

**Starting This Week**

For your extra buying and programming convenience, these charts will appear on a brand-new special heavy-stock insert

Top 200 Albums

Hot 100 Singles

Programming Guide

Coin 1 Price

# RECAP

## STARTING THIS WEEK

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

### DEALERS NOTE MILD TRAFFIC INCREASE

#### BMW CHARTS DESIGNED FOR READY REFERENCE

NEW YORK—Beginning with this issue, Billboard Music Week begins publication of several well-known chart features in the new format. The innovation is the result of many months of planning and research to determine the best physical form for the maximum use by our readers.

These charts henceforth will be printed on a heavy board stock for more convenient use, bound into each week's issue.

One section of the insert contains the Hot 100 singles chart and a new Top LP chart. Another portion of the insert contains the Programming Guide for singles by category and the Coin Machine Price Index.

The Top LP chart provides weekly lists of the nation's best selling albums in rank order, featuring the 150 best selling mono albums and the 50 best selling stereo LP's. This chart also preserves the benefits of the former "Action Album" feature, now discontinued, by emphasizing newer LP's on the charts nine weeks or less by use of bold-face numerals in the column showing weeks on chart.

The top LP's Category chart, widely accepted as a major programming and inventory aid since its inception in the January 9 issue, continues in a streamlined format. To it has been added the rank order of each album according to its position on the Top LP mono and stereo charts.

The Hot 100 page has been slightly revised to accommodate the popular Hot 100 A to Z alphabetical listings on the same page as the chart itself for easy reference by title.

The Programming Guide of singles by category of music has been commended by broadcast and juke box executives as a valuable aid in selling singles for specific audiences. Its inclusion as part of the new hard board insert in an indication of its widespread use. Similarly, the Coin Machine Price Index, as the most respected guide of its kind, now takes on additional value by its new method of presentation.

#### Disk Labels' Spring Drive Stimulates Dealers' Action

NEW YORK—The spring sales push on by RCA Victor, Capitol, Mercury and a few other labels have helped to stimulate traffic in record stores in many areas of the country. This is more true of large stores than small, and more true of stores that aggressively merchandized the sale records—or all LP labels—than of stores that did not, by a majority of dealers checked by Billboard Music Week across the nation felt that it helped bring in more customers. Some dealers were disappointed that the sales did not send customers stampeding to their stores; others felt that the sales stimulated business during what is usually a rather dull record period. (The sales started in mid-March and will continue through mid-April. According to most of the dealers checked, the best way to describe consumer reaction to the spring LP sales is "mildly stimulating.")

Dealers noted that customers lured into record shops bought

non-sale as well as sale merchandise. But the dealers who stressed the Victor-Capitol-Mercury LP's at a sale price, and kept other labels at list, apparently moved the sale merchandise the most.

Three interesting things about the sale came out of the dealer comment. One was that many customers who entered record shops to buy records were unaware of the sales. Victor Records was the only label of the three who advertised its records to consumers in magazines and newspapers, with their own advertising as well as co-operative ads. As of last week the Victor "Buy One, Get One for Half-Price" message had not yet gotten over to the consumer. Secondly, most of the shops checked were not selling the Victor disks, or other records with the "buy-one-get-one-for-half-price" method. The dealers were generally selling them at 25 per cent off list or better.

The other important point is that

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#### ROYAL ACQUIRES SOUTHERN AUTO. CINCY BUSINESS

CINCINNATI—Royal Distributors, Inc., local outlet for Bally, Chicago Coin, Games, Inc., Fischer and Midway, has purchased the Cincinnati distributorship of Southern Automatic Music Company. Southern represents AMI, United and Gottlieb. The Southern Automatic distributorships in Indianapolis, Louisville and Lexington, Ky., are not affected by the purchase, and the firm will continue to service operators in Kentucky and Indiana. The acquisition became effective Saturday. Royal now has one of the most complete lines of any distributor in the country. Details of the acquisition will appear in the next issue of BMW.

The move is the latest in a nationwide shake-up of distributors, with Seaburg picking up Midwest Distributing in Denver this week to replace Thompson Distributing, which was acquired by AMI.

#### UA Switches Four Key Foreign Market Distributors

NEW YORK—In a move to set up label identification for United Artists Records on a global basis, UA vice-president manager Art Talmadge has changed distributors in four key foreign markets—England, Italy, France, and Israel.

Hitherto UA Records have released under various European labels, but when Talmadge left here for Europe last month he said he would insist on label identification for UA "even if it means switching distributors."

True to his word, Talmadge refused to renew UA's contract with British Decca in England and Italy. He also severed ties with Pathe Marconi in France, and Sinfonia in Israel for the same reason.

The four new foreign affiliates with whom Talmadge signed agreements are as follows: England, EMI; France, Barclay Records; Italy, CGD, and Israel, Hed Arzi. In each case, Talmadge said, the

UA logo will prevail on all UA releases in the respective countries, and in each instance guarantee re-

(Continued on page 39)

#### Canteen Plays Down Distributors' Operating

CHICAGO — Automatic Canteen Company of America remained in the coin machine news spotlight last week with the not-so-surprising disclosure that it had established a new division to supervise its entry into juke boxes, games and other forms of service vending.

The news was revealed in an

by-lined story by Edwin Darby, (Chicago) Sun - Times financial editor, who quoted Frederick L. Schuster, Canteen board chairman, as saying its Automatic Service Vending Corporation was formed six weeks ago.

(The move was first disclosed in Billboard Music Week, February 27, which time it was

noted that Canteen had set up a "special services division headed by Joe Kleinman," to handle service vending. The term had previously been defined by Schuster as meaning juke boxes, background music, kiddie rides, bill changers, coin-operated laundries and dry cleaners.)

**Defends Acquisitions**

In other developments, Schuster issued a statement defending Canteen's recent acquisition of several major coin machine distributorships.

Schuster commented, "I wish to state as categorically as possible that Automatic Canteen is not planning to change the pattern of the distributorships it has acquired in the coin-operated phonograph field. None of these firms have in the past operated any significant number of phonographs, nor do we plan to have them do so in the month or years ahead."

Schuster noted that Canteen had "turned down the purchase of many phonograph routes," which had been offered to them, and that this was "proof we (Canteen) had no intention of competing

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# INDIE FIRMS PREP OWN OUTLETS IN SOME CITIES IN JOINT ACTION

## 4 to 5 Labels Set Branches in Select Cities; Reasons for Shift From Distributors Complex

NEW YORK — A group of key indie record labels, including those with strong singles and album lines, are now jointly preparing to set up their own distributorships in a number of cities throughout the country. It is understood that the plans for these distributorships, to be commonly owned by the four or five labels involved, are already beyond the planning stage.

Most indie labels today operate through indie distributors, with the rare exception of a King Records, which has owned 32 of its 40-odd distribution outlets for many years. Kapp Records recently set up its own distributorship in New York, Columbia and Victor work through both company-owned and indie distributors, as does Capitol and Decca, but the latter labels own a majority of their own outlets. Mercury Records, on the other hand, has given up most, if not all, of its company-owned branches.

The reasons the four or five indie firms are readying their own branches in selected markets are complex, but mainly they are due to a combination of circumstances

that have developed in record distribution over the past two years. First, there are still many markets in the U. S., these indie feel, where distributors don't swing. They point out that in some cities the old sedate way of doing business still holds. In these cities distributors not only fail to start records, but won't jump on a hit when it takes off. They also claim that with distributors handling scores of labels they are unable to get a fair shake on radio and TV plays, since a jockey will rarely play more than a specified number of records from any one distributor.

# Big Sales Harvest for Dot Fall Catalog Plan

HOLLYWOOD — Dot Records' six-month Fall Catalog sales have topped nearly a \$3,000,000 sales harvest, which, said Dot President Randy Wood, proves that proper in-store exposure, rather than discounts, will move merchandise. Wood has long contended that "our product will sell if the dealers will stock it and carry it long enough."

To achieve the desired in-store product exposure, Wood offered dealers a plan whereby they were given six weeks to stock up from Dot's complete monaural and stereo

LP and EP catalog. Rather than offering retailers an increase in account, Wood supported the Drive with a 100 per cent cash rebate on returns and six months dated billing on all products purchased through the Drive until October 15. Thus, all merchandise ordered during the six-week period was guaranteed for full return (not exchange), and dealers had six full months in which to pay.

This meant retailers would have to keep the Dot stock for the six-month period after which it could be offered for a cash refund. As a result, Wood was able to achieve his desired purpose of gaining extended exposure for the product at the retail level.

On March 15, the six-month period ended, at which time Dot accepted returns on unsold merchandise and closed its books on the fall program. According to Wood, less than 5 per cent of what was originally shipped came back in returns, due to six months exposure. Wood told Billboard Music Week that after deducting cash refunds for returned merchandise, the fall program's sales amounted to exactly \$2,841,512.00.

Dot sales vice-president Chris Hamilton added: "If we hadn't carried the plan over a six-month period, we probably would have gotten 20 per cent of merchandise returned. This way the returns were less than 5 per cent."

Wood further pointed to Billboard Music Week that Dot's unprecedented six-month fall program gave the label a more than 50 per cent boost in LP sales for 1960 over the previous year, and a more than 90 per cent jump in stereo sales for the year.

# VICTOR ISSUES 7 APRIL TAPES

NEW YORK — Seven of RCA Victor's album product items are listed in the re-recorded, four-track stereo tape release for April. Al Hirt's first album on the label, Hank Mancini's "Mr. Lucky Goes Latin" and sets by Marty Gold and Perez Prado make up the pop segment of the release.

The Red Seal classical portion includes Beethoven's "Appassionata" and "Funeral March" sonatas by Sviatoslav Richter, Morton Gould's recording of the Beethoven "Moonlight Sonata" and Verdi's "La Traviata." The opera selection stars Richard Tucker and Robert Merrill and comes in two reels.

# NEXT STOP TOKYO

## Weiss to Far East On Global WB Trek

HOLLYWOOD — Bobby Weiss, Warner Bros. Records' globe-trotting international director, strikes out for the Far East on Saturday (8) on the final leg of an around-the-world tour of duty to call on existing affiliates and establish additional licenses for the WB label. En route to the Far East, Weiss will stop over at Honolulu for a week's rest, his first since joining the firm two years ago.

Weiss will be in Tokyo on April 16th and in Hong Kong the following week. Other ports of call include Manila, Saigon, Bangkok, Rangoon, Singapore, Colombo, Bombay, Karachi, Tel-Aviv, Athens, and then back to his Paris headquarters.

Warners' international director will review the label's immediate plans with the firm's licenses in Tokyo and Manila, and continue negotiations with prospective affiliates in other areas. While in Tokyo, Weiss will be closeted with the directors of Nitchiku Industrial Company, Ltd., and in the Philippines he has scheduled meetings with L. Villar and the Maroco Company, Inc., two of primary interest during these meetings will be the local distribution by these firms of Japanese and Philippine artists' recordings in their native tongues under the Warner label. This would be a continuation of the local language releasing program launched earlier by the label in Sweden and Norway.

Weiss also will confer with executives of Israel's Hed-Arzi firm with whom contract negotiations currently are under way. He will seek to finalize discussions for record distribution with Singapore's E. S. Isaacs & Company.

Weiss will be on the lookout for unusual recordings for possible distribution in the country. He expects to call on the Armed Forces' Far East Network radio stations and the press in the key markets on his tour.

The Far East swing is expected to take four weeks, bringing him back home to Paris sometime in

May. Soon after that, he has scheduled meetings in London with WB's licensee, English Decca, to undertake immediate plans for an accelerated promotion of new singles releases plus a review of upcoming LP and EP product to be issued in the fall.

The international chief leaves Warners' Burbank headquarters following an extended stay devoted to a series of meetings with the label's president, Jim Conkling, reviewing Warners' continued expansion in the world-wide market.

# SORD Prexy To Head East For Meetings

HOLLYWOOD — Howard Judkins Sr., president of the Society of Record Dealers, will attend two regional dealer meetings in the East this week as part of SORD's new program of functioning in concert with local retailer groups. Judkins, who recently returned to his Garden Grove, Calif., home from the SORD board of directors' meetings at Coral Gables, Fla., takes to the road again to be present on Tuesday (4) at a meeting of the Associated Record Dealers of Cleveland.

The dinner meeting will be held at 7:30 p.m. at Cleveland's Hotel Manager and will be open to all record dealers in the area, whether or not they belong to the local retailer group.

Principal speaker will be William Shipper, president of Cleveland's Major Music Distributors, who lands March 29 (page 43)

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# Cap Extends Discount Offer

HOLLYWOOD — Capitol Records is extending its March discount program through April. Dealers eligible for the March sale will continue receiving a free album for every three purchased. Discount program now will expire April 30. Price cut applies to the entire Capitol and Angel package catalog, including all LP's and EP's. It does not cover four-track stereo tapes, compact 33's, doubles, or its first album aimed at the educational market being released this month (see separate story). Discount will apply to the "2000 Years With Carl Reiner & Mel Brooks" LP which Capitol recently purchased from World Pacific Records and will issue under the Capitol banner Monday (10).

Capitol Records' Distributing Corporation President Mike Maitland hailed the program as "the most successful in the company's history" (see Billboard Music Week, March 20) and said it was achieving its intended purpose of "bringing the customers back into the nation's record stores."

# SPECIAL "SOURCE BOOK" ORDER FORM

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Offer  
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Last Page  
of  
Card Insert



Send Order to: Billboard Music Week

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# Disk Labels' Spring Drive Stimulates Dealers' Action

Continued from page 1

with price-cutting general in large city stores of all sizes, all that has happened in the sales of RCA Victor-Capitol-Mercury LPs were being sold at a deeper discount than other labels. In New York City for instance, Goody, Kopy, Klein and Miller were selling the Victor, Capitol, Mercury and Roulette labels at 50 per cent, 53 per cent and 54 per cent off list respectively. Other firm's LPs were selling for only 30 per cent to 40 per cent discounts.

Victor and Capitol Records were grabbing a great deal of the sale business with Capitol and Angel's strong sales attributed to the fact that Capitol has never held a sale of this depth before. Dealer's reports that among non-sale merchandise, Alice Miller's "Sing Along" had picked up tremendously, due to his popular TV show, and Command Records continued its hot sales pace.

## New York

By BOB ROLONTZ

The large New York dealers, who have long been the most aggressive discounters among stores throughout the country, report that they are doing good business with the \$3.98 disk of RCA Victor, Capitol, Mercury and other sale-priced labels. The smaller New York dealers are not as enthusiastic. Many of the larger stores here used the discount deals of the three firms, plus the smaller labels that also slashed prices to dealers by 25 per cent, to make even Victor, Capitol, Mercury and Roulette disks were slashed by as much as 53 per cent, cutting the price of a \$3.98 disk to \$1.87. The \$4.98 LPs were selling for \$2.34, the \$5.98 disks for \$2.79. Since these were the labels emphasized in ads the Korvette spokesman stated that they were doing well with the sale lines. The spokesman noted that the sale had a real stimulus, especially the Capitol, Angel and Victor merchandise.

"When you can buy Sinatra, the Kingston Trio, Stokowski, Beethoven and Richter at these prices, why shouldn't they sell?" However, the Korvette exec also pointed out the non-sale merchandise was doing well. He said that Miller's "Sing Along" had increased greatly sales-wise since the Miller TV show started. Korvette was running a sale on the "Sing Along" wax, selling \$3.98 mono "Sing Along" for \$1.99 and stereo "Sing Along" for \$2.49.

However, some of the smaller dealers were not as enthusiastic. Harry Sultan's store on East 23rd Street noted that sales were helped a little by the sale, but not sensationally. Sultan's dealer said, "We always discount anyway, so our prices for the Victor, Capitol and Mercury merchandise is not much different than usual. He characterized the current state of the business as "quiet."

Sy Bondy of Bondy's Record Shop in the downtown New York City area said that sales were up much more cheaply because of the sale. He said business was not increased very much because of the Victor, Capitol, Mercury sales, although he said that the store owner who made a big promotion on the sale had helped their business. He said that his business was currently a little slow. He said that because

of the special sale prices on the three labels he had out the price on the other labels to \$2.98 to \$2.85 for a \$3.98 list item.

## Boston

By CAMERON DEWAR

The important point that comes out of a survey of dealers in the Boston area is that the RCA Victor, Capitol and Mercury sales program has given the retailer a chance to replenish his inventory with a little more chance than usual of doing better profit-wise. The pre-Easter period is normally a slow one and several have found that sales merchandise is responsible for giving them a slightly better than normal period at this time when they are competing against other buying. Angel appears to have run away with top honors by experiencing the greatest sales boost of any label percentage.

There is a general feeling that record manufacturers have run so many special sales months that when they have a really big program, consumers hardly notice it. Every dealer reported that not a single customer asked about it was aware of any special sale. The large dealers who were taking time to explain it and had met with some success because of this. He was in process of placing an attractive window display on the subject.

At Stereo Sound and Music Corporation, Bob Kelly found strong sales on merchandise on which the firm was passing on a healthy discount to the consumer. Non-sale merchandise was showing practically no action at all. Angel had shown the biggest spurt in sales, records although business was somewhat down to a normal pre-Easter level. "The LP sales merchandise has saved us this week," said Kelly.

The Harvard Co-Op in Cambridge notes business holding up particularly well considering the period. Sale merchandise was going well, but records were holding up well on other sales since they had instituted a sales plan of their own, according to Mark Cross. Albums normally selling for \$3.98 were priced at \$3.49, the \$4.98 line was \$2.77 and the \$3.98 merchandise for \$2.17. This was the price structure at Krey's three discount stores in Boston and at Jordan-Marsh department store in Boston, where business was at a good level for such a week. Angel also was out in front at the Harvard Co-Op. Peter McDermott reported Moshier Music in Boston was still selling at list price, but had taken advantage of the LP sales plan to stock up inventory. Peter McDermott reported Moshier was using its own special plan with customer getting an album for \$2.49 and every \$2 in purchases. No one had inquired about the sales program, and business was about normal for the period.

At Book Clearing House in Boston, Ed Stevens said that he had put signs in the window announcing new prices on Angel, Capitol, RCA Victor and Mercury, and the response was gratifying. He said customers weren't interested in sales or gimmicks, but just wanted to know "What's your price on Book Clearing House?" He said \$4.98 albums for \$7.40. The customer paid \$4.98 for the first and received the second for \$2.49. Sales were normally slow at this time, picked up because of the sales program, mostly on sales merchandise, Stevens said. The Music Tent in Dedham is

getting good reaction and moving mostly the sales merchandise. Charles Gavrilis found customers not too much aware of the sale, but he was getting response with a display in the window. Most purchases were on the sales albums with a normally slow action on non-sales merchandise.

