album pays tribute to are Jesse Belvin, Big Bopper, Buddy Holly, Ritchie Valens, Johnny Horton and Eddie Cochran. And here are their biggest hits sung nicely by Ray Allen and the Upbeats. Songs include "Peggy Sue," "Sittin' in the Balcony," "Earth Angel," "Chantilly Lace," "Donna," "Battle of New Orleans" and "La Bamba." Set is aimed at the teens.

★ ★ ★ ★ CHEROKEELY SWINGS
Keely Smith. Dot DLP 3460 (M); DLP 25460 (S)—Miss Keely Smith appears on

(Continued on page 24)

©"EPIC," "CBS," Marcus Reg. T.M. PRINTED IN U.S.A.

'THE STREET'



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

SINGLES REVIEWS

★★★★ STRONG SALES POTENTIAL

Pop

CONNIE FRANCIS
I'M GONNA BE WARM THIS WINTER (Merna, BMI) (2:25)—A wintertime tale of love at the ski lodge is given a fine teen sound by Connie. The dance beat is there and there's smart ork work that includes voices and strings. Flip is "Al Di La" (Witmark, ASCAP) (3:19).
MGM 13116

FRANK IFIELD
LOVESICK BLUES (Mills, ASCAP) (2:38)—This familiar tune, which was a hit way back when, for Hank Williams, receives a bright and potent performance from the chanter over pounding ork support. This side could happen. Flip is "Anytime" (Hill & Range, BMI) (2:13).
Vee Jay 477

BOOKER T. AND THE M.G.'S
JELLY BREAD (East, BMI) (2:25)—Here's the followup to "Green Onions," and it could be another hit for the swinging combo. Sparked by organ lead, the group sells this instrumental with a solid beat. Flip is "Aw' Mercy" (East, BMI) (2:35).
Stax 131

BOBBY DARIN
I FOUND A NEW BABY (Pickwick, ASCAP) (2:10)—Darin offers a finger-snappin' and stylized version of the standard, with a smart rhythm group backing, which starts off with a swinging bass solo and builds well. This could move. Flip is "Keep A-Walkin'" (Progressive, BMI) (1:51).
Atco 6244

BENT FABRIC
THAT CERTAIN PARTY (Metorion, BMI) (2:06)—**CHICKEN FEED** (Donaldson, ASCAP) (2:10)—On the top side, the "Alley Cat" man takes the old Gus Kahn-Walter Donaldson smash, and dresses it up in a sneaky, infectious style that could go over big. On the flip, Fabric does a cute, deceptively simple tune, somewhat akin to the "I Love Coffee, I Love Tea" routine of beginning pianists.
Atco 6245

MIKE CLIFFORD
WHAT TO DO WITH LAURIE (Trio, BMI) (2:33)—This is Clifford's followup to "Close to Cathy" and it's a winner. The side, like the hit, is a soft ballad which spotlights a warm vocal by the lad against lush strings. Flip is "That's What They Said" (Trio, BMI) (2:10).
United Artists 557

BILLY VAUGHN
I'M WAITIN' (Talisman, ASCAP) (1:52)—Bright original melody here is given the Continental sound treatment. The side is in a bouncy medium tempo and features harmonica and chorus against saxes and triplets. Flip is "Down Yonder" (LaSalle, ASCAP) (1:48).
Dot 16417

DEL SHANNON
LITTLE TOWN FLIRT (Vicki-McLaughlin, BMI) (2:40)—The lad's back with another solid sounding side. His voice is smartly double-tracked and the vocal is handled brightly against an effective girls' chorus. Flip is "The Wambo" (Vicki-McLaughlin, BMI) (2:27).
Big Top 3131

BARRY MANN
TEEN-AGE HAS-BEEN (Aldon, BMI) (2:25)—This is the tale of a teen-age has-been who sells a million on his first record and flops on his second. Mann, who had his biggest hit with "Who Put the Bomp," tells the story in tragic-comic terms that should score with teeners. Flip is "Bless You" (Aldon, BMI) (2:09).
ABC-Paramount 10380

Country & Western

GEORGE JONES
LONELY CHRISTMAS CALL (Glad, BMI) (2:25)—Touching weeper is sung in poignant fashion here by George Jones over traditional backing. A solid performance and strong material should help this one move out in the country field. Flip is "My Mom and Santa Claus" (Cedarwood, BMI) (2:33).
United Artists 530

STONEWALL JACKSON
CAN'T HANG UP THE PHONE (Acuff-Rose, BMI) (1:59)—Here's a heart-rendering tale sung by Stonewall with feeling and warmth. Side has a bit of the hill sound, and the chorus adds a nice flavor. Has a good chance in the market. Flip is "Slowly" (Cedarwood, BMI) (2:24).
Columbia 42628

Novelty

JERRY LANDIS
THE LONE TEEN RANGER (Aim-Landis, BMI) (2:20)—Here's a goofy novelty item about a lad who has lost his love to a Western star on TV who shoots straight and talks tough. It's funny and cute. Flip is "Lisa" (Landis, BMI) (2:04).
Amy 875

Christmas

HARRY SIMEONE CHORALE
DO YOU HEAR WHAT I HEAR (Valleydale, BMI) (3:00)—The Harry Simeone Chorale comes through with a lovely and tasteful performance of a very attractive Christmas song that could rival their standard "Little Drummer Boy." Flip is "March of the Angels" (Beechwood, BMI) (2:25).
Mercury 72065

ROGER CHRISTIAN
LITTLE MARY CHRISTMAS (Alambo-Garpax, BMI) (3:05) — **THE MEANING OF MERRY CHRISTMAS** (Alambo-Garpax, BMI) (2:55)—Two very touching Christmas items talked neatly by deejay Roger Christian. Topper is the story of little orphan girl; on the flip Christian explains the meaning of the holiday. Both could get seasonal action.
Rendezvous 195

BARRY RICHARDS
BABY SITTIN' SANTA (Herb Reis, BMI) (2:02)—Here's an interesting new take on an older tune, "Baby Sittin' Boogie," a hit sometime back for Buzz Clifford. Richards, a new, young chanter, handles it in fine style over a rockin' backing and it could gather loot in the holiday market. Flip is "Kissin' Doll" (Iris Trojan-Reis, BMI) (2:05).
Epic 9564

SPECIAL MERIT SINGLES

Pop Disk Jockey Programming

FELIX SLATKIN
 ★★★★★ **ORANGE BLOSSOM SPECIAL** (Metric, BMI)
 ★★★★★ **MAIDEN'S PRAYER** (Metric, BMI) (3:04) **Liberty 55523**

JOAO GILBERTO
 ★★★★★ **VOCE E EU-BOSSA NOVA (YOU AND I)** (11th Ave. Theatricals, ASCAP) (2:21)

(Continued on page 28)

ETTA JONES
 ★★★★★ **And I'll Be There**—PRESTIGE 233—The lass has a strong item here. The tune is a ballad that's sung in nostalgic fashion with easy rhythm accompaniment. Nice listening. (2:48)

★★★★ **In the Dark**—Very gospel-ish side here that's sung with strength. The side has a good feel and should delight the singer's many friends. (2:50)

DAVID CARROLL
 ★★★★★ **Big Girls Don't Cry Limbo**—MERCURY 72070—Here's a side that might get some radio play. It's the current Four Seasons hit done in limbo rhythm with young fem chorus singing wordlessly much of the melody. Side features good sax section work and strong rhythm. (Bo-Bob, ASCAP) (2:07)

★★★★ **Linstead Market Limbo**—Delightful limbo sound with the calypso feeling on this side. Use of marimba, Latin percussion and whistling makes for an interesting sound. (Boosey & Hawkes, ASCAP) (2:04)

THE CONCORDS
 ★★★★★ **Marlene**—HERALD 576—A rocking samba rhythm here with a plaint to the girl to go to the dance tonight. The group has a wild sound and the backing pounds along. A sound that could move. (Wemar, BMI) (2:02)

★★★★ **Our Love Wasn't Meant to Be**—A slow ballad with an interesting organ background to the vocal. Lead is done with an impassioned touch and the group fills in effectively. (Wemar, BMI) (2:30)

GARY CRISS
 ★★★★★ **Long Lonely Nights**—DIAMOND 127—The old hit by Lee Andrews and the Hearts is sung with warmth by Criss over big choral and ork support. It could happen all over again via this strong side. Watch it. (Arc-G. H., BMI) (2:1)

★★★★ **I Still Miss You So**—Big ballad is sung with excitement by the chanter over a pounding ork and chorus arrangement. It could happen. (Wilkay, BMI) (2:03)

THE CASTELLS
 ★★★★★ **Eternal Love, Eternal Spring**—ERA 3098—Big, lush ballad is sung with warmth and charm by the Castells over organ and rhythm backing. A pretty tune that should get many spins. Fine jockey programming. (Montclare) (2:22)

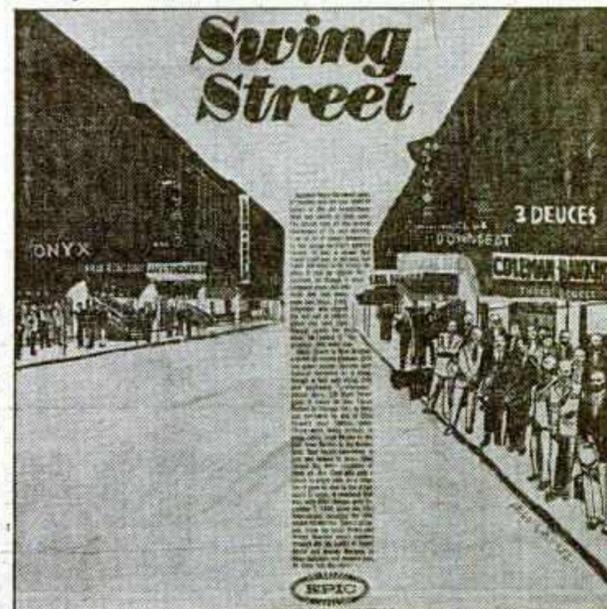
★★★★ **Clown Price**—This is the exciting musical tale of a clown who laughed even when his heart was breaking. Backing is first-rate and the ork work is ear-catching. Two good sides. (Bamboo, BMI) (2:19)

RUSS GARNER
 ★★★★★ **River Man**—MERIT 1031—Catchy song about a river man is sung in attractive fashion by the chanter over appropriate backing. It's in the folk-pop vein of "Battle of New Orleans." Good wax here. (Russ Garner, BMI) (2:00)

★★★★ **The Puppet**—Another good reading by the chanter, who has a warm country-oriented style. He could make a dent via these efforts. (Briarcliff, BMI) (2:31)

(Continued on page 28)

Includes Billie Holiday, Fats Waller, Eddie Condon, Teddy Wilson, Count Basie, Mildred Bailey, and others.



Remember it? Here is the sparkling nostalgia of 52nd Street jazz, brilliantly captured in four unsurpassable Lp's by Epic. Here are sixty-four sides of sizzling jazz—music that swings, jumps, rocks and bursts its way into the heart of every jazz buff in America. **SWING STREET... a unique gift.**

**FIVE (5)
NEW PICKS
FROM
CHESS
WATCH THEM GO
UP!**

**"LONELY
BABY"**

by
Ty Hunter
Chess #1015

**"TWEEDLEE
DEE"**

by
**Dave "Baby"
Cortez**
Chess #1842

**"EVERY
DAY I HAVE
TO CRY"**

by
Steve Alaimo
Checker #1032

**"THE
JEALOUS
KIND"**

by
Clarence Henry
Argo #5426

**"WOULD IT
MAKE ANY
DIFFERENCE
TO YOU"**

by
Etta James
Argo #5430

**CHESS
PRODUCING CORP.**

2120 S. Michigan Chicago 16, Ill.

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

Strongest sales potential of all albums reviewed this week.

Continued from page 22

Classical

TCHAIKOVSKY: PIANO CONCERTO NO. 1



Sviatoslav Richter, Vienna Symphony (Von Karajan), Deutsche Grammophon SLP 138-822 (S)—This could well be the hottest classical album of the season. Richter lives up to all his notices in this one, giving a powerful and dramatic rendition of the Tchaikovsky standard, with Herbert von Karajan providing dynamic backing. Despite the glut of competing versions including the Cliburn disk that nearly saturated the market a few years ago, there is a giant audience ready to buy a great new performance of this work, and such a rendition is provided here by Richter.

Comedy

WOODY WOODBURY IN THE SPICE IS RIGHT



Stereoditties MW-5—Woody Woodbury is back in his favorite laughing room, the lounge at Fort Lauderdale's Bahama Hotel, and the set, like several earlier ones, finds him clowning with his audience around the bar, telling a flock of gag stories, one-liners and in this case, doing a number of short songs. The title is a bit misleading, in that the stories are hardly blue enough to be called spicy, at least in the context of other comedy disks now available. Most of this is harmless and amusing. With Woodbury now achieving regular national exposure via his new ABC-TV series, "Who Do You Trust," this can be expected to maintain and perhaps better the pace of his earlier sellers.

Spoken Word

WILLIAM SHAKESPEARE: SOUL OF AGE



Sir Michael Redgrave, Sir Ralph Richardson, Caedmon TC 1170 (M)—Here's a splendid sound-track album which, for a change does not rely on music. It's the track from the NBC-TV cultural special on Shakespeare televised November 30 and featuring England's Michael Redgrave and Ralph Richardson, plus a supporting cast, in selections from more than a dozen of Shakespeare's historical plays, tragedies and comedies. Performances are first-rate. Packaging is de luxe, including a bound-in booklet illustrated with text and excellent photos.

**SPECIAL MERIT
ALBUMS**

Pop Talent

NEW ... IN FOLK



The Folksters, Mercury MG 20749 (M); SR 60749 (S)—A strong new folk group, the Folksters, turn in a swinging debut for Mercury. The sound is something like that of the Kingston Trio, augmented by some fine five-string banjo work by Paul Champion. The material generally has a "Florida" flavor—that is, a Southern-U. S. sound with overtones of the Spanish settlements along the Gulf of Mexico. The group is at its best in "The Brown Mountain Light" and a novelty newie called "Easter in Jail," based on the annual collegiate hassle in Fort Lauderdale.

ARRIVAL TIME



Hank Jones and Dean Kay, RCA Victor LPM 2570 (M); LSP 2570 (S)—Hank Jones and Dean Kay, who are featured on the Tennessee Ernie Ford Show, make a solid debut on this, their first recording. The duo show off their vocal ability with such tunes as "Ivory Tower," "There's a Long, Long Trail," "Let the Rest of the World Go By" and "Sentimental Journey." Their blend is unusual and their style is fresh and imaginative. Talented lads should go far.

I ONLY KNOW HOW TO CRY



Alice Darr, Parker PLP 811 (M)—Alice Darr is a talented lass with an ability to project a ballad with feeling and warmth. Her vocal style bears traces of jazz influences and yet her vocal work—which is actually in the jazz-pop groove—is decidedly individual. On this debut album she comes through with tender and touching readings of a flock of original songs, some of which have a chance to gain attention. She is backed simply by Mundell Lowe and George Duvivier. Best tracks are "I Only Know How to Cry," "Love Does Funny Things" and "There He Goes." Miss Darr is a singer to watch.

Jazz

THE HAPPY BIRD



Charlie Parker, Parker PLP 404 (M)—Here's some more previously unreleased material from the Parker label by the legendary genius of jazz. The music here was recorded at a party or session and features some high quality blowing from Parker with an illustrious line-up assisting: Charlie Mingus, the late Wardell Gray and Dick

Twardzik and Walter Bishop all contribute to the proceedings. This is another album that should prove a collector's item for modern jazz fanciers.

LITTLE ROCK GETAWAY



Joe Sullivan, Riverside RLP 158 (M)—It has been many years since Joe Sullivan has had an album on the market, and although this set was recorded by the pianist in 1953, it is a welcome item. It should appeal to the many fans of the pianist who have followed his career from his early days in Chicago and his work with the two Crosbys and his career on 52d Street. In the set are "Little Rock Getaway," "Honeysuckle Rose," "Hangover Blues," "My Little Pride and Joy" and "Sweet Lorraine."

Classical

BRAHMS: EIN DEUTSCHES REQUIEM, OP. 45 (2-12")



The Philharmonia Orchestra and Chorus (Klemperer), Angel BL 3624 (S)—The first stereo recording of the German Requiem is a deeply moving and satisfying one. Otto Klemperer brings out both the grief and consolation that Brahms poured into the work. The vocals are handled in supreme fashion by Elisabeth Schwarzkopf and Dietrich Fischer-Dieskau and completely illuminate the composer's intentions. This interpretation may not be equalled for many years.

Religious

GOD'S TROMBONES



Fred Waring and the Pennsylvanians, Decca DL 4345 (M); DL 74345 (S)—The late James Weldon Johnson's poems in the form of plantation sermons under the title of "God's Trombones" are given moving and immensely effective readings by Frank Davis and Getrude Jeannette, with backing by Fred Waring's ork and chorus, occupying one full side. On the other, Davis and others sing a group of spirituals. An unusual disk that might excite extraordinary attention, with emphasis on the remarkable voice of Frank Davis.

Reviews of New Albums

Continued from page 22

the front cover of this new set in her native Indian headdress, but that conversation piece has no bearing on the disk content, a swinging series of renditions, backstopped by strong Billy May, big band arrangements. Among the tunes swung by the thrush are the calypso, "Yellow Bird," "Stranger in Paradise," "Young at Heart" and "My Heart Cries for You." Solid wax for the Smith fans.

★★★★ HEY! THIS IS KEVIN GAVIN
Parker PLP 810 (M)—Gavin is a former member of the Satisfiers and the Honey-dreamers and here he's heard by himself on a series of good ballads in front of some solid band arrangements put together by guitarist Mundell Lowe. Tunes include "You Don't Know What Love Is," "As Long As I Live," "Do Nothin' Till You Hear From Me," a newer item, "Moon River," and several original ballads. The lad has a pleasant, easy-going croon style which can sell well to the mood market. A spinnable selection, too.

★★★★ THE MILLS BROTHERS SING BEER BARREL POLKA
Dot DLP 3465 (M); DLP 25465 (S)—The Mills boys have a mighty potent material line up on this set. All of the tunes have been big hits by artists other than the brothers themselves. Among the tracks are a number associated with sister acts like the Andrews, Boswells and McGuires. The album should appeal to the fans of the group and to those who have bought past material by the lads.

★★★★ YOUNG LOVE
Sonny James, Dot DLP 3462 (M); DLP 25462 (S)—Sonny James sings his big one, "Young Love," on this LP and also turns in creditable performances of other tunes, some of them in the Western groove. Among some of the better items are "Shiloh," "Jenny Lou," "Gotta Travel On," "Wanderin'" and "A Mile and a Quarter."

★★★★ FROM PARIS WITH LOVE
Sacha Distel, RCA Victor LPM 2611 (M); LSP 2611 (S)—Romantic pop singing here in a variety of tempi by French singing star Distel. The music is from the standard catalog with strong arrangements from Ray Ellis. "Let's Fall in Love," "All of You," "S Wonderful" and "Cheek to Cheek" are some of the better tracks. Most of the music is treated in the insinuating beat style that has scored so well for Frank Sinatra and Nelson Riddle.

★★★★ MODERN SOUNDS OF THE ORIOLES GREATEST HITS
Parker PLP 816 (M)—A decade ago the Orioles were one of the leading singing groups in the country. They and the Cats and a Fiddle formalized much of what is now the group sound in pop music. Sonny Til, lead singer, then, has reorganized the group here and sings many of their past hits and a number of newer things. "It's Too Soon to Know," "I Miss You So," "Lonely Christmas" and "Chapel in the Moonlight" are among the better tracks.

★★★★ BREEZING ALONG WITH LOU BREEZE
Decca DL 4346 (M); DL 74346 (S)—Here's a fine package for the adult market. The sound is in the 1920's vein with fine banjo plucking from Broeze. The titles should stir many an over-40 heart. The accompaniment

also includes raggy piano, and strings in some cases, on tunes like "Bill Bailey," "Oh By Jingo" and "Mexicall Rose."

★★★★ KENNY DORHAM AND FRIENDS
Jazzland JLP 982 (S)—Here are a series of tracks taken from the archives of 1959 (Side One with a group consisting of Cannonball Adderley, Cecil Payne, David Amram and a rhythm section of Philly Joe Jones, Paul Chambers and Cedar Walton) and 1957 (with Sonny Rollins, Hank Jones, Oscar Pettiford and Max Roach). The blowing on the five tracks is intense and will please many fans, particularly since the sound is up to current standards. Two of the finer tracks are "Spring Cannon," one of three composed by trumpet man Dorham and an extended "I'll Remember April."

★★★★ TAKE TWELVE
Lee Morgan Quintet, Jazzland JLP 980 (S)—Here's a swinging series of tracks that shows off not only the fluid pyrotechnics of Lee Morgan on trumpet, but also his writing talents as well. Four of the six frantic tracks were contributed by Morgan and a fifth by tenor sax man, Clifford Jordan, one of the guests on the date. The horn men blow up a storm with some exceptional rhythm support by Louis Hayes, drums, and Bob Crenshaw, bass. Both assist in laying down a solid beat throughout. Barry Harris' piano is unobtrusive but effective, especially as a partner in the interplay of horn soloists. Fine wax for the modernists.

★★★★ LOST IN SOUND
Yusef Lateef, Parker PLP 814 (M)—Lateef has grown in stature and recognition in the last few years and this LP should aid that growth to an even greater extent. His work with the Cannonball Adderley Sextet has brought him to many more listeners who should find this LP and the many he has done in the past interesting listening fare. This is a hard-hitting modern LP with little use of the Near East sound found on some of his sets. It's a swinging eight-track outing.

★★★★ FULL HOUSE
Wes Montgomery, Riverside RLP 9436 (S); 434 (M)—Another outstanding example of the guitar artistry of Wes Montgomery here. The side features Wes playing with Johnny Griffin, tenor sax; Wynnton Kelly, piano, and an outstanding rhythm section. The set is nicely balanced with quick numbers and slower tunes. It also has a touch of Latin in "Cariba," and a lively swing in the title tune. Disk was recorded at a coffee house called Tsubo in Berkeley, Calif.

★★★★ STRONG SALES POTENTIAL

CLASSICAL LP'S

★★★★ BACH: COMPLETE HARPSICORD CONCERTI, VOLS. 1, 2, 3, AND 4.
Various Artists, Westminster WST 17016, 17017, 17018, 17019 (S)—A quartet of well-recorded albums which should have strong
(Continued on page 26)

2 New Hits from



JACKIE WILSON

sings

WHAT GOOD
AM I WITHOUT
YOU?

c/w

A GIRL
NAMED TAMIKO

from the Paramount Picture
A Girl Named Tamiko • A Hal Wallis Production

55236



THE SWEETHEARTS

sing

IN BETWEEN KISSES

c/w

(He's My) SUPERMAN

55237

Reviews of New Albums

Continued from page 24

appeal to fanciers of baroque chamber music. They are so arranged that there is a sort of geometric progression of Harpsichordists; the first two albums feature one harpsichordist, Robert Veyron-Lacroix, as soloist in six concerti by Bach. The two remaining albums add additional keyboard artists in concerti for two, three and four harpsichords. The Jean-Francois Paillard chamber orchestra accompanies the soloist. Production is by Erato. Sound, recording and packaging are above-average.

★★★★ HANDEL: MESSIAH

Various Artists; London Philharmonic Orchestra (Boult). London BA 43002—A rich, full performance in three LP's by some good names should give this low-priced version a good starting point. The work is abetted by organist, Ralph Downes and George Malcolm on harpsichord. Solo arias are by Jennifer Vyvyan, Norma Proctor, George Maran and Owen Brannigan. An inspired production that could generate considerable pre-Christmas activity. A good one too, for the racks.

★★★★ BACH: TWO CONCERTI AND PARTITA NO. FOUR

Kenneth Gilbert. Baroque B 1805 (M); BC 2805 (S)—A distinguished Bach recital by a brightly talented young Canadian harpsichordist. The record label is now being distributed nationally by Conversaphone Institute, and will be listed in Schwann in January. Gilbert's performance in the Bach works—"Italian Concerto," "Concerto in D Minor," and the "Partita No. Four in D Major"—is clean and sure. Cover and packaging are attractive.

★★★★ STRONG SALES POTENTIAL

JAZZ LP'S

★★★★ DOWN HOME

Sam Jones and Company. Riverside RLP 9432 (S) — Cannonball's bass man, Sam Jones, gets his chance to shine as the leader on this neat series of eight tracks, four of which feature Jones on bass with a big band. The balance of four others find Jones moving to the cello, on which he is equally adept, and working with a quintet. Jones also appears as a composer with tunes, including the interesting "O.P." devoted to the late great Oscar Pettiford, on the cello side. The big band (solid scorings by Ernie Wilkins) does "Come Rain or Come Shine," "Falling in Love With Love," and Horace Silver's "Strollin'." Set is a fine showcase for Jones and his all-star colleagues lend a big assist.

★★★★ MOON CHILD

Johnny Lytle Trio. Jazzland JLP 981 (S)—A lot of sound and many interesting ideas emanate from this LP, featuring a vibes, organ and drums trio with added depth of rhythm provided by a conga drum. Lytle is a skilled artisan on the vibes, ranging from the lyrical to the driving. There are several sparkling originals here including a simple, repetitive chord progression in "Moon Child," and standards with lengthy solos—like "Moonlight in Vermont" and "The Nearness of You." Milt Harris is on organ, with Steve Cooper on bass and Peppy Hinant on drums with Ray Barretto on conga drums. With this group on most of the eight tracks, a quintet rather than a trio is actually being heard.

LOW-PRICED JAZZ

★★★★ DANCE THE BOSSA NOVA

Zaccarias and his Ork. Camden CAL 749 (M); AS 749 (S)—This low-priced addition to the bossa nova catalog is an attractive group of big band renditions, as turned out by clarinetist Zaccarias and his orchestra. The emphasis is on rhythm for dancing rather than on the jazz aspects. Besides some Brazilian tunes, several U. S. pop melodies are converted for this use, as with "Lover," "Bye Bye Blues," "Holiday for Strings" and "Dizzy Fingers." Good quality for the bargain price customer.

★★★★ STRONG SALES POTENTIAL

SPECIALTY LP'S

LOW-PRICED CHRISTMAS

★★★★ NOEL

The Choir of St. Thomas Church, Mirrosonic 1015 (M); RS 1015 (S)—The ingredients of a successful sales item are all here and providing the package gets to market in time, it could achieve some movement. St. Thomas Church, New York, provided the artists with men's and boys' choirs heard on a program of 20 Christmas carols of varying vintage and derivation. The organ and tower bells of the church are also heard to good effect. "O Come All Ye Faithful," "Good King Wenceslas," etc., are included. Fresh looking cover shows six of the choir boys in their robes.

CHILDREN'S

★★★★ HORTON HATCHES THE EGG; ALI BABA AND THE FORTY THIEVES

Marvin Miller, Lionel Barrymore. MGM CHI 114—Re-issue by MGM of two good monophonic children's sides. Interestingly, the Dr. Seuss story, narrated by Marvin Miller, is also available in a newer stereo edition on RCA Victor. The Arabian Nights "Ali Baba" story is narrated by the late Lionel Barrymore. Production is of a high order and the new packaging is slick and attractive.

★★★★ THE BEAR THAT WASN'T DRIPPY (THE RUNAWAY RAINDROP)

Keenan Wynn. MGM CH 113—A charming trio of children's stories, two narrated by Keenan Wynn and a third by Betty Garrett. One of the Wynn stories, "Drippy, The Runaway Raindrop," has a musical setting by Andre Previn, the others have musical frames by Walter Schumann and Sy Miller. All are neatly tailored to moppet-level listening, and the package is a nice gift item.

FOLK

★★★★ SCOTS FOLK SONGS

Ewan MacColl. Washington WLP 733—A fine collection of folk songs, derived from a pure strain of musical folklore and of interest to the growing ranks of folk fanciers and collegians. There's nothing synthetic about MacColl's brogue, which is as authentic as a haggis at a Burns Supper. There are 17 songs altogether, and they have a fine swing to them, with MacColl providing his own guitar accompaniment. Pastorial-photo cover is attractive.

★★★ MODERATE SALES POTENTIAL

★★★ THIS IS 21 CHANNEL SOUND
Various Artists. MGM E 4094 (M); C-SE 4094 (S)

★★★ TAHITI-ISLAND OF PARADISE
Gaston Gullbert. MGM E 4082 (M); E-SE 4082 (S)

★★★ HOW THE WEST WAS SWUNG
Pete Brady. RCA Victor LPM 2582 (M); LSP 2582 (S)

★★★ JACK LaFORGE, HAWAII AND I
Purpletone P 715 (M)

★★★ SING OUT, SWEET LAND
Original Cast. Decca DL 4304 (M); DL 74304 (S)

★★★ BALLROOM IN VIENNA
Max Greger. Dot DLP 3467 (M); DLP 25467 (S)

★★★ SWEET SAX
Freddy Gardner and Alvy West. Decca DL 4317 (M); DL 74317 (S)

(Continued on page 30)

Billboard Music Week takes great pleasure in announcing the opening of new sales and editorial offices in Nashville, Tennessee. Mark-Clark Bates, native of Nashville, will head the BMW office in the Whitehall Building, 1701 West End Avenue, Nashville. Telephone: Code 615 244-1836.



MARK-CLARK BATES

THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING DECEMBER 8

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	BIG GIRLS DON'T CRY	By B. Crewe-B. Gaudio—Published by Bobob (ASCAP)	7
2	2	RETURN TO SENDER	By O. Blackwell-W. Scott—Published by Presley (BMI)	7
3	3	BOBBY'S GIRL	By Hoffman-Klein—Published by A.M.E. (BMI)	5
4	7	DON'T HANG UP	By Man-Appell—Published by Kalman (ASCAP)	5
5	4	LIMBO ROCK	By W. E. Strange and Jon Sheldon—Published by Four Star-Twist (BMI)	8
6	9	RIDE!	By Sheldon-Leon—Published by Woodcrest-Check-Colt (BMI)	5
7	13	TELSTAR	By Meek—Published by Campbell Connelly (ASCAP)	3
8	8	THE LONELY BULL	By Sol Lake—Published by Almo (ASCAP)	4
9	5	ALL ALONE AM I	By Hadjidakis-Altman—Published by Duchess (BMI)	9
10	6	HE'S A REBEL	By Gene Pitney—Published by January (BMI)	10
11	17	RELEASE ME	By Miller-Williams-Yount—Published by Four Star (BMI)	3
12	18	(DANCE WITH THE) GUITAR MAN	By Eddy Hazlewood—Published by Linduane (BMI)	5
13	14	MY OWN TRUE LOVE	By M. David-M. Steiner—Published by Remick (ASCAP)	4
14	22	RUMORS	By H. Greenfield-H. Miller—Published by Aldon (BMI)	2
15	27	LOVE CAME TO ME	By D. DiMucci-J. Falbo—Published by Schwartz-Disal (ASCAP)	2
16	21	KEEP YOUR HANDS OFF MY BABY	By Goffin-King—Published by Aldon (BMI)	3
17	15	DESAFINADO	By Jobim—Published by Hollis (BMI)	7
18	12	THE CHA-CHA-CHA	By Mann-Appell—Published by Kalmann (ASCAP)	6
19	24	ESO BESO	By Joe & Noel Sherman—Published by Flanka (ASCAP)	2
20	11	NEXT DOOR TO AN ANGEL	By H. Greenfield-N. Sedaka—Published by Aldon (BMI)	8
21	—	GO AWAY LITTLE GIRL	By Goffin-King—Published by Aldon (BMI)	1
22	—	YOU ARE MY SUNSHINE	By J. Davis-C. Mitchell—Published by Peer Int'l (BMI)	1
23	—	LET'S GO	By L. & R. Duncan—Published by Wrist-Giant (BMI)	1
24	16	ONLY LOVE CAN BREAK A HEART	By H. David-B. Bacharach—Published by Arch (ASCAP)	11
25	—	HOTEL HAPPINESS	By L. Carr-E. Shuman—Published by Dayben-Mansion (ASCAP)	1
26	—	DEAR LONELY HEARTS	By B. Halley-Emil Anton—Published by Sweco-Cetra (BMI)	1
27	28	WIGGLE WOBBLE	By Les Cooper—Published by Bob-Dan (BMI)	2
28	10	GINA	By P. Vance-L. Carr—Published by Elm Drive (ASCAP)	8
29	—	CHAINS	By Goffin-King—Published by Aldon (BMI)	1
30	25	I CAN'T HELP IT	By Hank Williams—Published by Acuff-Rose (BMI)	3

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- BIG GIRLS DON'T CRY**—Four Seasons, Vee Jay 465.
- RETURN TO SENDER**—Elvis Presley, RCA Victor 8100.
- BOBBY'S GIRL**—Marcie Blane, Seville 120.
- DON'T HANG UP**—Orlons, Cameo 231.
- LIMBO ROCK**—Chubby Checker, Parkway 849; Billy Wade, Twin Hits 2033
- RIDE!**—Dee Dee Sharp, Cameo 230.
- TELSTAR**—Tornadoes, London 9561.
- THE LONELY BULL**—Tijuana Brass, A & M 703.
- ALL ALONE AM I**—Brenda Lee Decca 31424; Sandy Lynn, Twin Hits 2029.
- HE'S A REBEL**—Vikki Carr, Liberty 55493; Crystals, Phillies 106; Dee Dee Clark, Twin Hits 2031.
- RELEASE ME**—"Little Esther" Phillips, Lenox 5555.
- (DANCE WITH THE) GUITAR MAN**—Duane Eddy, RCA Victor 8087.
- MY OWN TRUE LOVE**—Dupress, Coed 571
- RUMORS**—Johnny Crawford, DeFi 4188.
- LOVE CAME TO ME**—Dion, Laurie 3145.
- KEEP YOUR HANDS OFF MY BABY**—Little Eva, Dimension 1003.
- DESAFINADO**—The Contrasts, Twin Hits 2033; Ella Fitzgerald, Verve 10274; Stan Getz & Charlie Byrd, Verve 10260; Bob Gallo, Assault 1844; Julie London, Liberty 55512; Lloyd Mayer, United Artists 509; Freda Payne, ABC-Paramount 10366; Mavis Rivers, Reprise 20115; Pat Thomas, MGM 13102; Si Zentner, Liberty 55499.
- THE CHA-CHA-CHA**—Bobby Rydell, Cameo 228.
- ESO BESO**—Paul Anka, RCA Victor 8097.
- NEXT DOOR TO AN ANGEL**—Neil Sedaka, RCA Victor 8086; Kit Fleming, Twin Hits 2034.
- GO AWAY LITTLE GIRL**—Steve Lawrence, Columbia 42601.
- YOU ARE MY SUNSHINE**—Ray Charles, ABC-Paramount 10375.
- LET'S GO**—The Routers, Warner Bros. 5283.
- ONLY LOVE CAN BREAK A HEART**—Gene Pitney, Musicor 1022; Chet Avery, Twin Hits 2030.
- HOTEL HAPPINESS**—Brook Benton, Mercury 72055.
- DEAR LONELY HEARTS**—Nat King Cole, Capitol 4870.
- WIGGLE WOBBLE**—Les Cooper, Everlast 5019.
- GINA**—Johnny Mathis, Columbia 42582.
- CHAINS**—The Cookies, Dimension 1002.
- I CAN'T HELP IT**—Suzanna Carol, Parker 205; Billy Strom, Infinity 023; Johnny Tillotson, Cadence 1432.

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

BREAKING WIDE OPEN!!!

**BOBBY (THE JAM) GREGG
AND HIS FRIENDS**

LET'S

**GO
AGAIN**

**PARTS
1 AND 2**

EPIC 9541

ANOTHER SMASH ON



A PRODUCT OF CBS © "Epic" Marca Reg. "CBS" T.M.

SPECIAL MERIT SINGLES

Continued from page 23

★★★★ BOLINHA DE PAPEL-BOSSA NOVA (LITTLE PAPER BALL) (1:16) Atlantic 2173

Pop Talent

JOEY POWERS

★★★★ ME, MYSELF AND I (Vanno, ASCAP) (2:20) RCA Victor 8119

THE HALIFAX THREE

★★★★ BULL TRAIN (BMI Canada Ltd., BMI) (2:16)

★★★★ COME ON BY (Witmark, ASCAP) (2:33) Epic 9560

Reviews of New Singles

Continued from page 23

GOOGIE RENE

★★★★ Flapjacks (Parts I & II)—CLASS 305—Delightful side here that moves along on its own steam. Has a good sound that features piano on Part I and some swinging tenor sax. Side 2 changes to a middle shuffle tempo with good piano work that should set a few teen feet dancin'.