## Chicago

By NICK BIRO

Customer reaction here to the giant discount plan launched by RCA Victor, Capitol and Mercury recently, ranges from mild to luke warm.

A spot check of dealers last week shows that although all are passing the deal on in some form or another to their customers, few note any spectacular increase in sales.

Most feel the big advantage of the deals is to get more people into the stores and this is to the good. Most of the dealers, too, are using considerable point-of-sale merchandising and advertising plus local newspaper advertising to plug the lines.

### Little Better

Generally, however, dealers seem to feel that all their merchandise is holding up well, and that the discounted lines are selling only a little better.

Bernie Strickler, who heads a chain of five Harmony House retail outlets throughout Chicago, says he's been passing on all the deals to customers and that he's helped sales, but not phenomenally.

Big effect of the sale, he notes, is to bring people into the store. But once they're in, they may not necessarily buy the sale merchandise. "Customers still buy on preference rather than sale price," he said.

### All Helped

Strickler added, however, that although all the labels have been passing on the three price labels (RCA Victor, Capitol and Mercury) were helped the most.

Strickler is using a straight 25 per cent discount from list for the three labels rather than a buy-one, get-another-at-half deal.

He said he found the straight price discount preferable since he'd found from past experience that it was difficult to get people to buy extra records just to get the one they wanted.

### Minimum Order

Henry Elms, retail outlet here, said he was offering the deal with RCA Victor and Mercury merchandise, but that he wasn't getting the deal because of the large minimum order required. (Capitol has a 100-disk minimum order, with the dealer getting 33 more disks free. Mercury has no minimum and RCA's is only \$50 worth of merchandise.)

Elms said sales had increased only slightly. The sale-merchandise was selling up little, but the non-sale merchandise was about even. Elms noted that a lot of people would come into the store, attracted by the sale, but they would leave without buying when told the item they wanted wasn't on sale.

### Passing On

Elms, like Strickler, was passing on the deal with a straight 25 per cent discount, rather than any buy-one, get-one-for-half package. He said that he had been preferred it and that in the past he'd found a customer would come in to buy one record, but would leave when told he had to buy two to get the discount.

Dale Shonrock, manager of Alexander Records, large South Side outlet, said the sale was going well, but that he had been extending the discount to all labels in the store to have any appreciable effect.

Elms had tried the sale the first week with just RCA Victor, Capitol and Mercury merchandise, and the effect was negligible. He noted customers didn't care to be told

what to buy. When all lines were put on sale, however, business picked up materially.

### Little Up

Fred Sipora, Singer One Shop, who sells a large number of retail outlets, said that a lot of dealers weren't passing on the deal to their customers. He noted, however, that sales of discounted labels were little up, while other labels were about even. Sipora said the labels with his were selling well, whether on sale or not. He said, however, whether the sales were getting more people into the stores.

Perhaps the most optimistic about the sales was Miss Pat Connolly, manager of Polk Brothers, giant discount-outlet here. She noted that Polk's was doing very well with the sales, and was offering the deal interchangeably with any of the three labels on a buy-one, get-one-for-half basis.

She noted, however, that the sale labels were the "cream of the crop," and that the other lines were not so usual for them to sell well—whether the merchandise was on sale or not.

### Classical Helped

She noted that Polk's was "maybe moving some merchandise it wouldn't move otherwise, and that its sales were bringing a lot of people into the store."

She added that the sales were a big boost for a lot of the higher priced classical lines where a 50 per cent saving was substantial.

## Hollywood

By LEE ZIHTO

The major labels' discount programs are reaping only a little appreciable sales results here, according to a spot check of Los Angeles area dealers. Almost unanimous feeling among dealers is that the consumer has become caloused to discount deals. Price slashed, dealers say, no longer induces buying by record buyers, one eager to take advantage of a price break before a sale ends, now feel there'll be another sale later, so why rush to this one? This explanation for the sluggish reaction to the major label discount programs was shared by both discounters and full-price retailers alike.

Furthermore, all dealers checked agreed that customers bought only sale items, feeling that merchandise not on sale might well be cut in price later. Thus the slight increase in store traffic generated by the RCA Victor-Capitol-Mercury discount drive failed to pay off fully.

Paul Howard Judkins of Garden Grove's Judkins Music, and the current president of the Society of Record Dealers: "I wouldn't say this has been the most successful promotion we've ever had because it's getting to the point where price means nothing any more. Store traffic has increased some, but customer stick to the priced merchandise. The price situation has deteriorated so much that we need a new realistic price that will attract more customers."

We've moved quite a few RCA Victor and Capitol albums, but we've done this at the cost of losing sales on non-discount lines. I'm manager Mary Vaughn: "People have become used to these deals, so it really doesn't mean too much. The price situation has increased much to speak of. We're holding our own, because we're selling a few more records, but ending up with a few less records per sale than in the past and we're just breaking even."

If you have what the customers want, take the original cast album of "Camelot" for example, they'll pay full price. But if you have something else is going to have to happen in this business besides deals, because they're not paying off any more. The loss of the discount program, advertising 50 per cent off, so what does our 25 per cent off mean to the customer?"

Beverly Hills Music (formerly

Crawford's of Beverly Hills) who sold the RCA Victor, Capitol and Mercury lines at 50 per cent off, reported: "Unfortunately, the people are getting educated to discount lines, and they are starting to wait for these deals. We sold the three manufacturer sale lines at 50 off and all the other lines at 40 off. The customers stock piled up on the sale merchandise. Business was good but what does that mean if they'll buy only that merchandise that's made by the bone." Statement was made by record store owner Joel Miller.

House of Sight & Sound's Jerry Johnson said: "Business was up around 10 per cent, and the sales helped a lot to increase store traffic, but almost all the business was done with RCA Victor, Capitol and Mercury. Very little of the non-discount merchandise was sold."

Tectron, a discounter who normally sells at 25 off, dropped the price of all lines to 40 per cent off on all lines. Tectron owner Stan Tectron said: "The RCA Victor, Capitol, Mercury, Capitol, and Angel lines represent a good portion of our dollar volume, we decided to cut the other lines as well and make it a straight 40 off across the board. It payed off. Actually, we were forced by competition since some of the other discounter were cutting the three sale lines at 50 off. The majors' discount plan increased business overall but has created problems for all of us which go into the profit margin. You can expect store traffic and price equalization this summer which will help us all. If the record companies can afford to cut prices, why not charge their own far better deals on stereo than on monaural, then this means it doesn't cost them more to make a stereo record than a monaural record. Why not charge their own for both? Sure, we're going along with the sale, but when we're buying from store stock and we're not going in for heavy back stock. That's because we're banking on a price adjustment (possibly the stereo monaural price equalization I mentioned) this summer."

## Milwaukee

By BENN OLMAN

Best results with special LP sale merchandise are being reaped here. The display and advertising ideas and efforts to the promotion. General opinion is that the LP sale has benefited record stores at a time when ad is badly needed.

Broadway show tunes are coping most action and very little price cutting noted. Distributors claim the market here is very clean.

Carol Murphy, Ray Haasch Radio and TV display manager, says "fairly good" results. Reliance on manufacturers and store advertising alone is not enough, she claims.

"Most of special price LP sales are due to personal selling efforts. We talk it up to everyone who comes in this store. It is surprising how most people are unaware of the sale, in spite of heavy newspaper advertising. We plan to keep this promotion rolling for at least another month, to get full benefits from it."

Downtown Radio Doctors outlet reports enthusiasm over the promotion's traffic draw. "We are seeing people who haven't been in the store for a long time" says buyer Stu Glassman. "We plan to keep this promotion rolling for at least another month, to get full benefits from it."

Radio Doctors is not using disk-ads or personal selling efforts. "We attract attention to specific label offerings. "We have our own signs made and are wrapping the sale merchandise in it all into one store promotion," says Glassman.

With few exceptions, LP prices are being handled at suggested (Continued on page 39)



## Sound and Fury Spark Annual ASCAP Meet

By REN GREVATT  
NEW YORK—One of the bitterest public attacks yet made on the ASCAP board of directors and a series of equally stormy responses by members of the board, characterized the regular general meeting of the Society, held Tuesday afternoon (28) in the Empire Room of the Hotel Waldorf Astoria here. In his opening statement, ASCAP president, Stanley Adams, said that the annual ASCAP dinner had been discontinued this year because of space and financial considerations and because "Richard Rodgers and others wanted to

see that money go to the membership." He mentioned, too, that Herman Finkelstein was absent from the meeting because "he is in Washington taking care of the Society's interests before the Supreme Court."

Adams said that Paul Cunningham's death had been a great blow to the Society's public relations efforts and that he (Adams) along with Jack Yellen and Howard Dietz, were doing their best to fill the void.

ASCAP treasurer, Frank Conroy, noted that receipts from all licensees in 1960 totaled \$31,983,789, as against \$30,030,967 for 1959. Total costs including salaries and composition for 1960 were \$6,131,445 for 1960. These costs ran just under 19 per cent of total revenue received.

Another statement came from  
(Continued on page 6)

## Greenberg Named MGM Sales Head

NEW YORK—Sol Greenberg has been appointed national sales manager for MGM Records, according to Vice-President Sid Brandt. Greenberg succeeds Leon Scheider who recently acknowledged the MGM scene.

Both Greenberg and Harry Hostler, who will act as his assistant, have come up through the MGM ranks. Greenberg has been a retailer, a distributor salesman and for two years has been singles sales manager for the label. Before joining MGM, he had also been an independent distributor in New Orleans. The move does not affect Bernie Silverman, who will continue to handle MGM and Verve sales for 11 western States from his Los Angeles headquarters.

## ORENSTEIN ADDRESS ON PUBBER OVERSEAS LAWS

NEW YORK—In an address before the copyright section of the Federal Bar Association held in NBC Studio 6A recently, Attorney Harold Orenstein outlined the hazards and means of publisher's protection on the international scene. Orenstein, legal consultant for many of the publishers and record manufacturers, spelled out the need for serious study on the part of newcomer publishers concerning their overseas commitments and agreements.

Generally speaking, he mentioned these three factors as the most important problem facing publishers, 1. To find the proper channel for exploitation outside of the United States. 2. To contract for all rights and royalties under the "laws and customs of trade" of the sub-publication country. 3. To collect all money due, and analyze accounting in terms of U. S. dollars and make payments to the author and composer.

According to Orenstein, trouble can develop when an inexperienced publisher starts to get a Stateside hit. Often, said the attorney, the publisher is so busy capitalizing on his American business that he turns to his closest friend and hands him the foreign rights. Often the closest friend may turn out to be the friend with the fattest check book because the publisher needs the immediate cash to continue exploiting the new hit in America, said Orenstein. "What is most important," he said, "is the size of the territory being covered by the foreign company handling his tune, and how well equipped that publisher is to exploit his tune on foreign shores.

"One of the most important aspects of this dealing is that the publisher have a guarantee of release in the foreign country of the same record that started the original action in the U. S. and that it be the first record of the tune to be released overseas."

As far as terms for foreign deals, Orenstein pointed out that the American publisher must carefully weigh the local problems in performance payments, which can differ from one country to another. He advised publishers to take these up with the foreign relations department of either ASCAP or BMI. He also warned publishers to report their agreements to their respective performing rights society. The sub-publisher must also make the same kind of statement to his own society.

Mechanical rights, according to Orenstein, are not as cut and dried as performance rights. Because of the dissatisfaction on the part of some European publishers with the terms of a recently negotiated standard license, BIEM, (Bureau International Editions Mecanique), has lost a number of affiliates in Europe. The German society has been successfully sued by an anti-trust law which forbids its membership in BIEM because it has been termed a cartel, said Orenstein. Complications have thus in Switzerland, noted the attorney, where very little original production takes place and most records and songs are imports. Such publishers there pay German, Italian and French publishers, who may be sub-publishers of U. S. material.

The legal consultant covered musical, television and theatrical and motion picture production rights, among other copyright subjects.

## Columbia Heralds 20-Album Release For April Issue

NEW YORK—The 20 albums that Columbia is releasing for April reflect a spread of 8 popular 4 classical, 5 Latin-American and 3 albums in the jazz groove.

The popular issue is led by albums by Johnny Mathis and Doris Day. Others include sets by Frankie Laine, Les Paul and Mary Ford, and a hit sampler entitled "12 Big Hits" starring recent biggies by Buzz Clifford, the Harmonicas and Mitch Miller among others.

"Humor in Music" is one of the leading classical selections. This features Leonard Bernstein and the New York Philharmonic. There are also two new LP's with the Philadelphia Orchestra in the month's longhair program.

The Latin-American "Ex" series has five new packages led by Hermanos Huerta and Norman Maine. The jazz albums are by Big Bill Miller, blues singer, Jon Hendrick's "Evolution of the Blues" which was introduced at the Monterey Jazz Festival last year, and an album entitled "Bird Watching" by the Sully Sorells. Men behind the Sullys, of course, are Don Elliott and Sascha Burland.

## Munch, Montoux Head Up Victor April Red Seals

NEW YORK—Six new Red Seal releases are being readied by the RCA Victor company for issue in April. The artists represented in this listing of new recordings are Charles Munch and the Boston Symphony, Pierre Montoux and the Vienna Philharmonic, Morton Gould, and pianist Byron Janis playing with the Chicago Symphony under the baton of Fritz Reiner.

In addition to these established names, Victor has also recorded and is now releasing the first waxing of Elliott Carter's "String Quartet No. 2," performed by the Juillard String Quartet. This composition earned Carter the Pulitzer Music Prize for 1960.

RCA has also announced that it plans a series of recording sessions this month with Fritz Reiner and the Chicago Symphony playing Debussy's "La Mer," and "Don Juan" by Richard Strauss.

Two LP's for musical education in the primary grades one and two have been added to the "Adventures in Music" series being released by the record company.

## King Makes Globe Expansion Move

LONDON—An extension of the international distribution of King Records by EMI was clinched here last week. The British group was already distributing King product in the Commonwealth and many European countries. The arrangement has now been extended to cover Argentina, Chile and Brazil. It is understood the new covers three years, previous King-EMI deals have been subject to annual renewal.

The deal was finalized during the annual European visit by King executives. This year the party included President Syd Nain, general counsel and Vice-President Jack Pearl, General Manager Hal Neely and station relations executive Saul Halper.

During an 11-day stop-over in Paris, the King execs had conferences with Odéon, the label's French distributor. Neely also  
(Continued on page 6)

## MUSIC AS WRITTEN

### New York

Image Records, the Kenny Marlowe label out of Nashville, is now being distributed by London. The Wye label out of Warwick, R. I., has signed the Tony Abbott act. Huffbie Distributing in Seattle, and Onandaga Supply in Syracuse, are new distributors for Audio Fidelity. Dave Garroway has acquired excerpts from singer Oscar Brown Jr.'s new musical "Kicks and Co." last week, six months before the show opens on Broadway. Vic Damone will sing an Oscar Hammerstein medley on the "Oscar" show April 17. Lou Stallman and Sid Jacobson, indie producing team, have signed to cut sides for the Amy, Mala labels.

Luther Dixon, Secretary & chief, flew to Chicago last week to cut the Shirelles and Chuck Jackson on Wand. Free-lance arranger Joe Reisman flew to Dallas last week to cut sides for Roulette with Jimmy Rodgers. Dick Ceresoli, of the Nancy label, has named Argus as the firm's New York distributor. Baker Knight has taken over the a.&r. chores for the new Hollywood label, Fifo. Harry Tobias celebrates his 50th anniversary as a songwriter this month.

Time Records has signed organist Via Strong. Portier in New York, Mangold in Baltimore, and A. & L. in Philadelphia are now distributing Amy, Mala records. Madison Records, Larry Uital's label, has promoted Norman Gilman to promotion manager, and Jack Rosenfeld is the firm's new chief manager. Dick Linke has moved his office from New York to Hollywood to concentrate on handling Andy Griffith and his work as associate producer of the "Andy Griffith Show." Linke is still managing Margaret Ann and Robin Clark, and has moved to Omaha as well as Sausalito. The firm's work with Frank Music here, has opened his own music firm, Pogo Music. Artie Mogull has joined the Warner Bros. publishing firm. National distributors for Beach Records is Lewco Records here. First disk features thumb Berhadette. Bob Kolontz.

### Hollywood

Don't be surprised if the Diners' Record Club is sold soon. Several deals long have been simmering and, according to insiders, must be coming to a head soon. The club operation are record labels. Both call for club founder-owner Bernie Solomon to remain at its helm. Although the record club bears the Diners' Club name, the credit card firm owns no part of the disk club.

Dot's new Tab Hunter single, "My Devotion," hit the market last week. Liberty Records board chairman, artists and repertoire chief Sid Worenker, fresh from a Hawaiian vacation, produced a Martin Denny single and a Felix Slatkin album in one night recently. Mickey Goldsen's Criterion Music has acquired selling rights for sheet music of Jackie Burton's "Misthapa," recorded last week by Louis Prima on Dot. Deal was made by a year ago. Slatkin's music company, Golden's firm, also got the sheet music sales rights to "The Theme From the Andy Griffith TV Show (The Fishin' Hole)" from Larabee Music. The Earle Hagen-Herb Spencer-Everett Sloane tune was issued by Capitol in an Earle Hagen recording. Lee Zhitio.

### Chicago

Nell Feeley, head of newly-formed International Records here, has just signed pop singer Don Hart, a local lad, age 20. Hart, formerly with the Roulette label, cuts his first single later this month. Dan Jaffe, who has been with International Records as national field promotion manager for the firm's new subsidiary label, Smash. Driscoll had earlier worked as Mercury's Chicago promo man before going to Roulette Records and later, Warwick Records where he was national sales manager. Driscoll, who will headquarter in Chicago, leaves soon for an eight-city tour of the Northeast for Smash. Franz Jackson, head of Pinacole Records and leader of the Original "Jass" A-Stars, guested on the Ray Dowell and Struts Turkel radio shows last week to discuss his favorite record of the year. Dowell and Turkel illustrated Jackson's style by playing selections from his latest LP, "A Night at Red Arrow" (Pinacole).

Lou Riezner, Nero Records veep, reports that his firm has just signed the Bloomfield Sisters, pop vocalists from West Virginia, who are set to cut a single at the Nero Studios in the near future. The young Bloomfield Sisters, Billie Gentry, and Nancy, sang at President Kennedy's Inauguration Ball. Russ Vestee, another Nero vocalist, will entertain at various local schools April 6 through April 11, as part of a Coca-Cola sponsored variety show. Appearing with him will be Buzz Clifford (Columbia), Dorsey Bazzette and others. Vestee's first Nero single, "People Been Sayin'", is soon to be released nationally. Nick Biro.

### Boston

Mercury Records has a new home here with Herb Dale Enterprises in Cambridge. It now becomes the Mercury Division of Herb Dale Enterprises. New sales manager for the division is J. Frank Falanga who held the position as sales and promotion manager for the Warner Bros. section of the Dale firm and was previously with Capitol Records in various capacities.

Another appointment is that of Bruce Hinton to be sales and promotion manager for Dale. He returns to the firm after a spell with Record Source, Inc., where he was Eastern sales representative. He had also been with Warner Bros. Johnny Walsh making friends around town for the Warner Bros. "Girl Machine." The Lemelsters doing the college circuit in the area and RCA Victor making hay with promotion with emphasis on two-night stand at Norumbega Park's Totem Pole Ballroom, April 8 and 9. Cameron Dewar.



## NEWPORT LIVES

## Summer Jazz Curtain Lifted by City Council

NEWPORT, R. I.—Freebody Park here will, after all, echo to the sound of jazz this summer. Following long argument and discussion, the city council last week (23) granted a license to allow a jazz festival to four Newport and one Providence businessmen. The festival will be held June 30 through July 3 at the site of the embattled affair of last year, which broke up in a riot.

Of the new group, going by the name of Music at Newport, Inc., will include former festival president, Louis L. Lorrillard, who only a few weeks ago presided that Newport Jazz Festival would never be staged again. George Wein, former director at Newport, will not be involved in the new set-up. Wein, who is planning a star-studded festival

of jazz, concert and theater at Castle Hill in Ipswich, Mass., was surprised at the news that there would be a festival. He is in Europe setting up a tour for Thelonius Monk and the Storyville all-stars.

Count Basie, who with his band, is playing this week at Storyville in Boston, was also quite baffled by the announcement since a long-time performer at Newport he had believed the event dead. Talent for the five-day festival, comprising nine performances, will be booked by B. and M., Inc., of Boston. John Miller, president of the agency, said that adequate policing already has been arranged to avoid any possibility of a repeat of last year's fracas.

## Jerry Blaine Buys Monarch Plant

HOLLYWOOD — Monarch Record Manufacturing Company, largest independent record pressing facility on the Coast, was purchased last week by Jerry Blaine's Cosnat Distributing Corporation. Acquisition adds an important manufacturing wing to Cosnat's dozen outlet coast-to-coast distribution chain. Purchase according to Monarch owner Nat Du Roff, was "in excess of \$1,000,000" to be paid

both in cash and Cosnat stock.

Under terms of the sale, Du Roff and his partner, Nate Rothstein, will continue to run Monarch as before on a five-year employment contract. Du Roff told Billboard Music Week that the Monarch operation will be completely autonomous, functioning as a separate unit within the Cosnat Corporation. Du Roff said there will be no change in Monarch's business operations. Du Roff will remain as president of the Monarch Corporation and will be in complete charge of its operation and policies. Despite the new ownership, Du Roff said, Blaine's labels (Jubilee, etc.) will be treated by Monarch as any other customers.

Monarch-Cosnat deal marks the second major sale by Du Roff and Rothstein in as many years. Two years ago they sold the Castro Stereophonic Recordings to the Johnson-Ramo-Woolridge combine. The Monarch sale culminates months of trade rumors that the pressing plant would be purchased by Cosnat.

## Oil Sheiks Order Arab Wax to Hike Morale in harems

GENEVA — European music producers are receiving orders from Middle East oil sheiks for recording of original Arab music.

The sheiks want the pressings, k developers, for the juke boxes they have installed in their harems. The Emir of Qatar was the first of the Arab oil potentates to install music boxes, and the idea caught on rapidly.

Other sources here estimate that there are now 2,500 juke boxes in the Middle East, of which 800 are in harems. Some of the gaudier of the oil sheiks are reported to

(Continued on page 48)

## Starpower Sales Prizes Awarded

NEW YORK — Three 1961 Volkswagens have been awarded distributors who competed in the recently concluded Starpower sales drive. The winners are Bob Hauer of Roberts Distributors, St. Louis; Tony Valero, Melody Sales, San Francisco; and Johnny Vincent, Record Sales in New York.

Sid Brandt, vice-president in charge of operations at MGM, said the contest stimulated considerable extra sales and that other contests of this kind will be a steady stream of the sales department. Brandt said the cars will be distributed to the winners shortly with appropriate ceremony.

## Alpha Distrib Bows to FTC

WASHINGTON — John Hollocks and Harry Apostoleris, co-partners trading as Alpha Distributing Company of New York, have consented to a Federal Trade Commission order forbidding payment of payola to get their records aired, the FTC announced last week. The agreement does not constitute admission of guilt.

## Supreme Court Probes Intervention Aspects of ASCAP Consent Decree

WASHINGTON — The highly paradoxical aspects of consent decrees, and the rights of parties affected to intervene, underwent what could be an historical probing by the Supreme Court last week. The fact that the decree in question was the much-litigated and controversial 1960 consent decree between Justice Department and the American Society of Composers, Authors & Publishers, complicated the problem still further.

The high court heard pleas by a group of ASCAP publishers, Sam Fox Publishing Company, Pleasant Music and Jefferson Music, for the right to intervene in the latest version of the 20-year-old decree under which ASCAP operates. The right to intervene as parties in interest had been denied them both orally and in a written statement by Judge Sylvester Ryan of the New York District Court, who signed the disputed terms into effect in January of 1960. (Details of briefs submitted to the Supreme Court by Fox, ASCAP and Justice Department on this issue are found in Billboard Music Week issues of February 13 and March 20.)

The major question thrust out during the hearing was on the right of intervention, which concept had been issued to establish in 1960 consent decree to establish competitive fairness and failed to curb dominant publisher control in the Society were subordinated to the question of principle.

## Three-Way Deal

Argument by appellants' attorney Charles A. Harsky, Justice attorney Daniel M. Friedman, and ASCAP spokesman John F. Dooling Jr. became a three-way duel over the concept that the government can never be "overruled" when it reaches terms in a consent settlement, regardless of any considerations of merit.

Some very blunt questioning was directed at Justice Department's stand by Chief Justice Warren and by Associate Justices Frankfurter and Black during the hearing. Justice Warren started by asking the issue with a statement in the district court's denial of appellants' plea to intervene. Judge Ryan had given an oral permission the fact that Fox et al. had "renewed" the consent, in which they were not named as parties, "to proceed to judgment."

Justice Frankfurter agreed with appellants' attorney Harsky that it was a "puzzling" proviso, to say the least. The appellants had been denied the right to intervene as parties before, before and after his hearing on the decree. In previous cases, Justice Harsky pointed out Justice Department had allowed them only to present their side to the department but had never permitted them a role in the negotiations. Justice Frankfurter suggested there could be no time in which the intervenors ever had a chance to present matters from "proceeding to judgment."

Justice Frankfurter was caustic when the Justice Department attorney Friedman later pointed out that Judge Ryan had allowed appellants to introduce the record of the Roosevelt (Calif.) subcommittee hearings of dissident small-business publishers, and had "listened" to Fox et al. present their side at an oral hearing. Frankfurter said it was futile for a court to "listen" to appellants claims without permitting them to present evidence as parties.

"There is no use 'listening' unless you have the underpinning of facts and cross examination," Frankfurter pointed out, to make a true finding.

The Justice attorney offered that

this was a "particular case," since negotiations for the Society had promised to withdraw if Fox et al. were given the right to intervene as parties in interest. Also, "in this particular case," Friedman said, dissolution of the whole Society "could have resulted" from intervention affecting the decrees terms and forcing a government litigation.

Appellant attorney Harsky argued that the possibility of dissolution was publicly acknowledged by Judge Ryan and was "put to good use" in getting ASCAP members to accept the decree on a "take it or leave it ballot."

Horsky scored Judge Ryan's reliance on the yes-or-no vote among ASCAP members to make his decision on accepting the decree. The voting did not prove that the board of directors had truly represented the interests of the appellants, or of smaller business members, Harsky said. Also, the "fatal deficiency" of the ballot paralleled the deficiency of the Ryan hearing: In both cases, all of the facts were not laid before the voting membership because ASCAP members had been allowed to enter documentary evidence and call witnesses, to get all the facts before the court.

## Rough Questioning

The rough questioning by the Justices landed on young Daniel Friedman, the Justice attorney. Friedman played one note throughout: That appellants had no right in this or any other case, no matter what their claims, to intervene when the government was party to the consent. Nor did they have such right even when the action was litigated, to try to "go beyond" government relief made in the public interest.

This cut very little ice with Justice Black, who pointed out that Justice Ryan's decision to accept the decree was not made on the basis of merit, but only on the basis of the government's right in consent judgments. Justice Frankfurter then went even further to note that "at no time" did the district court judge ever say he was rejecting the intervenors because he felt they had not made a sufficient showing.

Chief Justice Warren demanded if the Justice attorney, "if we accept as true, appellants' claims of competitive unfairness under the decree—do you still say they have no right to intervene? Even if the decree provides no aid to this group, or no matter how badly injured they may be under the decree—they still have no right to intervene?"

Friedman, obviously somewhat shaken by the barrage of question and comment, made his point one more time: "They (the appellants) cannot attack the validity of government action by a consent action."

Justice Frankfurter suggested that even if the district court had permitted intervention by the appellants, it could be assumed that they "could not tear down the rest of the decree without a sound."

Friedman retreated from a restatement of policy, to the hard facts in what he constantly referred to as "this particular case." He argued that if the "results" to ASCAP would result if the decree were rejected. He made a plea for the "practical necessity" of a licensing association, such as ASCAP to the country's songwriters and publishers, in collection of performance royalty. By inference, he reminded the Justices of the possibility that ASCAP's top executives would not only pull out of negotiations, but out of ASCAP, if the intervention were allowed.

In contrast to the Friedman presentation, ASCAP spokesman

John Dooling's argument concentrated only on legal precedent for Judge Ryan's action. Dooling had only been questioning by the Justices. The ASCAP attorney said Judge Ryan was a "seasoned and experienced" judge, a man of wisdom, who was correct in stating that he could not alter the terms of consent.

Dooling said Ryan's only duty was to decide if the decree terms would "further the purpose" of the two previous decrees, and having decided, he very properly signed the decree into effect.

## Horsky Rebuttal

In a brief rebuttal period allowed ASCAP attorney Harsky, he made three main points: First, that neither ASCAP nor Justice Department attorneys took serious issue with the claim that the dominant publisher group remains in control of voice distribution and survey under the 1960 decree. This in itself proves that the original purpose of antitrust decree, to establish competitive equality among publishers, was not been effected.

Second, the Fox plea for intervention contemplated only a district court hearing on modifications to improve the decree. Harsky cited precedent on this procedure in cases ruled on by the high court itself.

Chief Justice Warren put the final question in the proceedings. He asked Harsky what if the intervenors were permitted, and the district court judge again rejected their claims, after hearing evidence, and again accepted the decree in its original form. What then?

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## Epic Schedules Six April Sets

NEW YORK — The Epic Records release string includes some six albums for April—2 in the classical category, 3 in the popular idiom and 1 jazz set.

An unusual novelty comedy album kicks off the pop release schedule with "Fun by 12 Dots." This is a set of gags and stereo sound effects worked into sketches. Bobby Vinton comes into the limelight, too, with a set and the changing voice of James Brown is exploited on a Hector Rivera rock disk.

Tenor saxist Charlie Rouse is the only jazz instrumentalist spotlighted, while two new albums by the Concertgebouw Orchestra of Amsterdam celebrate that fine organization's forthcoming American tour this summer.

## Sixty Named Veepee By United Recording

HOLLYWOOD—Dick Sixty, for many years sales head of Radio-Universal Records, last week was named vice-president in charge of sales at United Recording Corporation. Appointment was made by United President M. T. Putnam. Concurrent with this move, Bowen David was named United Recording control manager. Putnam told Billboard Music Week these appointments were made to beef up United's management.



# Sound and Fury Spark Annual ASCAP Meet

Continued from page 4

Ned Washington, who discussed the activities of the ASCAP executive committee. He noted ASCAP's continuing effort to maintain "the image of supporting culture," a reference to the Society's support of symphonic music creativity.

Washington also gave an elaborate explanation of why members cannot be "closely informed on high powered negotiation with the Justice Department's Anti-Trust Division." In his concluding remarks, he told members: "Every one of you better take a long look at your stake in the music business. I believe that in time, we'll recapture it from the thieves, con men and used car men who have captured it today."

Following this, Gerald Marks made a brief plea on behalf of an amendment, which could change the current system of voting for any amendment to the bylaws so that failure of a member to vote would no longer be considered a vote against an amendment.

Another speaker was Arthur Hauser, of Theodore Presser, who reported on numerous items of interest to publishers of serious music.

**Redd Speaks Up**  
At this point the meeting took on a more lively tone, as Redd Evans began extensive remarks on behalf of himself, Fred Fox, Hans Lengsfelder and others of the group which has been pressing continually for changes in the ASCAP distribution formula and voting procedures.

Addressing himself to the writers, Evans declared that "the publishers on the board with a few hired mercenaries among the writers are destroying your Society. The failure of ASCAP to encourage new, young publishers, according to Evans, had resulted in BMI becoming a dominant factor in both radio and TV with regard to pop song hits. This, he said, was because of the board's insistence on

"taking what they want out of the Society." This condition, according to Evans, would mitigate against ASCAP in its upcoming TV negotiations.

"If tomorrow a government directive were issued and ASCAP began to pay publishers equal money for equal performances," Evans said, "There would be 30 vigorous young ASCAP publishers in the morning. Money must be given to those who work for performances. This is your future." Evans took issue with the hiring of a parade of high-priced legal talent by ASCAP. "Let's take the millions of dollars that are being spent for political lawyers, public relations and lobbyists and pay our members whose works are performed and ASCAP will grow," Evans pleaded.

Many of Evans' remarks were then refuted by Adams. Judge Pecora also took issue with Evans' citation of an ASCAP case in 1945 in which Pecora rendered the decision. The judge claimed Evans was not dishonest but simply "uninformed."

Herman Starr then disagreed with Pecora in noting that: "Redd Evans deliberately, maliciously, and connivantly brought out all these misstatements of fact. Starr said, "I personally have no stake in ASCAP. I'm at the whim of a corporation and I have worked longer and harder for writers than any writer member of the board. But I don't work for rable-rousers and people who want something for nothing."

Hans Lengsfelder referring to denials from Starr of Evans' remarks regarding writer "satellites" on the board, said: "There is today a writer on the board who gets 90 per cent of his income from a publishing house with this satellite." Lengsfelder asked:

Writer Lew Bellin then suggested that ASCAP throw out its meetings and retain only the dinner. The meetings are the maximum yawn of the year," he said. Sherman Edwards, the concluding speaker, discussed what he called "the monstrous injustice of the 30 per cent recognized work formula. We are simply losing 30 cents of every dollar due us on this basis," Edwards noted.

## Four April Packages On Monitor Agenda

NEW YORK — Monitor is releasing four new albums this month. In the issue are two stereo-mono releases: "Switzerland" by Heini Meir and Jost orks, and the Branko Krmanovic Chorus at Carnegie Hall. The two mono sets are "Kus-

## Deejay Poaching Irls From Booker

PITTSBURGH — Booker Zeke Nicholas, who initiated post-prom parties in this area six years ago, with unusual success, is bitter about deejays who have entered the same lucrative business, who promise to deliver record names to the hops they host.

Along with Hal Davis, president of the Musician's Union, Nat Nazario, head of AGVA, and Harry Bigley, investigator of theatrical agencies, Nicholas has protested the entry of deejays into the prom business to Don Hirsch, local head of American Federation of Radio and Television Artists (AFRTA).

Nicholas declared: "We do not intend to sit idly by while the deejays take over. They are taking the livelihood from scores of legitimate performers and variety acts. They force record names to accompany them on these prom dates by using their power as a subtle blackjack."

He cited an instance of a deejay promoting a district high school principal not only his services but also 10 record acts—all for \$250. Nicholas charged that unlike agents, the deejays are "not licensed, bonded or franchised" to provide such entertainment.

Nicholas added that during the night of May 5 alone he will have 62 more deejays at 30 proms for high school proms, and that he can't compete on the same financial terms as deejays and record names. He refused to single out any of the offending deejays but said the practice is becoming more widespread every week.

## King Expansion

Continued from page 4

visited the German affiliate, Elektra in Frankfurt.

In London, the King party had convened at top EMI brass including Chairman Sir Joseph Lockwood and L. G. Wood (managing director, EMI Records—the British operation). A conference was also arranged with representatives of the various EMI operations on the Continent. Those present included Hank Stibbe (Holland), Ivan Alstrom (Sweden), John Poole (Denmark) and Emile Gavin (Belgium).

During the trip, the King executives also acquired U. S. rights to several masters. They include sides by the Tommy Wait ork, singer Denis Lotis and the Big Ben Banjo Band from Britain, and some tracks by Yves Montand and Gilbert Beaud from France.

U. S. rights to the Ukrainian Folk Songs" featuring Piantanitsky, and highlights from the Ukrainian "Switzerland" by Heini Meir featuring the Kiev Shevko Theater Chorus and soloists Ivan Kozlovsky, Zoya Haidai among others.

## SOUVENIRS FOR HOME

# PX Platters Feature U. S. Pop Hits Done Up German

NUREMBERG, West Germany—The U. S. military's post exchange merchandising systems are experimenting with the production of U. S. pop disks in German format.

The conception is a souvenir disk line for mailing home as mementoes, and the result is both striking and startling. Typical of the PX's venture into "Hochpops" is "Mexicali Rose."

The album jacket has a German conception of "Mexicali Rose"—bosomy and blonde, sitting on a donkey with a red rose dangling from a beer mug showing the HB (for Hofbrauhaus) emblem.

The albums feature all-time top pop songs in German by some of Europe's top recording artists.