BILLY GRAMMER

★★★★ I Wanna Go Home — DECCA 31449—The country singer has a good side here. The boy sings of his travels and his troubles and does it in touching style. Voice and medium country beat are much in evidence. Country jocks will want to play this one. (Cedarwood, BMI) (2:29)

★★★★ The Bottom of the Glass—Honky tonk sound on this one should get it a good deal of juke box play. The lad sings it with obvious good feeling and chorus in revival style makes the record. (Cedarwood, BMI)

STEVE ROSSI

★★★★ There's a Broken Heart (For Every Song in the Juke Box) — ABC-PARAMOUNT 10381—A tale of teen-tears and the current pop hits employing various song

titles. Attractive side is also worth spins. (Aldon, BMI) (2:25)

★★★★ Ginny Lee—Catching rhythm item is sung nicely by Steve Rossi as he explains how a friend stole the tune he had written and became a big star. Listenable side that could happen. (Hill & Range, BMI) (2:11)

DAVE (BABY) CORTEZ

★★★★ Tweedle Dee—CHESS 1842—Here is a swingy middle tempo instrumental from the hit scoring organist. Side takes the oldie and gives it a solid, Latin-touched, up-to-date beat. (Progressive, BMI) (2:50)

★★★★ Gift of Love—The Latin touch is very much evident here, too. The side has swing and should get a good many calls from jocks and teens. (Chevia-Cortez, BMI) (2:30)

BRUCE CHANNEL

★★★★ Oh! Baby—SMASH 1792—Harmonica sound leads off this tune like the big hit the lad had some time ago. The side gets a strong sound that should score with the teeners. It's in the same groove as the hit and has a medium dance beat

that could get much play. (Roosevelt, BMI) (2:05)

★★★★ Let's Hurt Together—Weeper here has a solid sound. The lad sings it with much emotion against voices and ork. Also worth a listen. (Tree, BMI) (2:33)

GEORGE HAMILTON IV

★★★★ If You Want Me To — RCA VICTOR 8118—Here's a mighty cute novelty ditty that writer Roger Miller has done several times recently on the NBC-TV "Tonight" show. Hamilton hands it a mighty stylish reading and it could go. (Tree, BMI) (1:47)

★★★★ In This Very Same Room—A good Harlan Howard ballad in the weepy vein is sung with feeling by Hamilton. Quite a message here and the effort is wrapped up in a listenable arrangement. (Pamper, BMI) (2:45)

FELIX SLATKIN

★★★★ Maiden's Prayer—LIBERTY 55523—A pretty, medium-paced instrumental by the Slatkin crew. The side has an easy, languid feeling and it's both danceable and listenable. This one could grab plenty of play. (Metric, BMI) (3:04)

★★★★ Orange Blossom Special—A bright, fast-stepping instrumental side from Slatkin's current album, "Hoodown." A lot of fancy, shimmering fiddles here in a mighty smart arrangement. Can get jock play. (Metric, BMI) (2:26)

LITTLE FLOYD

★★★★ Here Am I—ARLEN 716—Little Floyd is the lead singer with the Tams. The lad has a fine side here that tells a sorry tale and a plea for understanding. Production arrangement includes strings, chorus and woodwinds. (Lowery, BMI) (2:29)

★★★ My Baby Loves Me—(Lowery, BMI) (1:43)

STEVE ALAIMO

★★★★ Every Day I Have to Cry—CHECKER 1032—Steve swings with much enthusiasm on this medium tempo rocker that shows off classy arrangement and strong work from the chorus. (Tiki, BMI) (2:22)

★★★ Little Girl (Please Take a Chance With Me)—(Lowery, BMI) (2:08)

THE RAINBOWS

★★★★ Gonna Go Down (To See My Baby)—MERCURY 72068—Here's a wild side that has undercurrents of the "Monster Mash" although it's quite different. The side alternates between deep voice and hushed voice with strong dance rhythm. Also spots strong organ work. (Tree, BMI) (2:00)

★★★ Dreamwalk—(Tree, BMI) (2:15)

JOAO GILBERTO

★★★★ Voce E Eu-Bossa Nova (You and I)—ATLANTIC 2173—Joao Gilberto, the Brazilian who helped pioneer the whole bossa nova movement, sells this tender bossa item with charm in Portuguese, over fine rhythm backing. Strong side here. (11th Ave. Theatricals, ASCAP) (2:21)

★★★★ Bolinha De Papel-Bossa Nova (Little Paper Ball)—This light and infectious bossa effort is handed a warm performance by the Brazilian singer, whose style will soon be imitated widely here. (1:16)

THE HALIFAX THREE

★★★★ Bull Train—EPIC 9560—Here's a strong-sounding folk group that comes across with much authenticity. The side is about a train driver and moves along with style. (BMI Canada, Ltd., BMI) (2:16)

★★★★ Come On By—Here's a folk adaptation of what sounds like spiritual material. The group sings it softly and sweetly and has a solid folk sound. (Witmark, ASCAP) (2:33)

JERRY REED

★★★★ Overlooked and Underloved—COLUMBIA 42639—Here's a solid teen sound from the lad. It's got a good dance beat with fem chorus and medium stomp beat. It's a good side that deserves play. (Lowery, BMI) (2:26)

★★★ Too Old to Cut the Mustard—(Acuff Rose, BMI) (2:23)

JOE QUIJANO

★★★★ Corcovado—COLUMBIA 42636—Here's a bossa nova that swings on a strong woodwind kick. The side has a good sound for better music stations. (SBACEM) (2:10)

★★★ Never Too Late — (Sunbeam, BMI) (2:42)

JACKIE WILSON

★★★★ What Good Am I Without You?—BRUNSWICK 55236—New setting and fresh outing for Jackie here. The side has a good feel for rhythm and swings along with backing that punches from a big band and chorus. (Merrimac, BMI) (2:06)

★★★★ A Girl Named Tamiko—(Famous, ASCAP)

THE COUNT VICTORS

★★★★ Old Acquaintance—CORAL 62342—Here's a smart recording of an adaptation of "Auld Lang Syne." The teen sound is very much in evidence from the lead singer with strong support from the rest of the group. It might very well be a good teenage side for New Year's Eve. (Northern, ASCAP) (2:11)

★★★ That's a Lie — (Champion, BMI) (2:36)

THE FIVE DISCS

★★★★ Never Let You Go—CHEER 4002—A wild, New York type rock and roller of the old school. Lots of frantic, "oop sha boop" vocal gimmicks behind the high-pitched lead. Side could grab play. (Original, BMI) (2:15)

★★★ That Was the Time—(Original, BMI) (2:25)

SONNY TIL

★★★★ What Are You Doing New Year's Eve?—PARKER 214—Til and the recently reformed Orioles make this old holiday tune ring with good cheer. The side has a fine sound and deserves much deejay play. (Frank, ASCAP) (2:30)

★★★ Don't Mess Around With My Love—(Parker-Mayhew, BMI) (2:20)

LEE ANDREWS

★★★★ I'm Sorry, Pillow — PARKWAY 860—Soft rockballad is sung with taste and feeling by the singer. Strings and vocal group which assist are in the same tasteful groove and this one could get much play. (Woodcrest, BMI) (2:03)

★★★ Gee, But I'm Lonesome—(Daywin, BMI) (2:20)

EYDIE GORME

★★★★ Fly Me to the Moon (In Other Words) — ABC-PARAMOUNT 10383 — The tune has had a good bit of attention lately, and Miss Gorme hands it her usual, full-voiced treatment, against a nice arrangement for strings by Don Costa. Can get play. (Almanac, ASCAP) (2:07)

★★★ I'm Yours—(Algonquin, BMI) (2:34)

TROY SHONDELL

★★★★ I've Got a Woman—EVEREST 2018—Shondell's style owes much to Elvis and Jerry Lee, but he puts the tune across in swinging fashion, telling of the chick he has stashed on the other side of town. Beat is firm; backing is routine. (Progressive BMI) (2:28)

★★★ No Fool Like an Old Fool—(Pincus, BMI) (2:00)

WADE FLEMONS

★★★★ I Hope, I Think, I Wish—VEE JAY 471—Flemmons turns in a nice performance on this simple blues ballad. He is helped by choral and ork backing that makes it. (Tree, BMI) (2:10)

★★★ Ain't These Tears?—(Conrad, BMI) (2:22)

THE FOUR COINS

★★★★ Jimmy San—VEE JAY 474—The Four Coins bow on the label with a strong performance of an attractive ballad about a lass in Tokyo. Lads sing it well and backing is mighty catchy. Watch this. (Arch, ASCAP) (2:35)

★★★ They Say — (Columbia Pictures, ASCAP) (2:20)

SOLOMON BURKE

★★★★ I Said I Was Sorry—ATLANTIC 2170—Attractive rocker is sung stylishly here by Solomon Burke over liting backing from the chorus and ork. A good side that could go. (Hill & Range, BMI) (2:29)

★★★ Go On Back to Him—(Hill & Range, BMI) (2:58)

FRANK GARI

★★★★ She Make Me Wanna Dance—ATLANTIC 2171—Frank Gari bows on the label with a warm performance of a medium tempo ballad with a catchy flavor. Lad is backed by fem chorus. (Mellin-Cotillion, BMI) (2:42)

★★★ Ain't That Fun — (Trinity, BMI) (2:17)

JOEY POWERS

★★★★ Me, Myself and I—RCA VICTOR 8119—Powers has a mighty fine country-styled sound here on a ballad with country weeper flavor. The lad has a neat touch and the side could grab action. (Vanno, ASCAP) (2:20)

★★★ Don't Envy Me—(Famous, ASCAP) (2:20)

THE SILHOUETTES

★★★★ The Push—IMPERIAL 5899—This is a new dance step that might register to some degree with the teen set. The lead singer gives the directions while the boys wall in the background. (Travis-Wittenhouse, BMI) (2:24)

★★★ Which Way Did She Go — (Travis-Rittenhouse, BMI) (2:08)

MARY JOHNSON

★★★★ Keep Tellin' Yourself—UNITED ARTISTS 556—Striking arrangement makes this side. Johnson sings it with good ballad sound against stuttering rhythm and voices with strings. (January, BMI) (2:52)

★★★★ Everyone Who's Been in Love With You—(Quartet, ASCAP) (2:55)

DON GARDNER AND DEE DEE FORD

★★★★ T.C.B. (Taking Care of Business) —FIRE 517—Don and Dee step out in swinging fashion on this number with a cute lyric gimmick. Solid backing by a rock combo helps sell it. (Fast-Pete, BMI) (2:40)

★★★ Lead Me On—(Fast-Pete, BMI) (2:46)

MARCY JO

★★★★ How Softly a Heart Breaks—SWAN 4128—Lovely ballad sound from the lass here. The tune has something of a country sound and she's backed by chorus of gals and strings. (Cannon Point, BMI) (2:20)

★★★ Night—(Conley, ASCAP) (2:40)

MACK STARR AND THE MELLOWS

★★★★ Drifting Apart — CUB 9117—Starr hands this rockballad a strong performance behind good fem vocal group support. Side has a nice, strutting beat and it could catch teen ears. (Chapter, BMI) (2:22)

★★★ Oh My Love—(Chapter, BMI) (2:30)

CHRIS BARBER

★★★★ Valley of Roses—LONDON 9571—The man who once had a smash with "Petite Fleur" has another interesting, minor flavored instrumental, with trombone solo against rhythm and strings. Nice programming fare. (American Metropolitan, BMI) (2:25)

★★★ The Loneliness of the Long Distance Runner—(Miller, ASCAP) (2:20)

TOMMY SMITH JR. TRIO

★★★★ Soul Plus Soul — ORCHESTRA 62910—A bluesy instrumental with a funky, after-hour sound, with trio built around electric organ. Has a real barroom sound, and could do well in the juke. (Win-Lock, BMI) (3:03)

★★★ Cold Slaw—(Win-Lock, BMI) (2:47)

LOU BUSCH

★★★★ Dimples—WARNER BROS 5329—From the current hit show "Little Me," comes this "Stripper"-like effort. It is played with occasional fire by the ork, and could grab plenty of spins. (Morris, ASCAP) (2:20)

★★★ Lisbon Antigua Bossa Nova—(Southern, ASCAP) (2:05)

★★★★ STRONG SALES POTENTIAL

JAZZ

AHMAD JAMAL

★★★★ Night Mist Blues—ARGO 5429—Easy, thoughtful blues are played with much feeling by Jamal here. The side has a lovely sound and should be of interest to all those who admire this group. (Jamal, BMI) (3:00)

★★★★ Two Different Worlds — Another easy reading of the standard. The side moves along nicely upon the impressionistic and swinging solos of the pianist. (Princess, ASCAP) (2:30)

WILLIS JACKSON

★★★★ I Left My Heart in San Francisco —PRESTIGE 234—Nice, showmanly instrumental performance of the Tony Bennett hit that could grab play on both pop and jazz programs. (2:50)

★★★★ What Kind of Fool Am I—Here's a warm and tender instrumental version of the current hit, sparked by Willis Jackson's horn work. Nice wax here. (2:50)

RED GARLAND

★★★★ Sonny Boy — PRESTIGE 231—Garland is a solid artist in jazz juke boxes and this side should prove a special favorite. The Jolsen classic is played in slow, piano instrumental fashion. (2:50)

★★★★ Baby Won't You Please Come Home — The old standard is handed a bouncy medium tempo rendition by the pianist. Rhythm section is strong and the instrumental should score with juke box ops. (2:50)

CHRISTMAS

HANK BALLARD AND THE MIDNIGHTERS

★★★★ Christmas Time for Everyone But Me—KING 5729—Ballard shouts and hollers out this sad Christmas time blues. The Midnighters fill in a nice cooing backing with pounding percussion and bells. The chanter sounds as though he really means it all. (Ha-Lo, BMI) (2:58)

★★★ Santa Claus Is Coming (Ha-Lo, BMI) (2:50)

(Continued on page 30)

2 SURE WINNERS!

BOOKER T. AND THE M.G.'s

SMASH FOLLOW-UP TO "GREEN ONIONS"

JELLY BREAD | AW' MERCY

STAX 131

STAX

DISTRIBUTED BY ATLANTIC RECORDS

SOLOMON BURKE

I SAID I WAS SORRY

b/w

GO ON BACK TO HIM

ATLANTIC 2170

ATLANTIC RECORDS

1841 Broadway, New York 23



After 13½ years without a hit single* — we, at Fantasy, have been placed in a state of shock by our first Hit —

"Cast Your Fate to the Wind"

Composed by VINCE GUARALDI

FANTASY
563

Published by Friendship Music-BMI

THE VINCE GUARALDI TRIO

Adding blessing upon blessing, the album from which the single came is also a *bona fide* hit!

"JAZZ IMPRESSIONS OF BLACK ORPHEUS"

The Vince GUARALDI Trio



3337
Fantasy Mono \$3.98

8089
Fantasy Stereo \$4.98

* And still in business

FANTASY RECORDS, INC., 855 TREAT AVE., SAN FRANCISCO 10, CALIFORNIA

Reviews of New Singles

Continued from page 26

PAUL EVANS
 ★★★★★ The Bell That Couldn't Jingle—KAPP 499—A cute tale about a Christmas bell that couldn't jingle and thus couldn't go out on Santa's sleigh. Bright material, well sung with a smart arrangement. Has a chance. (Rosewood, ASCAP) (2:28)
 ★★ Gilding the Lily — (Lyle, ASCAP) (2:42)

NATHANIEL MAYER
 ★★★★★ Mr. Santa Claus (Bring Me My Baby)—FORTUNE 550—Mayer, whose big hit was "Village of Love," has a rocking medium tempo ballad outing here with a holiday lyric. The side might get some play on rock stations. (Trianon, BMI)
 ★★ Well, I've Got News (For You)—(Trianon, BMI)

COUNTRY & WESTERN

★★★★ So Soon—BIG HOSS 100—Lass with a nice-sounding country style, bows on the label with a good performance of a listenable Wayne Walker Tune. (Cedarwood, BMI) (2:25)
 ★★ Tears, Tears, Tears — (Cedarwood, BMI) (2:15)

INTERNATIONAL

THE SUNNIES AND THE CORNELL TRIO
 ★★★★★ Zwei Kleine Italiener (Two Little Italians)—LONDON 10017 — Pleasant tune about two little Italians is sung with a lilt, in German, by the group. (GEMA, ASCAP) (2:55)
 ★★★★★ Eine Rose Aus Santa Monica (A Rose of Santa Monica)—The Sunnies and the Cornell Trio handle this pretty ballad effort with feeling over simple support. (Regent, BMI) (2:50)

POLKA

WALT GATES
 ★★★★★ Helen, Helen—SWAN 4127—Nice fast-stepping version of the well-known polka tune here. The pianist plays in strong style and side should get much play in the usual polka areas. (Claridge, ASCAP) (2:04)
 ★★ Wonderful One — (Feist, ASCAP) (1:54)

RHYTHM & BLUES

R&B FOUR STAR
RUFUS THOMAS
 ★★★★★ Did You Ever Love a Woman—TAX 130—After hours blues could get some play in the Southern r.&b. markets. Nice organ sound backs the chanter. (Modern, BMI) (3:25)
 ★★ The Dog—(East, BMI) (2:30)

SACRED

LOUVIN BROTHERS
 ★★★★★ Don't Let Them Take the Bible (Out of Our Schoolrooms)—CAPITOL 4886 —Social protest ballad with a timely message is given sincere treatment by the duo, with firm hill-type backing. Should do solid business for the boys. (Skidmore-McGraw, ASCAP) (3:00)
 ★★★★★ Keep Your Eyes on Jesus—Strong sacred message here by the boys delivered in their usual jive harmony style. (Acuff-Rose, BMI) (3:10)

★★★ MODERATE SALES POTENTIAL

THE SHEPPARDS
 ★★ Elevator Operator (Conrad-Karlan, BMI) (1:36) — ★★ Loving You (Conrad-Karlan, BMI) (2:20). ABNER 70
BOBBY CHRISTIAN AND ORK
 ★★ Playboy Theme (Morris, ASCAP) (2:20) — ★★ Skyway (11th Ave. Theatricals, ASCAP) (2:40). DAUNTLESS 031
THE FAIRMONT SINGERS
 ★★ I Been Ramblin' (Cherrybell, ASCAP) (2:28) — ★★ A' Wanderin' (Cherrybell, ASCAP) (2:35). DOT 16422
EARL SINKS
 ★★ A Little Bit of Heaven (Cedarwood, BMI) (2:17) — ★★ Be Good (Acuff-Rose, BMI) (2:28). CAPITOL 4885
PAUL AND PAULA
 ★★ Hey Paula (LeBell-Marbill, BMI) (2:25) — ★★ Bobby Is the One (LeBell, BMI) (2:13). PHILIPS 40084

LOU JORDAN
 ★★ Just to Look at You (Trinity, BMI) (2:00) — ★★ You Made a Fool Out of Me (Bennell-Starfire, BMI) (2:10). JOSIE 903
AL WHITE
 ★★ Copenhagen (Melrose, ASCAP) (2:32) — ★★ Tiger Rag (Feist, ASCAP) (2:58). CAPITOL 4887
THE MARK V COMBO
 ★★ Love Is Good (Reliable, ASCAP) (1:55) — ★★ Devil's Eyes (Reliable, ASCAP) (1:55). VARIETY 1038
THE NEIGHBORS
 ★★ The Rascals of Milan (Songseller, ASCAP) (2:28) — ★★ Hello Ma Baby (Horizon, BMI) (2:20). VEE JAY 476
TIMMY BROWN
 ★★ I Got Nothin' But Time (Travis-Rittenhouse, BMI) (2:19) — ★★ Silly Rumors (Travis-Rittenhouse, BMI) (2:18). IMPERIAL 5898
THE SENTINALS
 ★★ Christmas Eve (Anthony, ASCAP) (1:59) — ★★ Latin Soul (Anthony, ASCAP) (1:58). ERA 3997
KING CURTIS COMBO
 ★★ The Lone Prairie (Betalbin, BMI) (2:06) — ★★ Jay Walk (Progressive, BMI) (2:37). ALCOR 016
DON COVAY
 ★★ The Popeye Waddle (Woodcrest, BMI) (2:26) — ★★ One Little Boy Had Money (Kallmann - Wyncote, ASCAP) (2:38). CAMEO 239
DARLENE PAUL
 ★★ All of a Sudden My Heart Sings (Leeds, ASCAP) (2:00) — ★★ Shimmy (Cotillion, BMI) (2:17). ATLANTIC 2172
GEORGE ALLISON
 ★★ Ivan, Go Home (Music Productions, ASCAP) (2:32) — ★★ Jenny Angel (Music Productions, ASCAP) (2:17). Capitol 4893
THE LENNON SISTERS
 ★★ Bel Mir Bist Du Schoen (Harms, ASCAP) (2:48) — ★★ Linda Rose (Frank, ASCAP) (2:38). DOT 16423
CHRISTMAS
THE MARK SCOTT TEENS
 ★★ Christmas (Anthony - Western, ASCAP) (2:23) — ★★ Christmas Eve (Anthony, ASCAP) (2:11). CHALLENGE 9177
CHARLES BROWN
 ★★ Wrap Yourself in a Christmas Package (Lois, BMI) (2:10) — ★★ Christmas Questions (Mar-Kay, BMI) (2:33). KING 5731

(2:32) — ★★ Because of You (Gower, BMI) (2:23). LONDON 10606
BOB KAMES
 ★★ Dance With Me the Christmas Tree 'Round (A-1, ASCAP) (2:00) — ★★ Don't Wait 'Til the Night Before Christmas (Chappell, ASCAP) (1:40). KING 5725
CHARLES BROWN
 ★★ It's Christmas Time (J & C, BMI) (2:50) — ★★ Christmas Finds Me Lonely Wanting You (Lois, BMI) (3:00). KING 5726
★★★ CHRISTMAS CAROLS SING-A-LONG
 101 Angels of Song. Marveltone MLS 104
LITTLE ANTHONY JONES
 ★★ Dear Gesu Bambino (Southern, ASCAP) (2:28)
MALCOLM DODDS
 ★★ Dear Gesu Bambino (Southern, ASCAP) (2:20). EMBER 1090
JAN AND DEAN
 ★★ Frosty (The Snow Man) (HH & Range, BMI) (2:08) — ★★ She's Still Talking Baby Talk (Aldon, BMI) (2:17). LIBERTY 55522
RALPH EMERY
 ★★ Christmas Can't Be Far Away (Acuff-Rose, BMI) (2:44) — ★★ Christmas Dinner (Century Songs, BMI) (2:46). LIBERTY 55524
JIMMY AND THE SLANDERS
 ★★ Respectable (Wemar, BMI) (2:35) — ★★ Rock 'n Santa (Twin Tone, BMI) (2:14). UNITED WORLD 4243
COUNTRY & WESTERN
REM WALL
 ★★ Lonely Nights and Teardrops (Hits of Tomorrow, BMI) (2:25) — ★★ Time Alone (Hits of Tomorrow, BMI) (2:26). GLENN 2105
JAY JOHNSON
 ★★ My Home in Old Kentucky (Lois, BMI) (2:35) — ★★ Memories of Love (Lois, BMI) (2:20). ROCKET 90
OTT STEPHENS
 ★★ Robert E. Lee (Yonah, BMI) (2:36) — ★★ Never Tired of Loving You (Yonah-Pinetop, BMI) (2:26). CHANCELLOR 107
VON RAY
 ★★ Cry Him From Your Heart (Ding Doug, BMI) (2:15) — ★★ Some's Got It and Some Ain't (Ding Doug, BMI) (2:53). REPRIZE 20132
WILEY BARKDULL
 ★★ Jingle Bells (BMI) (2:05) — ★★ Merry Christmas to You (BMI) (2:20). ALLSTAR 7275

LEON HOBSON
 ★★ Heaven Sent Me Someone to Love (Tronic, BMI) (2:39) — ★★ Love Is Like a River (Starday, BMI) (2:41). NASHVILLE 5091
C&W LIMITED SALES POTENTIAL ... SUNNY LEE
 Judge of Hearts (Vokes, BMI) — I Won't Be Your Honky Tonk Queen (Vokes, BMI). CARROLL 45
BILLY WALLACE
 The Sycamore Tree (Vokes, BMI) (2:25) — Honky Tonk Row (Vokes, BMI) (2:18). DEL-RAY 210
SPIRITUAL
THE GOSPEL SIX
 ★★ Jesus Loves Me (Process, BMI) (2:30) — ★★ I've Got Loved Ones Waiting (Process, BMI) (1:55). PROCESS 109
BLUES
THE DELCO'S
 ★★ Arabia (2:29) — ★★ These Three Little Words (2:40). EBONY 01
SPECIALTY
 ★★ HAVING A PARTY
 Beatrice Kay. Parker PLP 812 (M)
LIONEL HAMPTON
 ★★ Recado (Paris, ASCAP) (2:45) — ★★ Bossa Nova York (11th Ave. Theat., ASCAP) (2:45). GLAD-HAMP 2012
THE DARRELLS
 ★★ So Tenderly (Lyco, BMI) (2:35) — ★★ Without Warning (Lyco, BMI) (2:38). LYCO 1003
BIG BOB
 ★★ Wowsville (Parts I & II) (Old Taylor, BMI) (2:10, 2:10). STACY 952
BENNY SPELLMAN
 ★★ You Got to Get It (Mint, BMI) (2:30) — ★★ Stinkin' Whicha' Baby (Mint, BMI) (2:32). MINT 659
MERV GRIFFIN
 ★★ Cassanova Bossa Nova (Brooklyn, BMI) (1:57) — ★★ Count Your Blessings (Delmore, ASCAP) (2:28). MERCURY 72069
JERRY MASON
 ★★ Jones Street (Claridge, ASCAP) (2:35) — ★★ Sweet Enough (Claridge, ASCAP) (2:30). SWAN 4129
ROCKY GUNN
 ★★ Gotta Travel On (Santa, BMI) (2:30) — ★★ Shirley (MKT, ASCAP) (2:05). DA-MAR 2005
 (Continued on page 33)

ALL HEADED FOR HITSVILLE!!!!

Barbara Lynn } **"YOU'RE GONNA NEED ME"**
 b/w "I'M SORRY I MET YOU"
 Jamie #1240

Cash Box Pick of the Week
 BILLBOARD MUSIC WEEK
 SPOTLIGHT SINGLES OF THE WEEK

Billy and the Essentials } **"MAYBE YOU'LL BE THERE"**
 b/w "OVER THE WEEKEND"
 Jamie #1239

Cash Box Pick of the Week
 BILLBOARD MUSIC WEEK
 SPOTLIGHT SINGLES OF THE WEEK

Danny and the Juniors } **"OO-LA-LA-LIMBO"**
 b/w "NOW AND THEN"
 Guyden #2076

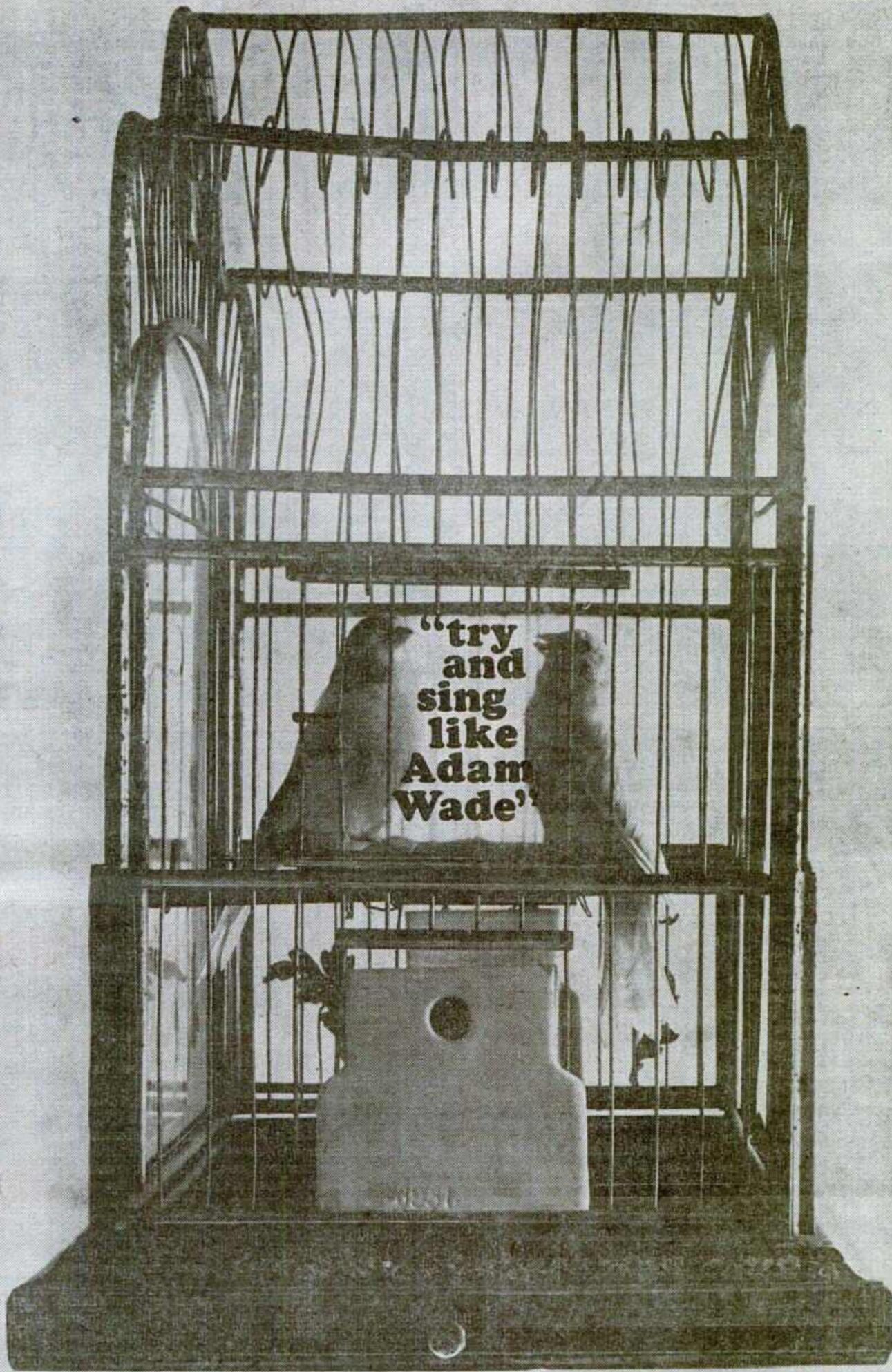
Cash Box Pick of the Week
 BILLBOARD MUSIC WEEK
 SPOTLIGHT SINGLES OF THE WEEK

A MUST FOR SUCCESSFUL PARTIES
"AT THE HOP WITH THE SHERRYS"

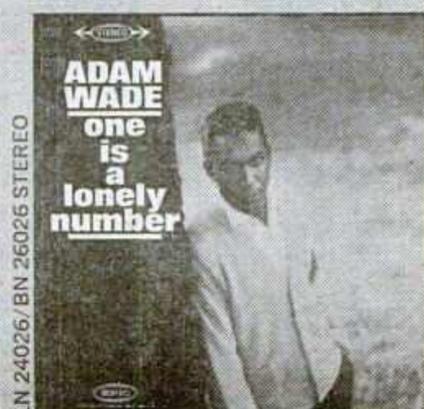
Includes these dances:
 Slop Time—The Limbo—Strand—The Stomp—
 Mashed Potatoes—Cha Cha Cha
 Guyden LP 503

SHERRYS

Jamie/Guyden DISTRIBUTING CORP. 1370 W. GIRARD AVE. PHILADELPHIA 23, PA. GEN. 7-8383



Even birds do it. And why not? Every would-be crooner envies his special way with a tune. But there's only one Adam Wade. He's on  And he sells like crazy.



new hot single!

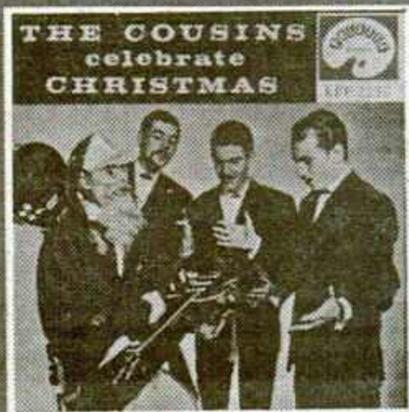
There'll
Be No
Teardrops
Tonight
5-9557

©EPIC, "CBS," Marcat Reg. T.M. PRINTED IN U.S.A.



WORLD WIDE **SELLING LP's · EP's & SINGLES**

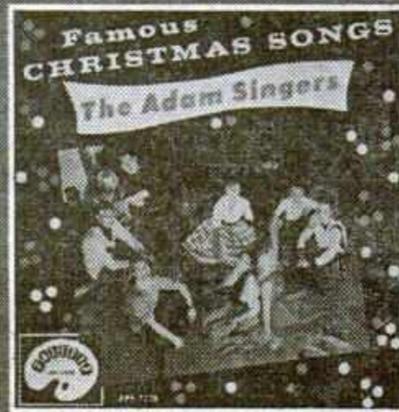
CHRISTMAS PERENNIALS ON EP's



THE COUSINS CELEBRATE CHRISTMAS . . . E.P. 7230



WHITE CHRISTMAS IN HAWAII . . . P.B. 40146



FAMOUS CHRISTMAS SONGS . . . E.P. 7228

AMERICAN / CANADIAN LP's



THE JEST OF JESSEL
MPZ 1020
Recorded live — A million laughs



HAWAII TATTOO
MCPB 9420

Hawaii Tattoo • Sugar Moon • Hilo Kiss • Pacific Punch • Mauna Loa & others

THE WAIKIKI'S



JEWISH MEMORIES
MPZ 1012 SPZ 37012 (stereo)
Yus is Gvadin • Rebbi Elimelech • Bei Mir Bist Du Schoen • Bentchen • Hava Nagilla & others



THE MUSIC OF DONALD O'CONNOR
MPZ 1021 SPZ 37021 (stereo)
Christmas Comes Once A Year • Donalds Waltz • Here Comes Donald

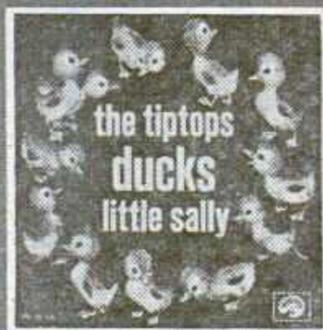
NEW 45'RPM SINGLES



RELAX
PB 40140



CUANDO CALIENTE EL SOL
PB 40144



DUCKS
PB 40136



LAWDY LAWDY
PB 40148

THE COUSINS



BOSSA NOVA
22004S

PALETTE RECORDS INT'L. CORP.—NEW YORK-BRUSSELS
PALETTE RECORDS CORP.—1733 B'WAY, N.Y. 19, N.Y. JU 6-3087
IN CANADA—COMPO CO. LTD. LACHINE (MONTREAL) AND TORONTO

● **Reviews of New Singles**

● *Continued from page 30*

JOHNNY GEE
 ★★★ Boys Don't Cry (Tobi-Ann; Gant, BMI) (1:52)—★★★ Yes, I'm Loving You (Kansoma-Caldwell, BMI) (1:58). EMIT 303

PEPPINO DI CAPRI
 ★★★ St. Tropez Twist (Mills) (2:08)—★★★ Let Me Cry (Mills) (1:55). EVEREST 2016

ARCH HALL JR.
 ★★★ Wild Guitar (Black Rabbit, BMI) (2:00)—★★★ Yes I Will (Black Rabbit, BMI) (2:30). FAIRWAY - INTERNATIONAL 102

MOONGOONERS
 ★★★ Willie and the Hand Jive (El-dorado, BMI) (2:15)—★★★ Moongoon Twist (Sprite-Camp & Canyon, BMI) (2:05). DONNA 1373

WENDY WILSON
 ★★★ Pretend Again (Saturday, ASCAP) (2:40) — ★★★ But Baby (Saturday, ASCAP) (2:40). JUBILEE 5443

SAMMY MARSHALL
 ★★★ Voulez-Vous (McGinty, ASCAP) (2:00)—★★★ You're All Right (But You Can't Come In) (McGinty, ASCAP) (2:43). ROXIE 334

DICK ROGERS
 ★★★ Years and Years Ago (Bourne, ASCAP) (2:19)—★★★ I'm Gonna Love You So (Angel, BMI) (2:05). DA-MAR 2004

REG OWEN AND HIS ORK
 ★★★ Gonna High Life (Zodiac, BMI) (2:05)—★★★ You Bewitching You (Com-ton, ASCAP) (1:58). PALETTE 5093

FRANK FONTAINE
 ★★★ When Your Hair Has Turned to Silver (Morris, ASCAP) (2:27) — ★★★ Heart of My Heart (Robbins, ASCAP) (2:28). ABC-PARAMOUNT 10384

RAL DONNER
 ★★★ Second Miracle (Of Christmas) (Don-ner-Miraj, BMI) (2:26) — ★★★ Things That Make Up Christmas Day (Donner-Miraj, BMI) (2:10). REPRISE 20

DALE McBRIDE
 ★★★ Out of Nowhere (Bossa Nova) (Famous, ASCAP) — ★★★ Speak Low (Chappell, ASCAP). BID 501

THE IMPAKS
 ★★★ Climb Upon Your Rockin' Chair (Instant, BMI) (1:55)—★★★ Make Up Your Mind (Instant, BMI) (2:10). EX-PRESS 716

THE SCHOOL GIRLS
 ★★★ Guess We're Not in Love (Instant, BMI) (1:57)—★★★ The Reason Why I Love Him (Pacemaker, BMI) (2:22). (EX-PRESS 712

THE RIGHTEOUS BROS.
 ★★★ Little Latin Lupe Lu (Maxwell, BMI) (2:00)—★★★ I'm So Lonely (Max-well, BMI) (2:20). MOONGLOW 215

BOB BROWN
 ★★★ I'm Just a DJ. (McGinty, ASCAP) (2:43) — ★★★ Pretty Girl (McGinty, ASCAP) (2:59). ROXIE 335

NEAL SCOTT
 ★★★ One Step From Heaven (McGinty, ASCAP) (3:15) — ★★★ Thanks a Lot (McGinty, ASCAP) (1:45). ROXIE 331

TERRY SAWYER
 ★★★ Corner of My Heart (Sheratune, ASCAP) (2:17)—★★ Too Late (Shera-tune, ASCAP) (2:29). BAND BOX 327

LYNN LORING
 ★★★ My Name's Ann (Meadowlark, ASCAP) (2:07)—★★ I Only Cry Once a Day Now (Meadowlark, ASCAP) (2:06). DORE 657

BOB TAYLOR
 ★★★ Peach Fuzz (Old Taylor, BMI) (2:05) —★★ (Flyin' High) After Hours (Old Taylor, BMI) (1:55). STACY 953

DON MURPHY
 ★★★ Seven High (Mildred, BMI) (2:13) —★★ Mean Mama Blues (Mildred, BMI) (2:00). COSMOPOLITAN 2264

KATHY KIRBY
 ★★★ Slowly (Roosevelt, BMI) (2:18)—★★ (He's a) Big Man (Felsted, BMI) (2:20). LONDON 9572

THE EPISODES
 ★★★ Where Is My Love (Syosset, ASCAP) (1:59)—★★ The Christmas Tree (Syosset, ASCAP) (1:53). FOUR SEA-SONS 1014

FOLK
MIKE SETTLE
 ★★★ Brandy Wine Blues (Melody Trails, BMI) (2:28)—★★★ Settle Down (Goin' Down That Highway) (Essex, ASCAP) (2:26). FOLKSING 1002

RHYTHM & BLUES
BUSTER BROWN
 ★★★ Gonna Love My Baby (Fast-Olivia, BMI) (3:00) — ★★★ Raise a Ruckus Tonight (Fast-Olivia, BMI) (2:42)

LIMITED SALES POTENTIAL

LITTLE VICTOR
 Can't Stop My Loving You (Jon-Shuler, BMI) (2:17)—Help Me Forget Her (Jon-Shuler, BMI) (2:20). LANOR 511

RONNIE KNULL AND HIS ROCK-A-KINGS
 G. I. Blues (3:40)—Cry Baby (3:30). CARROLL 45

TWO TON BAKER
 Hot Lips (Felst) (2:09)—My Blue Heaven (Felst) (2:11). HEARTBEAT 23

J. HOLIDAY AND ORK
 Gonna Settle In Seattle (Hartmann-Van Horn, BMI)—I've Given My Love to You (Hartmann-Van Horn, BMI). HART-VAN 0120

BOBBY KIMBLE
 Stop Right Here I Got Love (F.A.A., BMI) (2:20)—I'm Sorry We Had to Part (F.A.A., BMI) (2:38). JAB 1001

BOBBY LATIN
 The Rug Merchant (Myers, ASCAP) (2:28)—Wanted (Myers, ASCAP) (1:55). BAND BOX 328

EDDIE CARL AND THE EMBLEMS
 Little Willie Wampum (Edwood, BMI) (2:38)—Every Little Dream Comes True (Edwood, BMI) (2:40). OH MY 1000

DIANE BAILEY
 Personal Management (Lynn, BMI) (2:23) Leave Jimmy Alone (Lynn, BMI) (1:52). CHOICE 6601

JERRY WILLET AND LE BOEUF BROS.
 The Rat Pack (Fredola, BMI) (1:52)—I've Got a Problem (Fredola, BMI) (2:25). CHROMA 1001

COSEY COLEMAN
 Sad Joker (Gulfway-BoMac, BMI) (2:30)—There'll Come a Time (Gulfway-BoMac, BMI) (2:05). RIM 4104

RHYTHM & BLUES
SLIM WILLIS
 Running Around (C. J., BMI) (2:30)—No Feeling for You (C. J., BMI) (2:30). C. J. 627

GAIL ANDERSON
 I'll Come Runnin'—Why Did You Leave Me? FOUR-B 1005

CHRISTMAS
SISTER CECILIA
 Joey the Christmas Choir Boy (Jimbo, BMI) (2:12)—I Want Christ Back In Christmas (Jimbo, BMI) (WAM 2004

HERB DODSON
 A Disk Jockey Christmas Eve (Gayla, ASCAP) (3:59)—What Is a Disk Jockey? (Gayla, ASCAP) (2:58). STACY 954

PATRICIA MAY
 What Christmas Means to Me (Allied, ASCAP) (2:34)—Angel of Love (Cameo, Parkway) (1:46). PARKWAY 858

THE WILSON SISTERS
 All I Want for Christmas Is My Two Front Teeth (Witmark, ASCAP) (1:56)—Little Kilnker (Garden, BMI) (2:00). KING 5724

JOE BASHAM
 Santa's Southern Visit (Alyce, BMI) (3:03) —The Dicken's Christmas Carol (Alyce, BMI) (2:29). CON 1101

Rudolph Marks His 14th Nose

NEW YORK—There are 15 new recordings of the perennial Christmas favorite, "Rudolph the Red-Nosed Reindeer," already this year, according to Johnny Marks of St. Nicholas Music. Many new recordings have been cut in Japan for this season, indicating the interna-

tional flavor of the song. "Rudolph" is now 14 years old, and in that time has sold 35 million records in the U. S. A., and three million sheet music copies.

Another big Marks song, "I Heard the Bells on Christmas Day," has been cut this year by Eddy Arnold and Chet Atkins for Victor.

Marks currently is on his usual holiday push with the firm's long list of Christmas items, including "Rockin' Round the Christmas Tree" and "The Night Before Christmas Song."

On All Charts!

"CONEY ISLAND BABY"

The Excellents

Blast #205

Coming Up Fast!

"NEVER LET YOU GO"

The Five Discs

Cheer #1000

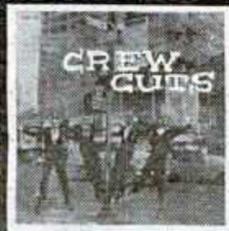
BIG SALES ON THESE NEW ALBUMS

"Country & Western BONANZA" original recordings



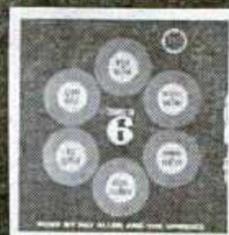
Camay #3001

"New Sound Of THE CREW CUTS"



Camay #3002

"TRIBUTE TO 6"



Blast #6804

ORDER NOW!

1721 Broadway N.Y. 19, N.Y. Phone CI 6-6803

COAST TO COAST IT'S

Bob Gallion's WALL TO WALL LOVE

HICKORY 1181

when answering ads . . .