**Music the Same**  
"Hochpops" have been released so far in two volumes, and the second volume, just issued, includes many recent U. S. hits. In general, the "Hochpops" remains faithful to the original American musical and vocal arrangements, with only the lyrics translated into German.

For example, the distinctive background lines of "Come Softly to Me" (Komm Zu Mir Darling) remain the same. The German words are so similar to the English that it takes only a slight knowledge of German to follow the words.

"Hochpops" is aimed at the vast military disk market, a market encompassing the 250,000 U. S. families on the Continent, in England and scattered about the Mediterranean and Middle East.

In fact, the military market for such souvenir disks is far vaster than the absolute number of families stationed on this side of the Atlantic; there is a constant shifting of families which amounts to a complete turnover every three years.

**Mail Grams**  
Moreover, the point to "Hochpops" is their "mail to the folks back home" format. PX disk moguls estimate that three records are mailed home for everyone purchased for home-playing here.

The PX platter play with beer

## Special Elektra Deal On Limelites Album

NEW YORK — Elektra Records is featuring a special price deal on its album by the Limelites for the month of April only. During the month, the set will be priced at \$3.69 for monaural and \$4.00 for stereo. The group, which recorded its first album for Elektra, is now on RCA Victor.

and pretzel-style U. S. pop in the outgrowth of its successful production of "Memories of Germany." Recorded for the PX by Telefunken, "Memories of Germany" is a postscript of German stein songs and ballads. They have sold several hundred thousand copies and, because their clientele is steady and unending, their market, if modest, is inexhaustible.

Now the PX is applying the successful format of "Memories of Germany" to "Hochpops," each album of which is accompanied by a genuine Hofbrauhaus beer mug emblazoned "HB."

While retaining the U. S. musical and lyrical treatment, the PX borrows European techniques whenever applicable. For example, "Mr. Blue" emerges in "Hochpops" with the same nostalgic "ballad with a beat" background of the U. S. version, "Red River Rock" (Komm Zurück in Das Tal Unserer Traueme) also sticks closely to the U. S. style, which is lessened slightly, however, with schmalz and sauerkraut German musical effects.

However, in direct opposition to the U. S. trend of fading out every instrumental, European disks—and "hochpops"—end on a distinctive note, leaving the listener hanging in the air.

Other songs in the FX Hochpops album include "Sleepwalk," "Why Should I Cry Over You?" "There's a Leak in the Boat," "My Happiness," "Love Letters in the Sand," "Love Is With Me Tonight" and "Frenesic."

European singing stars have been recruited for the vocals, including Caterina Valente, Ria Solar, Gitta Lind, Susi Astor, Vico Torriani, and Christa Williams.

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## the pick of the new releases: SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

JOHNNY BURNETTE

BALLAD OF THE ONE-EYED JACKO (Famous, ASCAP) (3:15) —BIG BIG WORLD (Studio, BMI) (2:18) —Johnny Burnette has a two-sided disk here, both of which could easily land on the charts. Top side is the first lyric version of the hit tune from the flick of the same name, and "Big Big World" is one of a Burnette-styled ballad which finds him in fine voice. Liberty 85318

LENNY MILES

IN BETWEEN TEARS (Ludix, BMI) (2:13) — A sock reading of a powerful ballad by Lenny Miles should prove to be another winner for the chanter, and the arrangement is sock too. Flip is "I Know Love," (Lloyd & Logun-Ludix, BMI) (2:40). September 1218

As of November, 1961...

# "THERE GOES MY HEART"

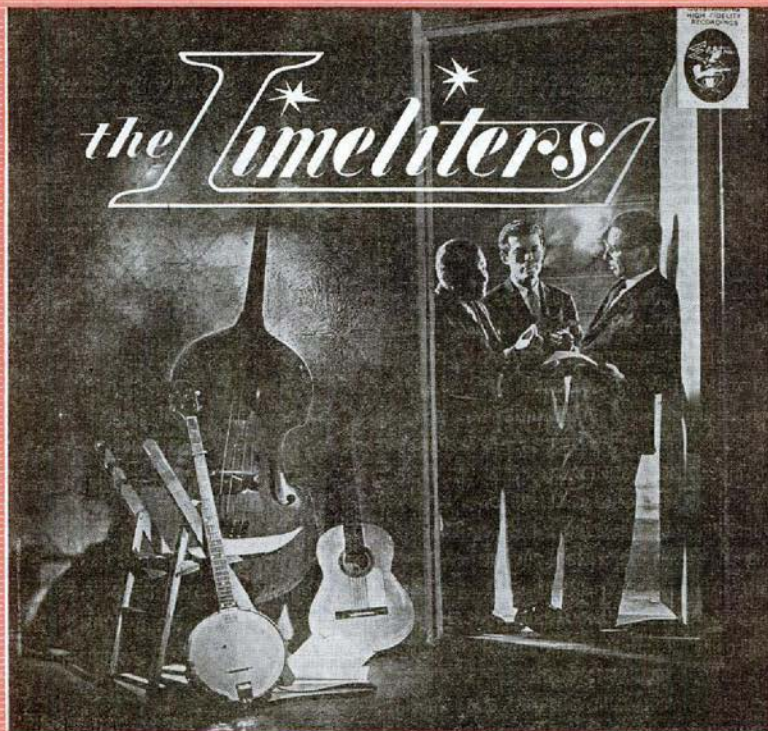
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# TALENT TOPICS

## NEW YORK

Shirley and Lee are now with Mercury Records, where they have completed their first session for the label. . . . Renee Taylor has signed with London Records. . . . New on the Victor label is Gary Clarke, a West Coast lode. . . . ABC-Paramount has signed a composer-singer-actor, man Bob Crew. . . . Jack Kane, the arranger, composer and recording star, died in New York last week at the age of 37. . . . Archie Bleyer has packed young actor-singer Eddie Hodges. . . . The Modern Jazz Quartet has set dates in Dallas, April 8, and Seawane, Tenn., April 9. . . . Erroll Garner will open at New York's Basin Street East last Thursday (30), is set for a summer date at Tri-City Musical Tent in Albany, N. Y., June 25.

Russ Carlyle and his ark are on a Midwest one-nighter tour and will open May 29 at the Peshoby Hotel in Memphis. . . . Don Glasser and his crew will be at New York's Rosebush starting April 25. . . . Milt Mason has signed with Strand Records. . . . Joyce Heath is visiting Eastern deejays to plug her Dragon wax. . . . "I Wouldn't Dream of It. . . ." Gene Pitney is on the road promoting his waxing of

"Take Me Tonight" on Musicor. . . . Horace Silver and his combo are now playing the Zebra Lounge in Los Angeles. . . . Connie Francis opens at the New York Copacabana May 18. . . . The Barry Sisters headline at Scollia's in Philadelphia starting April 10. . . . The Gaylords are performing their singing and comedy act at the New York Latin Quarter. . . . Bob Rolontz.

## CHICAGO

The Playboy Club, fast becoming one of the top talent showcases in the city, featured its new show last week. Featured in the four-floor Penhouse Club were Burns and Carlin, Meg Myles, the Wanderers Three, Jorie Remus and the Kirk Stuart Trio. In the third-floor library were Phyllis Branch, Don Sherman, Bobby Short the Edgy Gigante Trio and the Billy Wallace Trio. . . . Oscar Brown, Jr. and the Floyd Morris Trio follow Dizzy Gillespie into the Birdhouse April 12. Brown (Columbia), who has reaped plaudits as a vocalist from such stars as Lena Horne and Sammy Davis Jr., penned the book, music and lyrics to "Kicks and Co.," new musical scheduled for a Broadway opening come fall.

Charles Lewsen, British satirist, is currently at the Gate of Horn for a three-week stand. Lewsen, an Oxford graduate, has been in the States for two years, during which time he has worked summer stock, toured with the Canadian Players, and acted in off-Broadway productions. . . . Ed Schultz and Fred Filpik of the Marksmen (International), instrumental group, to join Venita, singer and dancer, for a week's stint (4-9) at the NCO Club, Fort Elsworth Army Air Force Base, Rapid City, S. D. . . . Carmen Cavallaro opens at the Camelina House of the Drake Hotel Wednesday (5). . . . Vocalist Tani Jones is holding forth at the Downstage Room of the Happy Medium.

LFL Wally, Chicago's polka maverick, takes his band on the road for 27 straight one-night stands in main ballrooms throughout the Midwest and on into the New England area. Wally's home base here is the Polonia Ballroom where he is featured every Sunday. . . . Jack Teagarden, appearing at the London House till April 16, next moves to the Village Vanguard, New York, for a two-week stand. . . . Gloria Manlog.

## NIGHT CLUB REVIEW

### Garner Tops at Basin Street

It was 3:00 at Basin Street East in New York on Thursday night (30) when Erroll Garner opened at the East Side club to mark his first Gotham night club appearance in five years. And this is the way it should have been, for Erroll's performance that night was one of the most outstanding of his long career. At the second show Garner came on at 1 a.m. and stayed on stage until 2:30, playing song after song to the rapt attention and enthusiastic bravos of the packed room. He played ballads and blues, uptempo items and dreamy songs, all in his own striking style which has grown more engaging and more meaningful over the years.

All the Garner trademarks are still present, the attention-getting intros to songs, the pixie-ish diminutivos when the tunes start, the grunts and the crashing chords, but withal there is more depth to what Garner is playing now than ever before. His spring medley of "It Might as Well Be Spring" and "Spring Is Here" was delightful, and so were his readings of "Dreamy" and "Misty" and almost everything else he played. This concert should have been recorded.

Speaking of recordings, there were so many label execs present at the Garner opening that it is easy to see he can have his pick of labels after his Columbia pact is over in June. Not only were Columbia execs present, but so were presidents and vice-presidents from Victor, Mercury and ABC-Paramount. Right now, the smart money is on the latter firm to pact Erroll.

On the bill with Garner was the Kenny Burrell combo, which in addition to featuring the fine Burrell guitar also spotlighted pleasant singing by Kenny; and the Red Norvo band with Norvo playing solid vibes as usual. Ralph Watkins should rack up solid grosses at Basin Street with the two-week Garner booking. . . . Bob Rolontz.

# FOLK TALENT & TUNES

By BILL SACHS

## Around the Horn

George Brady, 19-year-old country singer, plays a return date at Monroe, Mich., April 7, to introduce his new release on the Happy Hearts label, "Tell Me Why" b/w "Mild My Heart." Brady is an addition to the Happy Hearts recording stable are Jimmy Williams and Red Ellis. Due out soon is "Wild Desire," "I Tell Myself 'Tis an Orphan Boy." . . . Band leader Andy Doll spent last week in the Hot Springs sector and the Ozarks on a combined vacation and promotion jaunt. He visited most of the jockeys in the territory to pitch the merits of his new release, "Wild Desire." . . . George Jones (Mercury) headlined "Dixie Jubilee" at East Point, Ga., Saturday night (1) and the following night showed his stuff at Magnolia Gardens, Houston. Early this week he swings toward four appearances in Decatur, Ill., and Columbus, Ohio. His new Mercury release, "Tender Years" b/w "Battle of Love," is due out in a few days.

Jack Howard, of Arcade Records, Philadelphia, announces the signing of Jesse Rogers as a feature on the former "Hayfoot Hoedown" on the ABC network, to a recording contract. Rogers also formerly portrayed Ranger Joe for the Honey Popped Wheat Cereal Company. His most recent recordings were for RCA Victor and MGM. His first recording for Arcade set for April 15, couples "Night Wind," written by Jesse Rogers, Lucky Taylor and Rex Zario, and "Say It Again," penned by Eddie Miller and Jack Armstrong. . . . The Rocky and Hal Duo (Rocky Rauch, vocalist, and Hal Clamplitt, console steel guitar) is currently playing dance-lounge and show-bar engagements through the Pacific Northwest. . . . Cowboy Howard Yokes and His Country Boys are spotted Thursdays and Saturdays, 6-10 p.m., at Sam-

my Frank's Furniture Company, New Kensington, Pa.

April bookings for Ray Price and His Cherokee Cowboys stack up as follows: Lincoln, Neb., April 3; Sioux City, Ia., 4; Omaha, 5; Topeka, Kan., 6; Lawrence, Kan., 7; Tulsa, Okla., 8; Tulsa, Okla., 9; East Point, Ga., 15; Montgomery, Ala., 21; Pensacola, Fla., 22, and Winchester, Va., 28. . . . Among those who cut sessions recently at the new Starday Sound Studios in Madison, Tenn., were the Willis Brothers, Jimmy Richardson and his swingin' Hammond organ, and Wayne, Dottie West, Bill Clifton, Lonzo and Oscar and Whitney (Duke of Paducah) Ford. The last named waxed a comedy-party routine for an LP that is being rushed into production for release in May. It will be titled "Button Shoes, Belly Laughs and a Nonkey Business." . . . Rudy Thacker, who has conducted good business for his jamboree-type show presented each Saturday night from the stage of the Denison Theater, Cleveland. He is booking exclusively with Herb Schucher, Nashville. Part of the Thacker show is broadcast live over WADC, Akron.

Tom Reeder, general manager and deejay at WYAL Radio, Scotland Neck, N. C., reports that he checked up a winner with the appearance of Jimmy Martin and His Sunny Mountain Boys at the local high school auditorium Saturday night (25). He says that Jimmy and his crew packed the place, jocks needing a copy of Martin's new record, "Hi-De Diddle" are asked to drop Reeder a line at P. O. Box 9, Scotland Neck. Reeder claims he's getting lots of action on the tune on both his country and pop segs. . . . Gene Crawford, star of "Gould Coast Jubilee," beamed each Sunday over KTRC-TV, Houston, has been signed to a two-year recording pact by Circle Records, with his first session skedded for Nashville

late this month. In addition to his TV stint, Gene does a two-hour platter show each Saturday night on the new KERT studio in downtown Houston.

Chuck Nary, of International Television Corporation, has a counter-bill package lined up to appear in Beckley, W. Va., April 15-16, for the Cancer Foundation, with two West Virginia TV stations carrying the proceedings. Talent brigade will include Jimmie Skelton, Connie Hall, Carol Jean, Eddie Hagen, Rattlesnake Hogan, and Cowboy Howard Yokes and His Country Boys. . . . Pat Simpkins, of WBAM, Montgomery, Ala., will emcee a "Grand Ole Opry" show featuring Roy Acuff and His Smoky Mountain Boys, Don Gibson and band, Ray Price and Skeeter Davis at the State Coliseum, Montgomery, Ala., April 21, with the local Fraternal Order of Police sponsoring. Simpkins reports that all-night gospel sings are becoming increasingly popular in the Deep South. He appeared on a sing in Dothan, Ala., March 24 with the Blackwood Brothers' Quartet, Hovie Lister and the Statesmen, and the Florida Boys, of Pensacola, Fla.

Kenny Roberts, since winding up his TV activity in Cadillac, Mich., in December after four years of daily shows, has been appearing as a guest on "VVVV Jamboree," Wheeling, W. Va., where he has shifted from his "bummin' cowboy" billing to that of "king of the yodelers." Next Saturday (8) Kenny appears on Bill Long's country music over CHL-TV, Hamilton, Ont., via a film to be shot this Thursday (6). On personals, Kenny is working out of the Gene Johnson office, Wheeling. . . . Warren Smith's itinerary for April carries him to Austin, Tex., April 6; Corpus Christi, Tex., 7; San Angelo, Tex., 8; San Antonio, Tex., 9; Phoenix, Ariz., 13;

(Continued on page 44)

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WEEK

GERMANY

Week ending March 31, 1961 (Country Automaten-Markt, Braunschweig)

- 1 1 PEPE-Dalida (Ariola); Caterina Valente (Decca); Jorgen Ingmann (Metrometric); Willy Haugara (Philips)
2 6 DER BOE TANGO...
3 5 SALOME...
4 2 SUCI-SUCI-Ping Ping (Ariola)
5 17 SUNDREI...
6 2 MISSOURI COWBOY...
7 3 PIGALLE-Billy Ramsey (Polydor)
8 4 ADEHU...
9 2 MISSOURI COWBOY...
10 BIT DZI EINSAM HEUT...
11 ERST AN (Save the Last Dance for Me)-The Drifters (Atlantic); Top Record (Polydor)
12 ALS ICH NOCH EIN KLEINER JUNGE WAR (Die-Do-Do-Day)-Peter Seiffers (Polydor)
13 ANNIEMARIE - Will Brandes (Schubert)
14 RASTLOS-Jimmy Heider (Teldec)
15 WHEELS-String-A-Longs (London); Billy Wagner (London)
16 WENN DU WEIESTIMMUNGST...
17 ER SAH AUS WIE EIN LORDB...
18 APACHE-The Shadows (Columbia); Jorgen Ingmann (Metrometric)
19 DREI WEISSE BIRKEN-Moed and Peter Phillips (Philips)
20 MATROSEN AUS PYRAEUS-Caterina Valente (Decca); Lale Andersen (Deutsche)
21 DA SPRACH DER ALTE HAUPTLING - Gus Backus (Deutsche)
22 DENN SIE FAHREN HINAUS AUF...
23 OH, SO SWEET-Ted Herold (Deutsche)
24 LIEBE MICH - Blue Diamonds (Fonema)
25 PARALANGA-Andy Aron-Hazy Osterwald-Serie (Polydon)
26 SWEETEN'S D'AMOUR-Lucia (Polydor)
27 HALLO BLONDIE-Alice, Ellen and Peter Phillips (Philips)
28 SCHAU NICHT AUF DIE UHR (Here We Go Again); Barbara Day (Philips)
29 WEIß WEIßEN MEER-Western Trio (Polydon)
30 KILF-WATCH - The Cousins (Ariola); Robinson (Ariola)
31 WUNDERLAND BEI NACHT-Rex Kampeff (Polydor)

ITALY

Week ending March 31, 1961 (Country Musica e Dischi, Milan)