Say You Saw It in Billboard Music Week

READERS

will Love the

NEW LOOK

of

BILLBOARD MUSIC WEEK

Coming January 5

ADVERTISERS

will Love the

NEW LOOK

of

BILLBOARD MUSIC WEEK

Coming January 5

EVERYONE

will Love the

NEW LOOK

of

BILLBOARD MUSIC WEEK

Coming January 5

COUNTRY MUSIC

FOLK TALENT & TUNES

By BILL SACHS

Lots of recording action at Star-day Sound Studio in Madison, according to Tommy Hill, a.&r. head. Hylo Brown, the Lonesome Pine Fiddlers and Carl Story all completed albums which are scheduled for release early next year. . . . Wayland (Stubby) Stubblefield is back home in Goodlettsville after tour of Louisiana, Texas and Arkansas pushing "Second Hand Rose," one of his current sides. . . . Kathy Dee single "If I Never Get to Heaven" broke well in Chicago, according to Dana Burns, B-W president, after WIND dejects Tom Sheerwood and Howard Miller leaned on it and WGN jumped right on.

That's a tight schedule Lester Flatt and Earl Scruggs are on: Closed in Charlotte, N. C., on November 25 and made a rehearsal in Hollywood at noon the next day. They were working in a guest spot on "The Beverly Hillbillies," hot CBS television show. . . . Flat and Scruggs' new single, "The Ballad of Jed Clampett," is the theme from the show. . . . The Flat-Scruggs unit, with Merle Travis, will appear in concert in Boston, December 7, and in Carnegie Hall, New York, the next night.

Jim Hadley, Bill Monroe, Claud Gray and Minnie Pearl appeared at Peoria, Ill., last week. . . . Ernest Tubb and the Texas Troubadours played Austin, Abilene and San Antonio and Ray Price and the Cherokee Cowboys were in Temple

FCC Exempts FM Stations From New Limitations

WASHINGTON — Existing FM stations will be exempt from the new limitations on power and antenna height proposed by the Federal Communications Commission in its revamp of the FM service. The FCC last week said that comment from the industry has convinced the agency that service lost by reducing the reach of existing FM's would far outweigh any possible gains.

However, the exempt FM's will not be protected from interference from new assignments based on present mileage separation rules. Also, says FCC, all new FM stations and changes in existing facilities will have to conform to the new rules adopted in July.

These rules provide that stations henceforth authorized will be limited in the new Zone I (the Northeast), and new Zone I-A (comprising most of California), to 50 kilowatts power, and coverage equivalent to antenna height of 500 feet above average terrain. Limits in Zone II, comprising the rest of the country, are considerable higher.

The FCC pointed out in its July ruling that existing stations in Zones I and I-A (including, for example, Buffalo, Chicago and Detroit) have facilities far beyond the proposed new limits. The agency at the time thought cutting them back might permit new assignments to operate more effectively and might help equalize competition between FM stations. A flood of industry comment convinced them otherwise.

and Houston at the same time. . . . Charlie Walker is winding up a Coast swing with dates in Pendleton, Ore.

Weldee Music Company, new Nashville office of B-W Music, is being managed by Bob Terry, local TV figure, who says a Todd release, "Make Believe You Do," with Larry Kirby is getting heavy play there. . . . Arthur Smith and His Crackerjacks, who made good in a big way on television in Charlotte, N. C., has been signed by ABC-Paramount to record an LP called "Arthur Smith's Guitar With Voices," set for release January 15.

BMW's new Nashville correspondent, Mark-Clark Bates, a visitor to the New York office.

Atlantic Says Plan a Wow

NEW YORK — Reaction to the November sales program ended Friday (30) was "excellent," according to Atlantic and Atco Records people. Spokesmen feel that besides moving much merchandise, the plan has been helpful in building a number of new artists, particularly in the jazz field.

Strongest sellers among the new Atlantic disks were racked up by sets by Mel Torme and Ray Charles with Milt Jackson. The first of these is enjoying strong sales as it is an album titled and containing the current Torme chart item, "Comin' Home Baby," which is a hit single.

The big catalog items selling powerfully during the program are two Atlantic albums by Herbie Mann, the "Green Onions" set on Stax and the "Alley Cat" LP by Bent Fabric on Atco.

Encouraging sales have also been registered by a number of new artists through incentive from the plan, according to Atlantic. A jazz set by Leo Wright, his second for the firm, and a big band sound LP by Slide Hampton, "Explosion," was also deemed most encouraging. Reports from the field indicate that a number of pop stations, who do not usually play Hampton music, have been playing the set. Philadelphia's Cosnat branch reported exceptional sales on the new "Modern Jazz Quartet" LP and West Coast sales were best for a new Atco artist Rene Bloch.

Int'l Club Cards Final '62 Meet

NEW YORK—Tuesday, December 11, is the date set for the final luncheon meeting of the year for the International Records and Music Men's Club.

Plans for this and future events were discussed at a recent executive board meeting chaired by Walter Hofer. Among those who will select the speakers for coming sessions are: Mimi Trepel, London Records; Dick Broderick, RCA International; Sidney Shemel and Steve Morris of United Artists, and Frank Luppino of BMW. Luppino has recently been named head of publicity for the group.

Besides the luncheon in December, the committee is also selecting speakers for events in 1963. Two of next year's meetings have been switched from luncheons to dinner and a more convenient time for members.

One of the dinners will be devoted to mechanicals and performances and will feature guest

London Firm Marks 85th Anniversary

LONDON—A large turnout of important music industry personalities from Britain and the Continent as well as representatives of American firms was present at a special dinner Wednesday (14) given by the music publishing house of Francis Day and Hunter to mark its 85th anniversary. A highlight was the presentation to Fred Day, FDH chairman, of an inscribed silver tray by Alan Holmes, European representative of the Big Three, which has had a holding in the firm since 1957.

FDH began as an offshoot of a London minstrel show and attained an early prominence with a catalog largely built on the music hall songs of the nineteenth century. First American links were forged in 1905. With its more recent acquisition, Feldmans, the FDH group still controls many copyrights from "Alexander's Ragtime Band" onwards throughout the history of popular music as it is now known.

The firm has recently branched into independent record production, via a deal with Denis Preston, for an album by Leon Young (a staff arrangement with the firm) involving much of its repertoire, for American issue by Atlantic Records.

Identity of Firm Stirs Speculation

NEW YORK—The disk trade here was rife with speculation at press time as to the identity of a record firm reported to have accepted a loan of \$1,100,000 from a factoring firm against accounts receivable of \$1,650,000. According to a copyrighted article in the New York Times Friday (30), only \$550,000 to \$600,000 of the receivables "appear to be good at the present time."

Private banking sources actually revealed the name of a company believed to be the key in the matter, but officials at the factoring firm, Century Industries Company, Inc., refused to confirm the identity of the company and officials at the disk firm in question were in conference and could not be reached for comment.

When rumors of the inflated collateral reached Wall St. circles late Thursday the price of Century stock dropped 3 3/8 to 14. On the basis of the estimated actual value of the accounts receivable, the Century firm would stand to take a loss of about \$500,000.

George Kuyper Resigns Symphony Music Posts

HOLLYWOOD — George A. Kuyper will resign as general manager of the Southern California Symphony and Hollywood Bowl Associations, positions he has held for the past three years. His resignation becomes effective January 15. Kuyper came here after 15 years as manager of the Chicago Symphony Orchestra and the Ravina Festival. His responsibilities here embraced the fall and winter concerts of the Los Angeles Philharmonic and the Hollywood Bowl's summer "Symphonies Under the Stars" series.

speakers from ASCAP, BMI and GEMA. Another dinner session will deal with the export market and will be attended by representatives from the U. S. Department of Commerce, U. S. Army Post Exchange Buying Office, a record exporting firm and BIEM.

BILLBOARD MUSIC WEEK HOT COUNTRY SINGLES

This Week	Last Week	Title, Artist, Label & No.	By special survey for week ending 12/8	Weeks on Chart
1	1	MAMA SANG A SONG	Bill Anderson, Decca 31404	20
2	2	I'VE BEEN EVERYWHERE	Hank Snow, RCA Victor 8072	13
3	4	I'M GONNA CHANGE EVERYTHING	Jim Reeves, RCA Victor 8080	15
4	3	A GIRL I USED TO KNOW	George Jones & the Jones Boys, United Artists 500	10
5	6	COW TOWN	Webb Pierce, Decca 31421	10
6	5	DON'T GO NEAR THE INDIANS	Rex Allen, Mercury 71997	11
7	9	WALL TO WALL LOVE	Bob Gallion, Hickory 1181	5
8	19	THEN A TEAR FELL	Earl Scott, Kapp 854	6
9	7	WE MISSED YOU	Kitty Wells, Decca 31422	6
10	20	THE VIOLET AND A ROSE	"Little" Jimmy Dickens, Columbia 42485	6
11	13	PRIDE	Ray Price, Columbia 42518	12
12	8	SING A LITTLE SONG OF HEARTACHE	Rose Maddox, Capitol 4845	5
13	12	DEVIL WOMAN	Marty Robbins, Columbia 42486	19
14	18	HELLO OUT THERE	Carl Belew, RCA Victor 8058	11
15	-	DON'T LET ME CROSS OVER	Carl Butler, Columbia 42593	1
16	14	KICKIN' OUR HEARTS AROUND	Buck Owens, Capitol 4826	7
17	16	HELLO TROUBLE	Orville Couch, Vee Jay 470	3
18	15	BIG FOOL OF THE YEAR	George Jones & the Jones Boys, United Artists 500	9
19	-	DOES HE MEAN THAT MUCH TO YOU?	Eddy Arnold, RCA Victor 8102	1
20	-	RUBY ANN	Marty Robbins, Columbia-42614	1
21	25	IT WAS YOU	Ferlin Husky, Capitol 4853	2
22	24	MARY ANN REGRETS	Burl Ives, Decca 31433	2
23	28	SOONER OR LATER	Webb Pierce, Decca 31421	9
24	17	HE STANDS REAL TALL	Del Reeves, Decca 31417	7
25	23	SO HOW COME	Don Gibson, RCA Victor 8085	4
26	27	MUST YOU THROW DIRT IN MY FACE	Louvin Bros., Capitol 4822	4
27	21	THE SOUND OF YOUR FOOTSTEPS	Wilburn Bros., Decca 31425	4
28	-	BALLAD OF JED CHAMPETT	Lester Flatt & Earl Scruggs, Columbia 42606	1
29	11	LITTLE BLACK BOOK	Jimmy Dean, Columbia 42529	11
30	-	I'VE ENJOYED AS MUCH OF THIS AS I CAN STAND	Porter Wagoner, RCA Victor 8105	1

Earl Glicken Joins Cortland Records

CHICAGO—Earl Glicken, formerly with Donna and Del-Fi Records, has joined Cortland Records here as part of a major expansion for the firm.

Cortland is headed by Bill Erman. Glicken will assume the post of executive vice-president. Cortland plans to step up its activities and is releasing four new singles this week:

"You Trim My Christmas Tree," Baby Jane; "Bonnie Do," Johnny Cooper; "Everybody's Got a Right," the Blenders, and "Simple Simon," the Alladins. All the artists are on the Cortland roster.

Cortland, with offices here, has been in business some three years, but the firm's output has been sporadic. The label now plans to open offices in Hollywood and later in New York. Glicken said that it will observe a regular release schedule and plans to be eventually a full-line firm.

In addition to Glicken and Erman, the label's personnel include: Stephany Neary, Nancy Cox, Fritz Lowenthal, Tony Walker and Myrtle Stopper. Cortland is also looking for an a.&r. head.

SORD CHAPTER PLEDGES AID TO ARMADA MOVES

NEW YORK—The Association of Record Dealers of New York and New Jersey (ARD) chapter of SORD pledged full co-operation with ARMADA in dealing with problems of mutual interest. The pledge was the result of a meeting last week between Paul Ackerman, ARMADA executive secretary, and Mickey Gensler, president of the local SORD chapter.

The two groups found themselves united on their opposition to direct dealing by manufacturers. In line with the new areas of co-operation between the distrib and dealer groups, ARD secretary-treasurer Lou Shapiro, who holds the same office with the national SORD body, is expected to attend the forthcoming ARMADA board meeting in Detroit, along with SORD president, Andy Anderson.



Sock Single

GENE PITNEY

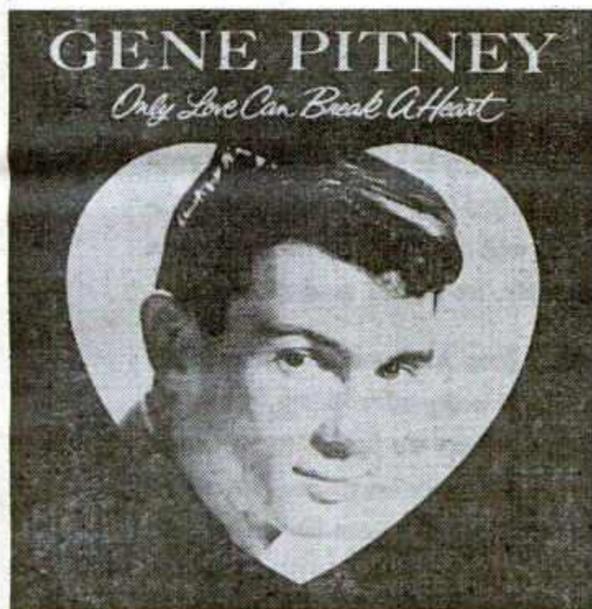


HALF HEAVEN-HALF HEARTACHE (Arch, ASCAP) (2:45)-TOWER-TALL (Sea Lark, BMI) (3:18)-Ballad material and arrangement are tops here for the singer. The first offering has the vocalist in his torchiest style, while the second is sung with emotion in an almost folk (with production) groove. Both spotlight wide arrangements using strings, tympani and voices.

Musicor 1026

Reprinted from Billboard Music Week, Dec. 1, 1962

Sock Album



ONLY LOVE CAN BREAK A HEART

Gene Pitney. Musicor MS 3003 (S)-Gene Pitney, now riding high with "Only Love Can Break a Heart," has a smash album here with nine new songs, all of them blockbusters. The lad sells "True Love Never Runs Smooth," "Tower Tall," "My Heart, Your Heart," "Half Heaven-Half Heartache" and "Little Betty Falling Star," with the spirit that has brought him five hits in a row. And the arrangements are solid, too. Strong wax for the teens.

Reprinted from Billboard Music Week, Nov. 3, 1962

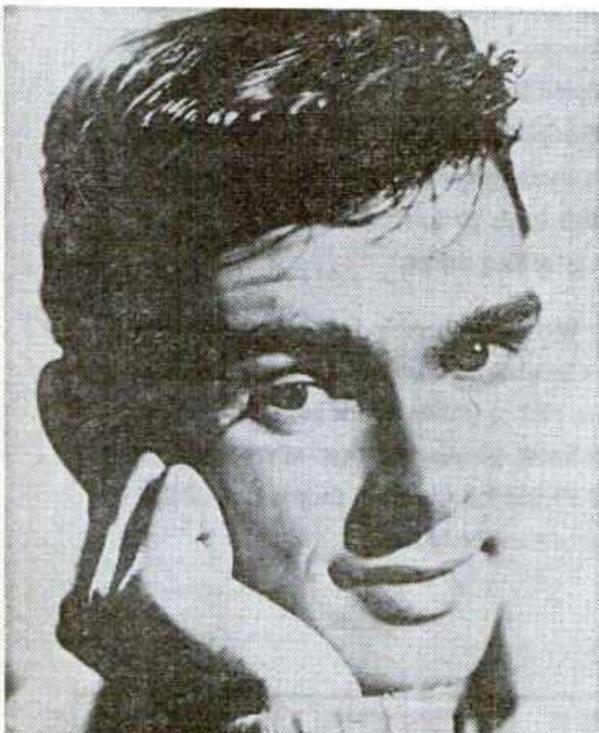
FIRST WEEK # 96 ★

SECOND WEEK (see this week's chart)

GENE PITNEY started his sensational career one year ago with his first record hit, "I Wanna Love My Life Away," then followed in quick succession with "Town Without Pity," "The Man Who Shot Liberty Valance" and "Only Love Can Break a Heart."

An accomplished musician and songwriter, Pitney composed such recent hits as "Hello Mary Lou" and "He's a Rebel."

Gene achieved international renown as a recording star, songwriter, and this year as an in-person entertainer, having toured the European continent last spring, and is currently on a tour through Australia, New Zealand and Hong Kong.



MUSICOR
RECORDS

Produced by Aaron Schroeder and Wally Gold

DISTRIBUTED BY UNITED ARTISTS RECORDS • 729 SEVENTH AVE. • NEW YORK 19, N.Y.

**THE "GOOD" JAZZ
Singles Are on ARGO**

SOUL COOKIN'

b/w
Theme From Mutiny
on the Bounty
by
Thornel Schwartz
Argo #5425

NIGHT MIST BLUES

b/w
Two Different Worlds
by
Ahmad Jamal
Argo #5429
Sleigh Ride—Christmas Blues—
Sound of Christmas—
The Christmas Song
by
Ramsey Lewis
Argo #EP1084

CHESS
PRODUCING CORP.
2120 S. Michigan Chicago 16, Ill.

Headed for the Top!
**CLEO'S
MOOD**
JUNIOR WALKER
Harvey #117
Distributed Nationally by
TAMLA/MOTOWN RECORD CORP.
2648 W. Grand Blvd.
Detroit, Mich.

Breaking Out All Over!
**JUNIOR
PARKER**
SOMEONE SOMEWHERE
b/w **FOXY DEVIL**
Duke #357
DUKE PEACOCK RECORDS
2809 Erastus St. Houston, Texas

when answering ads . . .
Say You Saw It in
Billboard Music Week

**George Maharis
Out Indefinitely**

NEW YORK—George Maharis, star of Epic Records and the "Route 66" TV series, has been forced to retire indefinitely until he has overcome a lingering case of hepatitis. A statement by his manager, Mimi Weber, quoted Dr. Sidney Greenberg saying that "any other course of action might permanently endanger Maharis' health and future."

The temporary withdrawal from all activity means that a scheduled recording of his fourth Epic album this month has been abandoned. He will also be unable to make his TV singing debut, which had been scheduled for the Ed Sullivan TV show Sunday (16) and further, he "will be unable to film any new segments (of 'Route 66') in the foreseeable future." During the extended recuperation period, Maharis will be staying in the private home of friends in New York.

Breaking out of Houston, Dallas, Salt Lake City, El Paso and Shreveport.
Leon McAuliff
'Faded Love'
Cimmaron 4057
Cimmaron Sims Records
Rogers, Arkansas

Headed for the Top!
"Take All of My Life"
b/w
"There'll Come a Time"
CARRIE GRANT
and the **GRANDEURS**
New Art #1003
For Your Free Station Copies Contact
NEW HITS RECORDS
Harold B. Robinson
6600 N. Broad St. Philadelphia, Pa.
Livingstone 8-5010

**GOOD GOLLY
MISS MOLLY**
b/w
I CAN'T TRUST ME
(In Your Arms Anymore)
JERRY LEE LEWIS
Sun #382
SUN RECORDS
639 Madison Memphis, Tenn.

**TALENT
TOPICS**

Continued from page 21

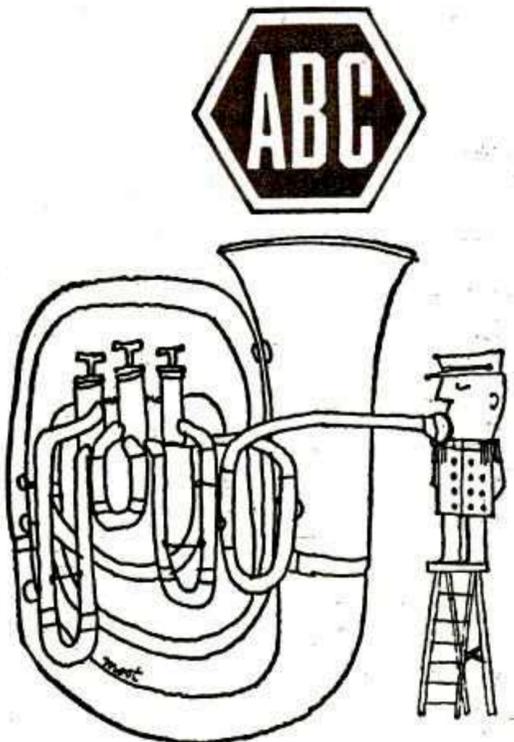
honored as "TV Personality of the Year" and for his work with the recent United Fund drive here. . . . Local singer Stevie Stevens, 17, appeared on the Clark Race and Del Taylor TV hops here to plug his first platter, "Many Ways to Break a Heart," composed by Fred Ahlert on the new Pit label.

The Riverboat Six, fronted by Nick Lomakin, who operates three record stores in downtown Pittsburgh, is currently at the Riverboat Room of the Penn-Sheraton Hotel, making its 12th appearance there. It was the first local group to play the room, and features Lomakin on the clarinet; Dixie Dan Connell, cornet; Buddy Klein, trombone; James Borrelli, piano; Emil Brenkus, bass, and Roger Ryan, drums.

LEONARD MENDLOWITZ

Philadelphia
Allen Sherman tentatively set for the Academy of Music for December 27 concert by an out-of-town promoter. . . . Jimmy Amodei Trio take over at the Heidelberg's Sky Room. . . . The folk singers continue to dominate the concert hall scene with Josh White, the latest booking, being presented at Town Hall on December 14 by Dan Rosen. . . . Orchestras of Bobby Roberts, Jay Jerome and Marty Portnoy set to provide all the music at Mike Weiss' new Maitre-d' Cafe in the Cheltenham Shopping Center—providing everything from combos to strolling fiddlers. . . . Pianist Bob O'Neill comes up from Atlantic City for the Coach House at nearby Bellmawr, N. J. . . . Marty Caruso, originally with the Four Aces, has temporarily given up his duties at Caruso's Lounge in Chester, Pa., to conduct for Al Alberts during his current stay at Palumbo's Cafe. . . . Charley Byrd, heralded as one of the founding fathers of the bossa nova movement, appears December 16 at University Museum for a Students Peace Union concert. . . . Bill Haley and the Comets off to Mexico for three and a half weeks of theater, TV and cafe dates.
MAURIE H. ORODENKER

when answering ads . . .
Say You Saw It in
Billboard Music Week



To us ABC stands for Audit Bureau of Circulations of which we are members. And we oompah to that!

What does ABC mean to BILLBOARD MUSIC WEEK readers? It means our editors must meet your demands, your needs. If they don't, we lose circulation—and that sad fact becomes a matter of public knowledge. As a consequence, advertising as well as readers may decline. Fortunately, we MEET readers' needs.

What does ABC mean to advertisers? Just this. Among other things, when becoming members we agreed to an annual audit of our circulation claims. Advertisers like that because they can be sure of facts on such matters as what is BILLBOARD MUSIC WEEK's average paid circulation? how many copies were bought in California? how many copies were bought on newsstands? how many subscriptions were ordered by mail? what was the duration of subscriptions bought? Advertisers say facts like these lead to more efficient marketing which leads to lower costs which leads to lower selling prices.

While membership in the Audit Bureau of Circulations suggests we have an audience that responds to our editorial service, it almost guarantees that advertisers get the circulation we claim they get. And that makes everybody happy!

**BILLBOARD
MUSIC WEEK**

The only ABC audited trade publication in the music field.



THE TIME HAS COME . . .

the publisher said,
to change a lot of things,
we'll go to offset printing
and all that jazz that swings.
Just part of the
NEW LOOK of
BILLBOARD MUSIC WEEK

Coming January 5

BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

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

AUSTRALIA

- (Courtesy Music Maker, Sydney)
This Last Week Week
1 1 WORKIN' FOR THE MAN—Roy Orbison (London)—Acuff-Rose
2 3 THE CHA CHA CHA—Bobby Rydell (Columbia)
3 2 ALLEY CAT—Bent Fabric (Columbia)—Chappells
4 7 LOVESICK BLUES—Frank Ifield (Columbia)—Davis
5 9 LIMBO ROCK—Chubby Checker (Columbia)—Davis
6 4 MONSTER MASH—Bobby Pickett (London)
7 15 THE LONELY BULL—Tijuana Brass (Festival)—Alberts
8 — BIG GIRLS DON'T CRY—Four Seasons (Festival)
9 5 TELSTAR—The Tornados (Decca)—Southern
10 12 DESAFINADO—Stan Getz (Verve)
11 — THE POMMY JACKAROO—Buster Noble (Columbia)—Castle
12 10 RAMBLIN' ROSE—Nat King Cole (Capitol)
13 — CONNIE-O—Four Seasons (Festival)
14 6 MAMA SANG A SONG—Stan Kenton (Capitol)—Alberts
15 8 IF I DIDN'T HAVE A DIME—Gene Pitney (United Artists)—Belinda

BRITAIN

- (Courtesy New Musical Express, London)
This Last Week Week
1 1 LOVESICK BLUES—Frank Ifield (Columbia)—Lawrence Wright
2 3 LET'S DANCE—Chris Montez (London)—E. H. Morris
3 2 TELSTAR—*Tornados (Decca)—Ivy Music
4 4 SWISS MAID—Del Shannon (London)—Burlington Music
5 7 VENUS IN BLUE JEANS—*Mark Wynter (Pye)—Aldon
6 5 THE LOCO-MOTION—Little Eva (London)—Aldon
7 12 BOBBY'S GIRL—*Susan Maughan (Philips)—Rush Music
8 8 SHERRY—Four Seasons (Stateside)—Bobob Music
9 11 DEVIL WOMAN—Marty Robbins (CBS)—Acuff-Rose
10 13 NO ONE CAN MAKE MY SUNSHINE SMILE—Everly Bros. (Warner Bros.)—Aldon
11 10 RAMBLIN' ROSE—Nat King Cole (Capitol)—Comet Music
12 6 RAIN UNTIL SEPTEMBER—Carole King (London)—Aldon
13 9 SHEILA—Tommy Roe (HMV)—Robert Mellin
14 23 GUITAR MAN—Duane Eddy (RCA)—Shapiro-Bernstein
15 — LOVE ME TENDER—Richard Chamberlain (MGM)—Aberbach
16 17 KID GALAHAD (EP)—Elvis Presley (RCA)—Aberbach/Belinda
17 20 OH LONESOME ME—*Craig Douglas (Decca)—Acuff-Rose
18 29 SUN ARISE—Rolf Harris (Columbia)—Ardmore & Beechwood
19 15 SHE TAUGHT ME HOW TO YODEL—*Frank Ifield (Columbia)—Leeds
20 19 YOU DON'T KNOW ME—Ray Charles (HMV)—Aberbach
21 — MAIN ATTRACTION—Pat Boone (London)—Stoone Music
22 30 MUST BE MADISON—*Joe Loss (HMV)—Baton Music

- 23 18 I REMEMBER YOU—*Frank Ifield (Columbia)—Chappell
23 22 THE JAMES BOND THEME—*John Barry (Columbia)—United Artists
25 14 WHAT NOW MY LOVE—*Shirley Bassey (Columbia)—Blossom
26 24 BECAUSE OF LOVE—*Billy Fury (Decca)—Hill & Range
27 — IT ONLY TOOK A MINUTE—*Joe Brown (Piccadilly)—Shapiro-Bernstein
28 16 SHE'S NOT YOU—Elvis Presley (RCA)—Ronny Music
29 — LIMBO ROCK—Chubby Checker (Cameo-Parkway)—Sidney Bron
30 — EVER SINCE YOU SAID GOOD-BYE—*Marty Wilde (Philips)—Jack Good/Aberbach

DENMARK

- (Courtesy Quana's, Copenhagen)
This Last Week Week
1 3 IT'LL BE ME—Cliff Richard (Columbia)—Belinda
2 2 SHEILA—Tommy Roe (Karussell)
3 1 DEAR ONE—Larry Finnegan (HMV)—Imudico
4 5 QUANDO, QUANDO, QUANDO—Pat Boone (Dot); *Dario Campeotto (Sonet); Tony Renis (HMV)—Belinda
5 4 LOCO-MOTION—Little Eva (London)
6 9 I'M JUST A BABY—Louise Cordet (Decca)
7 6 TELSTAR—The Tornados (Decca)—Wilhelm Hansen
8 10 TWISTIN' PATRICIA—Jerry Williams (Sonet)—Multitons
9 — RAMBLIN' ROSE—Nat King Cole (Capitol)—Imudico
10 — BREAKING UP IS HARD TO DO—Neil Sedaka (RCA)

EIRE

- (Courtesy Teenage Express, Dublin)
This Last Week Week
1 3 DEVIL WOMAN—Marty Robbins (CBS)—Acuff-Rose
2 2 LOVESICK BLUES—Frank Ifield (Columbia)—Lawrence Wright
3 1 TELSTAR—The Tornados (Decca)—Ivy Music
4 5 KID GALAHAD (EP)—Elvis Presley (RCA)—Aberbach/Belinda
5 7 LET'S DANCE—Chris Montez (London)—E. H. Morris
6 — SWISS MAID—Del Shannon (London)—Burlington Music
7 8 BOBBY'S GIRL—Susan Maughan (Philips)—Rush Music
8 4 SEND ME THE PILLOW—Johnny Tillotson (London)—Sidney Bron
9 — NO ONE CAN MAKE MY SUNSHINE SMILE—Everly Brothers (Warner Bros.)—Aldon
10 10 SHEILA—Tommy Roe (HMV)—Robert Mellin

FLEMISH BELGIUM

- (Courtesy Juke Box Magazine)
Two Weeks Week Ago
1 1 EVERY NIGHT—Paul Anka (RCA)—Spanka
2 3 J'ENTENDS SIFFLER LE TRAIN—Richard Anthony (Columbia)—Lido
3 2 SPEEDY GONZALES—Pat Boone (Dot)—Bens
4 — TELSTAR—The Tornados (Decca)
5 5 YOU DON'T KNOW ME—Ray Charles (ABC-Paramount)—Belinda
6 4 SHE'S NOT YOU—Elvis Presley (RCA)—Belinda
7 6 CUANDO CALIENTA EL SOL—Various versions—Southern
8 7 BRANDEND ZAND—Anneke Gronloh (Philips)—Benelux
9 — SHEILA—Tommy Roe (ABC-Paramount)—F. Day
10 — THE LOCO-MOTION—Little Eva (London)—Bens

FRANCE

- This Last Week Week
1 1 J'ENTENDS SIFFLER LE TRAIN—Richard Anthony (Columbia)
2 — L'IDOLE DES JEUNES—Johnny Hallyday (Philips)
3 2 CHARIOT—Petula Clark (Vogue)
4 4 JE L'ATTENDS/LE JOUR LE PLUS LONG—Dalida (Barclay)
5 5 LES COMEDIENS—Charles Aznavour (Barclay)—Les Compagnons de la Chanson (Polydor)
6 8 TOUS LES GARCONS ET LES FILLES/J'SUIS D'ACCORD—Francoise Hardy (Vogue)
7 — TELSTAR—The Tornados (Decca)
8 — LOCO-MOTION—Little Eva (Decca)

- 9 — UNE PETITE FILLE—Claude Nougaro (Philips)
10 10 CUANDO CALIENTA EL SOL—Los Marcellos Ferial (Vogue); Los Machucambos (Decca)

FRENCH (WALLOON) BELGIUM

- (Courtesy Juke Box Magazine)
Two Weeks Week Ago
1 1 CHARIOT—Petula Clark (Vogue)—Lido
2 2 J'ENTENDS SIFFLER LE TRAIN—Richard Anthony (Columbia)—Lido
3 4 LOCO-MOTION—Little Eva (London)—Bens
4 3 RELAX/THE ROBOT—*The Cousins (Palette)—World
5 9 TELSTAR—The Tornados (Decca)
6 6 LET'S DANCE—Chris Montez (London)—Chappell
7 8 PAS CETTE CHANSON—Johnny Hallyday (Philips)—Mills
8 7 PARDONNEZ-MOI, SEIGNEUR—*Robert Cogol (Philips)—World
9 5 SI UN JOUR—*Robert Cogol (Philips)—World
10 10 SHEILA—Tommy Roe (ABC-Paramount)—F. Day

GERMANY

- This Last Week Week
1 1 MARY ROSE-RAMBLIN' ROSE—Gerhard Wendland (Philips); Nat King Cole (Capitol)—Budde (Deutsche Vogue)—Montana
2 2 MONSIEUR—Petula Clark (Deutsche Vogue)—Montana
3 4 BABY-TWIST—Will Brandes & Elisabeth (Polydor)—Gerig
4 3 SPEEDY GONZALES—Pat Boone (London); Rex Gildo (Electrola)—Schaeffers
5 6 ADIOS AMIGO—Sacha Distel (Polydor)—Gerig
6 5 OZNE KRIMI GEHT DIE MIMI NIE INS BETT—Bill Ramsey (Electrola)—Gerig
7 8 WAS IN ATHEN GESCHAH—Hannelore Auer (Electrola)—Gerig
8 7 FIESTA BRASILIANA—Mina (Polydor)—Viktoria; TABU—Mina (Polydor)—Gerig
9 13 MADISON IN MEXICO—Catin's Madison Club (Decca)—Aberbach
10 12 KEINE BANGE LIESELOTTE—Freddy (Polydor)
11 9 YA, YA—Joey Dee (Roulette)—Marbot
12 10 DIE GROSSE NUMMER WIRD GEMACHT—Ralf Bendix (Columbia)—Seith; WENN DIE ZUCKERPUFFEN TANZEN GEH'N—Ralf Bendix (Columbia)
13 11 ST. TROPEZ TWIST—Peppino di Capri (Italia)—Busse
14 16 TELSTAR—The Tornados (London)
15 15 LIEBE, DIE NIE VERTEHT/CUANDO CALIENTA EL SOL—Vittoria (Columbia); Los Hermanos Rigual (RCA)—Peer
16 14 AUF MEINER KLEINEN HACIENDA—Bob Moore (London)—Peer
17 18 DIR HAT DER MON DEN KOPF VERFREHT—Peter Beil (Fontana)—Seith; CAROLIN-CAROLINA—Peter Beil (Fontana)—Francis Day & Hunter
18 — DIE LETTE ROSE DER RRARIE—Martin Lauer (Polydor)
19 — RENATA—Vico Torriani (Decca)—Aberbach
20 — THE LONGEST DAY—Oberst Nickolson's Band (Carina)—Gerig

HOLLAND

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

HONG KONG

- This Last Week Week
1 1 THE LONGEST DAY—Mitch Miller (CBS)
2 8 HE THINKS I STILL CARE—Connie Francis (MGM)
3 3 LIMBO ROCK—Chubby Checker (Parkway)
4 1 RETURN TO SENDER—Elvis Presley (RCA Victor)
5 8 LOVE ME TENDER—Richard Chamberlain (MGM)
6 4 ESO BESO—Paul Anka (RCA Victor)
7 — SHEILA—Tommy Roe (ABC)
8 — THE CHA CHA CHA—Bobby Rydell (Cameo)
9 — DEVIL WOMAN—Marty Robbins (CBS)
10 — ROSES ARE RED—Bobby Vinton (Columbia)

ISRAEL

- (Courtesy Kol Israel Broadcasting)
This Last Week Week
1 3 TEENAGE IDOL—Ricky Nelson (Imperial)—Music Vocal
2 1 SHE'S NOT YOU—Elvis Presley (RCA)—Elvis Presley Music
3 5 SEALED WITH A KISS—Brian Hyland (ABC-Paramount)—Post Music
4 2 IT'LL BE ME—Cliff Richard (Columbia)—Aberbach
5 6 THE LOCO-MOTION—Little Eva (Dimension)—Aldon
6 8 IT STARTED ALL OVER AGAIN—Brenda Lee (Brunswick)—Aldon
7 7 IT MIGHT AS WELL RAIN UNTIL SEPTEMBER—Carole King (Dimension)—Aldon
8 4 SPEEDY GONZALES—Pat Boone (London)—Budd Music
9 — THE SWISS MAID—Del Shannon (London)—Burlington Music
10 — SHERRY—The Four Seasons (Vee Jay)—Bobob Music

ITALY

- (Courtesy Musica e Dischi, Milan)
This Last Week Week
1 2 SPEEDY GONZALES—Pat Boone (London); *Peppino Di Capri (Carisch)
2 1 PREGHERO—*Adriano Celentano (Clan)
3 3 SI E' SPENTO IL SOLE—*Adriano Celentano (Jolly)
4 5 TU VEDRAI—*Ricki Gianco (Clan)
5 4 STASERA PAGO IO—*Domenico Modugno (Fonit)
6 8 TU NON LO SAI—Neil Sedaka (RCA)
7 7 ABAT-JOUR—*Henry Wright (GC)
8 6 OGNI GIORNO—Paul Anka (RCA)
9 9 IL GIORNO PIU' LUNGO—Mitch Miller (CBS); Robert Pray (Durium)
10 14 CHARIOT—Frank Pourcel (VdP); *Betty Curtis (CGD)
11 13 STRINGIMI FORTE I POLSI—*Mina (Italdisc)
12 11 IO SOLA ANDRO—Connie Francis (MGM)
13 — CONCERTO DISPERATO—*Nina Rosso (Sprint)
14 — VESTITO DI SACCO—*Pino Donaggio (Columbia)
15 12 ET MAINTENANT—Gilbert Becaud (VdP)

JAPAN

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

MEXICO

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

NORWAY

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

PERU

- (Courtesy La Prensa, Lima)
This Last Week Week
1 1 THE WAH-WATUSI—The Orions (Odeon); Jorge Conty (Sono Radio); Joe Danova (Odeon); Los Harmonics (MAG)
2 7 SPEEDY GONZALES—Manolo Munoz (Musart); Los Gorrioncitos (MAG)
3 8 DOMINGO DE SOL—Sergio Murillo (Columbia)
4 2 HAVA NAGELA—Chubby Checker (Odeon)—Los Harmonics
5 3 CIERRA LOS OJOS—*Pedrito (Odeon); Beto Solano (MAG)
6 4 EL ROSARIO DE MI MADRE—*Los Davalos (Sono Radio); Los Embajadores Criollos (Odeon)
7 9 EL PECADOR—Eddy Martinez (Odeon); Los Panchos (Columbia); Antonio Prieto (RCA)
8 6 LIGADOS—Fausto Papetti (Durium); Eulogio Molina (Odeon); Ricardo Roda (Columbia); Orlando Ferrari (MAG)
9 5 AMOR ETERNO—*Los Kipus (Odeon); Dina y Lila (MAG); Los Albos (Smith)
10 10 EL GRAN TOMAS—Anabella (Sono Radio); Chela Rosello (Virrey); Los Gorrioncitos (MAG)

PHILIPPINES

- This Last Week Week
1 1 ROSES ARE RED MY LOVE—Bobby Vinton (Epic)—Mareco
2 3 BLUE STAR—Freddy Martin (Kapp)—Mareco
3 2 STORY OF A STARRY NIGHT—Della Reese (RCA)—Filipinas
4 4 MY BLUE HEAVEN—The String-A-Longs (Dot)—Mareco
5 5 BABY ELEPHANT WALK—Lawrence Welk (Dot)—Mareco
6 7 IN OTHER WORDS—Jane Morgan (Kapp)—Mareco
7 8 WOLVERTON MOUNTAIN—Claude King (Columbia)—Mareco
8 6 NEXT DOOR TO AN ANGEL—Neil Sedaka (RCA)—Filipinas
9 — AZUIE—Playmates (Monument)
10 — KING OF THE WHOLE WIDE WORLD—Elvis Presley (RCA)—Filipinas

Continued on page 48

GEMA Seeks to End Bias When Common Market Comes

MUNICH—GEMA, West Germany's copyright society, is opening negotiations with countries of the European Common Market for a liberalization of music imports.

GEMA complains that it is badly discriminated against in foreign countries, where German music, in many cases, is subjected to quotas. The copyright society hopes to negotiate an agreement with the Common Market as the first step toward a general lowering of the bars against German music. The Germans are irritated because

GEMA is paying out far more money to foreign countries in royalties on their music played in this country than it is taking in from abroad. For example, last year West Germany, through GEMA, paid royalties to foreign composers-authors totaling 16.18 million marks (the mark is 25 cents), an increase of 30 per cent over the preceding year. The Germans received from foreign countries only 5.61 million marks, a gain of 20 per cent over 1960.

GEMA has collided head on with a British organization called the Composers and Authors Representative Committee. The group is seeking restriction of foreign music—including German and U. S.—to 35 per cent, reserving the remaining 65 per cent for British music.

In France, National Union of French Authors and Composers (UNAC) is pressing for a further reduction of foreign music broadcast on the State-operated radio and TV network. RTF, the French government broadcasting and video system, restricts foreign music to 45 per cent.

ably be banned from radio play is "Five Days in a Balloon" by the Brothers Four. A.R.C. released the disks on Coronet and are now pushing the flip side "Tavern in the Town."

Festival Records announced that they have signed Aussie movie actor Chips Rafferty to a five-year contract. . . . Dr. John Chapman, who wrote the No. 1 hit for the Joye Boys' "Southern Rora" six months ago, has written another opus, "Xmas Guitar."

The entire public relations staff under the guidance of Roy Atkinson at Festival are promoting a recently completed album called "Col and Judy," featuring Col Joye and Judy Stone.

The Allan Sherman album "My Son, the Folk Singer" is not to be released in Australia. This has been announced by A.R.C., even though Sydney disk jockey Bob Rogers has created much interest and comment since he featured tracks from the album in his daily programs.

Sales Picture

Single and album sales, which showed a definite slowing up prior to November, have now begun an earlier than usual pre-Christmas sales boom and indications point to a record trading period which should eclipse any previous sales figures for many years.

The Australian Record Company is leading all other companies in Sydney and Melbourne with the most sales of hot singles on the market prior to the festive season. The company has scheduled for December Jimmy Dean's "Gonna Raise a Rukus Tonight"; "Ruby Ann," by Marty Robbins, and "Go Away Little Girl," by Steve Lawrence, as well as the latest single by Bobby Vinton, "Let's Kiss and Make Up." A.R.C. will also issue the Epic label; previously all Epic material had been issued on Coronet.

Ray Price, who revived recently "The Payoff," has just recorded a new single, once more featuring a Sidney Bechet composition "The Fishmonger." Ron Gillespie of W & G Records, Melbourne, signed an agreement with Radio Records of South Africa, Ltd., to cover the release of W & G Records throughout Africa, south of the Sahara. Records chosen from the W & G and Gem catalogs will be released under the Melbourne Records logo. The signing of this agreement forges another link in the Melbourne Records group. W & G's

Monaco Competition Offers 9G in Prizes

MONACO — A total of more than \$9,000 in prizes is being offered in the fourth Prince Rainier III of Monaco Music Competition, which closes April 1, 1963, with awards to be made in May. All winning compositions will be played in Monaco during the calendar year.

Largest prize, 30,000 New French francs (\$6,000), will go to a scenic musical work, opera or ballet, which must not run more than three hours, including intermissions. A prize of 10,000 new French francs (\$2,000) is being offered for a 30-minute orchestral work with or without soloist, but not with chorus. The other prize, 5,000 new French francs (\$1,000) is for a 30-minute chamber music work for not more than eight musicians which may include vocal solos.

Further information is available from M. le Secrétaire Général du Prix de Composition Musical, Service des Archives, Palais Princier, Monaco.

Johnny Chester's dinking of "Forty Days" is to be released throughout Germany via the Ariola label. Negotiations are also under way for the release of German masters from Ariola for issue in Australia and New Zealand on W & G.

Publisher Chatter

Woomera Music of Melbourne signed a general agreement with Frontier Music of Canada for the representation of its catalog in Australia. Chris Bruce of Woomera has just signed a five-year contract with Kevin Shegog to write for his company. . . . Belinda Music announced the formation of the Rob E.G. Music Pty., Ltd., of which local artist Rob E.G. will be a principal director. It is particularly hoped to develop connections in Holland where the Rob E.G. sound is very popular. Indications are that the first publication of this company will be "54321 Zero" which will be issued in Holland shortly.

BELGIUM

Fats Domino: The Toast of Brussels

By JAN TORFS
Stuivenbergvaart, 37-Mechelen

The public performance given by Fats Domino and his band in Brussels and Liege was a tremendous success. Long before the spectacle began, the whole music hall was sold out, and 100 were placed on stage. Ronnex is represented in Belgium now through Famous Records. The first recordings to

Without Doubt,
The Most Important
Music Industry Publication!

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

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

Contact your nearest representative or Frank Luppino Jr., International Director.

Billboard Music Week
1564 Broadway, New York 36, N. Y.

BBC Hits 40th Birthday With Modest Flair

LONDON — The BBC this month quietly celebrates its 40th anniversary of public broadcasting. The first programs were transmitted from London on Station 2LO November 14, 1922. In 1962, BBC radio can claim a listening figure up to 17 million people for its biggest program of the week, the Sunday lunchtime, "Two-way Family Favorites," a disk show emanating from London and the British Forces Network studios in Cologne, Germany.

The conception of live programming in Britain is far from dead. The "Billy Cotton Band Show," which follows the "Two-way" disks and is an adaptation of the old British music hall technique into a robust music format, gains a 12-million audience. This is almost always transmitted live. So is the 60-minute Wednesday lunchtime show "Parade of the Pops," which features the Bob Miller band and recording guests and gains an audience in excess of seven million. This is a strictly hit parade-type show, as are the two other biggest live pop music programs: "Saturday Club," which reaches a nine and a half million listening figure on Saturday mornings, and "Easy Beat," a similar program on Sunday mornings.

Disk programs are serviced by the BBC's own record library, the largest in the world. Its staff claims to be able to locate a disk in 40 seconds and this factor is used in programming for public interview-request shows. It houses 700 different makes, all cataloged to show more than 600,000 titles, 320,000 composers and 45,000 artists. Oldest record in the library is a seven-inch Berliner made in America in October, 1895.

be released over there will be those by Jack Hammer and the Los Caribes Trio. Quite a battle is shaping up over "The Longest Day." At least a dozen versions are already on the market. Last week the first French version was released (by Dalida) and now Flemish songstress Rina Pia has a Dutch version "De Langste Dag."

Almost the same thing is happening with the bossa nova ever since Paul Anka released the first one, "Eso Beso." Some firms are putting bossa nova on records, although the material is far from being bossa nova and resembles more cha cha or a rumba. Besides "Eso known bossa nova over here and different recordings of the song are already available: Si Zentner on Liberty, Al Verlane with vocal by Bebe Huong Suong on Philips, the Contrast on Box and many others. Ready for release are versions by Rita Reys and the Pim Jacobs Trio on Philips and Stan Getz-Charlie Byrd on Verve.

Disk Shorts

Young Wim Lieven, who last year made a Christmas hit with "Maria's kind" (Mary's Boy Child), made a new Christmas EP for Palette. . . . Will Tura made a new single "Enzaam zonder jou" (Lonely Without You) and his first EP especially for teen-agers. One of the songs on this EP is the Dutch version of Robert Cogi's success "Si un jour," here called "In mijn droom." . . . Gitte Mona (In Holland, her native country, they call her Greetje Mona), came to Brussels to record the German version of "James," the Sue Thompson hit. Label is Palette.

BRITAIN

Labels Hike the Price on Singles

By DON WEDGE
News Editor, New Musical Express

Prices of British singles have been raised. Within the last week first EMI, then Decca, Philips, Oriole, DGG and Pye lifted the cost of 45 r.p.m. single from 93 cents to 97 cents. Rising costs were blamed. Dealers were not happy, as they lose a slight percentage on profit. Some also felt it mistimed, preceding the heavy Christmas sale period, though others felt that the boom of this period will overcome any sales resistance which may come from the slight increase. Pye Records held back news of the increase, but later came into line with other firms.

Sales of the Tornadoes' "Telstar" disk are now well past the million mark on a world basis and must be a candidate for the two million mark. The disk was produced by Joe Meek, a leading indie, and the master was acquired by British Decca. Meek supplies masters to EMI, Pye and Ember here and has just concluded deal with Dave Kapp, president of Kapp Records, to make masters primarily for U. S. release. Emphasis at first is expected to be on instrumentals, though vocals may follow. Kapp and Meek were introduced by publisher Lee Pincus. The group has a new EP out on British Decca and has rushed through an album for U. S. release by London Records. The group is booked to visit America in January and is set to open at Paris Olympia for two weeks from April 4.

There is a great deal of competition for the British hit "Go Away Little Girl." Steve Lawrence's U. S. chart version, out on CBS, at first faced only by competition from heavily exploited Decca newcomer Ray Bennett. Subsequently Pye covered the song with Mark Wynter, currently hot following his success with "Venus in Blue Jeans," also secured in the face of two competing versions.

Visitors

CBS feted Johnny Mathis at the Philips' offices. Mathis is here for his second tour. . . . Freddie Cannon arrived for the second time this fall to film his contribution to the "Just for Fun" movie. . . . Johnny Tillotson arrived on his first trip, also to film in the picture. . . . Charlie Byrd, currently hot through his chart entry with Stan Getz of "Desafinado" on HMV, came in for a few hours after continental dates and was feted by Philips, which issues him on Riverside. . . . Dave Brubeck appeared on ATV's "Sunday Night at the London Palladium" on a bill closed by Cliff Richard and the Shadows; it was first time modern American jazz had been featured on the show.

Shirley Bassey left for New York and return season at the Persian Room; she then goes on to Australia. . . . When the Springfields go to the U. S. later this month to record for Philips at Nashville, they will include a new member, Mike Pickworth, who has replaced Tim Feild. The other trio members are Tom and Dusty O'Brien.

Record Business

Indie producer Mike Collier has made his first side for Decca, a vocal version of "Except for You," a new British song by Al Saxon, by Indian-born Wendy Walker. Collier already has disks out on Fontana (Philips) and is currently negotiating with several U. S. and other overseas firms for foreign rights.

ARGENTINA

Azanavour Sings New Movie Tune

By RUBEN MACHADO
Lavalle 1783, Buenos Aires

Charles Aznavour, French composer and singer who is taking part in a movie to be shot in Paraguay, has recorded "El Mensu" by Ramon Ayal. Tune is popular in Latin America.

Most requested LP's are: "Explosivo Opus Magnum" (RCA), "Sing Along With Mitch" (CBS), "Stereo 35" (Command-Tonodisc), "Bossa Nova with Joao Gilberto" (Odeon), "Julio Molina Cabral Folk" (Music Hall), "Adentro," with the Chalchalers (Victor), "Archicolopendo," (Microfon) and "Meneos y zapateos al ritmo del twist" (Fermata).

New LP's

"Belafonte en el Carnegie Hall," Volume 2 (Victor); "Tango Buenos Aires" (Microfon), with Eduardo Rovira's orchestra; "Time Out," by Dave Brubeck (CBS).

Mario Kaminsky (Microfon) returned from the United States where he worked with Audio Fidelity Records for 1963 and made agreements with new labels. Microfon is already issuing records in Chile through Carlos Patino Iturrieta. . . . On the other hand, Jorge Cesar Esperon (Tonodisc), announced the formation in Montevideo, Uruguay, of a new Tonodisc firm. It is managed by Nestor Paez.

AUSTRALIA

London Distributes Dimension Records

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

The Nevins-Kirshner record product has been acquired by London Records for release throughout the entire world. EMI will issue the disks on the local London label and Tu-Con Music will handle the publishing rights. The first release under this deal will be "Keep Your Hands Off My Baby" by Little Eva. Following releases will include "Chains" and "School Bells Are Ringing" all from the Dimension label.

"Loco-Motion," the first of the Dimension disks to be released, never had a chance to take off in Sydney and the State of New South Wales. It was rejected by radio Station 2UE and 2SM, Sydney's top 40 station, but has entered the charts in all other States of Australia and New Zealand.

Another disk which will prob-

... New Elvis Presley single "Return to Sender" got into the shops on two labels. Some copies of the previous RCA design were used, although the label name has now been changed to RCA Victor and this was used on the majority of disks. The same change took place in September as reported in *BMW* at the time.

EMI rush released three albums November 23, unusual because most British LP releases are once monthly. The three were the "Mutiny on the Bounty" sound track (MGM), "How the West Was Won" sound track (also MGM) and the Shirley Bassey-Nelson Riddle "Let's Face the Music" (Columbia), which had been held up for a redesigned sleeve. . . . For its State-side label EMI has acquired Herb Alpert's "The Lonely Bull" from the American firm A & M. . . . EMI's John Leyton, currently visiting the U. S. after dates in Australia, may record for Laurie Records. . . . Oriole's Susan Singer visits Germany December 13 for her second recording session with the label's licensee Ariola. She starts her first overseas tour in Stockholm December 28.

Swedish Pub Gets Important Rights

By DON WEDGE

News Editor, New Musical Express

Swedish publisher Felix Stahl of Stockholm's Musikproduktion spent a week in London and set up deals involving more than a dozen important copyrights. From the Leeds group he acquired Scandinavian rights for "She Taught Me How to Yodel" and "The Main Attraction." For Germany he acquired "My Love and Devotion" from Harold Fields, as well as "Someone Knew" and "Camel Train" from Shapiro-Bernstein. Stahl also has the latter composition for Scandinavia and he also obtained "Taste of Honey" for that territory from Gil-Pincus. Probably his biggest sale was a new Charles Wildman composition, "Concerto d'Amour," which went to the Peter Maurice group for the whole of the British Commonwealth except Canada.

Christmas Music

Special Christmas issues seem less numerous and later than usual this year. So far about 20 special singles have been issued or reissued. There are more than 40 albums.

To overcome the shortage of product following the death of Sir Thomas Beecham, HMV has negotiated with the BBC to issue in LP form a broadcast from the Royal Festival Hall in December 1954 of Sibelius' Second Symphony, with Beecham conducting the BBC Symphony Orchestra.

Visitors

Warner Bros. Records' international chief Bobby Weiss called in London before setting out for another Far East tour for discussions with British Decca to arrange a rush release of Allan Sherman's "My Son, the Folk Singer" LP. Louis Benjamin, general managing director of Pye Records, returned to London after visiting Japan where he set new deal for his label's product with Nippon-Columbia.

Record Business

EMI-Columbia's recording manager Norrie Paramour recorded Frank Ifield in German. . . . Oriole issued an LP, "Out-A-Space" by the Swedish group the Spotniks, recorded in London. Oriole has an LP, "Scottish Dance Time," recorded by Stan Hamilton in Canada. . . . Pye is reissuing Chubby Checker's "Let's Twist Again," one of 1962's biggest selling singles. Formerly available on EMI-Columbia, it is now put out again on the Cameo-Parkway label here.

IRE

Irish Air Full of Holiday Spirit

By KEN STEWART
Teenage Express, Dublin

The Christmas rush is now gaining momentum, with dealers studying catalogs keenly in an effort to predict this year's big seasonal sellers. Speaking on behalf of Irish Record Factors, Ltd., Michael Geoghegan told *BMW*: "Our most successful releases this time should be 'Christmas Candles' (Fontana), by Maisie McDaniel, and 'Mary's Boy Child' (RCA), the Harry Belafonte record that is assured of an honored place in the all-time seasonal hits.

Brendan O'Dowda, one of the best known native Irish singers and one of the foremost interpreters of Percy French, thought he had unearthed most of the composer's works until he discovered hitherto unknown material in the British Museum some time ago. A number of the songs are included on O'Dowda's latest LP, "The World of Percy French," released recently on the Columbia label by EMI (Ireland) Ltd.

C.&W. Hits

Next year's top 10 disks are likely to be influenced strongly by this year's buying trends, which favored many country music sides. Right now, Marty Robbins heads the Irish chart with "Devil Woman," a feat achieved largely by the generous air time it received. And yet originally Radio Eireann placed a ban on broadcasting of the disk.

Johnny Tillotson and Claude King also have potent c&w sides in the hit parade currently. Country music—always an integral part of the Irish scene—is becoming increasingly in demand, mainly because of the consistency of such artists as Jim Reeves, Johnny Cash and Hank Locklin, all of whom have succeeded in gaining new admirers via a flood of well-produced disks. Carl Belew's first release here, "Hello, Out There" (RCA), is a typical example.

'Jingle Bell Rock'

The Chubby Checker-Bobby Rydell single, "Jingle Bell Rock" (issued last year on Columbia), is now available on Pye's newly acquired Cameo-Parkway label. John Woods, chief of Pye here, reports that the recent batch of 20 new Golden Guineas is moving extremely well, particularly, "All the Hits by All the Stars," a 12-tracker that includes "Mashed Potato Time," "The Wah Watusi," "Gravy" and other notable singles. The biggest impact in the Christmas market is being made by "Hark the Herald Angels," which also sold well last year.

FRANCE

Bossa Nova Is Talk of the Town

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

The bossa nova is still the talk of the town. Latest LP's are: "Jazz Samba Bossa Nova" by Charlie Byrd (Riverside Fontana) and "Bossa Nova" by Joao Gilberto (Odeon). So far the only bossa nova record that has really taken off is Stan Getz's "Desafinado." "Faits pour s'aimer," French version of Desafinado, has three new vocal cover versions by Richard Anthony (Columbia), Harold Nicholas (Barclay) and Les 3 Menestres (Philips). Other name artists are trying to cash in on the new fad with original

titles such as "Limbo Bossa Nova" by Dario Moreno (Fontana) and "Dona Rosa" by Los Machucambos (Decca).

Though not yet selling strongly enough to appear on the French chart, these records are grabbing a lot of action: "Sheila" by Lucky Blondo (Philips) and "A quoi ca sert l'amour" by Edith Piaf (Columbia).

That & That

Freddy Cannon will soon promote his first record by EMI. . . . Sales of jazz records continue to grow. Polydor issued a collection of authentic Blues recordings called "This Is the Blues," comprised of 10 EP's devoted to Lightning Hopkins, Roosevelt Sykes, Rosetta Howard, Ollie Shepard, etc.

Signings

Fourteen-year-old Minou Drouet (Barclay), Les Bourgeois De Calais (Pathe), Johnny Taylor (Vega), Dupont Et Ponde (Festival), Jamy Olivier (Philips) and Mike Shannon (Pathe).

GERMANY

The 14-Year Saga Of Max Greger

By JIMMY JUNGERMANN
102 Ismaninger Street, Munich 27

Munich's Max Greger started his band 14 years ago. Today it is known all over Europe. The ork toured the USSR for six weeks in 1959. All 36 concerts in Leningrad, Moscow, and spas at the Black Sea, and other cities were sold out. At this time the Russian tune "Midnight in Moscow" was very popular in Russia. Greger recorded it for Polydor, and it became a German hit. When Kenny Ball made another record, "Midnight in Moscow" became a world hit. The Greger ork records for the Ariola label now. On three new albums Greger and his band play standards from the States and from Germany.

Visitors

Pat Boone visited Hamburg for talks with the Teldec. . . . Little Richard and Fats Domino guest starred in the Star Club in St. Pauli near Hamburg.

Germany's No. 1 musical show composer is Lotar Olias. His third hit musical in a row is sold out at the "Operettenhaus" in Hamburg. The musical is titled "Heimweh Nach St. Pauli" and features Germany's top ballad singer Freddy Quinn.

The London label issued Billy Vaughn playing "Someone" and "The Hucklebuck" and the String-a-Longs with "My Blue Heaven" and "Replica." . . . Roy Orbison singing "Workin' for the Man" and "Leah," and Pat Boone with "Ten Lonely Guys" and "Lover's Lane." The "Ten Lonely Guys" record, by the way, has on the label 10 authors: Feldman, Goldstein, Gottehrer, Elgin, Rogers, Edwards Jr., Weis, Adams, Farrell and Lewis.

HOLLAND

Concert & Disks Push Bossa Nova

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

Bossa Nova getting play here. Charlie Byrd's Trio with Zoot Sims and the Les McCann Trio arrived after a successful tour through Scandinavia. With them was Allan Bates from Interdisc and Fred Burkhardt from Philips,

Baarn. For Philips, Dutch jazz-singer Rita Reys recorded "Slightly Out of Tune," the American adaptation of Jobim's "Desafinado," coupled with "One Note Samba." Bovema's Liberty label, with the current Bossa-Nova invasion in Holland, released "Desafinado" in Julie London's vocal version as "Slightly Out of Tune." Anneke Gronloh left from Schiphol for a five-week tour through Malaya with the Dutch Swing College Band. She received another gold record for 100,000 copies of "Paradiso" (Dutch version on the Philips label. In Singapore a third gold record is waiting for Miss Gronloh for 50,000 copies of an EP of Malayan songs.

Publisher News

Basart snared some hit songs from America, England and Germany. From America they acquired "He's a Rebel" and "Only Love Can Break a Heart." From England they got "Telstar," from Germany "Die Grosse Nummer Wird Gemacht," "Tabu," "Monsieur" and "Ohne Krimi Geht Die Mimi Nie Ins Bett." Basart succeeded in acquiring the Ray Charles country hit, "Careless Love," released over here on ABC Paramount.

Among the new jazz releases from Artone are the Basie album with his "Kansas City Seven" and the Benny Carter orchestra LP (Impulse).

ISRAEL

Russian Artists Draw Packed Halls

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

Jacob Flier, noted Russian pianist, left this country after a most successful concert and recital tour of two weeks. Israelies also stood half the night outside the Mann Auditorium to get tickets for the forthcoming recitals and concerts of violinist Igor Oistrach, arriving ten days later.

Added concerts (with the Israel Philharmonic) and an additional recital, are a direct result of the great artist's prestige and popularity, though some were confused, not knowing that Igor is not David. Oistrach performed the Mendelssohn and Tchaikovsky concerti.

ITALY

Weekly Magazine Forms Disk Club

By SAM'L STEINMAN
Piazza S. Anselmo, Rome 0803

A rival to the Reader's Digest-RCA recording club tie-up has been worked out by Epoca, a weekly color magazine, and Philips. The series, entitled "The Giants of Music," features the works of eight classical composers. A coupon from any issue of Epoca entitles the reader to buy six LP's in a special case of \$21.45. Agencies selling the disks are located throughout the country and they are available by mail.

The TV rights to the Garinella-Giovannini musical, "Rinald on the Battlefield," starring Domenico Modugno and Della Scala, brought \$40,000. . . . Ricordi's release of "The Longest Day" sound track was distributed free to ladies at the Rome and Milan premieres. . . . Cetra Quartet has once again switched labels, going to Polydor.

Current standings in Canzonissima competition are "When,

SPEAKING OF MUSIC



Whether your musical category is Rhythm and Blues, Country and Western, Pop or Classical, the melody is a familiar one. Each of the many clients that call on us for custom pressing has a different type of sound. We can speak the language of them all . . . and yours as well. Just call or write: New York 19, New York, 799 Seventh Avenue, Circle 5-7300 ■ Chicago 11, Illinois, 630 N. McClurg Court, Whitehall 4-6000 ■ Nashville 4, Tennessee, 804 16th Avenue South, Alpine 4-5578 ■ Los Angeles 48, California, 8723 Alden Drive, OLeander 5-5277:

COLUMBIA RECORD PRODUCTIONS

©COLUMBIA; MARCAS REG. PRINTED IN U.S.A.

When, When," "Heaven in a Room," "Tango of Jealousy," "Ballad of a Trombone" and "Tied to a Grain of Sand." . . . Marisa Rossi and Angelo Rega have won a first disk competition and their songs will be on Ideal.

Lots of madison, Lucca Quartet and Chakachas, for example, and plenty of twist, Johnny Hallyday p.a. and TV appearances, but bossa nova is slowly but surely taking over. . . Primary has issued a disk based on Southern Music's hit, "A Cry of Love From the Berlin Wall." . . . Marino Marini is scoring a success in his current concerts in Warsaw. . . On occasion of Della Reese's visit to Italy, RCA released two numbers based on Chopin music. . . Three new Sergio Bruni disks have been released simultaneously by Voce del Padrone. . . Graz, lots!

Chile, Peru, Venezuela and Columbia. "Melodies of Agustin Lara," played by Cuco Valtierra and his orchestra, is being issued by Odeon of Brazil and Argentina, and Musart's best selling "new wave" singer Angelica Maria, as well as Carlos Campos and his popular dance orchestra, will appear in the Odeon catalog of Brazil. Musart will issue in Mexico two LP's by Joao Gilberto, Brazil's leading bossa nova expert.

On his first visit to Mexico, Guido Rignano, general director of Ricordi Records, Milan, made many personal contacts with the Mexican record industry for local

pressing and distribution of his catalog.

During the two days he appeared at the National Auditorium, Paul Anka recorded at the studios of RCA Mexicana a Spanish version of his current U. S. hit "Eso Beso." . . . Two executives from the record industry of Colombia visited Mexico: Jose Botero, sales manager of Codiscos, representatives of Musart, and Hernan Restrepo, artistic director of Sonolux, associated company of RCA. On December 3, Goddard Lieberman, president of Columbia Records, presided over the annual meeting of the board of administration of Columbia in Mexico. Vice-president Peter De Rougemont was also present.

NORWAY

Iverson Makes Push for EP's

Espen Eriksen
VerdensGang, Oslo

Diskery Egil Monn Iversen A/S attempted an increase in EP sales in Norway when they introduced their new label, Golden Ten, which will be sold in retail for 10 Norwegian kroner. The normal price for EP records in this country is 14

Norwegian kroner (\$2). The price on 45 single records is eight kroner. Sales of EP records in pop music has decreased alarmingly in the last year. EP's still hold specialty areas like children's records, classic music, etc.

Repertoire of the new label Golden Ten will include old masters previously issued on 45 singles, and the artists that will perform on the first 10 Golden Ten records include: the Monn Keys, Arne Bendiksen, Per Asplin, Ase Thoresen, Solvi Wang, Ashild, Helgevd, Tiger Town Jazzband, Arve Opsahl, the Key Brothers and American c.&w. singer Howard Vokes. The latter are from various masters bought directly from the U. S. and

JAPAN

Wave of Bossa Reaches Japan

By J. FUKUNISHI
108 Kakinokizaka, Meguroku, Tokyo

Nippon Victor released "Eso Beso," by Paul Anka, November 20, which is the first bossa nova styled song in Japan. On its heels come the Sonny Rollins album of bossa nova and two LP's "Benny Goodman in Moscow" from the label.

Official Family

At the shareholders' meeting held November 19, Nippon Victor announced re-shuffle of its executives. K. Nomura, president, resigned, as did a number of directors. M. Momose was promoted to presidency, while K. Matsushita, of the parent company, Matsushita Electric Company, assumed the position of chairman. Victor formally opened its second pressing plant built in Yamato City, one hour from Yokohama, November 16. The new plant is equipped with 24 automatic press machines and can produce 300,000 LP's monthly.

Toshiba Records (EMI) also re-shuffled its executives November 5 with only one or two directors remaining in the same positions.

Nippon Columbia's total sales for the first fiscal six months of 1962 (March 21 to September 20) were \$25,074,528, including records, phonographs, radios, TV's and other merchandise which indicates an increase of 11.2 per cent over the preceding term. The net profit is \$1,632,186 with a dividend of 16 per cent per annum. Record sales involved are \$5,360,000. At the same time Columbia announced the merger of Denon Corporation which is a well-known manufacturer of professional studio tape recorders and electric communication apparatus in Japan. Columbia is marketing a stereo album, "Marty After Midnight," in conjunction with Marty Robbins' arrival shortly expected.

MEXICO

Acosta of Musart To Press Locally

By OTTO MAYER-SERRA
Apartado 8688, Mexico City

During his six-week trip through South America, Guillermo Acosta, artistic director of Musart Records, sets the local pressing of many of his Mexican recordings. Among them, the latest LP of Luis Arcaraz, with orchestra and chorus, will be issued by EMI in Argentina, Brazil,

INTERNATIONAL BUYERS & SELLERS EXCHANGE

A convenient international directory of companies now offering their experience, facilities and services for the sale, distribution, exploitation or manufacture of products in the music and phonograph record field.

ARGENTINA

We Are Proud to Represent
**TIME RECORDS
JUBILEE RECORDS
HICKORY RECORDS**

in
**ARGENTINA, URUGUAY
and CHILE**

Now located in our new offices with greater facilities to serve you

TONODISC S.R.L.
15 de Noviembre 1287
Buenos Aires, Argentina

ENGLAND

COUNTRY & WESTERN MATERIAL WANTED FOR ENGLAND & CONTINENT

Many first-class Country & Western songs are never heard in England because of lack of enthusiasm and competent representation.

Am interested in publishing rights from small firms in the U. S. that have C.&W. music and recordings. I can place your material with record companies here and on the Continent.

I have the reputation, the know-how and the contacts. If your song is good, I'll get it recorded. If you have a good record, I'll get it released and will promote it. I won't cover it as others do.

Philip R. Solomon
52 Gloucester Place
London W.1, England

SWEDEN

Experienced Publishers all over the world place their big hits with

GEHRMANS

Prominent Publishers of Pop Music in Scandinavia for over 50 years!

Carl Gehrman Musikforlag
Vasagatan 46—PO 505 B
Stockholm 1, Sweden

GERMANY

PAUL SIEGEL (BERLIN-NEW YORK), PRODUCER OF TELEFUNKEN-DECCA (Teldec) Records. Disc Jockey: Radio Berlin (SFB). Music Publisher: Hi-Fi Musikverlag GMBH. Cable: Symphynrex Berlin. Telephone: Berlin 247029. Address: Tauentzienstrasse 16, Berlin W30, Germany.

UNITED STATES

RECORDS FOR EXPORT
All American brands combined in one shipment.
ELTRON EXPORT COMPANY
122 Broad St., New York 4, New York

BURMA

Record Labels • Publishers
New Profit Areas Opening Up!!

We seek pressing rights, especially for U. S. labels, in the Union of Burma, Pakistan, India, Ceylon, Malaya, Singapore, Thailand, Laos, Cambodia, Vietnam, Indonesia and Hong Kong.

We also seek working arrangements with music publishers since we can register your material with the Government, thus preventing infringement. As your agent, we offer you full representation on a non-profit, cost basis.

Our pressing plant begins operations in February, 1963. May we serve you in this new area of opportunity?

Write in confidence to:
Mr. Zaw Yee, Chairman
Zaw Yee & Company, Ltd.
P. O. Box 833, Rangoon, Union of Burma
Cables: NUZAW RANGOON

TROUBADOUR RECORDS
Established 1948

We Have • A modern, fully equipped pressing factory. • Fully equipped up-to-the-minute recording and dubbing studios. • Nationwide distribution throughout the Republic of South Africa, East Africa and the Federation of the Rhodesias and Nyasaland.

We Offer • All we have! We will record, press, sell and promote your interests on this Continent. • Master recordings of African music on a royalty basis.

We Want • Master recordings on a royalty basis. • Of Folk, Country and Western, Latin American, Sacred, Educational, Juvenile, Novelty, Gimmick, etc., etc. • Any propositions covering the recording, processing and selling of records.

Write now to:
TROUBADOUR RECORDS (PTY.) LTD.
TROUBADOUR CORNER
Cor. Browning & Wolhuter Streets
WOLHUTER, JOHANNESBURG, S. Africa
Cable: "Troubadour" Johannesburg

RECORDS
Manufacturers' representative. All American brands, low prices; speedy, accurate shipments. Special closeout offerings. Also television, phonographs, radios.

CARDINAL EXPORT CORPORATION
135 W. 29th St. New York City 1

ENGLAND

IN ENGLAND Advertise in the NEW MUSICAL EXPRESS to reach your best record buyers

For information write
NEW MUSICAL EXPRESS
23 Denmark Street
London, W.C. 2, England

SPAIN

REACH THE SPANISH MARKET "DISCOMANIA" goes to the world of music and records.

Contact: RAUL MATAS
Au Jose Antonio, No. 32
Madrid 13, Spain

UNITED STATES

AMERICAN RECORDS — LEADING SPECIALIZED exporter of phonograph records and pre-recorded tapes offers all brands at competitive prices. Fast delivery. Efficient service. Albert Schultz, Inc., 116 W. 14 St., New York 11, N. Y.

GENERAL

CLASSICAL ALBUM PRODUCT

For 25 years we have served English Decca as their agent. Now they are inaugurating their own distribution outlet and it becomes possible for us to take on representation for a classical album manufacturer. We will import from the U.S.A. We will not want to manufacture locally. Thus your firm will have complete control over product sold.

Send catalogs, supplements and FOB Los Angeles prices. LP samples may be sent airfreight collect, if you wish.

Contact, in confidence:
MR. M. E. ISAAC
E. S. Isaac Co.
168 A. Cecil Street Singapore, Malaya

NEED DANCE TEMPO RECORDS

I have exclusive contract with European Exchange System to conduct ballroom dance classes throughout Germany for U. S. Military Personnel and their dependents. Am currently enrolling over 1,000 students per month. It is very difficult for my students to obtain records providing strict tempos for dance practice. What they need is not generally available through U. S. Exchange System. Am seeking U. S. manufacturer who can supply me with product, both albums and singles. Have both adults and teen-agers as students, so require cha-chas, mambo, rumba, waltz, fox trot, etc., as well as the twist, fly, watusi, chicken, slop, hully gully, etc.

Prices, suggestions may be confidentially supplied to Miss Lyn Wescott, 35 Herman Strasse, Frankfurt Am Main, West Germany.

ONE MORE PUBLISHING COMPANY

To be represented by New York top veteran expert of highest reputation with best connections on a monthly retainer fee plus expenses.

Box 458, Billboard Music Week
1564 Broadway New York 36, N. Y.

U. S. RECORD COMPANY DESIRES ADDITIONAL distributors throughout the world. Write Box 461, Billboard Music Week, 1564 Broadway, New York 36, N. Y.

FOR INFORMATION

You can reach the U. S. and World-Wide Music-Record markets regularly, effectively and at very low cost in these columns.

For information contact:

<p>THE AMERICAS</p> <p>MEXICO: Dr. Otto Mayer-Serra, Apartado 8688, Mexico City PUERTO RICO: Anthony Contreras, 26 Gertrudis St., Santurce VENEZUELA: Clemente Vargas, Jr. Radio Caracas Av. Paez, El Paraiso, Caracas BRAZIL: Mauricio Quadrio Billboard Music Week Rua Visconde da Gaves, 125 Rio de Janeiro ARGENTINA: Ruben Machado Billboard Music Week Lavalle 1783, Buenos Aires CHILE: Ricardo Garcia Radio Minería, Moneda 973, Santiago</p>	<p>ASIA & PACIFIC</p> <p>AUSTRALIA: Brian Nebenzahl P. O. Box 418, North Sydney HONG KONG: Carl Myatt 27 Estoril Court, Garden Road JAPAN: Robert Wynn 521-2 Chome, Sihimo Meguro Meguro-ku, Tokyo NEW ZEALAND: Fred Gebbie P. O. Box 5051, Auckland PHILIPPINES: Luis Ma Trinidad 264 Escolta, Manila</p>
--	---

EUROPE

Arthur Rosett, European Director
44 Curzon St., London, W. 1
GROsvenor 7496

ITALY: Samuel Steinman
Piazza S. Anselmo 1, Rome

Frank Lupino Jr., International Director,
Billboard Music Week, 1564 Broadway, New York City 36

ADVERTISING RATES INTERNATIONAL EXCHANGE

CLASSIFIED: Per line, \$1. Minimum 4 lines per insertion.
DISPLAY: Per inch, \$14. Minimum one inch.
Above prices are for one insertion in one issue. Cash With Order, Please.
Lower rates for 12, 26 or 52 insertions in a one-year period.

never issued in Norway before. Singer Odevar Sanne, who has been singing in the vocal quartet the Monn Keys the last 15 years, will be launched as a single artist in Norway this week. He will record for the Triola label the two songs "Quando, Quando, Quando" b/w "Rosalie." The latter is the Norwegian version of the Nat King Cole hit "Ramblin' Rose."

Norsk Phonogram A/S (previously Philips) introduced a children's contest to promote sales of children's records before Christmas, and has already had an enormous response from all over the country. The prizes, 1,000 children's records. Drawing will be held this week.

SPAIN

Madison New Fad In Clubs & Disks

By RAUL MATAS

32 Av Jose Antonio, Madrid 13

It's madison time in Spain. Two years ago the local label Zafiro (owned by Luis Sagi Vela) launched "The Madison" recorded by Billy Wade, probably the first madison released in Spain. Now every night at the Castellana (Hilton) a group of girls teach the dance while Quique Roca, the Argentinian drummer, and his group do the same at Micheleta. Roca is considered one of the best selling combos here. TV is using much madison programming.

when answering ads . . .

Say You Saw It in Billboard Music Week

Augusto Alguero has just recorded for Belter songs from the Mediterranean Festival and two Spanish pictures ("Dona Rocio de la Mancha" which stars acting and singing juvenile Rocio Durcal) and "Vuelve San Valentin." Alguero has also done a special version of Buck Ram's "Only You" in flamenco with Andalusian flavor. The record will be released soon in U. S.

A new publishing firm has been formed here. Aberbach S.A. will represent Hill & Range songs. . . . Bossa nova will have strong representation in France. Sacha Distel is championing the new cause with a jazz LP, and Marpesaa Dawn sings "One Note Samba" on Iberofon.

SWEDEN

Only 10 Out of 350 Home-Made

By HENRY FOX

Kungsgatan 56, Stockholm

This year more than 350 jazz records were released here. But out of these only 10 were of Swedish origin. Some of the new LP's are: Lasse Lystedt's quintet on Jazz Records. Except Benny Golson's "Blues On Down" all are the tunes written by the pianist Bernt Egerblad. . . . Jan Johansson recorded an LP called "Innertrio." The label Megafon.

The Spotnicks, who had a hit in England with their last record, are trying again. This time it's "Gamla spinnrocken" (Old Spinning Wheel). Goingefflickorna, who started with a big hit "Kara mor" (Dear Mother) has recorded "White Christmas." Alf Hande, a songwriter, has made his first record called "Astronaut till hast" (Astronaut On a Horse).

Artists, Mfrs. Combine for Benefit Album

GENEVA—Seven of the world's record companies and 14 disk stars are co-operating by donating exclusive rights for two years to material to make up the "All Star Festival" LP which the United Nations High Commission for Refugees has prepared (BMW, November 17).

It will be released to the public at the end of February on a world basis. Yul Brunner was spokesman and special consultant of UNHCR,

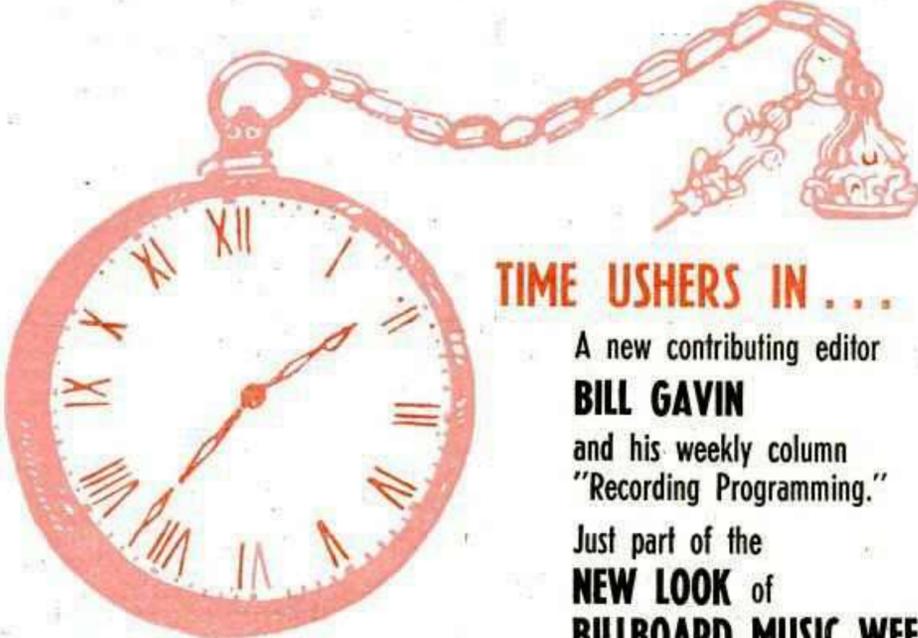
who was also chairman of the disk selection panel and has been working on the project for two years.

The disk firms and artists who have agreed to participate are Project Records: Bing Crosby, Louis Armstrong; MGM Records: Ella Fitzgerald, Maurice Chevalier; Capitol: Nat Cole; American Columbia: Doris Day, Mahalia Jackson; Philips (with Mercury): Yves Montand, Nana Mouskouri, Patti Page, Los Paraguayos, Anne Shelton; EMI (Paris-Marconi): Edith Piaf; Teldec: Catarina Valente.

Net proceeds will be used to help refugees helped by UNHCR. Part of the funds will also be devoted to work carried out by the United Nations Relief and Works Agency for Palestine refugees. (As reported

in BMW last month, Philips is handling the marketing on a world basis.)

LONDON—A plea to the British government to waive the substantial purchase tax levied on disks in the case of the United Nations refugee benefit LP, "All Star Festival," was made in Parliament by Lord Astor. Speaking in a debate on refugee matters, he pointed out that as the proceeds were going to refugee funds it would save the national exchequer money, as the government might otherwise have to make up Britain's contribution to the United Nations' fund. "Above all it would give an example for other countries to follow," he said.



TIME USHERS IN . . .

A new contributing editor
BILL GAVIN
and his weekly column
"Recording Programming."

Just part of the
NEW LOOK of
BILLBOARD MUSIC WEEK

Coming January 5

MR. R. L. BRIGHT, *General Manager*
Radio Station WRMF, Titusville, Florida

is a
pleased programmer

"I would like to express my feelings about RSI. It began at a time of upset in the broadcast field, and was the one solid arrangement for recordings for many of us to turn to.

"After the situation on acceptance of free recordings had settled down once more, we at WRMF kept RSI, because it still filled the need of getting ALL the popular recordings. We are one of your charter subscribers, and expect to continue our participation in your service."

Thank you, Mr. Bright. While more than 700 radio stations utilize RSI services, there are still many who probably have programming problems with which RSI can help. This message is directed to them.