- 1 1 COME SINFONIA-Pino Dinuccio (Columbia)
2 3 IL MILLEFOLIO-Gianpi Maggio (Ariola)
3 2 24,000 BLOSS-Adriano Celentano (Polygram); Little Tony (Decca)
4 5 UN DUNNO VINO-Gino Paoli (Meridian)
5 9 JUST THE SAME OLD LINE-Nino Fidenco (RCA)
6 11 FLEURET-Gigi Leoni (Ariola); Miva (Cetra)
7 1 JEALOUS OF YOU-Comec Francis (MGM)
8 7 AL DI LA-Luciano Tallò (Jole Bop); Betty Curtis (CGD)
9 6 IL MARE NEL CASSETTO-Miva (Cetra)
10 4 PER UN TITIMO-Pepino Di Capri (Carisch)
11 10 THE GREENLEAVES OF RUMBURGER-Nelson Kibba (Capitol)
12 DARK AT THE TOP OF THE STAIRS-Bob Dylan (Imperial); Emie Freeman (Imperial)
13 ARE YOU LONESOME TO-NIGHT-Elvis Presley (RCA)
14 CAROLINA DAD-Sergio Bruni (Voice Art); Federico, Rocco Grassia (Dischi)
15 LES ENFANTS DU FUREE-Dalida (Ariola); Katina Ranieri (MGM)
16 NON MI DIRE CHI SEI-Bernardini (RCA)
17 TRACY'S THEME-Melina (Meridian)
18 IL MONDO DI SUZZE WONG-Nino Fidenco (RCA)
19 CANTO REGIO PANS LE CIEL-Bob Azam (Barclay)
20 LE TITILLE BOLLE BLU-Mina (Dischi)

BRITAIN

For the week ending March 31, 1961 (Country New Musical Express, London)

- 1 1 WOODEN HEART-Elvis Presley (RCA)
2 4 THERE FOR A DREAM-Alfred Richard (Meridian)
3 3 ARE YOU SURE?-Comec Francis (MGM)
4 4 WALK RIGHT BACK-Every Brothers (Warner Bros.)
5 5 MY KIND OF GIRL-Man Manro (Parlophone)
6 7 ENDUS-Fernando and Telfer (London)
7 4 LAZY RIVER-Darin (London)
8 6 WILL YOU LOVE ME TOMORROW?-Shirley (Top Rank)
9 8 AND THE HEAVENS CRIB-Anybody Warm (Decca)
10 2 WHERE THE BOYS ARE-Comec Francis (MGM)
11 11 F.B.I.-Shadows (Columbia)
12 12 RIDERS IN THE SKY-Ramrods (London)
13 13 SAMANTHA-Kenny Ball (Pye)
14 14 WHEELS-String-A-Longs (London)
15 15 MARRY ME-Mike Preston (Decca)
16 17 BABY SITTING BOOGIE-Edgar Winter (Meridian)
17 16 CALENDAR GIRL-Neil Sedaka (RCA)
18 18 WILD LIPS-Adam Faith (Parlophone)
19 19 YOU'RE DRIVING ME CRAZY-Imperance Trust (Parlophone)
20 21 AFRICAN WALTZ-Johnny Dankworth (Columbia)
21 22 I'M SINGING FOR THE FLINTSTONE-Flintstones (Capitol)
22 23 WAFRANT-Brook Brothers (Pye)
23 24 JADA-Johnny and the Hurricanes (London)
24 25 EXODUS-Semprini (HMV)
25 26 SEVENTEEN TIGERONES-King Brothers (Parlophone)
26 27 ARE YOU LONESOME TO-NIGHT-Elvis Presley (RCA)
27 28 BAILOR-Patsy Clark (Pye)
28 29 LET'S JUMP THE BORDEN STICK-Beckie Flinn (Brunswick)
29 30 TIL THERE WAS YOU-Freazy Lee (Capitol)

SPAIN

For the week ending March 31, 1961 (Country Discomania, Madrid)

- 1 1 THE GREENLEAVES OF RUMBURGER-Pino Dinuccio (Columbia)
2 3 QUINCE ANOS TIENE MI AMOR-Diamanco (Vox Amor)
3 2 ERAS DIENE TIENOS (Carmen Sevilla-Philips)
4 4 GREENFIELD-Brothers Four (Polygram)
5 4 24,000 BLOSS-Celentano (Zafiro)
6 6 ARE YOU LONESOME TO-NIGHT-Elvis Presley (RCA)
7 8 AL DI LA-Tallò (Jole Bop)
8 9 IT'S NOW OR NEVER-Elvis Presley (RCA)
9 12 MILLE BOLLE BLU-Mina (Dischi)
10 11 BOLD AND EVE-Paul Anka (Hispavox)
11 11 POETRY IN MOTION-Gianni Morandi (Hispavox)
12 13 LA MONTANA DE IMITIOS-Carlo Llatina (Fonema)
14 20 PIAJO CIRIOU-Hose Silva (Ariola)
15 15 ESTAZA CONTIGO-Marioli (Meridia)
16 - BURBENDER-Elvis Presley (RCA)
17 14 FIDE-Elvi Fieta (RCA)
18 18 YOU MEAN EVERING TO ME-Neil Sedaka (RCA)
19 17 EXODUS-Pat Boone (Dot)
20 - AL DI LA-Atorino Prieto (RCA)

INDIA

For March, 1961 (Country The Voice, Calcutta)

- 1 NEVER ON SUNDAY-Ivy Correll (P)
2 1 LOVE YOU-Giff Richard & Shadows (DB)
3 THE LAURA I LOVE HER-Billie Holiday (Ariola)
4 THE STRANGER-Sadows (DB)
5 WUNDERBLAND BY NIGHT-Billie Holiday (Ariola)
6 DEAR JOHN-Pat Boone (HLD)
7 JEALOUS OF YOU-Comec Francis (MGM)
8 I'M GINGY... BIKINI-Bernardini (RCA)
9 SPANISH GYFFY DANCE-Edmundo Ros (P)
10 GABRIE-Elvi Fieta (DB)

HOLLAND

For the week ending March 31, 1961 (Country Four-Planet, Amersfoort)

- 1 1 WOODEN HEART (Musa, I Deen)-Elvis Presley (RCA)
2 3 RUCI-SUCI-Ping Ping (Ariola)
3 4 SAVE THE LAST DANCE FOR ME-The Drifters (London)
4 3 ARE YOU LONESOME TO-NIGHT-Elvis Presley (RCA)
5 6 CORRINE, CORRINE-Ray Peterson (London)
6 10 I TOLD YOU LATELY (That I Love You)-Eddy Dulla (Decca)
7 12 DANG NOU ENNAMAAL MET MIJ-De Dijk (Decca)
8 11 SEEMANN (Sailor Your Home Is in the Sea)-Lolita (Polydor)
9 13 WELTWEIT-De Conine (Polygram)
10 15 LET'S JUMP THE BORDEN STICK-Beckie Flinn (Brunswick)
11 16 WHEELS-String-A-Longs (London)
12 18 F.B.I.-The Shadows (Columbia)
13 19 CALENDAR GIRL-Neil Sedaka (RCA)
14 20 MY GIRL JOSEPHINE-Fat Domino (Imperial)

JAPAN

For the week ending March 31, 1961

- 1 1 G. L. BULES-Elvis Presley (RCA)
2 3 ARE YOU LONESOME TO-NIGHT-Elvis Presley (RCA)
3 4 TOKYO DODONPA MUSUME-Tea (Nippon)
4 4 LONELY SOLDIER BOY-Johnny Defries (Capitol)
5 5 MOOD NO YUME-Suzuka Minato (Victor)
6 6 FANGA GASA-Hachi Yoku (Victor)
7 7 GREENFIELD-The Brothers Four (Columbia); Billy Vaughn (Dot)
8 8 GINZA NO KOI NO MONOGARAI-Jiharu Yoku (Teichiku)
9 9 BAI DAI OF THE ALAMO-Harty Robbins (Columbia)
10 10 KINO-HUSHI SANDO GASA-Hachi Yoku (Victor)
11 11 LAST DATE-Floyd Cramer (Victor)
12 12 ANEN SAKU HANA-Inoue Hiroshi (Columbia)
13 13 CHAIN GANG-Sam Cooke (Capitol)
14 14 YOU'LL NEVER KNOW-The Platters (Mercury)
15 15 JINJIROE-Moriyama Kayoko (Teichiku)
16 16 PLEIN SOLEIL-The Film Symphonic Orch. (Polydor)
17 17 YOU MEAN EVERING TO ME-Neil Sedaka (RCA)
18 18 SAVE THE LAST DANCE FOR ME-The Drifters (London)
19 19 ARIGATAYA BUSHI-TONKIYO-Orchestra (Columbia)
20 20 DARUYORIMO KIMIO AISU-Masmo Kazuko (Victor)

NORWAY

For the week ending March 31, 1961 (Country Vedben Gang, Oslo)

- 1 2 ROMANTICA-Robertino (Trio)
2 4 I'M MARRYING YOU GIEH ME-The Moon Keys (Trio)
3 3 G. SOLE MO (EP)-Roberto (Trio)
4 1 SEEMANN-Lolita (Polydor)
5 3 ARE YOU LONESOME TO-NIGHT-Elvis Presley (RCA)
6 4 YOU'RE SIXTEEN-Elvis Presley (RCA)
7 6 WOODEN HEART-Elvis Presley (RCA)
8 1 LES ENFANTS DU FUREE (Never on Sunday)-Bernardini (RCA)
9 10 HAN ER ENDELIG, ENDELIG MIN-Ingger Jacobsen (Meridian)
10 - DU MENER VEL ALVOR, HALVOR-Nora Brockstedt (Karneid)

GERMAN NEWSNOTES

'Pepe' Gets Big German Push From Picture, Singles & LP's

By BRIGITTE KEEB Music Editor, Automaten-Markt, Braunschweig

Chancellor Dr. Konrad Adenauer has recorded two LP's for Electrola's documentary series entitled Konrad Adenauer: "Aus Meinem Leben" (Of My Life), being the first record autobiography of a leading German politician.

Bernard Mikulski, proprietor of the firm Schallplatten-Importeur B Mikulski, Frankfurt, will fly to the States to visit Verve, Columbia and Blue Note, whose repertoire the firm represents in Germany.

Rudolf Seeger received the "Electrola-Ring" in Cologne, March 17. He is the first artist to get this new award, a golden ring with a star, symbol of pigeon-size which has been introduced by the firm as award for their artists' merits (not for sales results).

On April 4, 1961, the Essener Jazz-Tage (Essen Jazz Days) will take place in the Jugga-Hall of Essen.

At the German Song Festival arranged by Radio Luxemburg, September 18-23 the German record firms will introduce their artists and new releases, including contacts to press and visitors from home and abroad.

Dr. Kalburn has bought the rights of "Marry Me," winner of the I.T.V. (Independent Television) Song Contest in London for Dr. Busse Publishing House, Munich, from Lawrence Wright Music, London.

New Singles Boyd Bachmann, star humorist of German TV, has started his recording career with two titles from the Twenties: "Was Macht Du Mit Dem Klein Lieber Hans" (What Do You Do With the Kneec, Dear Hans?) and "Ich Hab' Das Fruehen Helen Baden Seen" (I've Seen Frauchen Helen Takin' a Bath).

AFN Chart These were the most-listened tunes of the last two weeks in the American Forces Network:

Table with columns: RECORD SALES (Singles, EP, LP, LP 12"), FOR AUSTRIA (Total, 1959, 1960, Increase %).

ITALIAN NEWSNOTES

Connie's Triumph Prophecies Follow-Ups by Yank Artists

By SAMUEL STEINMAN Piazza S. Anselmo 1, Rome More personal exposure of American recording artists in Italy is a likely sequel to the triumphal tour of Rome and Milan and the nation's top radio and TV shows by Connie Francis. The immediate jump in the sale of her disks, particularly "I Wish It Would Rain," emphasized the earlier experience of Pat Boone, Conway Twitty and Perry Como. If the Italian gauge reacts in the usual way, the boost for a female star will be greater than for the male names. In addition to her other activities, Connie recorded three sides for American disks in Milan. These included "Baby Roo" and

By JIMMY JUNGERMANN 102, Immanuel Str., Munich

Munich has had its gala premiere of "Pepe." The "Pepe" sound track on Colpix gets good airing and the LP is in the windows of all leading gramophone shops.

Of the 25 "Pepe" singles in Germany, these are tops: Caterina Valente on Decca, Dalida on Ariola, Willy Haugara on Philips, Jorgen Ingmann on Metrometric, and Dume Eddy on London. Followed by Fritz Schulz Reichel on Polydor, Otto Welas on Jupiter.

Travel Notes Oscar Peterson has been invited by the City of Geislingen-Steige to play a concert April 16.

The jazz clubs of Bamberg, Bayreuth, Coburg, Hof, Stein, Nuremberg, Erlangen and Wurzburg formed the Federation of North Bavarian Jazz Clubs. The first effort will be a jazz festival in Bamberg, April 14 and 15.

New Polydor introduced a new duet, Gina & Tina. The first record, in the German versions of U. S. hits, "A Girl's Work is Never Done," and "Like Strangers." Electrola announced a new record series for release in mid-April. The series is still "top secret" at Electrola headquarters.

New Releases Evelyn Kunneke recorded two songs for the Bella Musica label—"Loreley" and "Ahoj, Ahoj, Hooryay, the Ship Is in the Port at Last." This is a tongue-in-cheek answer to German hit "Ein Schiff Wd' kommen," German version of the Greek hit, "Never On Sunday." Kathy Young and the Innocents have been introduced by Ariola with "A Thousand Stars" b-w "Gee Whizz."

- 2. Apache (Jorgen Ingmann) ...
3. Last Date (Floyd Cramer)
4. Emotions (Brenda Lee)
5. Calendar Girl (Neil Sedaka)
6. Are You Lonesome Tonight (Elvis Presley)
7. The Story of My Life (Paul Anka)
8. Ebony Eyes (Every Brothers)
9. Wings of a Dove (Ferin Husk)
10. There's a Moon Out Tonight (Pat Boone)

the forthcoming "Breaking in a Brand New Heart" and "Someone Else's Boy." In addition to appearing on the top-rated "Giardino d'Inverno" of which Don Lupis, American choreographer is a principal stager, she did four songs for a special post-Easter show with Johnny Dorelli.

Shop Talk UA legal lights here for transfer of record label from Decca Italiana to Galleria del Corso... After successes of Mina and Miva, Hollywood is now pushing Paula with the release of two sides, "I Have You" and "Tinted Dreams." Top singers, including Bologna's (Continued on page 12)





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 New Orleans 22, Louisiana



## AUSTRALIAN NEWSNOTES

Australian Record Club  
Apes Columbia Disk Plan

By GEORGE HILDER  
19 Todman Ave., Sydney

Coronet Records announced last week with a big ballyhoo in newspapers throughout Australia the formation of the Coronet Record Club (C.R.S.), which is operating on the same lines as the Columbia Club in America. It is offering the public three free LP's for the joining fee of one pound (\$2) on condition that they purchase four

LP's within 12 months at the normal retail price. After that members receive one bonus record for every two disks purchased. The retailers in Sydney are not taking this too kindly, many have threatened not to buy any more Coronet Records, others are not displaying the disks and are only selling them when a customer asks for a particular record.

Records released by the EMI group March 30 include "Pepe" and "Sailor From Pyrrus" sung by the vocal Valente from the German Decca catalog. Valente's popularity is growing daily in this country and her presentation of these two numbers is such that although the record will appeal primarily to Continental collectors, one does not need to understand the lyrics to enjoy the interpretations.

From Capitol the treat for this month is "The Great Imposter" and "Goodnight Mrs. Flintstone" by the Pittlow Men. A LP recording of Bill Haskie's Combo playing "I Hear a Song" and "Royal Blue" on the London label is certain to make the first 10 on charts all over the world.

FRENCH NEWSNOTES  
Seek Air Cut on  
Foreign Disks

By EDDIE ADAMIS  
92 quai du Marchal Joffre

UNAC (National Union of French Authors and Composers) is making energetic and continuous attempts to reduce the quota of the broadcasting of foreign recorded music.

As a result of an exchange of letters between RTF's (French Broadcasting and TV) artistic director and UNAC, it is expected that RTF will stand by the decisions taken July 1959, that is: it allows the broadcasting of a maximum of 45 per cent of foreign music.

New Singles  
"Pepe" by Dalida issued on Barclay with a cover version by Emil Stern on the same label. "Night Theme" by Ray Peterkin issued on Ricordi (from Koulette).

Disk Biz  
As a result of talks between Interscand's Alan Gale and Ron Kass and Ricordi's Luigi Ardino, Interscand organization will set up a Paris office starting May 1. Soon to be launched here will be "Top" on U. S. catalogs—Prestige, and subsidiary labels.

New LP's  
Bel Air released a Palette original comprised of 10 songs from theurovision singing contest held in Cannes, recorded by pianist Peter Kreuder.

Among EMI group releases is "Me and My Shadow" by Cliff Richard (Columbia).

Record Sales  
The "Exodus" theme is set for a lot of action here. The first disk version by Ferrante and Teicher is still getting more cover versions on all major labels. Newest are by Sax, Succes (Pathé); Les Springboys (Columbia); Lucien Lupu (VSM); Dario Morea (Fontana) and Raymond Lefevre (Barclay).

Legit  
Leonard Bernstein's musical "West Side Story" will be premed in Paris at the Alhambra Theater, March 30. Don Griley and Jan Canada are scheduled for the leading roles. Philips issued on this occasion an EP and an LP.

## Italian Newsnotes

Continued from page 10

Giorgio Consolini will sing one new song and one song from their own repertoire in Bologna's Two Towers Festival April 6-8 with Mario Biondi handling the orchestral baton. Naples is planning a special summer outdoor event in which the best three Neapolitan songs of the last half-century will be selected.

Insistent on building its own programs, RAI-TV is trying to shy from giving three nights to the "Song Festival in June" as in past years.

Italian radio has joined with BBC, France, Germany, Spain, Greece, Austria and Switzerland in a song competition to pick a group of distinctly European songs. Italy's eight entries will be selected from the works of 32 composers.