For details on the record programs available from RSI for broadcasters, write:
MISS CAROLINE COLLETT, General Manager



RECORD SOURCE INTERNATIONAL

1564 Broadway

New York City 36

one in a series

CBS HEAD DECLARES:

Radio, TV, Records Play Roles
In Bringing Art to the People

HANOVER, N. H.—Radio and TV, as well as the technical strides made by the record industry since the launching of the LP disk, have been key factors in closing the gap between fine art and popular mass entertainment. So stated Dr. Frank Stanton, president of CBS, during a "Great Issues" talk here at Dartmouth College on November 26.

"The proliferation of standard radio stations, the increase of FM operations, the economic revolution in radio—all these factors have put music back into radio," said Stanton. "Fragmentation of the audience has made it possible for many stations, particularly FM to devote the major segments of their schedules to serious music, creating and broadening public awareness of it.

Television, though more sporadically, has also made the public aware of the pleasures of listening."

TV Did It

Stanton cited the strong reception accorded the New York Philharmonic during its recent tour which, according to the CBS president, was largely generated by the Philharmonic's TV appearances.

"I doubt," said Stanton, "if awareness of the Philharmonic extended much beyond the Hudson 50 years ago."

The "cultural explosion" in this country has been "immeasurably" aided by the LP, Stanton, whose company is the parent of Columbia Records, pointed out. He told the Dartmouth audience that the average cost, per minute of playing time, to the Dartmouth Class of 1939, for a recording of Beethoven's "Eroica" was 25.2 cents, or about

Jockey Jamboree
For Film Re-Runs

NEW YORK—An all-day "Disk Jockey Jamboree" was staged by Columbia Pictures at the Criterion Theater here December 1 in connection with a special re-run booking of a pair of Columbia's strongest musical films, "Pal Joey" and "Eddie Duchin Story."

A trio of deejays—WNEW's Wally King, WNBC's Jim Lowe, and WINS' Murray "The K" Kaufman—acted as host for the promotion, spinning records, greeting fans, doing the autograph bit, and presenting free recordings of the "Duchin Story" theme to the lobby audience.

\$14 for the album version in 78 speed. Today, an LP version of the symphony can be had for about \$4.

Though mass media such as radio and TV have helped create a situation in which "cultural activity is no longer split into two isolated levels of the population . . . the few at the top, and the many at the bottom," Stanton voiced a warning that too much of a good cultural thing can lead to broadcast problems.

Pacing Problem

"There is, for example, the problem of pacing the interpolation of serious and minority-interest programs in a schedule that must on the whole appeal to much greater numbers," he said.

"One program in the schedule affects adjacent programs, and if we broadcast a program of high cultural value but limited interest, our audiences do not shrink just

for that one program but for those following it. And they do not come all the way back during the same period the next week.

"Unless we handle this phenomenon with great caution, we could get into sufficient economic trouble to discourage us from doing any experimental or limited-interest programs."

Station Servicing
Idea Blossoming
In San Francisco

SAN FRANCISCO — Causing considerable talk in West Coast radio is an unusual programming service inaugurated in San Francisco during the late summer and which has already branched into two markets.

Ted Randal, formerly of T-R Productions, this city, founded his new office to offer skilled "Top 40" type record programming to stations. Randal and his associates supply the most popular 40 tunes to the stations, schedule their programming, advise them as to "comers" and when to remove previous records from their schedules.

Though it has been operating in Northern California for only three months, Randal is opening his first branch office in early December in Los Angeles. He will manage this himself, and has appointed long-time deejay Dick Moran to manage his original office here.

Moran has spent the past two years as morning man on the "Moose Moran Show," KNEW, Spokane, Wash., and before that was with KFBI in Wichita, and program director of KOIL, Omaha.

Ted Randal Enterprises today services 13 stations, including one in Sydney, Australia. KRIZ, Phoenix, Ariz., is expected to be added in early December, and perhaps one or two more.

To a great extent, the success of music programming of this nature depends on the personality of the deejay, according to Moran. In fact, he is "primarily responsible" Moran says, and cites as an example the eminently successful Don Sherwood, KSFO, San Francisco, who does more comment than music.

A screaming voice announcing records does not pay off, because

(Continued on page 43)

NAB's Radio Side
Meets With Admen to
Discuss Commercials

WASHINGTON — The radio echelon of the National Association of Broadcasters met the top men of the Radio Advertising Bureau here last week—presumably to discuss the painful subject of radio commercials.

A joint statement was issued by Frank P. Fogarty of the Meredith Broadcasting Company, Omaha, Neb., and Chairman of the Board of the Radio Advertising Bureau, and Willard Schroeder, Time-Life Broadcast, Inc., WOOD, Grand Rapids, Mich., and Chairman of the Radio Board of the NAB. The statement shed very little light on a matter which has brought warning after warning from the Federal Communications Commission.

Said the echelon spokesmen: "Our meeting provided the opportunity for a healthy discussion of a number of subjects involved in the continuing welfare of radio broadcasting. We believe that the objectives of the meeting were well accomplished and that the membership of our two organizations and all of radio will profit as a result of it . . . we have agreed upon the desirability of maintaining even closer liaison in the future. Naturally we are anxious that both organizations continue to work in the utmost harmony for the benefit of all concerned. . . ."

Focus on the Deejay Scene



SNOWSTORM of some 35,000 L&M cigaret wrappers was generated at WAAF, Chicago, by deejay Marty Faye recently. During Faye's regular early-morning platter show, he made a single mention on five consecutive days of an offer of a free record single in exchange for five L&M wrappers. Mail poured in for 10 weeks following the offer, from a 250-mile radius around the station's base in Chicago. Faye, at left, is seen swamped under a day's receipt of cigaret wrappers. Sizable mail response impressed Faye, the station, the client, and the client's agency, J. Walter Thompson. Station gave out 7,000 records.

VOX JOX

NEW AND IMPROVED: A number of major-market stations and deejays are changing their music formats, providing listeners with new sounds. One such is WABQ, a 1,000-watt daytimer in Cleveland, which has launched a "Tigeradio" revamp of its programming. Director Jack Gibson has scrapped the station's set format of r.&b. and gospel music, and has subbed a trio of swinging deejays on two shifts. The spinners are Ed Wright, Eddie Castleberry and Ron Tiger. Record playlist is now the national top 50, and runs the gamut from Jimmy Reed to Paul Anka. The music programming is back-stopped with live editorials, news, vignettes, community reports and suchlike.

In San Francisco, KYA—a station on which a lot of records have been launched—has dropped its weekly popularity chart and tightened its music programming policy. KYA's new owner, Clint Churchill Jr., has ordered a switch from a "Top 60" to a "Top 30" format, playing only some 50 or 55 records instead of about 100, as before. The station's own pop chart had been distributed to San Francisco record dealers on a weekly basis, but was dropped as being "too expensive," according to management.

In Youngstown, Ohio, free-lance program consultant Mike Joseph has revamped the programming of 5,000-watt WKBN, a station whose signal hits a number of major population centers, as well as the Ohio and Pennsylvania Turnpikes. A 24-hour outlet, WKBN has developed a play list policy now featuring such gimmicks as "The Favorite 50 plus Seven," "The Soaring Seven Singles" and showcases for LP's. Program director of the station (to whom new record releases should be sent, incidentally) is (Swingin') Sweeney, another in a long line of personalities (Alan Freed, Jack Paar, Clay Cole) to come out of Youngstown radio.

THE COLLEGE CROWD: Stu Glassman, who operates a "one-stop" in Milwaukee which handles everything from records to shortwave radio portables, wrote BMW recently to report a new activity. It's a 90-minute weekly show, Fridays 10:30 p.m. to midnight, on WTMJ which "is designed toward the younger listening audience such as high school, college and young adults." Stu's idea in the show "is to present jazz to this audience in the same manner pop record shows are being done."

CHANGE OF SCENE: Bob Morrison has joined KEDD, Dodge City, Kan., as program director and station deejay. He writes that he's in need of records with "the bright, balanced sound." . . . The winter deejay lineup at WTID, Newport News, Va., now includes Greg Jansen, Jack Garrison, Steve Ross and Gary Lawrence. . . . Dutch Walker, formerly of WYND, Sarasota, and Jim Clark, formerly with Armed Forces Radio Service in Newfoundland, have joined the staff at WLCY, St. Petersburg, Fla. Walker is on the midnight-to-dawn trick, with Clark as standby. . . . Keith Allen has been signed as an early-morning deejay at KOOL, Phoenix. . . . Blake Tabor has returned to California as program director of KHUM, Santa Rosa. He writes that "since we are more or less a new station, every courtesy record available will be greatly appreciated."

Buddy Holiday, who's been holding down the early-morning show on WCKR, Miami, has been named program director of the station. . . . Hal Searls has joined WLOL, Minneapolis-St. Paul, as morning personality. He was formerly with WBBM, Chicago and WMCA, New York. . . . Frank Michaels is the new program director for WRYM, Newington, Conn. (an outlet covering the Hartford area). . . . Another new p.d. is Red Carmer, named to the program post at KCKN, Kansas City. . . . Still another is Bob Smith, named program director of WCPO, Cincinnati recently. . . . The deejay lineup at KDAB, a Denver-area station in process of seeking a power increase, now includes Johnny Williams, Ted Atkins and Jack Diamond, with the latter doubling as program director.

DO-IT-YOURSELF DEEJAYS: Those two young Bronx, N. Y. college students who recently shook up the FCC when they started to operate their own unlicensed rock and roll station found a legal slot on the airwaves November 14 in Boston. On that date, the two youths, Joe Marchesani and Tom Luciani, were guests on "Father O'Connor's Jazz Anthology," a jazz-record show heard on WCRB, a good-music AM/FM outlet in Boston. They had been invited to WCRB by Ted Jones, station manager, who heard of their run-in with the FCC and decided to give their program philosophy a public hearing. Said Jones in Boston: "There's a place for boys like this in our industry."

Gadget Tells All On
Buying Radio Spots

NEW YORK — Agencies which buy a lot of spot radio time have had their life made a bit easier by a new time-saving gadget now being distributed by AM Radio Sales, the radio station representative firm owned by Westinghouse Broadcasting.

The gadget is called "AM Radio Expediter," and it consists of four

"tabular wheel computers" (i.e., a type of circular slide rule) bound in spiral book form.

Result of more than six months of research and development, the Expediter gives rapid-fire estimates on spot radio budgets in typical campaigns, retail sales in the top 50 markets, home impressions, cost-per-1,000 and other important time buying factors.

Copies of the Expediter are being distributed without cost to agencies buying broadcast media.

Turn That Dial to Other Stations, Sponsor Orders His Listeners

NEW YORK—The idea of a radio station giving a competitor an on-the-air plug for a music series may sound peculiar—particularly if the station is giving the plug for its own self-protection. But this is precisely what happened in a number of major markets prior to the Texaco-sponsored Metropolitan Opera radio pickup of Saturday, December 1.

The situation resulted from the fact that Texaco had to switch stations in some markets because the operacast conflicted with firmly scheduled local shows. These con-

flicts emerged because Texaco scheduled the evening opera performance, rather than the usual matinee broadcast, to avoid collisions with the end-of-season college football games.

A typical case was that of Nashville, Tenn., where the local network outlet for the opera series is normally WSM. For the December 1 broadcast, however, Texaco bought WSIX instead, because WSM couldn't open up its evening schedule.

Taking no chances, WSM plugged heavily the fact that WSIX was carrying the opera for one night—but that it would be back on WSM the following Saturday.

Jersey Co-Op Hits Stride With Mfrs.

JERSEY CITY—Sound Corporation, local dealer record-buying cooperative, is moving along at a good pace.

Lou Shapiro, chief buyer, said the operation is now getting satisfactory direct service from a number of manufacturers. Members are getting prices which compare favorably with the best deals being offered in the industry, Shapiro said.

More than 40 dealer members are now ordering a substantial amount of their total merchandise through the buying combine.

The monthly membership meeting of the co-op will be held here Tuesday (4) at the Jersey City warehouse and office of the organization.

Columbia Puts Out 3 for Christmas

NEW YORK — Columbia Records has released three new four-track stereo tapes in time for the Christmas sales period. Lead item is the tape version of the sound track of Billy Rose's "Jumbo" which Columbia only recently released on disks.

Other packages features Rudolph Serkin in the Beethoven "Piano Concerto No. 5," with Leonard Bernstein and the New York Philharmonic, and "The Lord's Prayer, Vol. II," with Eugene Ormandy and the Philadelphia Orchestra and the Mormon Tabernacle Choir.

when answering ads . . .

Say You Saw It in Billboard Music Week

APPLY HEAT TO COLD SHOULDER FOR BEN COLDER

NEW YORK—MGM Records has a new gimmick to thaw the icy hearts of radio station programmers reluctant to play the label's "Don't Go Near the Eskimos."

In Cleveland and in Pittsburgh, MGM distributors sent over a supply of Eskimo pies to deejays and station music personnel at stations WHK and KQV, two major outlets which had shied away from the Ben Colder platter.

In addition, managers of the two stations were presented with 25-pound blocks of ice, in the center of which had been frozen a copy of the record. According to MGM, the stunt worked.

PROPOSAL

Stations Must Open All Books

WASHINGTON — Broadcasters and applicants for stations may soon have to make available to their local communities all records and documents on file at the Federal Communications Commission which are open to public inspection.

Under proposed rule making by the FCC, the station's file of records, including application for changes in facilities or transfer, would have to be kept at the main studio or other accessible place for public reference during business hours.

Applicant for a new station would have to keep his records available for public inspection as long as the application is pending. Documents involved in a transfer would be maintained before and after the change in control of the station, with copies for reference made available by both contracting parties. Announcement would have to be made by the station that the file is available.

Atlanta Station WSB Wins 1963 Mike Award

ATLANTA—The 1963 Mike Award, presented annually by the Broadcast Pioneers, will go to Atlanta's WSB. The 50,000-watt clear-channel station is the first Southern outlet to receive the award, which honors pioneer radio-TV stations which "have contributed most to the fine traditions of the broadcasting industry."

Announcement of the award to WSB, which will be made formally on February 25, was made by Ward L. Quaal, Broadcast Pioneers president, and Arthur Simon, president of Broadcasters' Foundation.

FCC May Allow Earlier Start to Daytime-Only AM

WASHINGTON—The Federal Communications Commission may relax a little on the daytime-only AM station time span, and permit starting at 6 a.m. (or local sunrise, whichever is earlier), in localities where there is no unlimited time station. Power of 500 watts and non-directional antenna would be permissible says FCC, in the proposed rulemaking "to resolve the long and troublesome problems of extended hours for daytime AM broadcast stations."

The earlier operation would be on a licensed basis, and would not become effective until three years after adoption of the rule changes. In the interim, pre-sunrise operation from 6 a.m. with 500 watts would be permitted unless complaints of objectionable interference are received.

In areas where there is an unlimited time station, the daytimers could apply for similar licensed authority but would have to prove "exceptional circumstances" to warrant the request. These would be handled on a case-to-case basis.

The FCC would like comment on alternative power suggestions, time of operation, and the delicate question of whether any unlimited time stations should be allowed to operate pre-sunrise with their daytime facilities. Comment is requested by January 28, 1963.

READY-TO-GO PROGRAMMING

Program directors and disk jockeys will find this material a ready source from which to build weekly programming periods. All that's needed are the disks from the station's record library.

BEST TRACKS FROM THE NEW SPOTLIGHT LP'S

These are the tracks selected for disk jockey programming by BMW's reviewing panel as the most outstanding from this week's new LP Spotlights.

POPULAR

DON SHIRLEY PIANO ARRANGEMENTS OF FAMOUS SPIRITUALS—(Cadence CLP 3049, 25049) "Sometimes I Feel Like a Motherless Child"

PEPINO, THE ITALIAN MOUSE AND OTHER ITALIAN FUN SONGS—Lou Monte (Reprise R 6058, R9-6058) "Calypso Italiano"

I LOVE YOU TRULY—Pat and Shirley Boone (Dot DLP 3475, DLP 25475); Medley: "How About You," "I Can't Give You Anything But Love" (ASCAP)

JAZZ

KNOW WHAT I MEAN?—Cannonball Adderley (Riverside RLP 9433) "Venice" (BMI) (2:51)

COUNTRY AND WESTERN

GREATEST BLUEGRASS HITS—Tommy Jackson (Dot DLP 3471, DLP 25471) "Gotta Travel On" (2:49)

INTERNATIONAL

PLAY GYPSY PLAY — Harry Geller (Liberty LMM 13023, LSS 14023) "Tarentella" (Aso Music, ASCAP)

TEMPOS OF TAHITI—Catamaran Seiners (MGM E 4091) "Little Brown Gal" (Bourne, ASCAP) (2:20)

MIDDLE-ROAD SINGLES

Not too far out in either direction, the following singles, selected from the current Hot 100, are the most popular middle-road records of the week. Rank order here is based on relative standing in the Hot 100.

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
1	1	ALL ALONE AM I, Brenda Lee, Decca 31424	11
2	3	MY OWN TRUE LOVE, Duprees, Coed 571	8
3	6	RUMORS, Johnny Crawford, Del-Fi 4188	6
4	4	DESAFINADO, Stan Getz and Charlie Byrd, Verve 10260	11
5	—	GO AWAY LITTLE GIRL, Steve Lawrence, Columbia 42601	—
6	11	DEAR LONELY HEARTS, Nat King Cole, Capitol 4870	5
7	5	ONLY LOVE CAN BREAK A HEART, Gene Pitney, Musicor 1022	13
8	9	I CAN'T HELP IT, Johnny Tillotson, Cadence 1432	7
9	16	RUBY ANN, Marly Robbins, Columbia 42614	4
10	2	GINA, Johnny Mathis, Columbia 42582	12
11	8	NOTHING CAN CHANGE THIS LOVE, Sam Cooke, RCA Victor 8088	11
12	—	YOUR CHEATING HEART, Ray Charles, ABC-Paramount 10375	—
13	10	WHAT KIND OF FOOL AM I, Sammy Davis Jr., Reprise 20048	15
14	18	MARY ANN REGRETS, Burl Ives, Decca 31433	6
15	12	MAMA SANG A SONG, Stan Kenton, Capitol 4847	9
16	7	CLOSE TO CATHY, Mike Clifford, United Artists 489	13
17	20	MY DAD, Paul Petersen, Colpix 663	4
18	14	LOVERS BY NIGHT, STRANGERS BY DAY, Fleetwoods, Dolton 62	9
19	15	MAMA SANG A SONG, Walter Brennan, Liberty 55508	7
20	13	I LEFT MY HEART IN SAN FRANCISCO, Tony Bennett, Columbia 42332	18

YESTERYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land 5 years ago and 10 years ago this week. Here's how they ranked on Billboard's charts then:

POP—5 Years Ago December 9, 1957

- You Send Me, S. Cooke, Keen
- Jailhouse Rock, E. Presley, RCA Victor
- Raunchy, B. Justis, Phillips Int'l
- April Love, P. Boone, Dot
- Chances Are, J. Mathis, Columbia
- Woke Up Little Susie, Everly Brothers, Cadence
- Silhouettes, Rays, Cameo
- Peggy Sue, B. Holly, Coral
- Rock and Roll Music, C. Berry, Chess
- Be-Bop Baby, R. Nelson, Imperial

POP—10 Years Ago December 6, 1952

- Why Don't You Believe Me! J. James, MGM
- It's in the Book, Paris I & II, J. Standley, Capitol
- Glow Worm, Mills Brothers, Decca
- I Went to Your Wedding, P. Page, Mercury
- You Belong to Me, J. Stafford, Columbia
- Keep It a Secret, J. Stafford, Columbia
- Takes Two to Tango, P. Bailley, Coral
- Jambalaya, J. Stafford, Columbia
- Lady of Spain, E. Fisher-H. Winterhalter, RCA Victor
- Because You're Mine, M. Lanza, RCA Victor

RHYTHM & BLUES—5 Years Ago—December 9, 1957

- | | |
|--|--|
| <ul style="list-style-type: none"> You Send Me, S. Cooke, Keen Jailhouse Rock, E. Presley, RCA Victor Silhouettes, Rays, Cameo Raunchy, Bill Justis, Phillips Int'l Raunchy, E. Freeman, Imperial | <ul style="list-style-type: none"> Little Bitty Pretty One, T. Harris, Aladdin Rock and Roll Music, C. Berry, Chess Peggy Sue, B. Holly, Coral Woke Up Little Susie, Everly Brothers, Cadence My Special Angel, B. Helms, Decca |
|--|--|

Station Servicing

Continued from page 42
radio depends largely on the personal approach, Moran says. The deejay sells the goods that brings the station its profits. The presentation and selection of records is important and must be handled with care, Moran says.
"But," he adds, "the total overall rating of a station at any given time segment depends on the deejay even more than the music he plays."

more than




MINUTEMAN IN NASHVILLE . . .

MARK-CLARK BATES
heads up new Billboard Office for on-the-spot coverage of the Nashville recording industry.

Just part of the
NEW LOOK of
BILLBOARD MUSIC WEEK

Coming January 5

EIA OK's a 'Hi Fi' Definition

SAN FRANCISCO—The Electronics Industry Association has reached tentative agreement on a proposed new definition of high fidelity, to be used as a base for the marketing of phono products.

The definition would set forth actual minimum standards of frequency response and power output, and would apply only to packaged phonograph units.

The new definition, which was not officially released, was adopted by a 17 to 3 vote of manufacturers attending EIA's annual mid-winter meeting here last week. Next step will be the presentation of the proposed definition to the Federal Trade Commission, which had asked EIA to come up with a yardstick for determining what could be called and advertised as high fidelity. If FTC adopts the proposal, it would become effective with models in 1965 product lines to be introduced in the summer of 1964.

Range Described

In essence, it was learned, the definition states that in order to qualify as high fidelity, a unit must have a frequency response in the range of 100 to 8,000 cycles and be reasonably constant.

The music power (amplifier output) rating would be no less than five watts but this could be split among two channels. This was admittedly a loose definition and one which did not satisfy all those in

attendance at the session. However, it was looked upon at least as a start and "something we could live with," according to EIA consumer products division chairman, Morris Sobin.

On another front, a plea was made here to the nation's radio receiver manufacturers to support the more than 70 per cent of the country's stereo broadcasters now in financial difficulty.

Ads Would Help

Gary Gielow and James Gabbert, co-owners of KPEN-FM, San Francisco, suggested that set manufac-

turers advertising on FM stereo in increased amounts could be a partial answer to the problem.

In connection with the setting of standards, the EIA recently was told that steps should be taken to develop a system of measuring and rating loudspeaker quality. At a Chicago meeting two weeks ago, William H. Bingham, of Hawley Products, Chicago, told a meeting of the EIA Loudspeaker Industry Congress that the future of the loudspeaker industry looks "grim indeed" unless loudspeaker quality is improved.

FTC Looking in as Hit LP's Take Price Beating

• Continued from page 5

Moods of Belafonte," among many others, were offered at \$1.47. Singles were pegged at 47 cents for the week.

The Stern ad carried the candid statement, "Please, no dealers or distributors. Limit one of each selection to a customer for these astounding record values."

On the other side of the fence from Stern's and Alexander's were

two lone-time discounting opponents, Sam Goody and Korvette's. Korvette record buyer Dave Rothfeld, reached at the grand opening of a new store in West Orange, N. J., called this type of deep discounting and the publication of specified quantities employed by some stores as "sheer idiocy, particularly under present conditions."

Sees No Sense to It

"There's just no sense in going wild right now. These albums are going so big, it just doesn't make sense. It's ridiculous to limit quantities because you simply kill off your sale for the rest of the day after you get rid of the small quantity in the first hour or so. We're selling both these albums for \$2.74."

Goody said: "There's no specific law against a loss leader so if a store wants to do this, I guess they are within their rights. I think manufacturers should sue stores who cut prices like this for destroying the value of their product, and I think the whole thing is ridiculous. We've been selling both those big ones for \$2.98 and on spot sales at \$2.79. We may have to go a little lower but certainly not like the others."

Wild Clamor

In connection with the Alexander's sale, it was learned that on the opening day Monday (26) crowds were near a riot stage at several stores, as customers clamored for copies of the two albums.

Many items in the store were broken during the melee, observers reported. On the Stern's front, the president of the store called the Cadence office in a personal plea for a mass direct shipment to keep up with the demand for "The First Family."

The star of the album, Vaughn Meader, who a year ago was working at Stern's as a stock clerk at \$1.25 an hour, was scheduled to make a personal appearance in the record department there Monday (3).

SETS DATES FOR ATLANTA SHOW

ATLANTA—Next August 4-8 have been selected as dates for the Southeastern Music and Home Entertainment Show, according to G. Duncan, president of the show organization. Locale for the five-day event will be the Atlanta Merchandise Mart. The success of the first such event this past year has resulted in an advance commitment for 21 per cent of the available exhibit space, Duncan said.

THE
EQUIPMENT
SCENE

By David Lachenbruch BMW Contributing Editor Managing Editor, Television Digest

MORE PEOPLE WILL BE BUYING more phonographs for more money next year. In fact, phono sales may well set an all-time record in both units and dollar volume. At least, that's the way leading manufacturers size up prospects for 1963.

Phono sales started off quite sluggishly this year, running well behind 1961 for the first five months. Then, in June, they began to take off, and for the rest of the year they've been running strongly ahead of last year. In September, distributor-to-dealer sales of phonographs (the only reliable barometer available) were a full 52 per cent ahead of the figure for September 1961. Now it appears that the year will see sales of at least 4,300,000 phonographs, which will probably make it the second best year in history for phono sales.

Radio sales for the year are headed for a 15-year record, or about 11,500,000, in terms of distributor sales to dealers. This figure applies to radios sold under domestic radio manufacturers' brand names only. To include imports, you'd have to add at least 7,000,000 more—probably as many as 9,000,000, depending on your definition of a radio. At any rate, 1962 will go down as a good, solid year in sales of both phonos and radios.

Against this background, how does 1963 look? The consensus of leading manufacturers, as polled in a survey by the executive newsletter Television Digest, is that phonograph sales will continue to climb, probably to an all-time record, and sales of radios will repeat this year's performance. Though their estimates varied widely, manufacturers' median predictions were (in terms of distributor-to-dealer sales): Phonographs, 4,500,000; radios, 11,500,000. Predictions of domestic radio sales ranged from a low of 11,000,000 to a high of 12,500,000, while phonograph sales forecasts were in the 4,000,000-4,900,000 ballpark.

Looming very important in console phono sales next year, in the opinion of manufacturers, will be FM stereo—which will increase dollars per sale. There was no agreement as to what percentage of the phono market would be represented by consoles with built-in FM stereo radio, and that's probably because there are no reliable industry sales figures on FM stereo phono sales. Letting each manufacturer speak for himself, we come up with some interesting views on the equipment market for the new year.

"Phonograph sales to dealers for 1963 should be about 4,500,000 units, pretty close to this year's figures," says Zenith Sales Corporation president, Leonard C. Truesdell. "Approximately 50 per cent of the industry's console phono-radio units will be equipped with FM stereo tuners as a result of the rapid growth of stations broadcasting FM stereo and heightened consumer interest. Industry radio sales to dealers for 1963 (excluding auto radios) will approximate 11,000,000 units, again not markedly different from the 1962 figure. It would appear that the transistor radio boom is slowing down, perhaps because of high market saturation, and that there will be a shift in the product mix next year, with AM-FM sets becoming more important, clock radios taking over part of the AM radio market and portable radios remaining fairly constant as a per cent of the total."

Westinghouse TV-Radio Division General Manager O. H. Yoxsimer forecasts 1963 sales of about 3,300,000 portable phonos and some 1,600,000 consoles, with "a minimum of 75 per cent of the consoles equipped with FM stereo tuners." His radio sales prediction is 11,400,000.

Private label phono manufacturer Wells-Gardner (Grant Gardner, president) foresees little change in total phonograph sales next year and also predicts that 75 per cent of consoles will have built-in FM stereo.

"The phonograph outlook for 1963 is most optimistic," says Max J. Zimmer, president of Symphonic Electronic Corporation. He adds: "I think that 1962 will wind up 8 to 10 per cent over 1961 volume, and that 1963 will continue this upward movement, with a probable 5 per cent increase in unit volume over 1962."

Zimmer estimates that about 30 per cent of console phono output currently is equipped with FM stereo tuners. "In view of the fact that there is continued accelerating growth in the number of FM stereo outlets," he continues, "perhaps approaching as many as 250-300 by the end of this year, and with additional scores to go on the air in 1963, I think it reasonable to project that approximately 40 to 50 per cent of 1963's phonograph console output will contain FM stereo tuners."

Sylvania Home & Commercial Electronics Vice-President George C. Connor predicts a 25 per cent increase in console phonos containing FM stereo, and forecasts sales of 12,500,000 radios in 1963.

"We expect the phonograph industry to see a trend toward greater stability in 1963, because the prevalence of confusing terminology is waning," says Raymond W. Saxon, marketing vice-president, RCA Sales Corporation. "In addition, we believe there will be more and better less-expensive units and a strong, continued teen-age market potential. Our forecast for industry sales of phonographs next year is 4,300,000. We see practically all middle and high-end FM-AM tuner-equipped merchandise featuring FM stereo next year. We estimate about 11,000,000 radios will be sold, compared to about 11,500,000 this year."

Kenneth R. Johnson, vice-president and general manager of Packard Bell's Home Products Division, foresees phonograph sales totaling 4,500,000 units, radios about 12,000,000, with 80 per cent of console phonos equipped with FM stereo.

(Continued on page 46)

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.

COLPIX—Expires December 6, 1962. Started September 10, 1962.

Label is offering 15 LP's free on every 100 purchased. Plan is on new releases.

CADENCE—Expires December 10, 1962. Starts November 5, 1962.

Sales plan is four free albums on a minimum order of 25. Program covers complete LP catalog and four new releases.

EPIC—Expires December 10, 1962. Started November 5, 1962.

Label is offering a 15 per cent discount on distributor purchases of their seven new album releases, five new tape releases and 16 specially selected albums from the label's catalog.

CAPITOL-ANGEL—Expires December 15, 1962. Started October 1, 1962.

A 12½ per cent discount is being extended on 41 Capitol and Angel Christmas albums. See separate story, page 5, October 13 issue, for details.

LIBERTY—Expires December 15, 1962. Started November 1, 1962.

A 15 per cent cash discount is offered on November album releases.

LIBERTY—Expires December 24, 1962. Started October 1, 1962.

Label is offering dealers a 15 per cent discount on Chipmunk product, new and catalog. See separate story, October 13 issue, for details.

RIVERSIDE—Expires December 24, 1962. Started November 21, 1962.

Under a Christmas stocking plan, dealers can buy all items in the Riverside, Jazzland, Wonderland, Washington Offbeat, Battle, Montilla and Toreador catalogs at two free for every 10 purchased.

COLPIX—Expires December 31, 1962. Started November 12, 1962.

Label is offering 20 free sets with every 100 purchased to distributors on 13 kiddie albums.

COLUMBIA—Expires December 31, 1962. Started November 15, 1962.

Label is offering an extra 10 per cent discount on 15 of the Mitch Miller Sing Along albums.

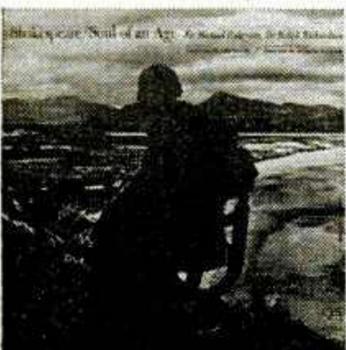
PRESTIGE—Expires December 31, 1962. Started November 19, 1962.

Label is offering a 15 per cent discount on all albums by Gene Ammons, Shirley Scott, Miles Davis, Eddie (Lockjaw) Davis and John Coltrane.

STARDAY—Extended through December 31, 1962. Started November 1, 1962.

Label is offering a Christmas stocking plan of one LP free for every five purchased.

ALBUM COVER OF THE WEEK



SHAKESPEARE/SOUL OF AN AGE
—Sir Michael Redgrave; Sir Ralph Richardson, Caedmon TC 1170. Dealers can take advantage of this attractive and timely item for window or counter displays. It is the original TV sound track LP of the show as broadcast on NBC-TV last Friday (30). The double cover is tastefully designed, eye-catching and in full color, and the package also includes an insert of some handsome full-color photos of significant places in Shakespeare's life.

nomenal growth from 1939 when electronics ranked 48th among manufacturing industries of the nation, to 1960 when it ranked fifth, has caused corresponding stresses and strains in management.

BEST SELLING
PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

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

PHONOS LISTING BETWEEN \$301 and \$400

POSITION			BRAND	% OF TOTAL POINTS
This Issue	9/8/62 Issue	6/9/62 Issue		
1	1	1	Magnavox	50.0
2	3	6	Motorola	9.2
3	4	4	Zenith	8.0
4	2	4	RCA Victor	5.3
5	6	2	Curtis-Mathes	3.5
6	5	—	Capehart	3.0
6	—	—	General Electric	3.0
6	—	—	Clairtone	3.0
			Others	15.0

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

9/8/62 Issue: All brands represented in current chart.

6/9/62 Issue: Voice of Music (V-M) (2).

A Few Holiday Sales Tips for Disk Dealers

DENVER—There's no better time to capitalize on customer's interest in tape recorders than the Christmas season, according to Harold Spangler, record and sound equipment retailer here. Spangler keeps a "Christmas notebook" under the counter the year around, specifically to post the names of shoppers in the store who had shown high interest in a tape recorder, but have not bought it for one reason or another.

When the Christmas season rolls around, Spangler determines the name of close relatives of each of these "lukewarm prospects," and gets in touch with them. He suggests that the prospect concerned has been interested in a specific tape recorder. The person telephoned may be a wife, husband, son or daughter, parents, or even a roommate, or business associate. Spangler doesn't care, because he has found that "a word to the wise" in picking out a Christmas gift which will be appreciated will usually be passed along to other interested parties.

If the potential gift-giver complains that the recorder price is a bit too much for a Christmas gift, Spangler has a ready answer, in suggesting that members of the family chip in and make it a collective gift.

This suggestion is particularly good where large families are concerned, and has sold as many as 20 recorders over the \$200 mark in a single Christmas season.

The telephone sale campaign has actually functioned so efficiently that now, after only three years of capitalizing on unsold prospects in this way, sales in this bracket amount to at least a third of total recorder sales. Spangler is frequently surprised to find that a wife, for example, puzzled over the appropriate Christmas gift for her husband, orders the recorder sent out after only a few minutes of conversation.

About two out of every five people reached in this way actually wind up making the purchase, Spangler said.

CINCINNATI — For more than 15 years, veteran record retailer Dick Kohlhepp was aggravated over the small percentage of record albums being sold as Christmas gifts.

Last year he arrived at a solution that broke all previous holiday sales records for the store.

Kohlhepp purchased a plastic sealing machine and a stock of heavy pliofilm envelopes which slip easily over a 12-inch LP and permit it to be sealed permanently safe from dust, fingerprints, scratches and handling.

"People were not buying long-play albums as Christmas gifts, partly because records were not returnable," said Kohlhepp. "They avoided risk by not buying the record as a gift. This, of course, left us out in the cold. But the record could now be sold with the guarantee that we would accept it back in trade for another album if it had not been used or damaged in any way. And the sealed package provided the answer."

To let the public know he was now in far better position to make record albums a worthwhile Christmas gift, Kohlhepp depended upon some highly attractive "motion." This consisted of Christmas wrapping a dummy gift package in attractive holiday paper tied with red

The Finest Music Outside The Concert Hall



CREATORS OF PROFITABLE STEREOGRAPHIC MASTERPIECES

Study Shows Electronics Firms Not Hip to New Business Techniques

WASHINGTON—The electronics manufacturer needs to revamp his management ideas to keep up with rugged competition and changing markets. Management in this industry has been traditionally drawn from the engineering group, and is technically oriented. However, current "profit erosion" in the field points up need for more professional accounting, closer watch on wages and costs, and better sales and marketing techniques.

This warning comes from the Small Business Administration, and is based on a study of 300 electronics manufacturers in Southern California, prepared by the faculty

members of the Bureau of Business and Economic Research, San Diego State College, San Diego, Calif.

The study found most of the electronics firms were not sophisticated enough when it came to management. Many of the firms traveled old management grooves that were costing them money and eating away profits, even though production and sales were up. The phe-

Racker Takes on S. F. Music Store

SAN FRANCISCO — A rack jobber has taken over the record departments of Sherman Clay, one of the largest and oldest music stores in Northern California. The concessionaire for the six Clay outlets in the area will be Record Specialists, a newly formed rack firm.

Milton Weiss, a vice-president of Fantasy Records, is president of the new rack firm.

In addition to the Clay outlets, the racker opened a location early last month in the Triple J drug-store in the Ashlan Park Shopping Center, Fresno. An eighth will soon open in Monterey with others slated to follow.

ribbon which was suspended in the window to serve as a revolving sign. Hung on a wire dropped from a small ceiling-mounted electric motor, the dummy gift-package was lettered in heavy black with the explanation that Kohlhepp's store, the 6 Music Mart, would, for the first time, accept returns on records undamaged by the recipient. Lettering pointed out:

"All albums inspected and sealed albums always exchangeable!"

Lettered on both sides of the revolving package this eye-catching display, at eye-level, was enough to provide the ideal gift-buying solution for many puzzled shoppers who simply bought three or four albums for as many names on their list, content with the knowledge that if the recipient wasn't pleased with the artist, the selection, or had any other complaint, he could simply come in and exchange it.

SELL "MUSIC ON WHEELS"



INCREASE RECORD PLAYER & TAPE RECORDER SALES WITH A Terado POWER INVERTER

Provides EXACT 60 Cycle, 110 Volt A.C., in Car, Boat, Plane.

Tape recorders, record players, etc., get new mobility with a Terado Power Inverter. Actually provides 110 volt, 60 cycle A.C. from a 6 or 12 volt battery! 60 cycle frequency will not change with change in load or input voltage. Inverter plugs into cigarette lighter. Also operates portable TV, radios, electric tools, testing equipment, lights, and electric shavers.

Models from 15 to 300 watts.

See Your Electronic Parts Dealer or Jobber, or Write:

terado CORPORATION
1060 Raymond Ave.
St. Paul 8, Minn.
In Canada: ATLAS RADIO CORP. LTD. — Toronto, Ont.

A Big Christmas Special for all Record Companies

A single release promotional service... \$6.00 per single release... \$10.00 per album release. You furnish your stamps and envelopes. We offer a top-notch service for the money you pay.

RECORD PROMOTION COMPANY
304 West 26th St. Bryan, Texas

POLYMAX PRESSINGS ADD A NEW SOUND DIMENSION

You can actually feel this exciting new clarity and presence and this mystery material is 100% Anti-Static.

CREATED BY **RESEARCH CRAFT CORPORATION**
1011 NO. FULLER AVENUE LOS ANGELES 46, CALIF.

The study advises the electronic manufacturer to invest in some expert accounting service. It also outlines ways of financing when research and development costs consume too much of the sales intake. In marketing techniques, only 9 out of 91 firms responding to query had spent any of their budget for

(Continued on page 46)

RING UP THE NEEDLE PROFITS!



With Duotone needles, of course. You sell records, magnificent Hi-Fi and Stereo phonographs—all the items to make a customer music happy—but, do you remember to recommend a Duotone needle?

Tell your customers how a worn or imperfectly polished needle ruins expensive records. A Duotone diamond needle is the stylus with the genuine diamond tip that's handset and hand polished to perfect dimensions. What an easy way to easy profits for you.

Write for Free 1962 Duotone Needle Wall Chart.

DUOTONE COMPANY INC KEYPORT, N. J.

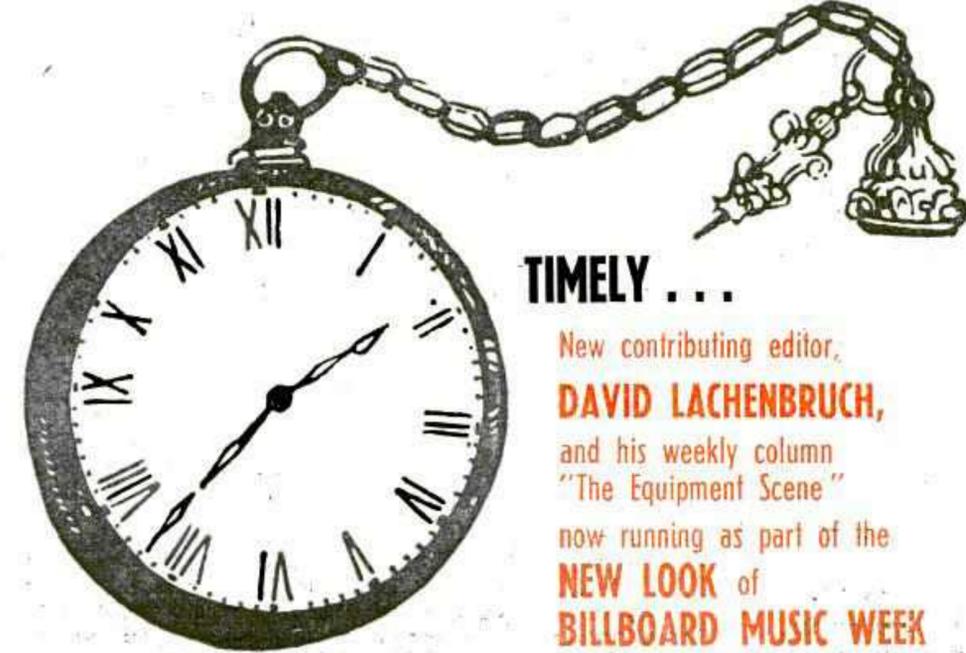
Mr. music publisher, we have just come up with a wonderful idea which will mean dollars made and saved. We are capable of handling a record promotion mailing service. The charges are \$7.50 per record release and \$15.00 per second album release. You furnish the mailing envelopes and stamps. We can handle any size of promotional need for you. So act now and get your records to us without delay. We would appreciate your business very much.

RONNIE HOVORAK
304 W. 26th St., Bryan, Texas
TA 2-6887

TIMELY . . .

New contributing editor, **DAVID LACHENBRUCH**, and his weekly column "The Equipment Scene" now running as part of the **NEW LOOK** of **BILLBOARD MUSIC WEEK**

Coming January 5



THE EQUIPMENT SCENE

Continued from page 44

"In my opinion, 1963 will continue highly competitive," comments Olympic Radio & Television President, Morris Sobin, who estimates that 2,500,000 portables phonos and 1,500,000 consoles will be sold next year. "Of the total consoles, I believe, about 50 per cent will be equipped with FM stereo. If we take into consideration only phonograph consoles made with radios, my estimate would be approximately 70 per cent. Radio sales will be about 12,000,000."

A Motorola "guesstimate" places next year's phono sales at more than 4,000,000, with 10 to 15 per cent—or 400,000 to 600,000—equipped with stereo tuners. Radio sales are placed at about 11,000,000. As to general business conditions, Motorola officials see 1963 "about matching this year," with strong first and fourth quarters.

A prediction of "an across-the-board increase of 5 to 8 per cent in the phonograph field, with all consoles priced \$350 and over, equipped with stereo FM," comes from Magnavox, which also foresees "an over-all 5 per cent increase in radio sales, with the greatest gains registered by FM stereo table models." "We think that 1963 phonograph sales will be approximately the same as in 1962," says Hershner Cross, vice-president and general manager of General Electric's radio and television division. "We expect a continuing trend toward a higher percentage of tuner-equipped consoles. We feel that radio sales will be very close to 1962 levels."

There you have a distillation of some expert manufacturer opinion about next year's business. Although the forecasts show many differences, they're tied together with a thread of optimism.

In Chicago...

WHERE ELSE BUT THE

SHERMAN HOUSE

- ★ Downtown location convenient to shopping, theatres, business district
- ★ Completely Air Conditioned

- ★ Five famous restaurants including the College Inn and the Well of the Sea
- ★ Drive-In Garage

... It's fun to stay at the Sherman



SHERMAN HOUSE
CHICAGO

WORLD FAMOUS HOTEL

Clark & Randolph Street • Phone: Franklin 2-2100 • Teletype CG 1387

Airline buses serve the Sherman House directly to and from both Chicago airports

MUSIC AS WRITTEN

FEST ORGANIZER IN L. A. . . .

Barry Langford, organizer of the Disk Festival, (BMW, November 24), is now in Los Angeles on the first leg of the good-will mission to secure U. S. interest in the event, due to be held in the week of May 19.

He is hoping to book four major American disk names to take part in two theater shows during the festival, as well as discussing with American record company executives their possible participation in the event.

Langford is using the Statler Hotel in Los Angeles as his headquarters and will be at the Americana in New York from about December 6.

NELSON VERBIT SUFFERS ATTACK . . .

Nelson Verbit, of Marnel Distributors, Philadelphia, suffered a mild heart attack last week. Verbit is resting comfortably at the Einstein Medical Center, North Philadelphia.

BOSSA NOVA AT THE GATE . . .

The Brazilian Government through its Counsel-General Dora Vasconcellos, has approved a special bossa nova concert to be held at the Village Gate tonight (3). Show will be presented twice and will include many of the same Brazilian musicians, composers and singers showcased at Carnegie Hall two weeks ago. Show times are 8:30 and 11:30. Among those participating will be Joao Gilberto, Luis Bonfá, Sergio Mendes' Sextet, Sergio Ricardo, Carlos Lyra and Roberto Menescal. An added starter will be Herbie Mann and his group. Admission will be \$3, with no minimum or cover charge.

RECORDS PUSH 'TARAS BULBA' . . .

Singles and albums are building a promotional push in advance of the release of the film "Taras Bulba." The picture, which stars Tony Curtis and Yul Brynner and is produced by Harold Hecht, opens in New York this month and shortly afterward will be shown in 100 theaters across the country. It is distributed by United Artists.

The Franz Waxman score has been released on a UA sound track LP and a number of singles featuring the theme from the flick, subtitled "The Wishing Star" have been released. They are by Ferrante and Teicher and Danny Small on UA and by Jerry Butler, Vee Jay.

Boston

Bruce Hinton, formerly with the Dale organization and now with W-B in Los Angeles, is to be married to a lovely airline hostess. He has asked Herb Dale to be best man. Herb and his wife will fly out for the ceremony which will be held December 27 in Elkton, Kan., the bride's home.

Following quickly on a successful exposure to press and record dealers of Adam Wade, Epic star, Dumont Distributors entertained a similar group, including deejays, with a party for Sam Vine whose LP on Epic Records was highlighted. Vine demonstrated the art of hypnotism with deejays and record dealers among the "victims." . . . Donald Sanders, Philips Records new representative in the Hub, is happy about the demand for Teresa Brewer's "Greatest Hits" and Michael LeGrand's "Rendezvous in Paris."

Bob Taylor of Capitol Records said that the firm will be in its new quarters at 71 Fourth Ave., Needham Heights, by January 2. Bob predicts a big Christmas season for records. Two that are leading his stable are the Kingston Trio's "New Frontier" and Nat King Cole's "Dear Lonely Heart." The Kingston boys will play Blinstrub's for 10 days next week, which shouldn't hurt sales.

Bobby Darin stood up the deejays and record dealers at a Capitol-arranged party this week when plane trouble held him in New York. But he made it up to the deejays, at least, when he came into Blinstrub's for a one-week stand. . . . Jerry Scher sees the Garpax recording of "Monster's Holiday" and the Four Seasons' "Santa Claus Is Coming to Town" on Vee Jay as the two big Christmas hits in this area. He also says "Telstar," by London with the Tornados is making like one.

Warner Bros. has invited record dealers, press and disk jockeys to a preview showing of the movie of "Gypsy" to stimulate interest in the new W-B sound track LP of that name. CAMERON DEWAR

New York

Stan Getz and Gary McFarland have recorded their second big band bossa nova album for Verve. The set was waxed on Tuesday (27) and succeeding days and contained some of the material played at the recent Carnegie Hall concert. . . . When asked about the scene backstage, Willie Dennis, a trombonist with this big band at Carnegie called it a "bossa nova super-market." . . . Kai Winding has been appointed musical director for the Playboy Club here. . . . Dance Masters studios has originated another bossa nova dance step. . . . Bud Freeman and group backed special art feature presentation on the NBC-TV show "Exploring," December 1. . . . Vanguard has signed the Rooftop Singers, a folk-pop group. . . . Bob Halladay on the West Coast and Mickey Wallich and Mike Besse on the East Coast are new field promotion men for Charlie Parker Records. . . . Tim Whitsett has acquired Rim Records. . . . Johnny Tilston is in Europe. He'll be back December 10.

Johnny Mathis is reported to have grossed over \$100,000 in seven concerts through the Midwest and East. He is now in England. . . . Ronnie Graham has been signed to do a new Upstairs at the Downstairs revue. . . . Steve Allen has been named chairman of the Volunteers for America 1962 Christmas Fund Drive. . . . Duel Records is now national distributor for the Chelsea label. . . . D. M. Sales of San Francisco has named Don Graham as promotion manager. . . . Lovely Christmas

(Continued on page 47)

Study Shows

Continued from page 45

sales training. Decisions to sell through sales representatives, or a company sales force, or both were made haphazardly. The study recommends spending a little of the company funds to analyze the kind of sales effort that produces best profits.

Personnel problems are common to small and larger firms in electronics, the study found. It warned these manufacturers that because of the nature of their product, they can expect a rising wage rate. It is suggested that electronics trade associations set up a program of personnel information. Any personnel program adopted needs to include: job analysis procedures; a rudimentary wage structure; and a basic training plan.

AUDIO FIDELITY RECORDS



STEREO

BOSSA NOVA

MONO AFLP 1981

STEREO AFSD 5981



FAST SALES TEMPO!

FRANK FONTAINE

Heart of My Heart
b/w
When Your Hair Has
Turned to Silver

ABC 10384

ABC-PARAMOUNT
FULL COLOR FIDELITY

ZANIEST FOLK DUO
ON RECORDING

"TWO SIDES OF THE
SMOTHERS BROTHERS"

SR-60675



HERE IT AND
YOU'LL BUY IT!

DOGGIE HEAVEN

#4889



A NEW INSTRUMENTAL
HIT FROM ITALY . . .

**"THE RASCALS
OF MILAN"**

by
THE NEIGHBORS

VEE JAY #476
VEE JAY RECORDS
1449 S. Michigan Ave.
Chicago 5, Ill.

Another Smash Hit!!

"All the Hits
of 1962"

Jack Pleis

Cameo LP 1024

R&B and Pop Smash!

"YOU BETTER SHUT
YOUR MOUTH"

KURT HARRIS

Josie 902

Nationally distributed by . . .
JAY-GEE RECORD CO., INC.
318 W. 48th St., N. Y. 36

**ONE-STOP
RECORD SERVICE**

Complete line of Spirituals, R & B
and Catalog Merchandise.

Write to be placed on our national
mailing list.

We ship anywhere C.O.D.

BARNEY'S ONE-STOP
1144 S. Kedzie Ave., Chicago 12, Ill.
Phone: NE 8-9053

FOXX' LATEST!

"LAFF ALONG
WITH FOXX"

DTL 832



MUSIC AS WRITTEN

Continued from page 46

album by the Staple Singers on Riverside. . . Jim Giuffre played most unusual concert in Museum of Modern Art Thursday (29). The clarinetist played with tape recorded sounds of the city as done by Ken Hayman. They have segment on an LP featuring the same kind of material Giuffre will also do a concert in Town Hall soon and he is currently preparing an LP for Columbia.

Linda Sophia Feist, daughter of Leonard Feist of Associated Music Publishers, has become engaged to Neil Wallace of New

DISTRIBUTORS WANTED
FOR A SURE-FIRE SMASH
"ARABIA"
c/w
"THESE THREE LITTLE WORDS"
by BUDDY KAY & his Orch.
EBONY RECORDS
809 South Laurel, Mishawaka, Ind.
BL 9-3215

It's Ghastly, It's Ghostly, It's Ghoulish,
It's Good—It's the
SPOOK
Artistique—56 Third St., Hoboken, N. J.

CUSTOM RECORD PRESSING
Mastering—Processing—Labels
POLYMAX 100% ANTI-STATIC
FACTORY CLEAN
SIDNEY J. WAKEFIELD
P. O. Box 6037, Phoenix 5, Ariz.
Direct Dial 602-252-5644

**RECORD PROCESSING
AND PRESSING**
45 R.P.M.—33 1/3 R.P.M., any quantities.
Complete Record Service.
Includes Labels—Processing—Masters.
Send your tape—we do the rest!
SONCRAFT 1450 Broadway
New York 19, N. Y.

If you like the sweet smell of success—you read your businesspaper carefully and regularly. You know there's no other place you can get so much of what you need to be outstanding in your job, or in your field, as the information you find concentrated in the advertising and editorial pages . . . of your businesspaper.



PHOTO ON LOCATION BY EHRENBACHER

Where there's business action,
there's a businesspaper . . .

where there's record/phono business, there's

**BILLBOARD
MUSIC WEEK**



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

York City. They will be married in New York on December 30. . . Danny Driscoll has discontinued his association with the Jamie and Guyden labels of Philadelphia according to Harold Lipsius, head of the firms. . . Columbia Record's Bob Thompson and wife, Adrienne, are just wild about their new son, Philip, who weighed in at nine pounds two ounces at Jewish Memorial Hospital here last week.

Walt Grealis has been named sales, promotion manager for Mackay Record distrib, London Records rep in Canada. . . Boots Randolph ran his first record date from the a.&r. chair recently for Tempwood V. . . Carlo, a member of the Belmonts, makes his disk debut as a single on Laurie. His first side is called "Baby Doll." . . Bobby Vinton reported shedding his manager Floyd Ackerman to take on ex-MCA booker Alan Bregman. . . Sue Raney has signed with Capitol as a commercial jazz act. . . Baby boy congrats to Mel Fuhrman and frau. . . Dave Dreyer (Brook Benton's manager) is recovering in Beth Israel Hospital after minor surgery. . . Mill's Music's Bernie Pollack saw his son Allyn married to Joan Harris December 2. . . Jesus and Mary Choral Group, a nun's chorale from Hyattsville, Md. who record for Columbia, are sending out prayola requests so that deejays will play their new Christmas album "These Things I Wish for You."

JACK MAHER

Chicago

JFK isn't the only one to sell records—Jackie does pretty well too. Paul Smith of Columbia tells it. When the local papers carried stories about Jackie flipping over the Paul Winter Sextet at her White House concert, sales of the group's "Jazz Meets Bossa Nova" jumped. The album, which had been dead, sold over 500 by last Thursday (29). . . A lot of recording here last week. Duke Ellington spent a couple of days at Universal taping a new album for Reprise. Frank Sinatra, Dean Martin and Sammy Davis Jr. were taped during their Villa Venice appearance. Judging by the performance, the album should be a riot. Calvin Carter is doing an album with John Lee Hooker for Vee Jay. And out of town—Sid McCoy doubled in brass, doing a bossa nova album with Eddie Harris in New York. Sid is an a.&r. man with Vee Jay, perhaps better known to the public for his all-night show on WCFL. . . New faces: Freddie DeMann will handle Midwest promotion for Jay Gee. He'll work out of Cosnat's offices here. He's from Philadelphia. Joe Kukolla joins RCA Victor as a salesman. He was with Capitol. . . It's a new daughter for Bill Vesely, Capitol salesman. . . Music Box's Bill O'Dwyer has left the hospital and is recuperating nicely from a recent ulcer attack. Russ DiAngelo passed the good news around at M-S Distributing's big blast for Sinatra last week. Bill's son, Rick, is helping fill Bill's shoes at the store. . . Earl Glicken will take Johnny Cooper on the promotion rounds here for Cortland Records.

NICK BIRO

Pittsburgh

Peter, Paul and Mary have been set by Pittsburgh promoter Lenny Litman for dates in Cleveland on December 5 and in Pittsburgh on January 16. . . Bobby Vinton from nearby Cannonsburg will play the Twin Coaches for four days, beginning December 12, his first major club date in this area since his Epic click, "Roses Are Red." . . After his recent Pittsburgh date at the Civic Arena, maestro Henry Mancini took off for Rome to score "The Pink Panther," starring David Niven, and then to Paris to work on the new Cary Grant-Audrey Hepburn movie, "Charades," for Universal-International. Mancini canceled the rest of his tour to take on these jobs.

Claude Thornhill and his orchestra have been signed to play for a KDKA radio-sponsored dinner and dance at the Hilton Hotel on December 6, the same night that Fred Waring and his orchestra appear at Carnegie Music Hall for a Music Guild concert. . . Going well locally are the Dick Jacobs Coral LP, "Soft Lights and Sweet Music" and "The Gypsy Cried," by Lou Christie on Roulette.

LEONARD MENDLOWITZ

San Francisco

Ingraham Productions, producers for about a dozen years of movies for industry and educational purposes, is planning to step up its audio program during the coming year. Everett Ingraham, company president, reports that starting in November his firm expects to cut an average of two phonograph records a month for commercial sales. The firm produces its own label, Sequoia, and intends to specialize in concert organ music, largely church and religious in nature.

Don Graham, formerly in the promotion office of Warner Bros., San Francisco, has joined the DM Sales Company as promotion manager. He has been named secretary-treasurer of the record distributing firm. . . At the same time, his associates, Jim McGuire, president, and Chuck Dondero, vice-president, announced the introduction of their own record label, VR, and their first two singles under this label. The first is a rhythm and blues recording by Richard Fields. Rendezvous Records of Los Angeles, in whose studios the disk was cut, is handling national distribution, except in DM's own sales area, Northern California. . . A second single is due for early December release, and is another rhythm and blues item, by the Soul Brothers of San Francisco, signed by VR for a series of releases.

C and C Distributing Company has been named Northern California. The new record "Any Way You Wanta" is its first handled in the area by the New Sound Distributing Company, now defunct. . . Independent Music Sales has been named to handle the new label, Tri-Phi, out of Detroit, for Northern California. The new record "Any Way You Wanta" is its first release to hit the area.

Peter Pan
AMERICA'S LEADING
CHILDREN'S
RECORD LINE

\$1.98
The above is just one of our Deluxe Kiddie line.

GUARANTEED SALE

1. Mighty Mouse	7. Arnold Stang
2. Lariat Sam	8. Super Car
3. Deputy Dawg	9. Brothers Grimm
4. The Magic Land of Allakazam	10. Dress Up & Dance
5. Captain Kangaroo	11. Jimmy Nelson
6. Sonny Fox	12. Sing a Song of Presidents

PETER PAN RECORDS, 461-Y 8th Ave., N.Y.C. 1 (Division of Ambassador Records, Inc.)
Gentlemen:
Please send me the following LP's at 25 for \$30 (Please indicate quantity of each):
1 ___ 2 ___ 3 ___ 4 ___ 5 ___ 6 ___
7 ___ 8 ___ 9 ___ 10 ___ 11 ___ 12 ___
I understand that these records are on guaranteed sale.
 Enclosed is our check Bill us
Name _____
Firm Name _____
Address _____
City _____ State _____

Mills Music Inc.
America's Favorite
Holiday Songs
SLEIGH RIDE
LITTLE DRUMMER BOY
SCARLET RIBBONS
Recorded on Every Label—Top Artists—Vocal and Instrumental
MILLS MUSIC INC., N. Y. C.

ANN COLE
... gets hot!
"HAVE FUN"
R-4452
LOU CHRISTIE
ROULETTE RECORDS
1631 B'way, N. Y., N. Y.

HEADING FOR THE TOP!
"MARILYN"
A Great Album of . . .
MARILYN MONROE
FXG 5000
20th RECORDS FOX

"GO TIGER GO"
GUY MITCHELL
Joy 270
JOY RECORDS
1619 B'way, N.Y. 19, N.Y.

CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

IN FLORIDA
THE HOTTEST LABELS ARE



THERE'LL BE NO TEARDROPS
TONIGHT

ADAM WADE—EPIC
"Regional Breakout," BMW, Dec. 1.
LET'S KISS AND MAKE UP
BOBBY VINTON—EPIC
"Star Performer," BMW, Dec. 1.
STRANGER
BUDDY GRECO—EPIC
BMW, Dec. 1, "Spotlight Review":
"Greco has enjoyed some recent
success with singles and this could
be his strongest yet."
TOPPS DISTRIBUTING CO., INC.
NEW ADDRESS:
2222 N.W. Fifth Ave, Miami 37, Florida
Code 305, FRanklin 4-8166

NEW JERSEY GETS
TOMORROW'S HITS TODAY FROM
APEX-MARTIN
TWO LOVERS
MARY WELLS—MOTOWN
"National Breakout," Dec. 1, BMW.
YOU BETTER GET IN LINE
b/w SHAKE SHERRY
THE CONTOURS—GORDY
Dec. 1 BMW Spotlight Review:
"A well done effort, as is flip
. . . Both could go."
WHAT GOOD IS HEART
RICHARD BERRY—SMASH
Dec. 1 BMW Spotlight Review:
"A solid pair of sides done in a
singing style somewhat in the
Brook Benton groove . . . lots of
commercial appeal."
GET 'EM WHILE THEY'RE HOT
from
APEX-MARTIN RECORD SALES, INC.
351 Washington St., Newark 2, New Jersey

Real Country & Western 45 R.P.M.,
close-out assortments, 19c ea.; \$19.00
per 100. C&W L.P., big name artist,
99c ea.; Sacred, 45 R.P.M., assortment,
\$39.00 per hundred. Send for confi-
dential price list. Volume buyers, write
CLARKESVILLE RECORD
SALES CO.
P. O. Box 474, Washington Street
Clarkesville, Georgia

**RECORD MFG. SERVICES,
SUPPLIES AND EQUIPMENT**

**RECORDING FACILITIES
& SUPPLIES**

**PROFESSIONAL DEMO
RECORDS**

Finest Quality—Low Prices—
Top Notch Talent.
8 Singers (male-female), 10 Instruments—
Vocal Groups.
Best, Modern Tape and Disc Equip.
(Ampex, Altec, RCA)
Large Sound Studios—Top Technicians.
Piano or Organ & Vocal—1 Song, \$11.50;
two Songs, \$20.00 (45 or 78); add Guitar,
Bass, Drums, Sax, Clarinet, Steel Guitar,
Violin for \$4.00 each per song.
WRITE FOR FREE BROCHURE.
DEMONSTRATION RECORD
COMPANY
(Our 10th Year)
Box 3404, Sta. C Lincoln, Nebraska

**RECORD PROMOTION
& PUBLICITY**

ACTION COAST TO COAST—MORTY WAX
Promo Network, 1697 Broadway, N.Y.C.
CI 7-2159.

ABSOLUTELY TOPS IN NAT'L RECORD
promo. Ask 3,000 DJ's about George Jay,
1606 Argyle, Hollywood. HO 9-5838. ch

NEW OFFICES • NEW LOCATION

Same great promotion know-how

JOE PETRALIA

Record Artists Representative
Park Sheraton Hotel
Suite 264 55th St. at 7th Ave.
New York 19, N. Y.
Phone: JU 6-6935

RELIGIOUS RECORD INDEX offers

FREE up-to-date index
service on new releases;
where to order assistance,
to subscribers of the OF-
FICIAL RELIGIOUS REC-
ORD INDEX. Your religi-
ous record department is
more efficient with 2,055 Protestant,
Catholic and Jewish recordings cross-
indexed according to title (over 6,200)
and artist (over 750) on 54 labels. A
complete record department for less
than 1/2 cent per indexed album. For
information write

RELIGIOUS RECORD INDEX
2223 N. Main St., Box B, Dayton 5, Ohio

**RECORD ACCESSORIES &
DEALER FIXTURES**

**WIRE RECORD RACKS
PEG DISPLAY RACKS**

Highest Quality—
Lowest Prices!
Complete line manufactured in our
own factory.
Send for latest catalog.
ART-PHYL CREATIONS
508 Frelinghuysen Avenue
Newark 14, N. J.
N. J., BI 8-5100
N. Y., WO 4-2565

**USED COIN MACHINE EQUIP-
MENT, PARTS AND SUPPLIES**

WANTED TO BUY

WANTED—PIN, MUSIC, ARCADE, BOWL-
ing, Vending, Photo Machines. Enlarging
arcade, can use up to 75 pieces. Also Group
Machines, Binarino Guns. Send list, con-
dition and lowest prices. Samuel Spector,
941 N.E. 176th St., N. Miami Beach, Fla.
np-ja12

BUSINESS OPPORTUNITIES

INTERNATIONAL PROFITS YOUR OB-
ject? You can reach and sell your published
songs, tapes, masters, services to leading
music industry influentials all over the
world through the International Buyers &
Sellers Exchange. Designed to help you
reach markets outside the U.S.A., it appears
each week in Billboard Music Week.

MISCELLANEOUS

CHRISTMAS COMEDY IS FEATURED IN
the December issue of "Days, Dates and
Data." Contains DJ patter, promos, gags
and a Santa interview \$3. Show-Biz Com-
edy Service (Dept. MW), 65 Parkway Court,
Brooklyn 35, N. Y. de22

\$202,573 TO WRITERS

Your unpublished manuscript
may be valuable! Our famous
subsidy plan has returned
\$179,741 to writers (mostly
beginners) in the past six
years. We will publish, adver-
tise, promote your book and
pay you 40% of retail price.
Send for FREE BROCHURE BB.
PAGEANT PRESS
101 Fifth Ave., New York 3

Hits of the World

• Continued from page 37

SOUTH AFRICA

(Courtesy Southern African Record Man-
ufacturers' & Distributors' Association)

- This Last
Week Week
- 1 4 THE LOCO-MOTION—Little Eva
(London)—Aldon Music
 - 2 1 KISS ME QUICK—Elvis Presley
(RCA)—Belinda Music
 - 3 8 TELSTAR—The Tornados
(Decca)—Ivy Music
 - 4 3 IT'LL BE ME—Cliff Richard
(Columbia)—Belinda Music
 - 5 2 THINGS—Bobby Darin (Atlantic)
—Belinda Music
 - 6 5 AL DI LA—Emilio Pericoli
(Warner Bros.)—Melody Music
 - 7 7 SPANISH HARLEM—Jimmy
Justice (Parlophone)—
Progressive Africa
 - 8 5 RAMBLIN' ROSE—Nat King
Cole (Capitol)—Comet Music
 - 9 6 SHE'S NOT YOU—Elvis Presley
(RCA)—Belinda Music
 - 10 — SPANISH HARLEM—Ben E.
King (London)—Progressive
Africa
 - 10 — SHEILA—Tommy Roe
(ABC-Paramount)—
Copyright Control

SWEDEN

*Denotes local origin

- This Last
Week Week
- 1 4 LET'S DANCE—Chris Montez
(London)—No Publisher
 - 2 5 TWIST A SAINT TROPEZ—
Les Chats Sauvages (HMV)—
No Publisher
 - 3 2 QUANDO, QUANDO, QUANDO
—Tony Renis (HMV)—Belinda
 - 4 1 SURFIN' SAFARI—Beach Boys
(Capitol)—Bens Music
 - 5 3 TELSTAR—Tornados (Decca)—
Ehring-Lofvenholm
 - 6 6 KING OF THE WHOLE WIDE
WORLD—Elvis Presley
(RCA)—Belinda
 - 7 10 REGNIGA NATT—*Anna Lena
Lofgren (Metronome)—Multiton
 - 8 7 LOCO-MOTION—Little Eva
(London)
 - 9 8 SHE'S NOT YOU—Elvis Presley
(RCA)—Belinda
 - 10 — BE-BOP-A-LULA—Gene Vincent

JAZZ IMPROVISATION

by JOHN MEHEGAN

famous jazz piano instructor

A big "how-to" book. Written primarily
for pianists, but applicable to any in-
strument except drums. Highly recom-
mended by Bill Evans, Dave Brubeck,
Andre Previn, Marian McPartland,
Horace Silver, Teddy Wilson, and many
other famous pianists.

Prefaced by Leonard Bernstein.

Descriptive circular on request.

\$15 at your favorite book or music
store or from

WATSON-GUPTILL PUBLICATIONS, INC.
111 Fourth Ave., Dept. B, N. Y. C. 3

30,000 PROFESSIONAL COMEDY LINES!
Monthly topical gag service too! Free
catalog. Robert Orben, 3536 Daniel Crescent,
Baldwin Harbor, N. Y. mh15-64

EMPLOYMENT SECTION

HELP WANTED

**SALESMAN
PHONOGRAPH RECORDS**

Leading National Mass Market Record Com-
pany Seeks Experienced Travelling Salesman
for Southwest Territory incl. Texas, etc.
Contact Department and Chain Stores, Rack
Jobbers, Distributors, etc. Lucrative com-
mission deal in protected territory. Write
details, lines carried. Interview in territory.
BOX 462, BILLBOARD MUSIC WEEK
1564 Broadway New York 36, N. Y.

**Metronome Ready
For Common Mkt.**

HAMBURG—Metronome Rec-
ords GmbH has announced a
sweeping reorganization to prepare
the label for effective competition
in the European Common Market.
The sales division is being com-
pletely revamped, and a new sales
chief, Reinhard Streight, has been
appointed. Streight is known in the
German trade for his highly suc-
cessful production of the "Golden
12" disk series.

Each division of Metronome is
being reorganized, and future re-
sponsibility for co-ordination of
production has been assigned to
Klaus Lorenzen. Guenter Henne is
being brought in from Berlin to
take charge of Metronome's foreign
program.

The label is sharpening emphasis
on selection of material for produc-
tion. "This means," according to
business manager Leif Kraul, "that
we will work closer with the disk
trade and especially with the pho-
nograph operator, who will get
more attention from our labor than
ever in the past."

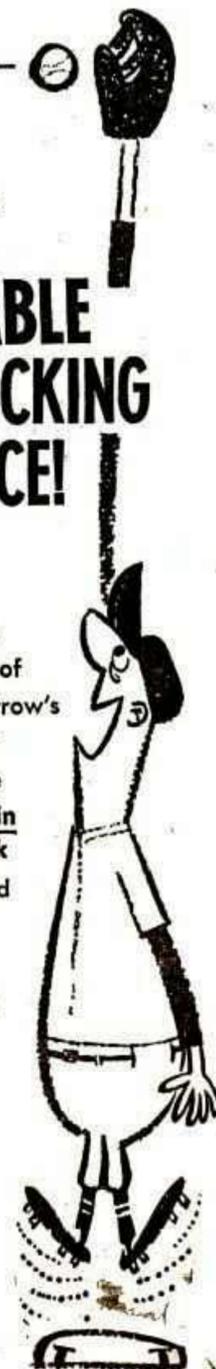
Metronome will continue to con-
centrate on pop singles, but the
label will pay greater attention to
LP's in view of their increasing
sales in West Germany.

Names WB Fin Distrib

HOLLYWOOD — Warner Bros.
Records has named Oy R. E. West-
erlund AB, Helsinki, as distributor
of the label's product in Finland.
Sound track LP's of "Music Man,"
"Gypsy," "Lovers Must Learn" and
"Gay Purr-ee" are among the first
disks involved. Deal was set up by
Bobby Weiss who is currently on
another trip through Southeast
Asia.

A
MOST
RELIABLE
HIT-PICKING
SERVICE!

It's a
statistically
proven fact
that 7 out of
10 of tomorrow's
100 Hottest
Records are
advertised in
Music Week
TODAY—and
four of
them will
soon reach
the
best-seller
class!



RESULTS??? Recent CLASSIFIED MART advertisement for
distribution outlets brought 28 replies in 4 days!!!
USE THIS HANDY AD ORDER BLANK

Please Insert the following ad for _____ consecutive issues.
Classification: _____ Size: _____
 Set regular classified style. Set boxed classified style.
Copy: _____

Company Name _____ Authorized by _____
Address _____
City _____ Zone _____ State _____

CLASSIFIED RATES

	Per Insertion			
	1/2"	1"	2"	Each Additional Inch
Manufacturers Advertisers	\$9	\$15	\$25	\$9
Distributors & Employment Advertisers	\$5	\$9	\$15	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
- If Box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.
- Deadlines: Copy received in any office by Tuesday appears in issue distributed following Monday.
- Billing only to rated firms and on orders of 4 insertions or more. All others, cash with order.

BILLBOARD MUSIC WEEK BUYERS AND SELLERS CLASSIFIED MART

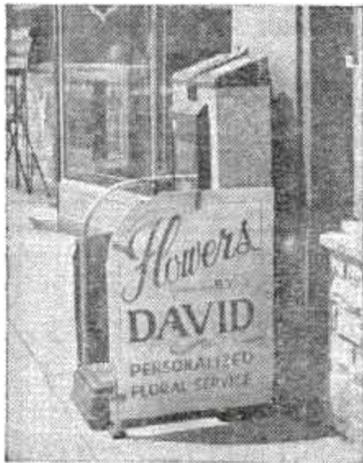
1564 Broadway New York 36, N. Y. 1520 N. Gower St. Hollywood 28, Calif. 188 W. Randolph St. Chicago 1, Ill.

**Rail Enclosure
Protects Scale—
Carries Ads, Too**

SANTA MONICA — Serious damage to scales in outdoor locations can be avoided—and local merchants can be enlisted to pay the freight of the protection, according to one enterprising Southern California operator.

Scales, out on heavily traveled sidewalks, are damaged constantly by objects such as umbrellas, the edges of a package, children's toys and things like heavy canes, according to the operator.

Enclosing the platform of the scale with rails on either side,



forcing pedestrians to step around the platform, thus eliminating danger of stumbling, with possible unpleasant legal complications, has proved a suitable answer to the problem for this operator.

The operator also realized that here was a potentially valuable advertising space, particularly in terms of local merchants located along the same stretch of sidewalk on which the scale was spotted.

He broached the idea of installing billboard-type signs on either side of the rail-enclosed scales, and found a good many takers.

A typical location is pictured (Continued on page 51)

**Ops in California
Have Fears About
Proposed Tax Law**

SACRAMENTO, Calif. — California music operators are expecting to be faced with a State licensing proposal which will probably be introduced into the 1963 session of the State Legislature in January.

The anticipated measure, operators understand, would levy an annual fee on each coin-operated machine in the State. This aspect of the proposal is objectionable, according to George A. Miller, president of the California Music Merchants Association.

Miller said that the idea of licensing each machine is "discriminatory and prohibitive" in the sense that most licensing practices in the State levy the fee against the business itself. The increased cost of doing business is likely to be very handicapping to the operators.

The State license would also be superimposed on the multiplicity of city and county licenses, which means a double tax. Miller feels that if the State license should replace all of the local licenses, this would bring greater uniformity and would not be objectionable except insofar as the "per machine" basis is concerned. Some cities and counties now levy the fee on a machine basis, some on a business basis and some on gross profit or sales.

The opening days of the new Legislature will be closely watched so that the industry can take appropriate action.

Snodgrass Sees Peaceful Coexistence

**Slifer Suggests
One Convention
But Apart Orgs.**

CHICAGO—The head of the National Coin Machine Distributors Association called for a single convention—but sponsored by separate trade associations—to help solve coin machine industry ills.

O. L. (Bob) Slifer also said the public should be invited to the coin machine shows, terming this "a phase we have too long overlooked and sorrowfully neglected."

Slifer, executive director of NCMDA, issued his comments in an open letter to "all coin machine industry personnel" last week.

All Countries
The distributor association head pushed for an international coin machine show with all countries participating. If this is not possible, however, we should at least have a single national coin machine show in this country, he said.

In a separate interview with BMW, Slifer emphasized he was "diametrically opposed to a single trade association for this (coin machine) industry. I feel this would be very foolish."

"It's easy for a weak association to want to tie with a strong one," said Slifer in an obvious reference to the industry suggestions that Music Operators of America attempt an alliance with the National Automatic Merchandising Association.

Lilliputian Interests
He characterized the one-association concept however as a "giant with thousands of Lilliputian interests pulling in different directions."

Among separate trade associations that could participate in a single convention, Slifer cited: NAMA, MOA, NCMDA, National Vendors Association (NVA), the various record manufacturer, distributor and operator associations and even the coin operated laundry association.

Commenting on the single convention concept, Slifer said that exhibit spaces could be sectionalized—but all under one roof and open at one time. "Each group could hold its own meetings at certain hours, and certain hours would be set aside for our industry's trade people to view and discuss the displayed products with the exhibitors."

He noted that many industries now adhere to this concept, citing (Continued on page 52)

**Few Coin Machine People
Show at Outdoor Exhibit**

CHICAGO—Several new coin-operated rides, amusement games and novelty vending machines were on display as the outdoor amusement industry held its large annual convention here last week.

Some 6,000 to 7,000 fair, carnival and amusement park people were in attendance.

Exhibits covered everything from Ferris Wheels and Tunnels of Love to buttons, tickets, novelty giveaways and hot dog stands.

In addition to the large carnival-flavored exhibits, the showmen held business meetings and an active four-day social agenda highlighted by the big star-studded banquet last Tuesday (27) evening.

A number of coin machine people were on hand, but unlike outdoor shows of some five or 10 years ago, the representation was token. The coin equipment that was shown was aimed chiefly at the (Continued on page 54)

**Groups Can Live
Side by Side,
Says MOA Head**

By NICK BIRO
ALBUQUERQUE, N. M. — J. Harry Snodgrass, Music Operators of America president, said he was not referring to the National Automatic Merchandising Association at all, in calling for a single trade association to represent the coin machine industry last week (BMW, December 1).

"I feel the two associations (MOA and NAMA) can live side by side," Snodgrass told BMW. "MOA is primarily a music operators association—we're interested in vending only in so far as our operators have diversified into the field."

Snodgrass said he was primarily referring to the three major marketing levels in the coin machine industry—manufacturer, distributor and operator—in calling for a single association.

Letter a Bombshell
The MOA president's open letter to the industry calling for a single association was nevertheless a bombshell in that it opened the entire subject of coin machine associations and coin machine conventions.

It is no secret that Music Operators of America has been in serious trouble for the past couple of years—poor operator attendance at conventions plus failure of three major juke box manufacturers to exhibit being but two of the problems.

MOA's major reorganization last spring was in the way of major surgery to bring immediate relief. Few debated the necessity.

Moderately Successful
To date, the association's new managing director, Robert H. Blundred, has been moderately successful in drumming up support for MOA from State associations. Support has come from groups in Pennsylvania, West Virginia, Missouri and Indiana.

The big problem of the convention, however, is still up in the air. Despite MOA assurances that the association will hold its conclave at Chicago's Morrison Hotel next spring, there is more than a splinter group that feels this is pie in the sky unless several things happen: (1) Assurance by all five juke box (Continued on page 54)

HOLIDAY SIGNS ON

**State St. Parade Kicks
Off Chi's Jolly Season**

CHICAGO—For juke box operators, the signs of Christmas are unmistakable.

Holiday decorations go up in the stores and taverns. Cold weather sets in. People start talking about gifts. And perhaps most important, collections improve as business in taverns and restaurants pick up.

For Chicago, the signs were all here last week. State Street kicked the whole thing off with a giant parade and the enthusiastic State Street Council estimated that more than 1,000,000 eager shoppers were on the street the day after Thanksgiving—ready to spend.

Taverns were getting their holiday crowds and not only juke boxes

but games and rides were doing well. And the key part, talk to any group of operators when they gather—as at the one-stops to buy records—and the story you get is that collections have finally picked up.

The feeling here is that this may be the best Christmas to hit the city in many a year. Reasons vary from "Well, the world situation has eased up," and "Business in general is good," to a less informative but perhaps, more honest, "I don't know, but collections just seem to be ahead for this time of the year."

A number of singles are doing well with operators. Both Music (Continued on page 52)

**Juke Box Rentals Hike
Milwaukee Op's Revenue**

MILWAUKEE — Juke box rentals for holiday parties are a profitable fill-in for P. & P. Distributing Company. According to P. & P.'s route foreman, Carl Betz: "You'll never get rich renting out juke boxes. But properly handled, rentals can develop some badly needed revenue to help cover the overhead during the slack period around the end of the year."

The basic principle in a successful juke box rental system, Betz maintains, is realistic pricing.

"Be sure to include all of the labor costs involved in delivering and picking up the juke box in your rental fee, along with a reasonable profit for the company. Otherwise, renting juke boxes can wind up costing you money," he warns.

\$10 a Day
P. & P.'s holiday juke box rental fee schedule this year will be: \$10 a day for a juke box "of our choice," plus moving charges.

Says Betz: "It can't be a (Continued on page 56)

JFK Number May Top Santa This Year

By REN GREVATT

NEW YORK—The big item this Christmas season on some juke boxes may well be not a Christmas record at all. This was indicated late last week when Cadence Records accepted an order from Seeburg for 3,000 little LP's of Vaughn Meader's sensational comedy album, "The First Family." At the same time, it was learned that Warner Bros. has no official plans for serving ops with EP or single cuts from Allan Sherman's "My Son, the Folk Singer" smash LP.

The Meader little LP will be the equivalent, roughly, of three standard music tracks per side. One will

run about six minutes and the other about eight. The pre-pak will contain a reduced seven-inch square slick of the album cover, several two-inch miniatures of the cover for wall boxes and title strips in blue plastic.

There is no current plan at Cadence for making the little LP or any excerpted version of "The First Family" available for ops in general, though if demand shapes up, there will be one.

Aim to Deliver
"We will try to get the product to them," said Budd Dollinger, Cadence sales chief.

Late last week a Miami one-stop, Budisco, said that ops in the

South Florida area have shown interest in getting "Folk Singer" in EP form. Budisco, which acquired some disk jockey samples, including the "Sarah Jachman" cut, has been dealing the disks out as they've been available.

Joel Friedman, West Coast Warner exec, said that no plans are currently in the works to officially get out juke versions of the LP.