Best-Selling Pop Records  
in AUSTRALIA

For the week ending March 24, 1961  
(Country, Music Market, Sydney)

This Last  
Week

- 1 — WOODEN HEART—  
Ella Fitzgerald (RCA)
- 2 — ONYX—  
Frank Sinatra (RCA)
- 3 — WHEELS—  
The Beatles (Parlophone)
- 4 — AS LONG AS YOU BELIEVE IN ME—  
Shirley Bassey (Columbia)
- 5 — LACY RAIN—  
Bobby Darin (London)
- 6 — WINGS OF A DOVE—  
The Beatles (Parlophone)
- 7 — NEVER ON SUNDAY—  
Don Costa (London)
- 8 — SPANISH BARLEY—  
Ben E. King (London)
- 9 — ARIE V. JONKES—  
Arie V. Jonkes (RCA)
- 10 — JOHNNY GUITAR—  
Leonon (Mercury)
- 11 — CALCUTTA—  
Lawrence Welk (London)
- 12 — EXODUS—  
Ferrante & Teicher (London)
- 13 — NORTH SEA—  
Johnny Horton (Coronet)
- 14 — GOODTIME BABY—  
Johnny Rivers (HMV)
- 15 — EBONY PINK—  
Evelyn Brothers (Warner Bros.)
- 16 — (WILL YOU) LOVE ME TO  
MORROW—  
The Beatles (Parlophone)
- 17 — WONDERLAND BY NIGHT—  
The Beatles (Parlophone)
- 18 — MILDRED—  
Eddie Foy (Columbia)
- 19 — SAILOR (SEEMAN)—  
Linda Ronstadt (Capitol)
- 20 — GHOST RIDERS IN THE SKY—  
Rambrod (London)

## NEW ZEALAND NEWSNOTES

Effect of Festival-Am-Par Deal  
Excites Agents; Franchises Due

By FRED GEBBIE  
P.O. Box 2443, Auckland

The effect of the take-over of Festival Records (Brunswick, Coral, Decca, Vox) by ABC-Paramount and Mirror Newspapers in Australia has been the subject of much speculation in a flap. Festival distributes for Allied International in Australia and has its own agents here. Who will get the franchise for ABC-Paramount and Impulse Records in New Zealand? Some think Festival's own team, and others are betting that Phil Warren's Allied International label will come through winners. It's a novel twist to see a top U. S. label (Decca) being handled by a relative newcomer (ABC) in the same size country. In London, RCA LP is "Belafonte at Carnegie Hall" while Mercury is chalking up big sales with the Platters' "Encore of Golden Hits." Mercury is getting right behind the release of their second Damita Jo single, "Keep Your Hands Off of Him"; they expect this girl to replace Sarah Vaughan as hit for their label.

Festival has proven that rock and roll is still big here with the good sales of "Strictly Instrumental" by Bill Haley. . . . Allied International is going good with single release of "Will You Love Me Tomorrow" by the Shirelles (from Scepter) Bobby Rydell's "Good Time Baby" for their label. "Pony Time" by Chubby Checker (from Parkway) and U. S. Bonds' "Not Me" (from Legrand). . . . Warner Bros. rep says that they have chalked up 2,000 advance orders for "Walk Right Back" and that they intend making the label their "quality" line and will keep all releases up to a very high standard, striving to get more sales from fewer releases. . . . Philips is closing all warehouses for single releases except head office in an endeavor to cut down the flow of non-selling singles. . . . New Zealand market are flooded with "party" records. Some are fringing the downright blue records but most are top overseas releases.

## BELGIAN NEWSNOTES

Presley Album  
Gets Released

By JAN TORES  
Editor, Juke Box, Mechelen

RCA had the biggest release of this week with the new Elvis Presley album "His Hand in Mine." On Columbia, distributed here by Philips, we received "Baby Sittin' Boogie" by Buzz Clifford, "You'll Never Know" by the Ray Conniff Singers and another French version of "Exodus" by Daria Moreno. Capitol brought out this "Jim" by Peggy Lee and two oldies "Catfish Boogie" backed with "Shotgun Boogie" by Tennessee Ernie Ford and "Blue Gardenia" by Nat Cole.

## BRITISH NEWSNOTES

Presley Sets New Sales Mark,  
Hits Top Three Times Running

By DON WEDGE

New Musical Express  
In taking top place in the charts last week, Elvis Presley (with "Wooden Heart") has done what no other artist has done—reached No. 1 with three consecutive releases in the week. In this case, as "Wooden Heart" is taken from a big-selling LP, "G.I. Blues" which must have trimmed the market before the single was released.

Visitors Here  
MGM Chief Arnold Maxin spent a day in London for talks with EMI about MGM and its new acquisition, Verve, as part of his European swing. . . . A party from King Records, including President Syd Nathan, Counsel-Vice-President Jack Peas and General Manager Hal Neely, spent five days in London with EMI and affiliated publishing interests. . . . Songwriters Sammy Cahn and Jimmy Van Heusen, on Thursday (6) on a long stay to write material for the "Road to Hong Kong" movie due to be made here come June.

To the U. S.  
To explore the American release, on Warwick, of "My Kind of Girl," singer Matt Monroe plans a 10-day U. S. visit from May 1. Monroe has a British hit with the tune and the British "Portrait of My Love," also released by Warwick in the U. S. . . . Mantovani starts another U. S. concert tour October 1. For the first time his literary will include Las Vegas. The tour will close, as previously, at Carnegie Hall, December 3.

Disk Business  
EMI has made a contribution offer for the current Italian hit, "24 Mila Baci" ("4 and 20 Thousand Kisses") recorded by Adriano Celentano on the Jolly label. The deal covers the United Kingdom, Scandinavia. . . . The World Record Club, an indie outfit hitherto concentrating on classical releases, is launching an EP, single and cassette with 22 LP's scheduled between now and September. Material is chiefly show songs, using, in the main, semi-name singers. Disks retail at \$1.85 with a one-in-four free offer for initial subscribers. The project is being backed with heavy national press advertising, including an EP, single and cassette costing 49 cents. Directors of World Record Club are N. J. Lonsdale, film actor Richard Attenborough and indie producer Fiona Bentley. . . . Carlo Krahe's Esquire firm has signed an exclusive agreement with Oliver Berliner, president of Oberline, Inc., to release the Topicana International label. British releases are expected to be mainly LP's on Esquire's Starlite label. . . . MGM's Russ Hamilton cut four sides for the label under Norman Newell's direction at the EMI studios last month.

## JAPANESE NEWSNOTES

Presley Album  
Dancers Videotaped for U. S.

By TEN KATTORI  
Yokohama Correspondent

Tie-ups with Sony Corporation, Japanese manufacturer of world famous Sony brand products, Tokyo Broadcasting System and other producers of the Four Seasons of Odori (Japanese native dance) on 50-minute video tape for telecasting in the U. S. The tape, of ultra-high quality, will be shown at "Japan Exhibition Fair" to be held soon in the U. S.

New Label  
King Records, celebrating its 30th anniversary, has recently ac-

quired the distribution right in Japan for Command label. The diskery has distributed ABC-Paramount label, a sister label of Command, among other labels. The initial release under Command label will include three stereo LP's.

Personals  
Japanese composer Kuranosuke Hamaguchi, exclusive to Nippon Columbia, will have his "Yellow Cherries" hit published in the U. S. by Leeds Publishing Company.

Films  
"The Right Approach," starring Gary Crosby and Frankie Vaughan opened in the West End at the Rio, Thursday (30) and has its second release April 16. . . . West End show is planned for Ivy Damon's "Hell to Eternity" which is scheduled for general release the same week.

TV  
Betty Hutton and her husband, trumpeter-arranger Pete Candoli, here for an engagement at the Pigeon, joined the panel of BBC-TV "Juke Box" March 25—without any prior publicity.

Radio

BBC-radio scheduled a 45-minute airing Friday (31) of the HMV album of the London cast of "The Music Man"—only five days after it had been finished.

Personals  
The Allison, the young duo unknown two months ago until the success of their "Are You Sure?" disk, will join Frankie Vaughan in his London Palladium variety stint for two-weeks from May 1. Also on the bill is the Kenny Ball Jazzband which has had recent chart success with the revival of Cole Porter's "Samantha."

New Singles  
Although the quantity was not as high as in a normal week, the Easter holiday weekend did not stop new issues as it usually does. The Philips label had five—more than normal. They included "Wilhelm Tell" by the Dutch Swing College Band, Johnny Horton's "Springtime in Alaska," Gay Mitchell's "Your Goodnight Kiss" and Frankie Laine's "Gunslinger" (the TV series) has just started here. . . . The main EMI included "The Phillips label had five—more than normal. They included "Pony Express" by Danny and the Juniors (Top Rank from Swan), Oliver Cook, "Give Me the Summer" (Mercury), Jimmie Rodgers, "When Love Is Young" both on Columbia from Roulette) and Mark Dinning. . . . Top Forty News, Weather and Sports (MG). . . . PVE is giving major promotion to what is rare for the label, the release of a U. S. chart disk — the Marcell's "Blue Moon" (from Colpix). The label has also acquired British rights to Dea Covaya's "Pony Time" from Arnold.



**A SMASHING  
NEW DANCE CRAZE**

*no matter who covers it  
this is the ORIGINAL ONE!!!*

**A SMASHING  
NEW HIT SINGLE**

*no matter who covers it  
this is the ORIGINAL ONE!!!*

“THE  
CONTINENTAL  
WALK”

*no matter who covers it  
this is the ORIGINAL ONE!!!*

By **THE ROLLERS**

*no matter who covers it  
this is the ORIGINAL ONE!!!*

#55320

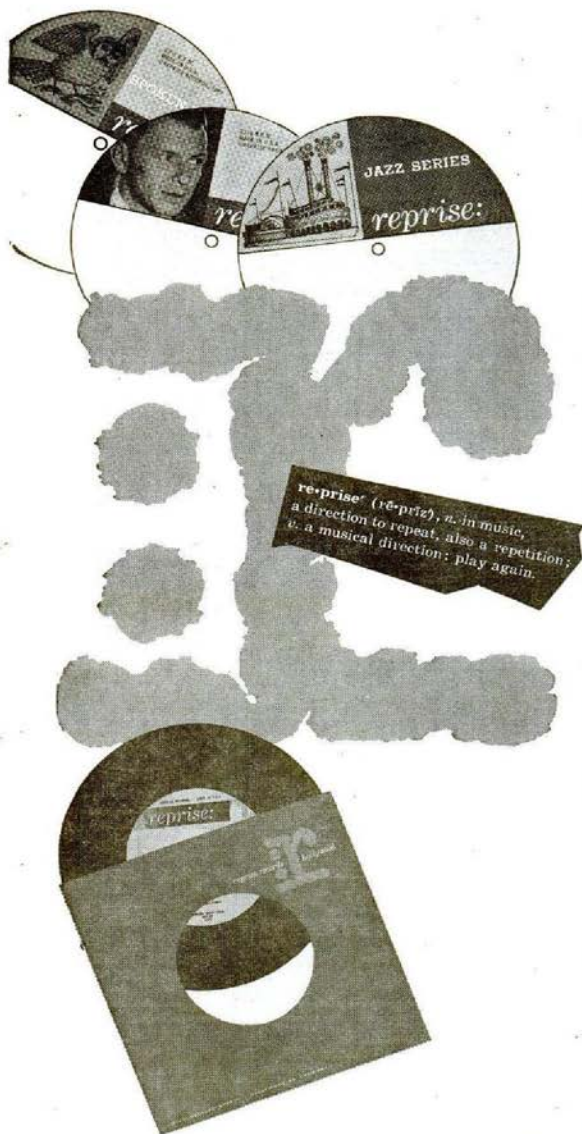


P.S.

*this is the ORIGINAL ONE!!!*



## *the look of reprise*



## *the first of reprise*

**Ring-a-ding ding!**  
**a title, an attitude—**  
**a listening experience!**



**Rarely before a Sinatra**  
**so Sinatra, so up in voice,**  
**style, mood, élan—so alive**  
**with melodic invention.**  
**Ring-a-ding ding! How else,**  
**how better to describe Sinatra's**  
**first with Reprise**  
**(and vice versa)!**



## coming from reprise

### JOE E. LEWIS

Hilarity  
Revisited!  
America's  
beloved  
bistro buffoon  
finally goes on  
record—**exclusively** for Reprise.



### MAVIS RIVERS

That rarest of rare combinations:  
heart, soul, voice,  
style—insiders'  
choice to  
scale the heights in her new  
**exclusive** setting on Reprise.



### BEN WEBSTER

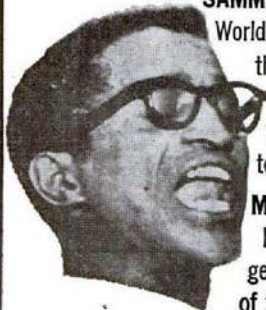
The urbane Tenor Saxmaster  
heads the list of true jazz  
greats about to switch to Reprise.



### SAMMY DAVIS JR.

World's great-greatest entertainer makes  
the big-money  
move  
**exclusively**  
to Reprise.

**MORT SAHL**  
Ineffable  
gentleman  
of the 4th, 5th  
and 6th estates...  
now **exclusively** on Reprise.



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reprise   
TO PLAY AND PLAY AGAIN



# ALBUM PROGRAMMING & BUYING GUIDE

## TOP LP's BY CATEGORY

These LP's, all on this week's Top LP charts, are here broken down by type of material and then listed alphabetically along with their rank in the current Top LP chart. Positions in parentheses are for the Stereo chart.

### VOCAL LP's

Title (Label)	mono (Stereo) Top LP Rank
<b>Male Vocalists</b>	
PAUL ANKA SINGS HIS BIG 15 (ABC)	44
BELAFONTE AT CARNegie HALL (RCA)	16 (21)
BELAFONTE RETURNS TO CARNegie HALL (RCA)	52
BOBBY'S BIGGEST HITS (Cameo)	86
CALPSO (RCA)	84
RAY CHARLES IN PERSON (A&C)	131
COME DANCE WITH ME (Cap)	66 (37)
DARIN AT THE COPA (A&C)	49
DEDICATED TO YOU (A&C)	35
ELVIS IS BACK (RCA)	83
FATHERLY (Cap)	106
GENIUS HITS THE ROAD (ABC)	132
GENIUS OF RAY CHARLES (A&C)	116
GENIUS PLUS SOUL EQUALS JAZZ (Imp)	110
HEAVENLY (Cap)	43
HIS HAND IN MINE (RCA)	97
BUDDY HOLLY STORY (Cap)	71
JOHNNY HORTON'S GREATEST HITS (Cap)	48
HYMNS (Cap)	68
JOHNNY'S GREATEST HITS (Cap)	21
JOHNNY'S MOODS (Cap)	110
LOVE IS THE THING (Cap)	136
MORE OF JOHNNY'S GREATEST HITS (Cap)	92
NEARER THE CROSS (Cap)	94
NICE 'N' EASY (Cap)	14
ONLY THE LONELY (Cap)	99
ONE OF THESE THING'S SESSION (Cap)	112 (92)
SPIRITUALS (Cap)	144
BOBBY VEE (Lib)	109
THWIST (Park)	48
WARM (Cap)	121
<b>Female Vocalists</b>	
CONNIE'S GREATEST HITS (MGM)	74
ITALIAN FAVORITES (MGM)	76
I'VE GOT A RIGHT TO SING THE BLUES (Cap)	122
BENIGNA (Cap)	42
MACK THE KNIFE—ELLA IN BERLIN (Ver)	100
MORE ITALIAN FAVORITES (MGM)	139
THIS IS BRENDA (Cap)	79
<b>Duos and Groups</b>	
BEST MUSIC ON/OFF CAMPUS (Cap)	59
DANCE WITH THE EVELY BROTHERS (WB)	95
ENCORE OF GOLDEN HITS (Mer)	29
FROM THE HUNDREY I (Cap)	31
HERE WE GO AGAIN (Cap)	99
KINGSTON TRIO (Cap)	20
KINGSTON TRIO AT LARGE (Cap)	40
MARK WAY (Cap)	49
SOLD OUT (Cap)	27
STRING ALONG (Cap)	30 (28)
TONIGHT (Mer)	119
WEAVERS AT CARNegie HALL, Vol. 2 (Veng)	150
<b>Chorus</b>	
FIRESIDE SING ALONG WITH MITCH (Cap)	67
FOLK SONGS SING ALONG WITH MITCH (Cap)	92
HAPPY TIMES SING ALONG WITH MITCH (Cap)	45 (47)
MEMORIES SING ALONG WITH MITCH (Cap)	69 (48)
MITCH'S GREATEST HITS (Cap)	112
SING ALONG WITH MITCH (Cap)	111
PARTY SING ALONG WITH MITCH (Cap)	24 (21)
SATURDAY NIGHT SING ALONG WITH MITCH (Cap)	78 (45)
SENTIMENTAL SING ALONG WITH MITCH (Cap)	90
SING ALONG WITH MITCH (Cap)	15 (41)
STILL MORE SING ALONG WITH MITCH (Cap)	44 (38)
<b>Mixed Vocals</b>	
ODDIES BUT GOODIES (OS)	98
12 PLUS 3 EQUALS 15 HITS (End)	126

### CLASSICAL & SEMI-CLASSICAL LP's

BRAHMS: PIANO CONCERTO NO. 2 (RCA)	17 (11)
GROFE: GRAND CANYON SUITE (RCA)	79 (40)
HEART OF THE PIANO CONCERTO (RCA)	58 (20)
LANZA SINGS CARUSO—CARUSO FAVORITES (RCA)	72 (29)
HAPPY TIMES SING ALONG WITH MITCH (Cap)	45 (47)
BACHMANINOFF: PIANO CONCERTO NO. 2 (RCA)	122
BACHMANINOFF: CONCERTO NO. 3 (RCA)	128
RODGERS: VICTORY AT SEA, Vol. 1 (RCA)	25 (17)
RODGERS: VICTORY AT SEA, Vol. II (RCA)	25 (17)
SCHUMANN: CONCERTO IN A MINOR (RCA)	124
SIXTY YEARS OF MUSIC AMERICA LOVES BEST, Vol. I (RCA)	137
SIXTY YEARS OF MUSIC AMERICA LOVES BEST, Vol. II (RCA)	137
RODGERS: VICTORY AT SEA, Vol. 1 (RCA)	25 (17)
TCHAIKOVSKY: 1812 OVERTURE: RAVEL: BOLERO (RCA)	56 (34)
TCHAIKOVSKY: PIANO CONCERTO NO. 1 (RCA)	23 (15)