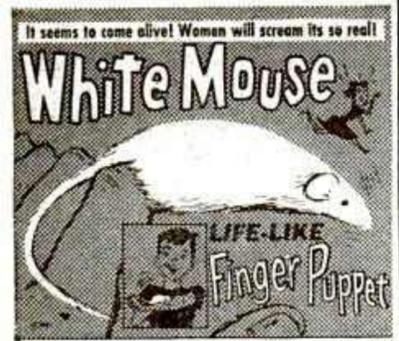
"We've been thinking about it, but we've made no decision as yet," Friedman said. "We may do something after Christmas."

Meanwhile, Christmas singles continued to be released in volume (Continued on page 54)

**LOU TEES OFF
AS CLUB HEAD**

ROCKFORD, Ill. — Lou Casola, Music Operators of America director and head of the association's public relations program, has a new feather in his cap—golfing cap, that is. Casola was elected president of the Mauh-Nah-Tee-See Country Club, a post he previously held for two years, 1954-1956. Casola said he has big plans for the club, including a fairway watering system (non coin-operated) and a completely new clubhouse. (Lou didn't say who would operate the juke boxes, games and vending machines in the club.) As Casola put it, "I have quite a job ahead of me." So from BMW and the rest of the coin machine industry: Good Luck.

★ ★ ★ ★ ★ THE ORIGINAL ★ ★ ★ ★ ★



It seems to come alive! Women will scream its so real!

White Mouse
LIFE-LIKE Finger Puppet

★ ONLY EPPY CAN DO THIS. NOT A SHELL... ★
★ A TRUE PUPPET. ★

\$38.00 per M Capsuled

Immediate Delivery—Available at our Factory or from your Eppy Warehouse.

EPPY
CHARMS INC.
91-15 144th Place, Jamaica 35, N.Y.

GIVE TO DAMON RUNYON CANCER FUND

BILLBOARD MUSIC WEEK | **BULK VENDING**

Coast Venders Set Sights on New Targets for Tax Relief

LOS ANGELES—Progress made and plans ahead for seeking tax relief for vending machine operators in nearby municipalities, a report on blue-sky bunco artists, and the election of a new treasurer, comprised last week's meeting here of the Western Vending Machine Operators Association.

The meeting drew a healthy turnout. It marked the organization's final gathering for this year. Bypassing the month of December due to the holidays, WVMOA's regular monthly meetings will be resumed on January 29.

Leo Weiner, presiding over the meeting, called on the association's tax representative, Eugene Zola, to

report on the results of his efforts to effect reduction in the per-machine bite of various cities in the Greater Los Angeles vicinity. Zola told the members that during the previous week he had appeared before the license and permit hearing board of the city of Pico Rivera to present the vending machine operator's side of the tax problem.

Pico Rivera annually takes \$2 for each penny vending machine and \$5 for nickel ones. The city now charges retail merchants yearly \$25 for a business license.

Plead Case
In pleading the case of the vending machine operators, Zola pointed out as an obvious inquiry the fact that a car dealer can do a handsome business in Pico Rivera

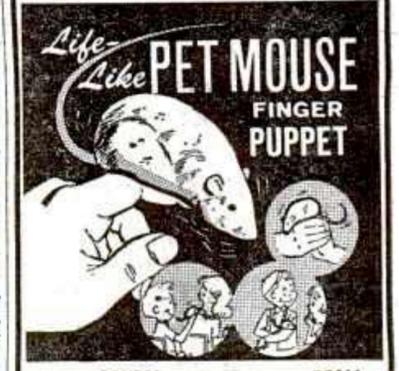
by paying only \$25 annually. On the other hand, a vending machine operator with 100 penny machines is expected to pay the city \$200.

Zola told members that as a result of explaining the operator's problems the Pico Rivera tax board promised to draft recommendations to the city council calling for a flat business license fee. This would be paid by vending machine operators in lieu of the per-machine tax. While the outcome of the proposed change in the tax law is still up in the air, Zola said it was safe to assume that some relief in the city's tax bite can be expected.

Zola also reported on the successful outcome of his plea before the city fathers of nearby Baldwin Park to remove that city's long-

standing annual \$1 per penny and \$2 per nickel machine tax. This will be eliminated as of January 1, and vending machine operators will be required to pay only a retail business license fee of \$24 per year regardless of the number of machines they have on location within that city's limits.

Next Target Set
The members assigned El Seg-
(Continued on page 58)



THEY'LL SQUEAL... 'CAUSE IT LOOKS SO REAL!
Only \$38.00 per M
in Capsules

AT YOUR NEAREST WAREHOUSE OR DIRECT FROM
KARL GUGGENHEIM
159-07 Archer Ave., P.O. Box 510,
Jamaica 31, N.Y. 212 RE-9-5433

CAROLINA CAPERS

By **JACK W. THOMPSON**
(As told to **BMW**)

A pleasant combination of business and fun marked the meeting of the Carolina Bulk Vendors Association in Maggie Valley, N. C., last week. A strong turnout of bulk vending industry leaders from around the country was an hand. . . . **Richard Rollins**, Cramer Gum Company, Boston, urged members to expand their own roster as well as recruit new members for National Vendors Association. Rollins

reminded everyone of the NVA prize of three-day stay at the NVA convention hotel for the one bringing in the most new members this year. . . . **Leo Leary**, Leaf Brands, Chicago, told of advantages of operators meeting and eating together. "Although operators in the Carolinas do not have mountainous problems at this time—more in the order of mole hills—even the largest can be overcome together. . . . **Don Mitchell**, NVA counsel, Chicago, said that one of the "finest benefits in the association is the meeting of your competition on a common ground. After getting to know them, you soon see they too have problems and desires just as you do, and many of these are very similar." Mitchell told operators the importance of their own business should be worth 7 cents a day—the approximate cost of joining NVA. . . . **Lee Smith**, chairman, called the meeting to order on behalf of **Lee Winecoff**, president. . . . The treasurer's report showed
(Continued on page 58)

RECONDITIONED & REFINISHED NORTHWESTERN 49's

Oven Baked Enamel Finish
Rotary delivery — mechanically simple — Sani-carry globe.
Available in 1¢ or 5¢ Merchandise or 1¢ Ball Gum and Charm.
(Specify when ordering.)
Only \$14.50 each

10c CAPSULE ITEMS

ITEM	Packed per 250
Tropical Fish	\$10.00
Shrunken Heads	10.00
Skeletons	10.00
Pet Mouse Puppet	10.00
Crazy Footprints	10.00
Prehistoric Monsters	10.00
Giant Bats	10.00
Giant Scare Ems	10.00
New Sixteen "Horribles"	10.00
Lifelike Horribles	10.00
Girls' Gemstone Rings	10.00
Boys' Ass'd. Rings	10.00
Boys' & Girls' Ass'd. Jewelry	10.00
Ass'd. Key Chain Novelty Items	10.00
Bow Ties	7.50

SEND FOR NEW CATALOG.
1/3 DEPOSIT ON ALL ORDERS.
BALANCE C.O.D.
SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.

Rake Coin Machine Exchange
609-A Spring Garden St.
Philadelphia 23, Pa. WALnut 5-2676

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

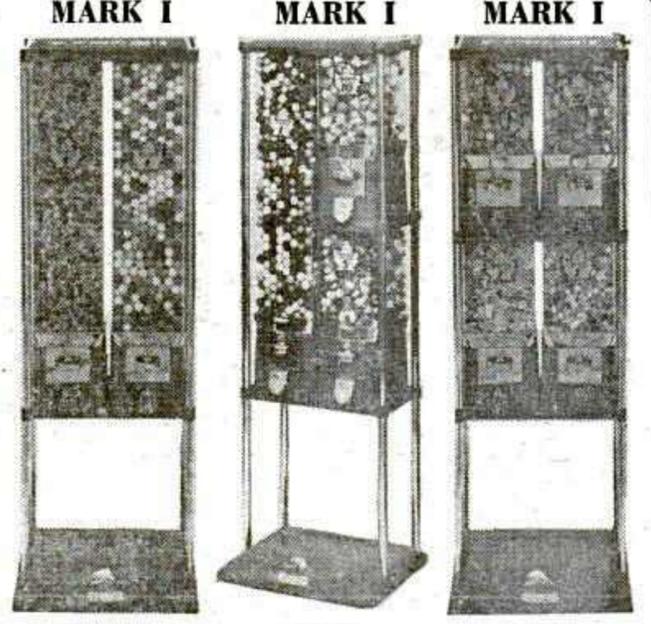
NAME _____
COMPANY _____
ADDRESS _____
CITY _____

Fill in coupon, clip and mail to:
KING & COMPANY
2700 W. Lake St. Chicago 1, Ill.
Phone: KE 3-3302

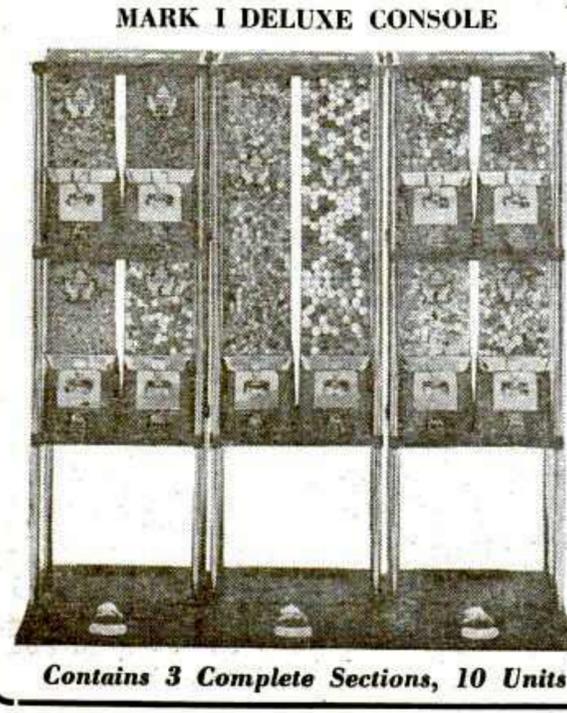
We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes, 1¢ Tab Gum, 5¢ Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Fanned Candies: 1 Hersheys 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

BEAVER VENDORS ARE LOCATION GETTERS... Chain Stores Demand Them



Contains 2 Units Contains 3 Units Contains 4 Units



Contains 3 Complete Sections, 10 Units

Address All Inquiries To:
BEAVER VENDING MACHINE AND SUPPLY OF AMERICA
(Exclusive Representative in the U. S.)
11036 Whittier Avenue Detroit 24, Michigan

Please send me your large catalog with pictures and prices on the complete line of Beaver Bulk Vendors and Vend-Craft Bubble Gum Products.

Name.....
Company.....
Address.....
City and State.....
Distributor.....
Operator (over 500 Machines).....
Operator (under 500 Machines).....
Prospective Operator.....
I'm Interested in Beaver Bulk Vendors.....
I'm Interested in Vend-Craft Bubble Gum Products.....

VENDING HEADQUARTERS for VICTOR
THE MOST COMPLETE and FINEST LINE of BULK VENDORS
← **L. C. TOPPER, \$15.00 ea.**

Large Capacity • 1175 Balls 100-Count Gum • Attractive Plastic Globe • Dependable Vending • Low Price • Add an L. C. TOPPER to Your Present Locations for ADDED PROFIT!
Large Stock of Vendors—Parts and Merchandise. Write for Prices.
GRAFF VENDING SUPPLY CO., INC., 2817 W. Davis St., Dallas, Tex.

IVORY SKULL WITH CHATTERING JAW
... black painted eyes
\$12.50 PER M IN 5 M LOTS

SURE LOCK, the perfect capsule. Patent No. 2762411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The PENNY KING Company
2534 Mission Street, Pittsburgh 3, Pa.
World's Largest Selection of Miniature Charms

TRADE TAKES NOTE

Jumbo Charm Making Giant Splash, Revises Thinking on Nickel Capsule

By NICK BIRO

PITTSBURGH—Meet the Jumbo Charm, newest item to make a big splash on the bulk vending scene.

In the opinion of one industry veteran, Les Hardman of Penny King, the Jumbo Charm is on its way to replacing nickel capsules and becoming the standard item for nickel machines.

Hardman bases his opinion on two grounds. For one, he points to the big boom in dime capsule vending during the past two years.

"Kids now have a lot of dimes and the dime capsule has become big business. However, the old nickel capsules are a little pale in comparison. The operator needs a companion nickel item, and the nickel charm appears to be the ideal answer."

Another reason: Hardman is selling over 200,000 nickel charms each week, an amazing figure considering he's only been out with the items for some six months.

"It's the best acceptance we've ever had for a new line, and indicates operators must be doing good business with them," said Hardman.

Two Years Old

The Pittsburgh charm manufacturer noted that nickel charm vending actually started some two years ago with the introduction of so-called Rocket charms.

The big problem, however, was size. The items would not vend properly and often customers would get two or three charms for a single nickel.

The current Jumbo Charms have succeeded in overcoming this, he said.

Hardman said Jumbo charms were designed to vend one for a nickel through standard Rocket charm wheels in the various machines.

His own series was introduced some six months ago with 10 charms plus a large assortment of rings with a capsule insert necessary for perfect vending.

Since then, Penny King has added 20 more items to the assortment. Now, in conjunction with the Deluxe Rings with inserts, the Princess Metal Adjustable Rings comprise half the rings in the assortment.

Rings Mounted

The rings are also mounted on a specially designed capsule that contains a fortune or wise saying.

Hardman said that reports from all parts of the country indicate that "operators are buying new machines to vend these nickel charms or converting their older machines for the same purpose."

"It is the consensus of opinion that the best arrangement for a four-way stand is a nickel Jumbo Charm vender (eliminating the former nickel capsule vender), a dime capsule vender, a penny-nickel ball gum and charm machine and a 100-count gum machine," said Hardman.

He emphasized that operators found that "even in the small 'Mama and Papa' stores, a four-way stand with such a mixture produces excellent revenue."

Commenting on his own volume, Hardman said that Penny King was on its way to ringing up the highest gross sales figure in its history. He said that in the last year he had more than doubled his total volume and that Jumbo Charms and dime capsules were largely responsible.

Oak St. L. Distrib In New Quarters

LOS ANGELES — The Samuel J. Phillips Company of St. Louis last week moved to expanded quarters, it was announced by the Oak Manufacturing Company. The new address for Phillips is 29500 Washington Blvd., St. Louis. Phillips is an exclusive distributor for Oak's Acorn vending machines.

Phillips carries a complete stock of charms and merchandise for bulk vending machines. It also named a franchise distributor for the State of Missouri in the Retarded Children Vending Machine Program. This provides that a portion of the money collected from vending machines placed on location under terms of the program will be contributed to retarded children's charities.

Rail Enclosure

Continued from page 49

herewith, the scale platform incorporating a heavy fiberboard sign on either side advertising a local florist. The florist picked up the tab for the sign material and painting and is realizing a steady flow of additional business from customers, attracted either on impulse, or reminded of flower-sending obligations.

And the scale will stay in place, undamaged, for 10 times as long as it would in its "unadorned" state.

(Continued on page 51)

Operators in MARYLAND & WASHINGTON BUY EPPY CHARMS

In our new warehouse at low factory prices.
CALVIN SALES CO.
625 W. North Ave. Baltimore, Md.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME.....
COMPANY.....
ADDRESS.....
CITY.....

Fill in coupon, clip and mail to:
Member National Vending Machine Distributors, Inc.
BITTERMAN & SON
4711 E. 27th St. Kansas City 27, Mo.
Phone: WA 3-3900

We handle complete line of machines, parts & supplies.

Buy OAK for your PROFIT LINE!



MANUFACTURING COMPANY, INC.
11411 Knightsbridge Ave., Culver City, California

AMCO SANITARY VENDOR

The Finest for Vending Flat Pack Products

10c, 25c and 50c Operation

Vends flat packs up to 1/2" x 2" x 4 1/4". Advance coin detector with automatic coin return when machine is empty. Separate coin box.

For Details and Prices Write, Wire, Phone Today.

J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y.
President 2-2900

ABP MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

VENDING HEADQUARTERS

for VICTOR

THE MOST COMPLETE and FINEST LINE of BULK VENDORS

VENDORAMA

The New VICTOR VENDORAMA vends large and small capsules . . . large and small ball gum at 1¢, 5¢, 10¢ or 25¢ play.
Large Stock of Vendors—Parts and Merchandise. Write for Prices.

LOGAN DISTRIBUTING CO., 1850 W. Division St., Chicago 22, Ill.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME.....
COMPANY.....
ADDRESS.....
CITY.....

Fill in coupon, clip and mail to:
CLEVELAND COIN MACHINE EXCHANGE

2029 Prospect Avenue Cleveland 15, Ohio
Phone: TOWER 1-6715

We handle complete line of machines, parts & supplies.

VENDING HEADQUARTERS

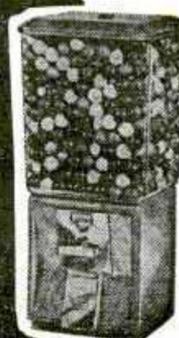
for VICTOR

THE MOST COMPLETE and FINEST LINE of BULK VENDORS

New Victor 2000 Vender, Large Capacity . . . Holds 2,000 Balls 100-Count Gum . . . or 600 10c Capsules . . . Also Available 3 Balls 100-Count Gum for 5c. \$24.50 ea.

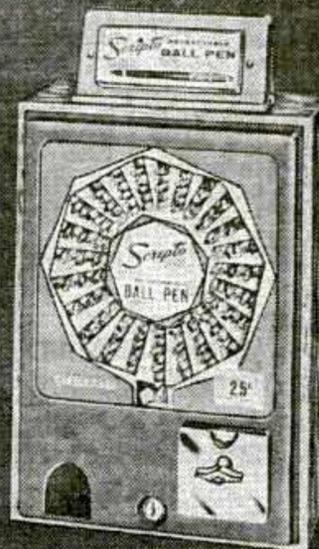
Large Stock of Vendors—Parts and Merchandise. Write for Prices.

H. B. HUTCHINSON, JR.
1784 N. Decatur Rd., N.E. Atlanta 7, Ga.
Phone: DRake 7-4300



We handle complete line of machines, parts & supplies.

PEN VENDORAMA AND SCRIPTO PENS



A Fine Combination
Holds 193 SCRIPTO Pens
Vending at 25c Each
Takes in \$48.25
SCRIPTO Pens — Fine Quality Mfg.
This machine is covered by U.S. Patents. Other Patents Pending.

VICTOR VENDING CORP.
5701-13 W. Grand Ave.
Chicago 39, Ill.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe 1¢ or 5¢ Comb.	12.00
N.W. 18-Col. 1¢ Tab Gum Machine	18.00
N.W. Model #32, 1¢ Forc. Con.	6.50
Sorted for 100 ct. B.G.	6.50
Silver King 1¢ B.G. or Midge.	8.50
ABT Gum 1¢	30.00
Mills 1¢ Tab Gum	12.00
Model #33 Peanut, 1¢	6.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.74
Pistachio Nuts, Jumbo Queen, White	.67
Pistachio Nuts, Large Twile	.72
Pistachio Nuts, Vendor's Mix	.65
Pistachio Nuts, Sheik, Red	.55
Cashew, Whole	.68
Cashew, Butts	.62
Peanuts, Jumbo	.45
Spanish	.35
Mixed Nuts	.37
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.35
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey-ets	.47

Rain-Bio Gum, 72 ct.	.32
Malt-otto, 100 ct., per 100	.35
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Bio Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Bio Ball Gum.	
Adams Gum, all flavors, 100 ct.	.48
Wrigley's Gum, all flavors, 100 ct.	.45
Beach-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

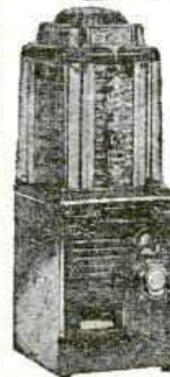
Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.

One-Third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY THERE ARE BIG PROFITS IN

GUM

GET YOUR SHARE WITH



PACKAGE GUM VENDOR

This amazing vendor is a sure bet for big gum profits. A rotating merchandise drum with five columns vends a total of 95 standard nickel packs.

"Visidrome" display top attracts sales.

STAMP FOLDERS, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN

SALES AND SERVICE CO.

MOE MANDELL

446 W. 36th St., New York 18, N. Y.
L'Ongacre 4-6467

Slifer Suggests One Convention

• Continued from page 49

as examples the automobile show, sporting goods show, houseware

show, restaurant equipment show and the recent International Trade Fair.

Here's Full Text

A full text of Slifer's letter follows:

INTERNATIONAL COIN-MACHINE EXPOSITION (ICME)

Chicago, Illinois 1963
"TO: ALL COIN MACHINE INDUSTRY PERSONNEL:

"Never in the history of the world has Internationalism played such an important part in the march of events as now. We hear about 'Common Market,' 'World Fairs,' 'International Trade Promotions,' 'Foreign Student Exchanges,' 'Peace Corps,' 'United Nations' meetings hoping to solve the problems of man, etc., etc. Every industry has been asked by our government to promote foreign trade. This is a 'Must' if we are to compete with the stiffest competition we have ever had to face in our productive history! And we, in our industry, it seems to us, can and will meet this challenge. It will not be easy. We must be collective in action!

"Or industry is represented, in part, by various Trade Associations. We do not believe—in the theory—that one over-all Trade Association should represent the public image, or act for the entire coin machine industry. We do believe—that each segment must belong to its own facet, wherein kindred problems are met, discussed, and beneficial programs are instituted for the common good. To

follow any other course would be extremely dangerous, impractical, futile and functionally impossible—leading to eventual stagnation of our progress! This is a dreamer's folly!

"However, wouldn't it be sensible, practical and enterprising if our entire industry were to combine forces, its talents and personnel, regardless of affiliations and allegiances, and help sponsor a world-wide annual coin machine international exposition! Every domestic and foreign coin machine manufacturer, importer and exporter, and supplier, in all categories and fields, to participate. No stones should be left unturned to uncover every ramification dealing with coin machines and products.

"All of this would be channeled thru domestic and foreign planning committees. Every one, here and abroad, who is interested in this industry, should be willing to serve cooperatively, with time and talents, to assure the success of such an international exposition and enterprise!

"The promotion of international good-will, the element of human relations, the sales potentials, the settling of many international and domestic problems, would bring immeasurable benefits to every one—through getting to 'know our neighbors' from all over the world. We believe, that our government, as well as those of every other country too, who is interested in furthering the cause of Brotherhood and better understanding, will do more than their share of getting behind such an exposition, in many different ways and through numerous channels. We also believe, that sufficient finances and personnel would be pledged, by every country, to make this feasible, practical and successful, through committee cooperation.

"However, if we do not undertake the above for 1963, then we must, if for no other reason, than to solidify and revitalize our own split industry. . . have one over-all national coin machine convention and exhibit, covering every facet. Exhibit spaces could be sectionalized—but all under one roof and open at one time. We realize that a fair and equitable arrangement would have to be set up for various groups to augment their budgets. The programs and/or agendas could be arranged—bearing in mind these important factors: (1) each group would hold its own meetings at certain hours. (2) Certain hours would be set aside for our industry's trades people to view and discuss the displayed products with the exhibitors. (3) But furthermore—there must be certain hours, set aside, for full exposure to the general public—a phase—we have too long overlooked and sorrowfully neglected.

"This is not new or original—

many industries do this now—the Automobile show, Sporting Goods show, Houseware Show, Restaurant Equipment, the recent International Trade Fair, etc., etc. The list of successful shows is quite impressive.

"Our present methods are archaic! Diversification is definitely on the upward trend, and will increase in importance, and with the mergers and same diversification in many of our manufacturers products, it would seem to us that, now more than ever, is the time for us to modernize our thinking and break with old habits! Our thinking needs a good house cleaning at most. Let's pull back the curtains and see the horizon ahead for all of us. Our future is 'out there' and up as high as we are willing to concede and work for without bias.

"We shall never attain our proper perspective, in depth, with all of these confusions, suspicions and misunderstandings, which foolishly divide our industry into segregated groups. It is high time that we integrate our national convention and sales procedures. And we do mean all of its ramifications too. Why, there are more people wearing 'three cornered hats'—all dependent upon who they are talking to—as to which corner is facing forwards, than was worn in the Revolutionary War. This isn't the eighteenth century—this is the twentieth! Let us, those who are responsible, do some unprejudiced thinking and adjust ourselves to 'the times' instead of adhering to the 'archaic past.'

"We would welcome your views on both of these suggestions. Real soon too."

"Yours for the continued growth of our industry.

"Most cordially,
"O. L. (Bob) Slifer,
Executive Director NCMMA."

DON'T MOVE

until you send Postal Form 3573 to
Billboard Music Week
2160 Patterson St., Cincinnati 14, O.,
and you won't miss a single issue of your subscription!

Holiday Signs On

• Continued from page 49

Box and Singer report excellent sales on Steve Lawrence's new Columbia disk, "Go Away Little Girl." Singer also reports solid action on "From the Bottom of My Heart," Dean Martin, Reprise; "Monster Holiday," Bobby Pickett's follow-up to his "Monster Mash" on Monogram; plus a couple of Christmas standards: "White Christmas" Bing Crosby, Decca, and "Little Drummer Boy," Harry Simeone Chorale, 20th Fox.

Singer also reports "strong and steady" action on a pair of singles that in the words of Fred Sipiara, "appear to be reaching juke box standard status," Tony Bennett's "San Francisco" on Columbia and Bent Fabric's "Alley Cat" on Atco. "Both are excellent all-around records and go into almost any type location," Sipiara said.

At Music Box, Russ DiAngelo reports strong sales on "Shutter and Boards," Jerry Wallace, Challenge; "Teen Age Cheers," James McArthur, Sceptor; "You Are My Sunshine" b-w "Your Cheatin' Heart," Ray Charles' two-sided hit on ABC-Paramount, and Rick Nelson's new Imperial recording of "It's Up to You."

Among holiday material, Music Box is getting strongest action on: "Jingle Bell Rock," Bobby Helms; "Rockin' Around the Christmas Tree," Brenda Lee; "White Christmas," Bing Crosby, all on Decca, and "Little Drummer Boy," Harry Simeone Chorale, 20th Fox.

OPERATE Williams Mardi Gras 4-Player

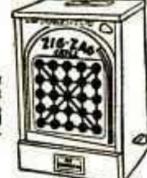
Williams builds only one 4-Player per year. Only once in a lifetime does such a sensational 4-Player come along. Be sure to get yours from your Williams distributor today!

Williams

Electronic Mfg. Corp.
4242 W. Fillmore St., Chicago 24, Ill.

ZIG-ZAG Counter Game

5-ball play 1c-5c-10c play. Size 12"x17"x9". In line scoring high scoring. All natural wood cabinet.



\$49.50

SHUFFLEBOARD SCOREBOARDS

Coin operated. 15, 21 and/or 30 points (Horsecollar). Overhead double-faced model on chrome stands, complete with coin box

\$159.50

SPECIALS! POOL SUPPLIES

5-Oz. Bumper Pool Balls (10)..... \$ 9.00
4-Oz. Bumper Pool Balls (10)..... 7.50
2 1/4" Pool Balls 1-15 w/Cue Ball, Set 12.50
2 1/4" Pool Balls 1-15 w/Cue Ball, Set 14.95
Plastic Triangles, 2 1/4" 1.50
48" Cues \$1.50 ea.; 25, \$1.25 ea.
52" Cues \$1.95 ea.; 25, \$1.50 ea.
57" Plastic Cues..... \$3.50 ea.; \$36.00 dz.

We carry complete line of Pool Supplies—Write for list.

PHONOGRAPH PLASTICS

We carry replacement plastics for Wurlitzer, Seeburg and A.M.I. Write for literature.

1/2 Deposit, Balance C.O.D. or S.D.
MARVEL Manufacturing Co.
2845 W. Fullerton Ave., Chicago 47, Ill.
Phone: Dickens 2-2424

Valley DELUXE 6-POCKET

DESIGNED for PROFITABLE PLAY



New Styling! New Operating Mechanism! Formica Burn-Proof Rails! Exclusive Valley "Easy-Count" Scorer! Regulation 2 1/4" Balls! 3 Popular Sizes: 75x42, 84x47, 90x50. Many other features.

MAHOGANY OR WALNUT

Ask your distributor for a demonstration, or write or phone direct for information.

VALLEY SALES CO. A DIVISION OF VALLEY MFG. CO.
333 MORTON ST., BAY CITY, MICHIGAN TWINBROOK 5-8587



IT'S JUST A MATTER OF TIME

New paper, new printing methods, new columnists, new features in the **NEW LOOK** of **BILLBOARD MUSIC WEEK**

Coming January 5

SPECIAL 25 BINGO GAMES

Write • Wire • Call

Seeburg KD 200	\$365	United Atlas Shuffle	\$125
Seeburg L 200	245	Bally Official Jumbo	275
Seeburg V 200	225	Bally DeLuxe Club	195
Rock-Ola 1485	575	Bally Club	150
AMI JAI 200	365	Keeney Roll A Line	Best Offer
AMI F 120	160	ABC & Congress (as is)	45

Complete line music—Pins—Shuffles—Bowlers—Arcade—Kiddie Rides—Vending.

CALL BOB JONES
REDD DISTRIBUTING COMPANY, INC.
126 LINCOLN STREET BRIGHTON, MASS.
Seeburg Distributor for 5 States. New England's leading distributor
Music—Vending—Games—Alloys—Seeburg—Bally—Chicago Coin—Keeney.

MUSIC	ARCADE	CIGARETTE
25 brand new Continental 2-100 ... \$ 825	Bally Golf Champ \$175	National 930 \$ 95
25 brand new Continental 2-200 ... 895	Undersea Raider 125	National 9 M 115
Continental 1-200, used 585	Basketball Champ 125	National 11 ML 165
Continental Lyric 1-100, used 525	Goalie 125	National 13 ML 225
Auto Photos #9 895	Pro-Basket Ball 375	Continental, 20 sel. 225
Auto Photos #11 1895	Hi-Fly Baseball 125	Corsair, 30 sel. 195
Auto Photos #13 2750	Quarterback 125	Smokeshop, 18 sel. 175
	Motorama 175	Seeburg, 22 sel. 150
	Space Age 195	Eastern, 22 sel. 125
	Lord's Prayer 175	Mercury, 11 sel. 125
	Pull Donkey's Tail 195	Lehigh, 12 sel. 125
	Crane 125	Keeney, 9 sel. 135
	Sidewalk Engineer 125	
	Road Racer 325	CANDY
	Set Shot Basketball 195	Stoner, 4 col. \$110
	Standard Metal Typer 225	Stoner, 8 col. 145
	Harvard Metal Typer 225	DuGrenier, 8 col. 195
	Ex. Hi Ball 75	U-Select-It, 2 col. 180
	Keeney League Baseball 135	184 bar 150
	Silver Gloves 125	Northwestern, 16 sel. 195
	Periscope 125	
	Pitch'm & Bat'm 100	COFFEE & HOT CHOC.
	Cross Country Drive 250	Avenco \$145
	mobile 250	Hebel 165
	Criss Cross Hockey 195	Mills Hot Choc. 75
	Peppy 195	Stoner 800 325
	Jet Pilot 195	Stoner Jr. 275
		Barvend 235

DISTRIBUTORS FOR WURLITZER, UNITED, GOTTIEB AND MIDWAY.

CLEVELAND COIN MACHINE EXCHANGE

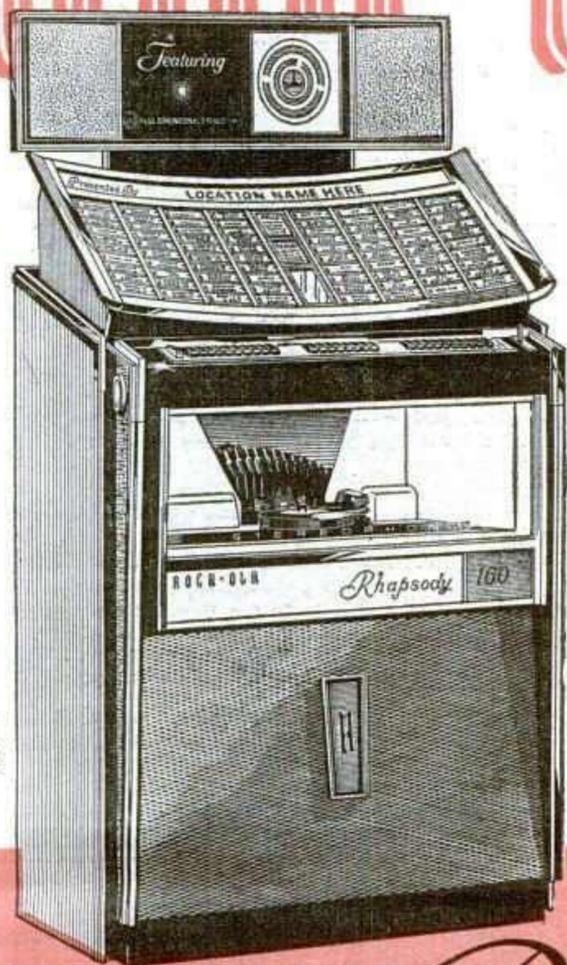
2029 PROSPECT AVE., CLEVELAND 15, OHIO
All Phones: Tower 1-6715

M. S. GISSER
Sales Manager

ROCK-OLA

**BIG IN STYLE! BIG IN DESIGN!
BIG IN APPEAL!**

The Rhapsody 160 is the result of Rock-Ola's World Famous Tradition of Excellence in engineering, unexcelled dependability and quality construction. Elegant Styling, Brilliant Colors, Appealing Design plus Rock-Ola's NEW Exclusive FULL DIMENSIONAL STEREO SOUND captures the patrons attention and assures complete location satisfaction and maximum earnings.

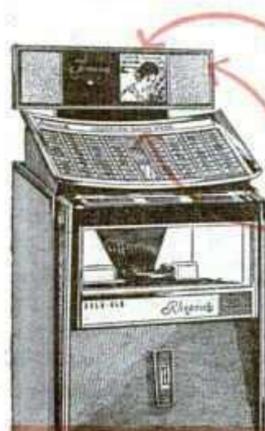


Model 408



Model 408 Deluxe Stereo-Monaural Phonograph With Full Dimensional Stereo

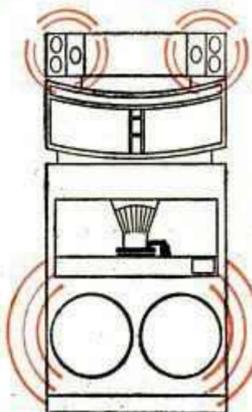
ROCK-OLA Rhapsody 160



"FEATURED STAR" RECORD SLEEVE DISPLAY PANEL

THREE PRE-ANGLED 2 1/2" TWEETERS ON BOTH SIDES

LOCATION PERSONALIZATION
Supply of easily inserted letters, numbers, etc. are included to enable you to provide your locations with personalized phonographs.



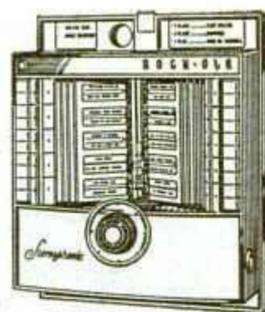
NEW ROCK-OLA EXCLUSIVE

FULL DIMENSIONAL STEREO

TRUE FULL DIMENSIONAL STEREO SOUND is delivered right at the phonograph by combining perfect factory pre-angled stereo cone tweeters... with the main unit speakers. Achieving a sound that immediately captures the patrons attention—thus assuring complete location satisfaction and maximum earnings.

NEW ROCK-OLA WALL BOX

- Entire mechanism removable for fast efficient servicing!
 - Extra large cash box.
 - Deep recessed 50¢ coin chute.
 - Completely sealed hinged front door.
 - Revolutionary new selection system.
 - High styled design.
 - Accumulator permits multiple coin deposits.
 - Rugged construction.
- Model 1558 (160 selections) Wall Box**
Model 1564 (100 selections) Wall Box



SEE THE BIG 3 FOR '63



RHAPSODY 160



CAPRI 100



CAPRI 100

With Full Dimensional Stereo
Model 408 DeLuxe Stereo Monaural Phonograph

With Full Dimensional Stereo
Model 404 DeLuxe Stereo Monaural Phonograph

Model 404 DeLuxe Stereo Monaural Phonograph



LOOK TO ROCK-OLA FOR ADVANCED PRODUCTS FOR PROFITS

Rock-Ola Manufacturing Corporation
800 North Kedzie Avenue
Chicago 51, Illinois

MUSIC MACHINE PROGRAMMING

Groups Can Live Side by Side

• Continued from page 49

manufacturers that they will exhibit. (2) Strong response from other exhibitors, especially record companies. The latter group has been conspicuously dwindling in recent years. (3) And perhaps most important—indications of a strong operator turnout at the conclave.

It's fair to say that a start has been made toward all three. Juke box manufacturers have been contacted by representatives of MOA. MOA representatives have visited operator groups around the country. Presumably, record companies and other exhibitors will also be contacted.

But as yet little more than a cordial atmosphere has been established.

Two Big Questions

This then brings up a pair of much-discussed subjects: How about one association to represent the entire coin machine association—including vending? If not a single association, how about at least a single convention, with all the associations representing the coin machine industry participating?

Each viewpoint has its pros and cons.

Proponents of the single association concept point out that the juke box, game and vending operators are now represented by four major groups: NAMA, for major equipment vending; MOA, for juke boxes (although MOA this spring changed its by-laws to include operators of games and vending machines); National Vendors Association, for bulk vending operators,

and the National Coin Machine Distributors Association, for coin machine distributors.

Overlapping Membership

In many cases a single operator or distributor belongs to a number of groups. So, say proponents, why not combine all the associations into one ball of wax. Problems of the coin machine industry are generally applicable to all segments. A single association could deal with them better.

Also, the problem of raising money and maintaining membership for a single association would be simpler than the same for four.

Opponents argue that the interests of each group would be lost in one large association, and on a more practical level: "the vending industry has fought for years to separate itself from the juke box and game people, why should it want to join them now?"

NAMA Is Key

The latter argument, perhaps, is the key, because of the four associations mentioned, NAMA is by far the biggest, strongest and most successful.

Public comments to the contrary, few leaders of any of the three remaining associations have any private doubt that an alliance with NAMA would be to their advantage. Would NAMA agree? This is the problem, and so far it is very far from being worked out.

Arguments are similar for and against a single convention. Many argue that with the trend toward diversification, the appeal of all types of juke boxes, games and vending machines under one roof would have far more drawing power than each of the three in separate halls, at different times of the year.

But, say opponents, wouldn't everything be lost in one big arena—wouldn't individual problems be muddled—and again the key point, would the giant major equipment vending industry want its public

JFK Number

• Continued from page 49

last week, with several key items worth noting by operators. The Harry Simeone Chorale, which already owns the Holiday standard "Little Drummer Boy," on 20th Fox, has a new one titled, "Do You Hear What I Said?" on Mercury, already reported to be getting definite action at the radio and retail level.

Operators should also note two other likely new Christmas entries. One of these, on the Rendezvous label, is by West Coast disk jockey Roger Christain, who recites "Little Mary Christmas" and "The Meaning of Merry Christmas" to a musical background. The other is a Christmas version of a tune titled "Baby Sittin' Boogie," a hit last year for Buzz Cifford on Columbia. The current item is "Baby Sittin' Santa," by a new singer, Barry Richards, on Epic.

In addition to the numerous re-released selections outlined last week (BMW, December 1) ops can also take their pick of various other new items, including Hank Ballard's "Christmas Time for Everyone But Me" on King; Paul Evans' "The Bell That Couldn't Jingle" on Kapp, and "Mr. Santa Claus, Bring Me My Baby," by Nathaniel Mayer, on Fortune Records.

image associated with juke boxes and games? Again the answer is up in the air.

The months ahead will hold the answer to both questions—can we have a single association, or at least a single convention? MOA, for one, will be working at a survival pace to get the answer. Sooner or later, NAMA will have to consider the problem and make a decision. So will NVA and NCMDA.

When that time comes—and it could be sooner than many expect—the decision reached will be a most significant indicator for the future course of the coin machine industry.

Few Coin Showings at Chi Meet

• Continued from page 49

large carnival and fair-type amusement areas.

Among new pieces were two coin-operated golf games, one by Rolling Greens, Inc., and one by Koener Products. Mike Munves showed a new "Kissin' Cupid" coin-operated novelty question-answer machine, an Indian Scout Horse, Sante Fe Express Train, Road Racer and Model Turnpike, a two-player drive-a-car game.

New Equipment

International Mutoscope showed a new "Pez" candy vending ma-

chine; Urban Industries had several new model coin-operated movies; Mold-A-Rama had an improved version of their plastic molding machine; Capitol Projectors had a new U. S. Marshal Horse and a new Drive-In movie.

Other firms to exhibit included: Johnson Fare Box Company, coin counting equipment; Philadelphia Toboggan, Skee Ball; Standard Harvard Metal-typer, name plate stamping equipment; Auto-Photo, coin photo machines; International Mutoscope, photo machine; Fascination Corp., fast-draw gun game; Exhibit Supply card vender and plastic laminator, and J. F. Frantz Manufacturing Company, mechanical gun games.

The Koener golf game consists of a playing "green" and backglass to keep score. The player gets nine shots for a dime. Up to four can play. A lighted scoreboard registers when each put is sunk. The green is swept clean after each shot by an electric sweep arm, operated by the player. The game also has a handicap equalizer to adjust the tilt of the putting green, automatic ball return, electric components and is available in indoor and outdoor models. Koener Products is located in Bloomington, Ill.

More New Games

Rolling Greens, Inc., Bellbrook, Ohio, showed a simplified golf game with gravity ball return. The model was designed primarily for home recreation use but a coin-operated model is to be out shortly.

Mike Munves' "Kissin' Cupids" allow the patron to ask the machine up to 20 questions. If the answer

Recent Stereo Releases For Music Operators

All titles listed below are custom 33 1/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard Music Week, 1564 Broadway, New York 36, N. Y.

Rowe-AMI Top Talent

Like Charlie, Charlie Shavers, Everest Enterprises

In the Still of the Night/I'm a Fool to Love You
I'm Forever Blowing Bubbles/Blues for Choo Loo
The Best Things in Life Are Free/Taking a Chance on Love
In a Little Spanish Town/Carioca
You're My Everything/Don't Be Late

Caribbean Guitar, Chet Atkins, RCA Victor

Mayan Dance/Yellow Bird
Jungle Dream/The Banana Boat Song
Montego Bay/Come September
Moon Over Miami/Come to the Mardi Gras
The Enchanted Sea/Temptation

Seeburg Artist of the Week

The Faraway Part of Town; Andre Previn, His Piano and Ork

Where Are You/Strangers When We Meet
A Place in the Sun/Trav'lin' Light
Gone With the Wind/Over the Rainbow
When Your Lover Has Gone/Where, I Wonder
Near to No One/Meet Me Halfway

The Vivacious One, Miss Ann Margret

Jim Dandy/Thirteen Men
There'll Be Some Changes Made/The Rock and Roll Waltz
Make Love to Me/Tell Me, Tell Me
Please Don't Talk About Me When I'm Gone/C'est Si Bon
Inka Dinka Doo/Begin the Beguine

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.

LIMBO ROCK AND POPEYE (THE HITCHHIKER)	CHUBBY CHECKER Parkway 849
YOU ARE MY SUNSHINE AND YOUR CHEATING HEART	RAY CHARLES ABC-Paramount 10375
HOTEL HAPPINESS AND STILL WATERS RUN DEEP	BROOK BENTON Mercury 72055
I CAN'T HELP IT AND I'M SO LONESOME I COULD CRY	JOHNNY TILLOTSON Cadence 1432
A LITTLE BIT NOW AND SHE'S A TROUBLEMAKER	MAJORS Imperial 5879
LET'S KISS AND MAKE UP AND TROUBLE IS MY MIDDLE NAME	BOBBY VINTON Epic 9561
THE CHIPMUNK SONG AND ALVIN'S HARMONICA	DAVID SEVILLE & THE CHIPMUNKS Liberty 55250

is "yes," a boy and a girl figure embrace, if "no" they step apart. The answers come up at random and the same question doesn't always get the same answer.

Munves' Indian Scout Horse provides a combination gun game and ride. The kid gets to ride and shoot at the same time. Even if he misses, he still gets his money's worth. The gun is a standard electric-target type.

Munves' Model Turnpike lets two players (or one) drive cars around a figure-eight track. Each

player drives for one minute. He scores points for not hitting barriers and more points for staying in a center line.

Capitol's Road Test allows the player to sit and drive a car around a series of obstacles on a revolving drum. Three-way scoring system enables him to pile up points for "breaking reaction," "steering reaction" and "on the road skill."

Capitol's Drive In movie shows kiddie films on a screen while the tot sits in mock-up car. Three dif-

(Continued on page 57)

America's Largest and Oldest
ONE-STOP RECORD SERVICE!
45 RPM 60c
All LP's—Regular Distributor. Wholesale—Nothing Over.
SAME DAY SERVICE
THE MUSICAL SALES CO.
The Musical Sales Bldg.
Baltimore 1, Maryland

RECORD DEALERS!
RACK JOBBERS! JUKE BOX OPERATORS!
ONE STOP — ONE DAY SERVICE! STRICTLY WHOLESALE! NO EXTRAS! NO GIMMICKS!
Special Album Deals Always Available!
YOUR CHOICE OF OVER 2000 LABELS — FOR THE MOST CURRENT INVENTORY YOU'VE EVER OWNED!
45's-60c
LONG PLAYING RECORDS.
LIST FOR \$3.98 **\$2.47**
LIST FOR \$4.98 **\$3.09**
LIST FOR \$5.98 **\$3.71**
* "SPECIALS" & "Hard-To-Get's" our Specialty ... No Order too Large or Small!
REDISCO
The Nation's No. 1 Wholesale-1-Stop
1221 W. NORTH AVENUE
BALTO. 17, MD.—NORTH 9-1515

- UA UNITED ARTISTS
- DECCA
- CBS
- VEE-JAY
- EUN
- RCA VICTOR
- Mercury
- Columbia
- DOT
- EPIC
- Capitol
- KING
- MGM
- SAVOY

FOR SALE

Wurlitzer #1650 \$ 50.00
 Wurlitzer #1900 275.00
 Rock-Ola #1438 95.00

Used Pinballs ready for location—
 Auto Races, Derby Day and
 Grand Slam. Each \$ 35.00
 Royal Flush 50.00
 Bally U. S. A. 50.00
 Golden Bells 125.00
 Straight Flush and Queen of
 Diamonds. Each 150.00

Send 1/2 deposit to
GUERRINI'S
 1211 W. 4th St. Lewistown, Pa.

Exclusive
**BUILT-IN AUTOMATIC
 INCOME
 TOTALIZER**

The Revolutionary **SEEBURG**
 New LP
CONSOLE

**BARGAINS
 FOR THE WEEK**

GAMES GAMES
 250 OF THEM

Received a Large Lot of Drink
 and Coffee Vending Machines
 in Trade, also a Large Lot of
 Phonographs.

WHAT DO YOU NEED?
 SPECIALS FOR THE WEEK
 9 Col. National
 (Used) \$85.00
 Rowe #2700 20-Column
 Cigarette Venders, Recon-
 ditioned and Repainted,
 Hammeroid Finish \$225.00
 1 Lot of Older Shuffle Alleys,
 Bally, United, Chicago Coin—
 Write for More Information on
 the Above, Also on Used Drink
 Venders.

Write or Call Us Collect.
MAin 1-3511
 Write for Our Price List on Full
 Line of Coin-Operated Machines.

Central
 DISTRIBUTORS, Inc.
 2315 Olive Street, St. Louis 3, Mo.
 Phone: MAin 1-3511; Cable: Condist

ALUMINUM DE-GREASED DISCS
 FOR STANDARD AND HARVARD

METAL TYPER
 Packed in rolls of 100. Available with special imprint
 Call our PARTS & SERVICE Dept. for all your Typer needs

STANDARD HARVARD
 METAL TYPER, Inc. 1318 N. WESTERN AVE.
 CHICAGO 22, ILL. • EV 4-3120

"Profit-Makers" From
chicago coin

ROYAL CROWN BOWLER • BIG HIT
 WORLD'S FAIR RIFLE GALLERY • CITATION PUCK BOWLER

CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

Exclusive Chicago Area
 Distributor for
WURLITZER
 PHONOGRAPH
 and PARTS

IMPORTERS
 SEND FOR
FREE
 LATEST CATALOG
 64 Pages—Fully
 Illustrated.

**FIRST COIN MACHINE
 EXCHANGE, INC.**
 Joe Kline
 Cable: "FIRSTCOIN"—Chicago
 1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • Dickens 2-0500

G-19, O-63, BINGO!

Game Grows Steadily in Europe as Belgians Win Protest Against Ban

By OMER ANDERSON
 BRUSSELS—An expanding European market for American bingo games is seen by trade sources here in this capital of bingo-loving Belgium.

Despite official opposition in large areas of Europe, bingos are gaining steadily in popularity, as is established by recent surveys. Under impact of this wide popular acceptance, official opposition is waning, and in a number of areas officials have dropped outright opposition to bingos.

In some countries the anti-bingo laws are being permitted quietly to lapse as the first step toward striking them from the statute books. As the bingo capital of Europe, Belgium mirrors precisely the popular European attitude toward bingos.

Bingos were outlawed early last year over a wide area of Southern Belgium, the ban to take effect July 1. Under pressure of popular opposition, the provincial officials backed down and extended the ban until January 1, 1963. Meantime, the number of bingos in Belgium has increased steadily—clear evidence that nobody believes bingo actually will be banned.

It has now been learned that provincial officials are backing down and that the January 1 ban will be allowed to fall. Instead, the Belgian provinces concerned will announce that bingo is to be "put on its good behavior"—that bingo will be permitted as long as the applicable laws are observed.

Bingos have boomed in Belgium from 35,000 a year ago to the present 42,000. A trade expert said, "We can't get enough bingos—this country is bingo mad." Annual bingo purchases in Belgium are running at over 10,000 annually. The prospective ban has merely boomed sales.

Italy, too, is beginning to bounce with bingos. Large-scale bingo sitting in Italy began only last year.

But annual buying has jumped to around 1,000, and this figure is regarded as merely the beginning. It is estimated that Italy will have 5,000 bingos by 1964 and that the eventual count there may reach 25,000 by 1967—if.

The Netherlands similarly is a hot bingo market, importing 5,000 bingos annually despite problems posed by Holland's crazy-quilt pattern of provincial gaming laws. Even little Luxemburg is jumping with the bingo fever, the capital of the European coal and steel community importing, through Belgium, 500 bingos annually.

Chance-happy Britain is a market all to itself, destined, according to some British trade figures, to overtake Belgium as the bingo capital of the Eastern Hemisphere. Britain last year purchased 6,000 bingos, and the figure this year will be near 8,000.

"If the law will leave us alone, I see the chance to make bingos the British national pastime—more popular than dog racing," a top British trade figure remarked.

Other European countries, particularly West Germany, are regarded as ripe for aggressive U. S. trade penetration, though the legal picture is still cloudy in certain areas. The Germans are seen as a prime market for bingos in the light of this country's addiction to pinballs and payouts. West Germany has 120,000 payouts in operation, and the trade could site double that number if not barred by law.

BRITISH DISTRIB GETS 'HOT GUN'

LONDON.— Joe Phillips, general manager of Majormatics, Ltd., announced that his firm has been granted exclusive distribution rights for Great Britain and the Continent of Europe for the Mr. Top Gun, electrically controlled coin machine, manufacturing by Taylor Engineering Corporation of Beverley Hills, Calif.

A shipment of machines had already been received by air and Phillips plans to exhibit them at the Blackpool exhibition this month and in the Amusement Trade Exhibition in January.

Bingos have been ruled exempt from legislation covering payouts, and West Germany is regarded as the bingo "frontier" country. Elsewhere, while local laws frown on bingos, U. S. trade sources take this opposition to be more nominal than actual. These sources believe that with adroit public relations and the right kind of promotion,

most of the opposition would evaporate.

Belgium, in this connection, is regarded as a fair test of how popular sentiment can be mobilized to challenge narrow local bureaucratic dictation. It is an open secret, moreover, that in certain European countries, despite existence of stiff anti-bingo laws on the books, officials, acknowledging popular sentiment, make no effort to enforce the anti-bingo laws.

As an official in one of these countries remarked, "Why make yourself unpopular trying to prevent what the people want, and which really isn't going to hurt them, if it doesn't help them have fun."

YOU GET BETTER BUYS AT PURVEYOR

22-FT. SHUFFLEBOARDS ... \$225.00
 Reconditioned & Resurfaced Top.
 9-Ft. American Bank Shot 125.00
 6-Pocket Pool Tables (75"x42"x31")
 (reconditioned) 175.00
 3/4 Pool Tables (84"x47"x31")—
 6 Pockets 295.00

BOWLERS
 ABC \$150.00
 Congress 165.00
 CC Gold Pin 465.00

UN Line-Up \$465.00
 CC Hollywood 95.00
 CC Bliinker 95.00
 CC Rocket 75.00

ARCADE
 1960 Auto Test \$445.00
 Pollard Football 135.00
 Jet Pilot 185.00
 Road Racer 375.00
 Drive Mobile 150.00
 Midway Shooting Gallery 215.00
 Deluxe Shooting Gallery 275.00
 Moon Raider Gun 160.00
 Carnival Gun 150.00
 Sportsman Gun 140.00

PURVEYOR Better Buys
 DISTRIBUTING CO. 4322-24 N. WESTERN AVE.
 CHICAGO, ILLINOIS
 JUNIPER 8-1814

ATLAS . . . Reconditioned—Guaranteed
 MUSIC • GAMES • VENDING

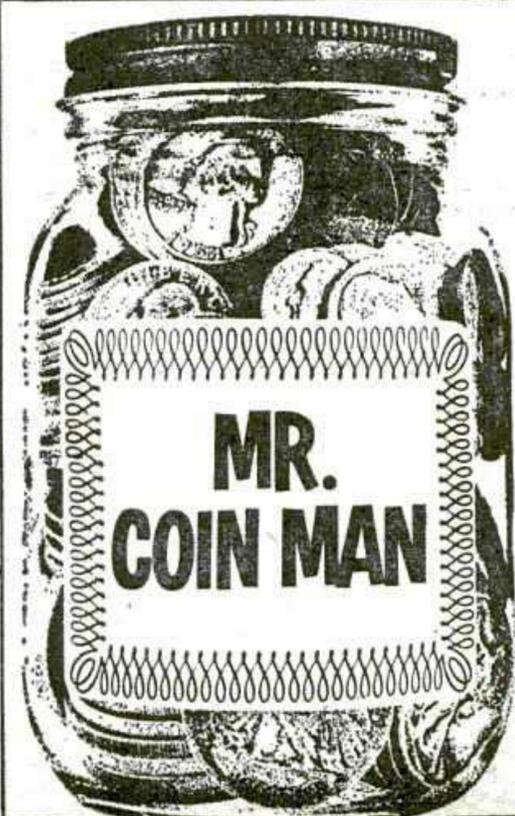
VENDING
 ROWE L-1000, 4 Flavor \$595
 ROWE AMBASSADOR, 14-Col. Cig. 175
 ROWE RV 750, Fresh Brew 500
 ROWE CANDY, 11-Col. (Mod. 77) .. 245
 ROWE CANDY, 8-Col. 125
 DUGRENIER K-14 Cig. (Man.) 165
 SEEBURG E-1 Cig. 175
 SEEBURG E-2 Cig. 215
 CORSAIR (30-Col.) Cig. 185
 NATIONAL 11ML Cig. 150
 NATIONAL CANDY, 10-Col. 265
 VENDO MILK #210 (Post Select) .. 445
 VENDO ICE CREAM (Post Select) .. 445

MUSIC
 A.M.I. CONTINENTAL 2-100 (50c) \$725
 A.M.I. 1-200M (50c) 395
 A.M.I. F-120 175
 ROCK-OLA 1438 195
 ROCK-OLA 1448 265
 ROCK-OLA 1455 275
 SEEBURG Q160-SH 745
 WURLITZER 2000 265

WANT TO BUY
 AMI SEEBURG
 Model 1-200 201SH
 K-200 222SH
 Continental 2-200 AY160SH

1/3 Dep., Bal. C.O.D. or
 Sight Draft. Cable: "ATMUSIC"—Chicago

ATLAS MUSIC COMPANY
 A Quarter Century of Service
 BRANCH OF ROWE-AC SERVICES DIVISION
 DES MOINES, IOWA 1120 Walnut St. Ph. 283-2393
 CHICAGO 47, ILL. 2122 N. Western Ave. ARmitage 6-5005



You're in business to make money.
 Billboard Music Week is in business to help you.

Weekly dollars and sense information in every area of your fast-paced industry . . . profit ideas—current trends and forecasts—legislation affecting your operation—new machines—new products—new services—new money-making ideas.

Get tomorrow's news today. Get it fast. Get it often. Get Billboard.

----- Subscribe Today -----
 BILLBOARD MUSIC WEEK, 2160 Patterson Street, Cincinnati 14, Ohio
 Please enter my subscription to BILLBOARD MUSIC WEEK for

1 YEAR \$15 3 YEARS \$35 New Renew
 Payment enclosed 2 EXTRA issues for cash Bill me later

Above subscription rates are for U. S., Canada and Europe.
 Other overseas rates on request. 801

Company _____
 Name _____
 Address _____
 City _____ Zone _____ State _____
 Type of Business _____ Title _____

Milwaukee Juke Rentals Show Gain

• Continued from page 49

stereo juke box for that fee. But we do give customers a first quality, recent model monaural juke box. We've always got a few on the floor at this time of the year. We might as well pick up a little revenue from them before they are traded in on new machines."

Rental fees also include a charge of \$8 an hour for moving the juke box in and out of the location. The moving charges usually total one hour for delivery and installation, plus another hour for pickup. Betz said the average rental billings have been totaling around \$25 to \$26.

They Come Back

Repeat business is being notched up as the result of con-

tacts established over recent years.

"We've already confirmed a half dozen juke box rental reservations for company Christmas parties," said Betz. "These are repeats from customers who were pleased with the rental service we've given them in the past."

To stimulate interest in holiday juke box rentals, P. & P. Distributing Company advertises the classified sections of the local newspapers.

"We used to run some ads in neighborhood and church papers. But they didn't give us in the classified sections of the This year we will advertise only in the metropolitan newspapers," Betz said.

integrity is a big word at Billboard Music Week

As of September, 1962, the circulation of Billboard Music Week was 20,265. The next publication in the field came up with 10,258.

There must be some reason for people to prefer Billboard Music Week . . . and the answer is Integrity.

Those who know the field, and who need to know what is going on today in the world of music, trust the integrity of Billboard Music Week—trust us to get there first, with the most complete coverage from an unbiased viewpoint, without prejudice or favoritism.

Billboard Music Week is there on the spot, all over the world, with top reporters getting all the news, more news about records, new products, new marketing methods, news that you use to do the job easier, faster and more profitably.

Your weekly issue of Billboard Music Week is a complete encyclopedia of the music field, with pertinent information and thoughtful, considered analysis of the contemporary scene.

That's why Billboard Music Week is preferred by more people. That's why we lead the field, and have led the field for almost 70 years.

We are proud of this faith that our readers, and advertisers, show in our efforts. It keeps our people aware of their vital job of serving you and the industry.

Our way of saying thanks is by doing a better job. This is our pledge to you this week . . . and every week.

EUROPEAN NEWS BRIEFS

Ravello Still Playing Her Song

ROME—The "Jackie Kennedy song" is still at the top of juke box favorites in the First Lady's Italian vacation village of Ravello. The song, "Nei Miei Sogni" (In My Dreams), was composed by Ugo Calise, famed singing Neapolitan guitarist. It was dedicated to Mrs. Kennedy, who is fond of Neapolitan songs. The song quickly became a regional top tune and has remained Ravello's favorite phonograph tune. When the First Lady and Caroline departed for home after their Ravello holiday, Caroline sang the song in farewell.

Court Boosts Payouts Tax

DUSSELDORF—The North Rhine-Westphalia administrative court has upheld an increase in the entertainment tax on payouts from 5 marks to 30 marks monthly. Some 600 suits were filed by operators against local authorities in connection with the tax boost. Operators claimed the higher tax amounted to confiscation. The court ruled, however, that the economics of payout operation indicate the increase is justified. It was brought out during the court hearings that payouts are increasing steadily in this Ruhr state, now numbering 25,000. The court suggested in its decision that it might be less than catastrophic if the higher tax resulted in a decrease in the number of payouts sited.

Swiss Royalties Slash Goes in Jan. 1

ZURICH—The Swiss trade association, "L'Association de la Branche Suisse des Automates" (ASA) announced that a 10 per cent reduction in the performing rights royalty for juke boxes will take effect next January 1. La Svizzera, the Swiss copyright society, agreed to the reduction after marathon negotiations covering months. ASA claims it is the first copyright royalty reduction obtained anywhere in Europe in the last five years. The trade group praised the copyright society for its "enlightened attitude" toward operator problems and predicted that the royalty cut will stimulate the trade. The Swiss royalty reduction is expected to spur operator groups in West Germany and France to similar efforts.

German Ops, Distributors Form Front

FRANKFURT—West Germany phonograph operators are attempting to forge a common front with record distributors to obtain a general readjustment in disk prices. German diskeries have just hiked prices on all disks, but the operators contend the action was "arbitrary and ill-considered." ZOA, the phonograph operators association, failed to get a hearing from the companies on its protests. Operator strategy now is to join forces with the distributors. Consideration is also being given to reviving efforts at production of disks specially for juke box operation. It is understood that talks are under way with several independent diskeries.

Soccer Game Goal: Common Market

SAARBRUECKEN—Distributors are being sought for the soccer game "Saar," which is manufactured by the Dr. Hansberg Company at Neunkirchen, in the Saar. The firm is expanding distribution of its game into the European Common Market area, and its announcement said distributorships in certain areas are still open. The game is claimed to be the fastest of its type now in production. The game has become a major Saar coin machine export, and study is being given to expanding its sale to Africa and Middle East. Market surveys in these areas have indicated potentially large demands.

Hold Blackpool Trade Fair

BLACKPOOL—The Northern Amusement Equipment and Coin Machine exhibition will be held December 4-6 at Blackpool. The mayor of Blackpool, Joseph S. Richardson, will open the annual trade fair, which will be held at the Olympia Winter

(Continued on page 58)

OPS TURN OUT TO GIVE PAPPY WELCOME BACK

MEMPHIS — L. C. Sammons, father of George Sammons, president of Sammons-Pennington Company, distributors, reopened his world-famous restaurant this week.

The new restaurant, Pappy's Lobster Shack, had many music and game operators as some of its first customers. The original Pappy's Lobster Shack burned March 15 at a loss of \$250,000. Insurance covered only \$25,000 of the loss.

Lost in the fire were a rare collection of violins, old phonographs, Civil War guns and music box relics.

Sammons' new restaurant, opened at a cost of \$50,000, is in a brick building, one of three buildings of the original. The brick building had water and smoke damage, but was not burned as were the other two. Seating capacity now is only 75—the other had 300.

Among famous guests of the restaurant have been President Eisenhower, Dizzy Dean, John Ringling North, Gov. Ross Barnett of Mississippi, Tommy Dorsey, Ted Mack and Clyde McCoy.

BUY

Bally

FOR

TOP EARNINGS

IN

EVERY TYPE OF LOCATION

EVERYWHERE

PARTS

Order from Wico Corp. when you need Phono or Game Parts and Supplies!

Over 5000 items listed in our 168 page catalog! Same Day Shipment!

WICO

World's Largest Distributor of Coin Machine Parts & Supplies
2901-13 N. Pulaski Rd., Chicago 41, Ill.

**WORLD'S
LARGEST
INVENTORY
FOR SALE**

Send for
Complete Lists

**ARCADE—GAMES
BINGOS—RIDES
MUSIC, etc.**

DAVID ROSEN

Exclusive A. M. I. Dist. Ea. Pa.
855 N. BROAD STREET, PHILA. 23, PA.
PHONE: CENTER 2-2903

AMERICAN'S
Imperial

The **ULTIMATE** in shuffleboards

Watch your profits soar
when you operate the

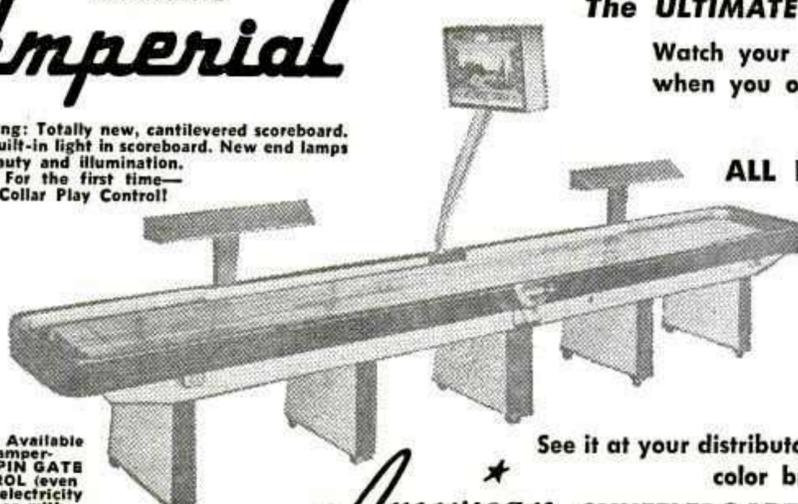
ALL NEW IMPERIAL!

Featuring: Totally new, cantilevered scoreboard.
New built-in light in scoreboard. New end lamps
for beauty and illumination.
New! For the first time—
Horse-Collar Play Control!

See it at your distributor now or write for free
color brochure.

American SHUFFLEBOARD COMPANY
210 Paterson Plank Road, Union City, N. J. UNION 5-6633

NOW! Available
with tamper-
proof PIN GATE
CONTROL (even
when electricity
is off) or with
exclusive
MAGNO-PLAY
CONTROL.



Rock-Ola 'Big 3' Hits Puerto Rico

SANTURCE, P. R.—The new Rock-Ola "Big Three for '63" line of coin phonos has been introduced in Puerto Rico. Local operators got their first look at a cocktail party Saturday (24) tossed by Automatic Distributing Corporation, local Rock-Ola distributor.

The party was held in Automatic's Loiza Street headquarters in this city and featured entertainment in addition to the showing of new equipment. A large number of operators and location owners from both Puerto Rico and the neighboring Virgin Islands attended the affair, according to Jeronimo Esteve Jr., president of the firm.

Not Enough Limbo Wax To Satisfy the Demand

MILWAUKEE—Operators really dig the new limbo craze, according to Gordon Pelzek, disk buyer at the downtown Radio Doctors one-stop.

"There actually aren't enough good new limbo records on hand to keep up with the demand from both retail and juke box operator accounts," Gordon Pelzek said this week. "Location requests for limbo numbers are beginning to pile up. The public sees the limbo being performed on TV and in night clubs, so limbo records are gaining popularity throughout the territory. Limbo numbers ought to be strong on juke boxes from now through the holidays."

Top selling limbo record at Radio

Doctors is "That Did It," by the Champs, on Challenge. Also moving big this week, are "You Are My Sunshine," by Ray Charles, and "Dear Lonely Hearts," by Nat Cole.

Christmas Cheer

Reports from all one-stops also indicate an early show of interest in Christmas disks. So far none of the early crop of holiday releases has made a serious bid for hit status here. Operator purchases to date still are stressing old standard Christmas records. But the demand for Christmas wax, both for Pelzek and Gene Geier, Record City, is ahead of last year at this time.

Gene Geier, one-stop disk buyer at Record City, reports a steady stream of operator customers in the store in search of new, hot wax. Top sellers currently include Burl Ives' "Mary Ann Regrets"; "Your Lonely Heart," by Nat Cole; "Rainbow at Midnight," by Jimmie Rodgers, and "Ruby Ann," by Marty Robbins. A novelty tune nabbing keen operator interest: "Don't Go Near the Eskimos," by Ben Colder, MGM.

Morrie's Tunes

The list of fast action producing new tunes for Morrie's Amusement Company's locations, according to Morrie Fuhrman, include these numbers: "Ruby Ann," Marty Robbins; "Two Loves," by Ral Donner on the Gone label; "Spanish Lace," Gene McDaniels; "Your Cheating Heart," Ray Charles, and "Strange Old-Fashioned You," by the Monitors. Also big, adds Fuhrman, is the new Elvis Presley release, "Return to Sender."

Lucien Seaffidi, H. & G. Amusement Co. routeman, claims receipts are being boosted by these new releases: "The Lonely Bull," Herb Alpert and the Tijuana Brass; Elvis Presley's "Return to Sender," and "Mama Sang a Song," by Stan Kenton.

Allied Sales Throws Gala Charleston Party, Shows Rock-Ola Big 3

THE BALLROOM of the Hotel Ruffner in Charleston, W. Va., was the scene recently of a gala party for operators in the area, given by Allied Sales, local Rock-Ola distributor. Allied execs J. A. Wallace and Hobart Booth took the occasion

to introduce Rock-Ola's new Big Three for '63 phonograph line. Also present were Rock-Ola execs Jack Barabash and Art Daddis. The party, according to Booth, was a typical West Virginia affair, lasting until the wee hours. More than 50 guests were present.



ROCK-OLA'S ART DADDIS pictured dining with friends at Allied's West Virginia event, while other guests line up at the buffet table.



J. A. WALLACE'S GIRL FRIDAY, Marie, points out sales features of one of new Rock-Ola units to interested lady guest.



J. A. WALLACE, having completed a sales pitch on the new Rock-Ola phonograph line, shakes hand of one of guests.



ALLIED EXEC HOBART BOOTH, pictured greeting three distaff guests attending showing of new Rock-Ola equipment.

Few Coin Showings

Continued from page 54

ferent sound films are shown for a dime and the kid gets to play with a real steering wheel while the whole thing is going on.

Capitol's U. S. Marshal is similar to Drive In movie except that the little rascals are placed on a galloping horse while the movie is shown. They've got a gun in front of them so they can shoot at the Indians on the screen, or the cowboys, if they're so inclined.

The new "Pez" candy vender is put out by Pez-Haas, Inc., New York, N. Y., and provides an eight-column vending machine for the popular tot confection. The unit has a capacity of 474 units, and attractively displays the vended item in the front glass.

Urban Industries' Kiddie Kolor Kartoons shows the tots a two-minute film for a dime. The unit is attractively built to resemble a carnival booth and the tots peer through a small viewer to see the film. The unit uses 8mm film and has three full length features on each roll.

Urban's Peek-A-Rama is a similar device though aimed at an older audience. The films are about girls and a bevy of buxom beauties adorn the enclosure. Each unit has 100 feet of film running eight minutes — two minutes for a quarter.

NEW ROWE AMI

hottest phono in years!

Programs 200, 160 or 100 selections. Sensational self-contained Stereo Round. Sophisticated design, moving color. Outstanding engineering developments for simplified operation.

Patent pending
On display now at your Rowe AMI Distributor

Rowe AC Services
Division of Automatic Canteen Company of America
18 So. Michigan Ave., Chicago 3, Ill.

OPERATE UNITED Shuffle Alleys and Bowling Alleys WELCOME EVERYWHERE

★
UNITED MANUFACTURING CO.
8401 N. California Ave., Chicago 18, Ill.

We have whatever you need in **GOTTLIEB GAMES!**

Contact Us Today

World's Largest Distributor of Pinballs

Exclusive Gottlieb and Rock-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware.

ACTIVE AMUSEMENT MACHINES CO.
666 N. Broad St., Phila. 30, Pa.
POplar 9-4495

You can ALWAYS depend on ACTIVE ALL WAYS. Write or wire for prices.

LAST AD ON LATE BINGOS

ACAPULCOS	\$550.00	LAGUNAS	\$575.00
TOUCHDOWNS	325.00	ROLLER DERBYS	650.00
SEA ISLANDS	375.00	CIRCUS QUEENS	700.00
BALLERINAS	450.00	BIKINIS	750.00
COUNTY FAIRS	525.00	CAN CANS	900.00

50 assorted Bingos: From Surf Clubs, Pixies, Big Times, Gay Times, Gayetys, Varieties, Beach Clubs, Miami Beaches, Broadways and Night Clubs.

Foreign Buyers: Write for Prices.

D. & P. MUSIC

27 E. Philadelphia Street, York, Pa.
Phone 81846—Ask for Phil or Dave

FOR SALE GAMES & BOWLERS

Wild West Gun	\$245.00
Midway Shooting Gallery	195.00
Deluxe	65.00
United Handicap Shuffle	295.00
Chicago Coin Players Choice	135.00
Gottlieb Silver	225.00
Road Racer	45.00
Williams Jig Saw	135.00
Williams 1957 Baseball	95.00
Williams Tic-Tac-Toe	195.00
Bally U.S.A.	95.00
Bally Congress Shuffle	395.00
United League Bowler	395.00

PHONOS

Wurlitzer 2400, 2404, 2410	\$595.00
Wurlitzer 2500, 2504, 2510	695.00
Wurlitzer 2300	495.00
AMI G200	165.00
Seeburg V200	125.00

CIGARETTE VENDORS

Eastern, 12 column	\$ 45.00
Eastern, 22 column	65.00

Call, Write or Cable.
Cable: LEWJO.
We are now distributors for Smokeshops and Gottlieb.

Lew Jones Distributing Co.
Exclusive Wurlitzer Distributor
1301 N. Capitol Ave. Indianapolis, Ind. Tel.: ME1rose 5-1593
329 W. Ninth St. Covington, Ky. Greater Cincinnati Tel.: AX 1-6969

NATIONAL IS SHIPPING
GOTTLIEB'S NEW 2-PLAYER

SUNSET

Sensational Boost-A-Ball Playfield
Feature plus other
Playmaking Attractions!

WANT TO BUY
ALOHA — LANCERS — FOTO FINISH — FLYING CIRCUS — LIBERTY BELLE — BIG CASINO — OKLAHOMA — SHOW BOAT — TROPIC ISLE — COVER GIRL.

WEEKLY SPECIAL!
Completely Reconditioned
WILLIAMS 2-PLAYER
HOLLYWOOD — \$195

TOP VALUES!
Completely Reconditioned
Gottlieb FLIPPER

EUROPEAN NEWS BRIEFS

• Continued from page 56

Gardens. It is one of England's major trade showings of amusement equipment. This year's exhibition will include a record number of exhibits from the European Common Market countries, a preview of equipment which will be available to British operators duty-free from the supertrade area countries once Britain joins the Common Market.

Moraschi Elected Assoc. Head

ROME—Aldo Moraschi, Alessandria lawyer, has succeeded Col. Augusto Picardi as President of the National Association of the Section for Public Recreational Machines and Attractions (SAPAR). Sharing the vice-presidencies are Comm. Francesco Queirolo and Comm. Oreste Rosstt. SAPAR publishes the monthly magazine, Automat, only Italian publication in the vending machine field.

Carolina Capers

• Continued from page 50

\$456.09 on hand. . . . Smith appointed a committee of Harry Frohman, T. J. Martin and Ed Owen to work with the treasurer and examine the possibility of creating a new class of membership for smaller operators. The dues structure would be less.

SOCIAL NOTES: Many of the guests arrived Friday evening and enjoyed freshly popped pop corn in front of a roaring fire in the Inn. . . . Saturday morning was crisp and clear so Mr. and Mrs. Robert Nations, their two sons and daughter, Mr. and Mrs. Carroll Williams, and this reporter went to Waynesville, where they enjoyed

a morning of horseback riding with the beautiful Smokies as a fitting backdrop. . . . Saturday afternoon found most of the folks visiting Cherokee, N. C., a well-known Indian town, and Ghost town, atop Ghost Mountain, a frontier Western town, complete with robbery and shoot-out. . . . Saturday evening most of the members and guests attended a square dance sponsored by a local civic group. Many of the CBVA people danced while the rest watched. Lea Leary called Richard Rollins' bluff when a twist record was played and gave a most commendable performance. Richard then came out and also acquitted himself with honor, though not as well as his son at the Eppy-Guggenheim Twist Party in Miami Beach recently. . . . Guests on hand were: Charles Spencer, Piedmont Vending; Jimmy Harwell, Robert Brown and T. C. Dowless, Smith-Regal of Carolina; Charles Brown Sr. and Charles Brown Jr., S. C. Vending. . . . Associate members on hand included Leo Leary and Jane Mason, Leaf Brands; Richard Rollins and Carmen D'Angelo, Cramer Gun; Donald Mitchell, NVA; Walter C. Benson, CBVA Council. . . . Members in attendance were: Lee Smith, Lee Winecoff, Frank R. Batte, H. B. Smith, Armand E. Bodie, Robert Nations, T. J. Martin, Harry Frohman, Jack W. Thompson, Ed Owen and Carroll Williams.

Coast Venders

• Continued from page 50

undo as Zola's next tax relief target. Weiner lauded Zola's progress and listed cities where tax laws have been rewritten as a result of Zola's work.

Weiner then introduced Leaton Tarkington, a new member of the association, who related his experience in being recently fleeced by bunco artists. Tarkington said ads were carried in a local newspaper offering for sale "Hersey candy routes." He did not reveal the amount he paid, but indicated it was many times the market price. Tarkington, a newcomer to the vending field, said that despite his unhappy introduction, he plans to remain in it, recoup the money he lost to the alleged blue-sky dealers, and thereby realize a "20-year ambition to retire by going into the vending business."

As BMW reported (December 1) the association is now working closely with postal authorities in aiding them to flush out bunco artists who are using the mails to defraud unsuspecting investors.

Weiner, with the unanimous approval of the membership, named Bob Biro as new treasurer of the association. He replaces H. L. Davis, who has been indisposed and unable to attend meetings.



THE TIME IS NEAR

For a change that will be seen 'round the world

The **NEW LOOK** of **BILLBOARD MUSIC WEEK**

Coming January 5

<p>KIDDIE RIDES</p> <p>Miss America Boat . . . \$195 Donald Duck 195 Sandy Horse 350 Old Smokey 195</p> <p>AUTO PHOTO STUDIOS</p> <p>Models 12 & 14 Write Model 11 \$1,795 Model 9 745 (Refinished & Overhauled)</p> <p>1 ABT Shooting Gallery without Compressor (Like New) \$695.00</p>	<p>ANTIQUE ARCADE EQUIPMENT</p> <p>Boomerang Selectoscope Career Pilot Radiogram Windjammer Uncle Sam Gripper Periscope Many, many others— Write for list and prices</p>
---	---

ADVANCE DISTRIBUTING CO.
 5644 DELMAR BLVD. PARKVIEW 7-1373 St. Louis 12, Mo.



GOTTLIEB'S 2-PLAYER SUNSET

**Fascinating Boost-A-Ball Playfield Feature
 Attracts the Play! Boosts Earning Power!**

- 100 points scored when ball in play hits each captive ball around track
- Boosting all 5 captive balls to lighted side scores special
- Targets light bumpers and kickers for super high score as indicated by colored spots across playfield
- Rollovers light alternately for high score
- Dynamic rapid-fire cross kickers
- 3 or 5 ball play • Match feature • Tilt feature

See your distributor for a demonstration today!

D. Gottlieb & Co.
 1140-50 N. Kostner Avenue • Chicago 51, Illinois
We Always Profitable to Operate Gottlieb Games!

New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

A Gottlieb FLIPPER SKILL GAME



WURLITZER

appoints

MUSICAL DISTRIBUTORS CORPORATION FOR METROPOLITAN NEW YORK AND NORTH JERSEY

The Wurlitzer Company announces the appointment of Musical Distributors Corporation to represent the company in the sales and service of coin-operated phonographs for Metropolitan New York, North Jersey and Fairfield County, Connecticut.

A new facility for sales, service and parts department which is illustrated below has been opened at 841 Tenth Avenue, New York City to serve operators in Manhattan. Musical Distributors also maintains sales, parts and shop facilities at 1640 Bedford Avenue, Brooklyn.

Harold B. Kaufman, well known in the coin machine business, is President of the new Wurlitzer distributorship and is currently holding open house at his new offices on Tenth Avenue.

The Wurlitzer "Ten Top Tunes" feature has convinced Harold that it is the answer to extra operator earnings and he is prepared to prove that this feature has the ability to double the take in countless locations. You are invited to come in and learn how this feature can benefit your operation.



Harold B. Kaufman, President
Musical Distributors Corporation



THE WURLITZER COMPANY • 106 Years of Musical Experience • NORTH TONAWANDA, NEW YORK

HEADED FOR A MILLION, TOO!

ELVIS GIRLS ELVIS GIRLS ELVIS GIRLS ELVIS GIRLS

ELVIS'

LATEST SOUND TRACK ALBUM LPM/LSP-2621

PARAMOUNT presents



ELVIS

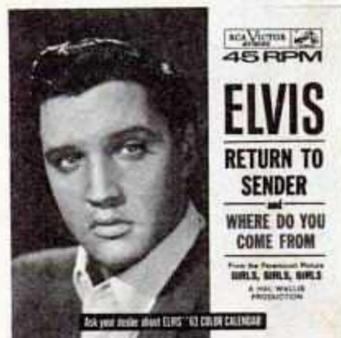
in
HAL WALLIS' PRODUCTION

Girls!
Girls!
Girls!

13 GREAT SONGS



Right on the tail of his million-seller hit single! "Return To Sender" # 8100



Ask your distributor about Elvis' great 1963 Four-color Calendar!

RCA VICTOR

THE MOST TRUSTED NAME IN SOUND