### INSTRUMENTAL LP's

Title (Label)	mono (Stereo) Top LP Rank
<b>Mood and Dance</b>	
CALCUTA (Dul)	7 (1)
CONCERT IN RHYTHM, Vol. II (Cap)	133
IT'S THE TALK OF THE TOWN (Cap)	157
LAST OF THE DOP (Cap)	41 (23)
MEMORIES ARE MADE OF THIS (Cap)	25 (20)
MUSIC FOR LOVERS ONLY (Cap)	124
SAY IT WITH MUSIC (Cap)	63 (24)
SONGS TO REMEMBER (Len)	120
TEMPTATION (Kopp)	89
THESE FROM "THE SUNDOWNERS" (Dul)	117
WONDERLAND BY NIGHT (Dul)	10 (7)
WONDERLAND BY NIGHT (Des)	111
YOUNG AT HEART (Cap)	105 (42)
<b>Jazz</b>	
BUT NOT FOR ME (Argo)	129
FREEDOMFINDER'S NEW ORLEANS (Cap)	147
LIKE LOVE (Cap)	146
TIME OUT (Cap)	141
<b>Teen Beat</b>	
ENCORE (Cap)	113
WALK, DON'T RUN (Dul)	124
<b>Perfusion and Sound</b>	
SONGOS (Com)	43
SONGOS, FLUTES AND GUITARS (Com)	(35)
PERSUASIVE PERCUSSION, Vol. I (Com)	101 (3)
PERSUASIVE PERCUSSION, Vol. II (Com)	(13)
PROVOCATIVE PERCUSSION, Vol. I (Com)	14
PROVOCATIVE PERCUSSION, Vol. II (Com)	25
QUIET VILLAGE (Lib)	(140)
<b>SHOW MUSIC</b>	
<b>Original Cast</b>	
BYE BYE BIRDIE (Cap)	138
CAMELOT (Cap)	5 (8)
DO RE MI (RCA)	96
FIROLEO (Cap)	142
FLOWER DRUM SONG (Cap)	118
GYPSEY (Cap)	123
IRMA LA DOUCE (Cap)	107
MUSIC MAN (Cap)	70
MY FAIR LADY (Cap)	50 (16)
THE SOUND OF MUSIC (Cap)	11 (5)
SOUTH PACIFIC (Cap)	15
TENDERLOIN (Cap)	91
UNUSKINABLE HOLLY BROWN (Cap)	34 (29)
WEST SIDE STORY (Cap)	9
WILDCAT (RCA)	28
<b>Sound Track</b>	
THE ALAMO (Cap)	39
REN-HUR (MGM)	65
SAN CAK (Cap)	4
EXODUS (RCA)	3 (2)
G. I. BLUES (RCA)	1 (72)
GIDI (MGM)	62
KING AND I (Cap)	85
NEVER ON SUNDAY (UA)	18
OKLAHOMA (Cap)	54 (50)
PORGY AND BESS (Cap)	119
SOUTH PACIFIC (RCA)	32 (18)
<b>Music From Musical Films and TV</b>	
BALLADS AND RHYTHMS OF BROADWAY (Cap)	143
CAMELOT (MUSIC FROM) (Cap)	81
ILUM ENCORES, Vol. I (Cap)	119
GREAT MOTION PICTURE THEMES (UA)	4 (6)
MR. LUCKY (RCA)	130
MUSIC FROM EXODUS AND OTHER GREAT THEMES (Len)	8 (4)
PETER GUNN (RCA)	80
THEME FROM A SUMMER PLACE (Dul)	54 (44)

### SHOW MUSIC

<b>Original Cast</b>	
BYE BYE BIRDIE (Cap)	138
CAMELOT (Cap)	5 (8)
DO RE MI (RCA)	96
FIROLEO (Cap)	142
FLOWER DRUM SONG (Cap)	118
GYPSEY (Cap)	123
IRMA LA DOUCE (Cap)	107
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CAMELOT (MUSIC FROM) (Cap)	81
ILUM ENCORES, Vol. I (Cap)	119
GREAT MOTION PICTURE THEMES (UA)	4 (6)
MR. LUCKY (RCA)	130
MUSIC FROM EXODUS AND OTHER GREAT THEMES (Len)	8 (4)
PETER GUNN (RCA)	80
THEME FROM A SUMMER PLACE (Dul)	54 (44)

### COMEDY LP's

<b>AN EVENING WITH MIKE NICHOLS AND ELAINE MAY (Mer)</b>	
BUTTON-DOWN MIND STRIKES BACK (WB)	4
EDGE OF SHELLEY BERMAN (Ver)	75
ELINE SHELLEY BERMAN (Ver)	24
KICK TIME OWN SELF (RCA)	115
KNOCKERS UP (Lib)	13
LAUGHING ROOM (Sirewood)	53
OUTSIDER SHELLEY BERMAN (Ver)	77
REJOICE DEAR HEARTS (RCA)	112
WONDERFUL WORLD OF JONATHAN WINTERS (Ver)	149
WOODY WOODBERRY LOOKS AT LOVE AND LIFE (Sirewood)	61

### LOW PRICE LP's

CAMELOT (Com)	(26)
CONCERT UNDER THE STARS (SB)	103
EBB TIDE (Mer)	102 (30)
GODD HOUSEKEEPING REDUCING OFF THE RECORD (RCA)	103
101 STRINGS PLAY THE BLUES (SF)	88 (46)
SOUL OF SPAIN, Vol. I (SF)	19 (9)
SOUL OF SPAIN, Vol. II (SF)	57 (32)

### REVIEWS OF

## THIS WEEK'S LP'S

The pick of the new releases:

### SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

#### Pop

#### THE TOUCH OF YOUR LIPS

Nat King Cole, Capitol SW 1574 (Stereo & Monaural)—Another soft, lush, tender production of ballads, sung with great warmth by Nat Cole. The arrangements and conducting were handled by Ralph Carmichael, who focused on soft, whispery strings and woodwinds. The accent is on the tasty and the unobtrusive background sound here with such numbers as "The Touch of Your Lips," "Only Forever," and Cole's current single, "Illusion," featured. Spinnable, salable wax.



#### SIN-SATIONAL

Rusty Warren, Jubilee JGM 2034—The lusty Miss Warren, well known as a mainstay at the Golden Falcon Club, Pompano Beach, Fla., journeys to the Club Alamo in Detroit for this live club performance of more of her earthy observations on live and love. The gal has scored on charts with her "Knockers Up" package, and this fare, directed on much the same lines, should draw an avid response from her fans.



#### DORIS DAY—BRIGHT AND SHINY

Columbia CL 1614—The effervescent star is in her usual sunny vocal form here on a group of happy songs, including the title tune, which is also out as a single. A movie she made with Jack Lemmon will shortly be re-released under that title, which should be a sales-plus for this package. Striking cover photo of canary gives package strong display value. Selections include "I Want to Be Happy," "Happy Talk," and "Make Someone Happy." Fine backing by Neal Hefti's orchestra.



#### EMOTIONS

Brenda Lee, Decca DL 4104—Young Miss Lee continues the string with another fine album effort. The set leads off, of course, with the title tune, a big recent single hit for her. Then she adds the frosting with such pop standards as "When I Fall in Love," "Around the World," "Georgia on My Mind," and the Shirelles big click, "Tomorrow." There are mighty smart arrangements here, too, often featuring strings, to go along with the gal's click thrushing. This should move briskly.



#### PROVOCATIVE PERCUSSION, VOLUME III

Enoch Light and the Light Brigade, Command RS 821 SD (Stereo & Monaural)—The third volume in the best-selling series "Provocative Percussion" is another gem. It spotlights fine arrangements by Lew Davies, played with the wonderful zest and bounce of Enoch Light's Light Brigade orchestra. The arrangements are tuneful, tasteful and bright, the stereo effects are clever and sparkling, and the sound is superb. Songs range from "The Continental" to "Far Away Places," and the arrangement of "Ac-Cent-Tchu-Ate the Positive" is all fun. To add to this, every arrangement is danceable, too. A fine album that should join the other best-selling LP's on the label very quickly.



#### ILL BUY YOU A STAR

Johnny Mathis, Columbia CL 1623, CS 8423 (Stereo & Monaural)—A striking cover photo of Mathis gives this package solid display value, and the contents, of course, are sock sales material. Nelson Riddle provides fine backing as Mathis alternates between swinging and sweet treatments of standards, oldies and a couple of new items. He is most effective on the ballads—"Warm and Willing," "Love Look Away," "Stairway to the Stars," etc.



#### Jazz

#### EVOLUTION OF THE BLUES SONG

Jon Hendricks with other artists, Columbia CL 1583, CS 8383 (Stereo & Monaural)—As narrated by Jon Hendricks, this story of how the blues came to be is a touching and heart-warming experience. It re-creates Hendricks' presentation to a children's audience at last year's Monterey Jazz Festival. Partially in verse, always trenchant and vivid, it's an honest and unusual view. Hendricks (of the Lambert, Hendricks and Ross vocal jazz trio) sings three illustrations while others are lovingly rendered by Hannah Dean and chorus, "Poony" Feinstein, (Big) Miller and Jimmy Witherspoon.



(Continued on page 22)



SAM COOKE'S  
"THAT'S IT—I QUIT—I'M  
MOVIN' ON"—7853



**up?**  
**yup!**

FLOYD CRAMER'S  
"ON THE REBOUND"—7840

ASK YOUR DISTRIBUTOR ABOUT THE COMPACT 33, THE NEWEST  
IDEA IN RECORDS, ON...

**RCA VICTOR**





150 Best Selling  
MONO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	G. I. BLUES Elvis Presley, RCA Victor LPM 2236	23
2	2	CALCUTTA Lawrence Walk, Dot DLP 3259	10
3	3	EXODUS Sound Track, RCA Victor LOC 1058	13
4	6	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	10
5	5	CAMELOT Original Cast, Columbia KOL 3420	11
6	4	BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. 1279	47
7	8	BUTTON-DOWN MIND STRIKES BACK Warner Bros. 1292	21
8	9	MUSIC FROM EXODUS AND OTHER GREAT THEMES Manhattan, London LL 3221	14
9	10	MAKE WAY Kingston Trio, Capitol T 1474	6
10	7	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 4101	14
11	11	THE SOUND OF MUSIC Original Cast, Columbia KOL 3450	48
12	12	SINATRA'S SWINGIN' SESSION Frank Sinatra, Capitol W 1491	28
13	13	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	22
14	17	NICE 'N' EASY Frank Sinatra, Capitol W 1417	33
15	14	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1740	142
16	16	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	74
17	18	BRANMS: PIANO CONCERTO NO. 2 Sinfonietta Richter, Chicago Orchestra, RCA Victor LM 2443	13
18	49	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	11
19	20	SOUL OF SPAIN, VOL. I 101 Strings, Somerset P 6600	13
20	21	KINGSTON TRIO Capitol T 994	94
21	15	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1123	153
22	40	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243	117
23	23	TCHAIKOVSKY: PIANO CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2231	88
24	31	PARTY SING ALONG WITH MITCH Mitch Miller, Columbia CL 1331	64
25	41	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CL 1574	28
26	19	INSIDE SHELLEY BERMAN Verve MG 15002	101
27	25	SOLD OUT Kingston Trio, Capitol T 1392	36
28	26	WILDCAT Original Cast, RCA Victor LOC 1040	11
29	33	ENCORE GOLDEN HITS Platters, Mercury MG 20472	54
30	29	STRING ALONG Kingston Trio, Capitol T 1407	24
31	22	FROM THE HUNGRY I Kingston Trio, Capitol T 1127	112
32	27	SOUTH PACIFIC Sound Track, RCA Victor LOC 1022	158
33	32	WEST SIDE STORY Original Cast, Columbia OL 5220	22
34	39	UNSINKABLE MOLLY BROWN Original Cast, Capitol WAO 1309	15
35	74	DEDICATED TO YOU Ray Charles, ABC-Paramount 355	5
36	45	SOUTH PACIFIC Original Cast, Columbia OL 4180	354
37	35	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. II Various Artists, RCA Victor LM 6088	23
38	30	TCHAIKOVSKY: 1812 OVERTURE: CAPRICCIO ITALIEN Municipal Symphony Orchestra (Bonnafant), Mercury MG 30004	13
39	24	THE ALAMO Sound Track, Columbia CL 1558	17
40	37	KINGSTON TRIO AT LARGE Capitol T 1199	92
41	44	LAST DATE Lawrence Walk, Dot DLP 3250	15
42	28	JOHNNY'S MOODS Johnny Mathis, Columbia CL 1524	15
43	48	HEAVENLY Johnny Mathis, Columbia CL 1351	81
44	65	STILL MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1283	85
45	68	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1548	5
46	34	BRENDA LEE Decca DL 4029	33
47	42	JOHNNY HORTON'S GREATEST HITS Columbia CL 1594	46
48	43	TWIST Chubby Checker, Parkway P 7001	72
49	50	AN EVENING WITH MIKE NICHOLS AND ELAINE MAY Mercury OCM 2200	11

★ STAR PERFORMERS—strongest sales gains in the past week by newer LP's, on Chart 9 weeks or less.

This Week	Last Week	Title, Artist, Label	Wks. on Chart
50	54	MY FAIR LADY Original Cast, Columbia OL 5090	241
51	38	TONIGHT IN PERSON Limehorns, RCA Victor LPM 2272	6
52	47	BELAFONTE RETURNS TO CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6007	14
53	51	LAUGHING ROOM Woody Woodbury, Shereedettes MM 2	29
54	66	OKLAHOMA! Sound Track, Capitol WAO 595	231
55	53	RODGERS: VICTORY AT SEA, VOL. I RCA Victor Symphony Orchestra (Bennett), RCA Victor LM 2335	12
56	100	TCHAIKOVSKY: 1812 OVERTURE: BAVEL: BOLERO Morton Gould, RCA Victor LM 2345	26
57	56	SOUL OF SPAIN, VOL. II 101 Strings, Somerset P 9900	12
58	73	HEART OF THE PIANO CONCERTO Arthur Schnabel, Kings and Wallenstein, RCA Victor Symphony Orchestra, Chicago Symphony Orchestra (Kaiser), RCA Victor LM 2495	28
59	34	BEST MUSIC ON/OFF CAMPUS Brothers Four, Columbia CL 1578	28
60	57	HERE WE GO AGAIN Kingston Trio, Capitol T 1258	48
61	61	WOODY WOODBURY LOOKS AT LOVE AND LIFE Woody Woodbury, Shereedettes MM 1	34
62	63	GIGI Sound Track, MGM E 2641	144
63	80	RAY IT WITH MUSIC Ray Conniff, Columbia CL 1490	26
64	53	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount LP 323	40
65	58	BEN-HUR Rome Symphony Orchestra (Savina), MGM TE 1	49
66	62	COME DANCE WITH ME Frank Sinatra, Capitol W 1048	98
67	85	FIRESIDE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1289	44
68	87	HYMNS Tennessee Ernie Ford, Capitol T 734	185
69	59	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	51
70	70	MUSIC MAN Original Cast, Capitol WAO 990	142
71	71	BUDDY HOLLY STORY Coral CL 5-7224	13
72	60	LANZA SINGS CARUSO—CARUSO FAVORITES Mario Lanza, Enrico Caruso, RCA Victor LM 2292	39
73	67	GROPE: GRAND CANYON SUITE Morton Gould, RCA Victor LM 2423	23
74	64	CONNIE'S GREATEST HITS Connie Francis, MGM E 3793	38
75	59	EDGE OF SHELLEY BERMAN Verve MG 15012	37
76	76	ITALIAN FAVORITES Connie Francis, MGM E 3791	41
77	77	OUTSIDE SHELLEY BERMAN Verve MG 15007	64
78	78	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	33
79	86	THIS IS BRENDA Brenda Lee, Decca DL 4082	20
80	104	PETER GUNN Henry Mancini, RCA Victor LPM 1954	84
81	72	CAMELOT (MUSIC FROM) Percy Faith, Columbia CL 1570	13
82	79	DARIN AT THE COCA Bobby Darin, A&O 112	25
83	82	ELVIS IS BACK Elvis Presley, RCA Victor LPM 2231	41
84	83	CALYPSO Harry Belafonte, RCA Victor LPM 1248	13
85	93	KING AND I Sound Track, Capitol W 740	222
86	99	BOBBY'S BIGGEST HITS Bobby Rydell, Cameo C 1009	45
87	117	CAN CAN Sound Track, Capitol W 1321	44
88	84	101 STRINGS PLAY THE BLUES 101 Strings, Somerset P 5800	13
89	75	TEMPTATION Roger Williams, Kapp KL 1217	13
90	89	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	29
91	90	TENDERLOIN Original Cast, Capitol WAO 1492	12
92	94	FOLK SONG SING ALONG WITH MITCH Mitch Miller, Columbia CL 1314	47
93	96	MORE OF JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1344	77
94	98	THEME FROM A SUMMER PLACE Billy Vaughn, Dot DLP 3278	49
95	105	DATE WITH THE EVERLY BROTHERS Warner Bros. WB 1292	14
96	119	DO RE MI Original Cast, RCA Victor LOC 2002	5
97	88	HIS HAND IN MINE Elvis Presley, RCA Victor LPM 2228	13
98	92	OLDIES BUT GOODIES Assorted Artists, Original Sound 5001	79

9 NEWER LP's designated by boldface numerals showing weeks on chart.

This Week	Last Week	Title, Artist, Label	Wks. on Chart
99	109	ONLY THE LONELY Frank Sinatra, Capitol W 1053	98
100	113	MACK THE KNIFE—ELLA IN BERLIN Ella Fitzgerald, Verve MG 4041	29
101	118	PERSUASIVE PERCUSSION, VOL. I Terry Snyder, Command LP 800	40
102	111	EBB TIDE Frank Chacksfield, Richmond 20078	13
103	120	6000 HOUSEKEEPING REDUCING OFF THE RECORD Harmony 7142	13
104	112	CONCERTO UNDER THE STARS 101 Strings, Somerset P 6700	13
105	97	YOUNG AT HEART Ray Conniff, Columbia CL 1489	23
106	103	FAITHFULLY Johnny Mathis, Columbia CL 1422	64
107	107	IRMA LA DOUCE Original Cast, Columbia OL 5540	18
108	131	FILM ENCORES, VOL. I Manhattan, London LL 1700	142
109	128	BOBBY YEE Liberty LPP 3181	3
110	142	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse A-2	2
111	46	WONDERLAND BY NIGHT Louis Prima, Dot DLP 3352	11
112	55	MITCH'S GREATEST HITS Mitch Miller, Columbia CL 1544	5
113	81	REJOICE DEAR HEARTS Brother Dave Gardner, RCA Victor LPM 2082	41
114	91	WALK, DON'T RUN The Ventures, Dutton BLP 2002	14
115	95	KICK TNY OWN SELF Brother Dave Gardner, RCA Victor LM 2229	22
116	102	GENIUS OF RAY CHARLES Atlantic 1312	50
117	104	THEME FROM "THE SUNDOWNERS" Billy Vaughn, Dot DLP 3349	13
118	108	FLOWER DRUM SONG Original Cast, Columbia CL 5350	92
119	116	POGGY AND BESS Sound Track, Columbia OL 5410	49
120	122	SONGS TO REMEMBER Manhattan, London PS 192	31
121	134	WARM Johnny Mathis, Columbia CL 1078	87
122	141	BACHMANINOFF: CONCERTO NO. 2 Arthur Schnabel, RCA Victor LM 2068	13
123	114	I'VE GOT A RIGHT TO SING THE BLUES Eileen Farrell, Columbia CL 1443	12
124	123	MUSIC FOR LOVERS ONLY Jackie Gleason Orch., Buddy Hackett, Capitol W 352	10
125	124	GYPSY Original Cast, Columbia OL 3420	70
126	147	12 PLUS 3 EQUALS 15 HITS Assorted Artists, End LP 310	45
127	110	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. I Various Artists, RCA Victor LM 6074	71
128	121	BACHMANINOFF: CONCERTO NO. 3 Van Cliburn, RCA Victor LM 2353	13
129	138	PUT NOT FOR ME Ahmad Jamal, Argo 428	99
130	—	MR. LUCKY Henry Mancini, RCA Victor LPM 2198	48
131	101	RAY CHARLES IN PERSON Atlantic 8029	13
132	127	GENIUS HITS THE ROAD Ray Charles, ABC-Paramount ABC 335	24
133	133	CONCERTO IN RHYTHM, VOL. II Ray Conniff, Columbia CL 1415	29
134	140	SCHUMANN: CONCERTO IN A MINOR Van Cliburn, RCA Victor LM 2455	13
135	132	ENCORE Sears and Johnny, Canadian-American C&LP 1002	22
136	135	LOVE IS THE THING Nat King Cole, Capitol W 824	20
137	146	IT'S THE TALK OF THE TOWN Ray Conniff, Columbia CL 1334	13
138	149	BYE BYE BIRDIE Original Cast, Columbia KOL 3510	23
139	—	MORE ITALIAN FAVORITES Connie Francis, MGM E 3871	14
140	—	ODD VILLAGE Martin Denny, Liberty LPP 3122	24
141	—	TIME OUT Dave Brubeck, Columbia CL 1297	14
142	—	FIORILEO Original Cast, Capitol WAO 1321	28
143	125	BALLADS AND RHYTHMS OF BROADWAY Johnny Mathis, Columbia CL 17	24
144	129	SPIRITUALS Tennessee Ernie Ford, Capitol T 818	27
145	—	THE LORD'S PRAYER Marion Tabernacle Choir, Columbia ML 5384	33
146	—	LIKE LOVE Andra Previc, Columbia CL 1437	14
147	—	PETE FOUNTAIN'S NEW ORLEANS Coral CL 57282	13
148	—	WEAVER THE CROSS Tennessee Ernie Ford, Capitol T 1005	25
149	—	WONDERFUL WORLD OF JONATHAN WINTERS Verve MG 15009	41
150	—	WEAVERS AT CARNEGIE HALL, VOL. II Vanguard VRS 9075	11

50 Best Selling  
STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	CALCUTTA Lawrence Walk, Dot DLP 25359	10
2	2	EXODUS Sound Track, RCA Victor LSO 1058	13
3	3	PERSUASIVE PERCUSSION, VOL. I Terry Snyder, Command RS 800 SD	58
4	4	MUSIC FROM EXODUS AND OTHER GREAT THEMES Manhattan, London PS 224	17
5	7	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	45
6	5	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 4122	11
7	6	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 7-4101	13
8	9	CAMELOT Original Cast, Columbia KOS 2021	11
9	8	SOUL OF SPAIN, VOL. I 101 Strings, Stereo Fidelity SF 4400	35
10	10	TCHAIKOVSKY: 1812 OVERTURE: CAPRICCIO ITALIEN Municipal Symphony Orchestra (Bonnafant), Mercury SR 90054	41
11	13	BRANMS: PIANO CONCERTO NO. 2 Sinfonietta Richter, Chicago Orchestra, RCA Victor LSC 2454	17
12	18	G. I. BLUES Elvis Presley, RCA Victor LSP 2254	20
13	26	PERSUASIVE PERCUSSION, VOL. II Terry Snyder and the All Stars, Command RS 800 SD	33
14	16	PROVOCATIVE PERCUSSION, VOL. I Enoch Light and the Light Brigade, Command RS 800 SD	43
15	14	TCHAIKOVSKY: PIANO CONCERTO NO. 1 Van Cliburn, RCA Victor LSC 2231	72
16	17	MY FAIR LADY Original Cast, Columbia OS 2019	93
17	15	RODGERS: VICTORY AT SEA, VOL. I RCA Victor Symphony Orchestra (Bennett), RCA Victor LSC 2335	13
18	11	SOUTH PACIFIC Sound Track, RCA Victor LSO 1022	98
19	12	SINATRA'S SWINGIN' SESSION Frank Sinatra, Capitol SW 1491	28
20	—	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CS 8374	28
21	19	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LSO 6006	71
22	21	NICE 'N' EASY Frank Sinatra, Capitol SW 1417	32
23	20	LAST DATE Lawrence Walk, Dot DLP 25350	16
24	24	SAY IT WITH MUSIC Ray Conniff, Columbia CS 8282	22
25	39	PROVOCATIVE PERCUSSION, VOL. II Enoch Light and the Light Brigade, Command RS 810 SD	29
26	—	CAMELOT Living Strings, Comden CAS 657	6
27	—	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CS 8368	8
28	25	STRING ALONG Kingston Trio, Capitol ST 1407	33
29	—	UNSINKABLE MOLLY BROWN Original Cast, Capitol SWAO 1509	12
30	—	HEART OF THE PIANO CONCERTO Arthur Schnabel, Kings and Wallenstein, RCA Victor Symphony Orchestra, Chicago Symphony Orchestra (Kaiser), RCA Victor LSC 2495	28
31	32	PARTY SING ALONG WITH MITCH Mitch Miller, Columbia CL 8128	43
32	28	SOUL OF SPAIN, VOL. II 101 Strings, Stereo Fidelity SF 9900	12
33	23	BONGOS Los Admiradores, Command RS 809 SD	22
34	22	TCHAIKOVSKY: 1812 OVERTURE: BAVEL: BOLERO Morton Gould, RCA Victor LSC 2345	45
35	30	RODGERS: VICTORY AT SEA, VOL. II RCA Victor Symphony Orchestra (Bennett), RCA Victor LSC 2324	43
36	34	EBB TIDE Frank Chacksfield, Richmond S 20078	13
37	36	COME DANCE WITH ME Frank Sinatra, Capitol SW 1049	94
38	37	STILL MORE SING ALONG WITH MITCH Mitch Miller, Columbia CS 8099	48
39	45	LANZA SINGS CARUSO—CARUSO FAVORITES Mario Lanza, Enrico Caruso, RCA Victor LSC 2292	42
40	33	GROPE: GRAND CANYON SUITE Morton Gould, RCA Victor LSC 2423	27
41	29	SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004	43
42	38	YOUNG AT HEART Ray Conniff, Columbia CS 8381	14
43	40	BONGOS, FLUTES AND GUITARS Los Admiradores, Command RS 812 SD	14
44	41	THEME FROM A SUMMER PLACE Billy Vaughn, Dot DLP 23274	49
45	48	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CS 8211	13
46	—	101 STRINGS PLAY THE BLUES 101 Strings, Stereo Fidelity SF 5800	12
47	—	THE LORD'S PRAYER Marion Tabernacle Choir, Columbia MS 6068	34
48	31	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CS 8342	22
49	50	MAKE WAY Kingston Trio, Capitol ST 1474	6
50	35	OKLAHOMA! Sound Track, Capitol SWAO 595	74



# \* ACTION!!

**THE ORIGINAL VERSION!**

**The Continental Walk**  
The Rollers  
#55320

**THE ORIGINAL POP VERSION!**

**Hello Walls**  
Dick Lory  
#55319

**THE ORIGINAL VERSION!**

**Lil' Ole Me**  
Cornbread and Jerry  
#55322

**CURRENTLY SMASHING!**

**100 Lbs. Of Clay**  
Gene McDaniels  
#55308

**Ling-Ting-Tong**  
Buddy Knox  
#55305

**BIG REGIONAL ACTION**

**Little Bitty Heart**

**You've Done It Again**

**Louie Louie**

**Brady and Grady Sneed**  
Dolton #38

**Andy and the Live Wires**  
#55021

**Rockin Robin Roberts**  
Etiquette #1

**Ronnie**

**Unchained But Unforgotten**

**Marcy Joe**  
Robbee #R-110

**Suzanne and the Band-Aides**  
#55313

**PLUS:**

**My Own True Love**  
(Fara's Theme from "Gone With the Wind")

**The Crawdad Scene**

Felix Slatkin  
#55299

Sweetpea Johnson  
#55315

**BRAND NEW C & W:**

**After All**

**Run, Thief, Run**

Bob Wills and Tommy Duncan  
#55311

Doye O'Dell  
#55309



THE ACTION'S ALL ON





THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE	Artist, Company	Record No.	STEREO	WEEKS ON CHART
1	6	21	59	BLUE MOON	Marcelle, Colpix 186			5
2	4	6	11	APACHE	Jorgen Ingmann, A&O 6184			11
3	1	1	2	SURRENDER	Elvis Presley, RCA Victor 7850			7
4	2	2	1	PONY TIME	Chubby Checker, Parkway 818			11
5	3	5	7	DEDICATED TO THE ONE I LOVE	Shirley's, Scripps 1263			11
6	5	3	4	DON'T WORRY (LIKE ALL THE OTHER TIMES)	Marty Robbins, Columbia 41922		S	10
7	11	15	24	ON THE REBOUND	Floyd Cramer, RCA Victor 7640			5
8	7	9	13	WALK RIGHT BACK	Everly Brothers, Warner Bros. 5199			9
9	21	47	57	RUNAWAY	Del Shannon, Big Top 2067			5
10	17	40	52	BUT I DO	Clarence (Frogman) Henry, Argo 5378			7
11	12	13	20	THINK TWICE	Brook Benton, Mercury 11774			8
12	8	7	3	WHEELS	String-A-Longs, Warwick 603			13
13	15	33	36	ASIA MINOR	Kokomo, Felsted 8612			7
14	10	12	15	GEE WHIZ (LOOK AT HIS EYES)	Carla Thomas, Atlantic 2046			10
15	9	4	5	WHERE THE BOYS ARE	Connie Francis, MGM 12971			12
16	22	22	22	PLEASE LOVE ME FOREVER	Cathy Jean and Roomates, Valmor 607			6
17	13	8	9	EBONY EYES	Everly Brothers, Warner Bros. 5199			10
18	24	43	63	TAKE GOOD CARE OF HER	Adam Wade, Cord 546			4
19	27	41	51	BABY BLUE	Keboes, Segway 103			5
20	20	29	41	MODEL GIRL	Johnny Mastro, Cord 545			9
21	32	44	54	ONE MINT JULEP	Ray Charles, Impulse 200			5
22	34	45	56	TONIGHT MY LOVE, TONIGHT	Paul Anka, ABC-Paramount 10194			4
23	55	—	—	MOTHER-IN-LAW	Erele K. Doe, Mint 623			2
24	16	11	10	SPANISH HARLEM	Ben E. King, A&O 6185			14
25	46	65	86	I'VE TOLD EVERY LITTLE STAR	Linda Scott, Canadian-American 123			4
26	71	91	—	ONE HUNDRED POUNDS OF CLAY	Gene McDaniels, Liberty 53308			3
27	33	52	77	PLEASE TELL ME WHY	Jackie Wilson, Brunswick 55208			4
28	14	18	25	LAZY RIVER	Bobby Darin, A&O 6188			9
29	62	—	—	YOU CAN DEPEND ON ME	Brenda Lee, Decca 31231			2
30	35	42	45	ONCE UPON A TIME	Rochell and the Candles, Swingle 623			9
31	31	37	47	THAT'S IT—I QUIT—I'M MOVIN' ON	Sam Cooke, RCA Victor 7853			5
32	41	84	—	FELL IN LOVE ON MONDAY	Fats Domino, Imperial 8734			3
33	37	30	32	HAPPY BIRTHDAY BLUES	Kathy Young and the Innocents, Indigo 115			7
34	56	50	55	FIND ANOTHER GIRL	Jerry Butler, Vee Jay 375			5
35	45	53	68	HIDEAWAY	Freddy King, Federal 12491			5
36	19	10	6	BABY SITTING BOOGIE	Baza Clifford, Columbia 41876		S	13
37	48	54	62	PORTRAIT OF MY LOVE	Merv Lawrence, United Artists 291			5

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE	Artist, Company	Record No.	STEREO	WEEKS ON CHART
38	43	67	78	TRUST IN ME	Ella James, Argo 5385			4
39	28	25	39	WATUSI	Vibrations, Checker 969			7
40	49	59	72	BEWILDERED	James Brown, King 5442			6
41	26	20	21	HEARTS OF STONE	Bill Black's Combo, ID 2028			7
42	23	14	8	CALCUTTA	Lawrence Welk, Dot 16161			17
43	18	17	17	LITTLE BOY SAD	Johnny Burnette, Liberty 55298			9
44	40	64	100	YOUR ONE AND ONLY LOVE	Jackie Wilson, Brunswick 55208			4
45	30	23	16	YOU CAN HAVE HER	Roy Hamilton, Epic 9434			10
46	64	95	—	SOME KIND OF WONDERFUL	Drifters, Atlantic 2896			3
47	54	97	—	SHU RAH	Fats Domino, Imperial 5734			3
48	25	16	12	GOOD TIME BABY	Bobby Rydell, Cameo 186			11
49	36	27	19	EXODUS	Ferrante and Teicher, United Artists 274		S	21
50	65	80	85	SECOND TIME AROUND	Frank Sinatra, Reprise 20001			5
51	29	19	14	THERE'S A MOON OUT TONIGHT	Capris, Old Town 1094			14
52	86	56	58	TO BE LOVED (FOREVER)	Pentagon, Donna 1337			7
53	77	93	—	DIXIE	Duane Eddy, Jamie 1183			3
54	78	88	89	JUST FOR OLD TIME'S SAKE	McGuire Sisters, Coral 62249			4
55	51	68	75	GINNIE BELL	Paul Dino, Promo 2180			10
56	76	77	79	TONIGHT I FELL IN LOVE	Tekens, Warwick 615			5
57	61	75	—	ONE-EYED JACKS	Ferrante and Teicher, United Artists 200			3
58	66	94	—	MY THREE SONS	Lawrence Welk, Dot 16198			3
59	87	—	—	TENDERLY	Bert Kaempfert, Decca 31236			2
60	88	—	—	DADDY'S HOME	Shep and the Limelites, Hall 740			2
61	73	83	93	VERY THOUGHT OF YOU	Little Willie John, King 5458			4
62	82	100	—	THE BLIZZARD	Jim Reeves, RCA Victor 7855			3
63	50	55	65	BLUE MOON	Herb Lance and the Classics, Promo 1018			5
64	80	—	—	BRASS BUTTONS	String-A-Longs, Warwick 625			2
65	75	79	—	BYE, BYE, BABY	Mary Wells, Motown 1003			9
66	83	—	—	FUNNY	Maxine Brown, Nomar 106			2
67	84	87	90	MERRY-GO-ROUND	Mary Johnson, United Artists 284			4
68	85	—	—	AIN'T IT BABY	Miracles, Tamla 54034			2
69	70	81	82	LING TING TONG	Buddy Knox, Liberty 55305			5
70	72	78	83	LITTLE MISS STUCKUP	Playmates, Roulette 4322			5
71	89	—	—	SLEEPY-EYED JOHN	Johnny Horton, Columbia 41963			2
72	—	—	—	WELCOME HOME	Sammy Kaye Ork, Decca 31204			1
73	—	—	—	CONTINENTAL WALK	Hank Ballard and the Midnighters, King 5491			1
74	81	89	—	FOOLIN' AROUND	Kay Starr, Capitol 4542			3

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE	Artist, Company	Record No.	STEREO	WEEKS ON CHART
75	92	—	—	I'M IN THE MOOD FOR LOVE	Chimes, Tag 448			2
76	98	—	—	LITTLE PEDRO	Olympics, Arco 5023			2
77	39	34	38	YOUR FRIENDS	Dee Clark, Vee Jay 372			9
78	68	70	60	PONY EXPRESS	Danny and the Juniors, Swan 468			7
79	60	62	64	TOUCHABLES	Dickie Goodman, Mark X 8009			7
80	91	99	—	SEVENTEEN	Frankie Ford, Imperial 8735			3
81	97	—	—	WHERE I FELL IN LOVE	Capris, Old Town 1099			2
82	—	—	—	TREES	Flatters, Mercury 71791			1
83	94	—	—	LIKE LONG HAIR	Paul Revere and the Raiders, Gardenia 116			2
84	90	—	—	BUMBLE BOOGIE	B. Bumble and the Stingers, Rendezvous 148			2
85	93	—	—	I TOLD YOU SO	Fleming Jones, Cob 5085			2
86	74	66	84	LONELY BLUE NIGHTS	Roofs, Brunswick 55285			4
87	96	—	—	TRIANGLE	Janie Grant, Caprice 104			2
88	59	57	61	HONKY TONK, PART II	Bill Doggett, King 5444			9
89	—	—	—	WHAT'D I SAY	Jerry Lee Lewis, Sun 356			1
90	—	—	—	THEME FROM THE GREAT IMPOSTER	Henry Mancini, RCA Victor 7830			1
91	47	48	46	I PITY THE FOOL	Bobby Bland, Duke 332			7
92	—	96	98	KOKOMO	Flamingos, End 1085			3
93	—	—	—	UNDERWATER	Frogman, Candis 3314			1
94	—	—	—	SCOTTISH SOLDIER	Andy Stewart, Warwick 627			1
95	—	98	99	LITTLE TURTLE DOVE	Otis Williams and the Charms, King 5455			3
96	53	36	40	I DON'T WANT TO CRY	Chuck Jackson, Wand 106			7
97	—	—	—	BONANZA	Al Capola, United Artists 202			1
98	—	—	—	CALIFORNIA SUN	Joe Jones, Roulette 4344			1
99	—	—	—	THE NEXT KISS	Conway Twitty, MGM 12998			1
100	—	—	—	SWEET LITTLE KATHY	Ray Peterson, Dunes 2004			1

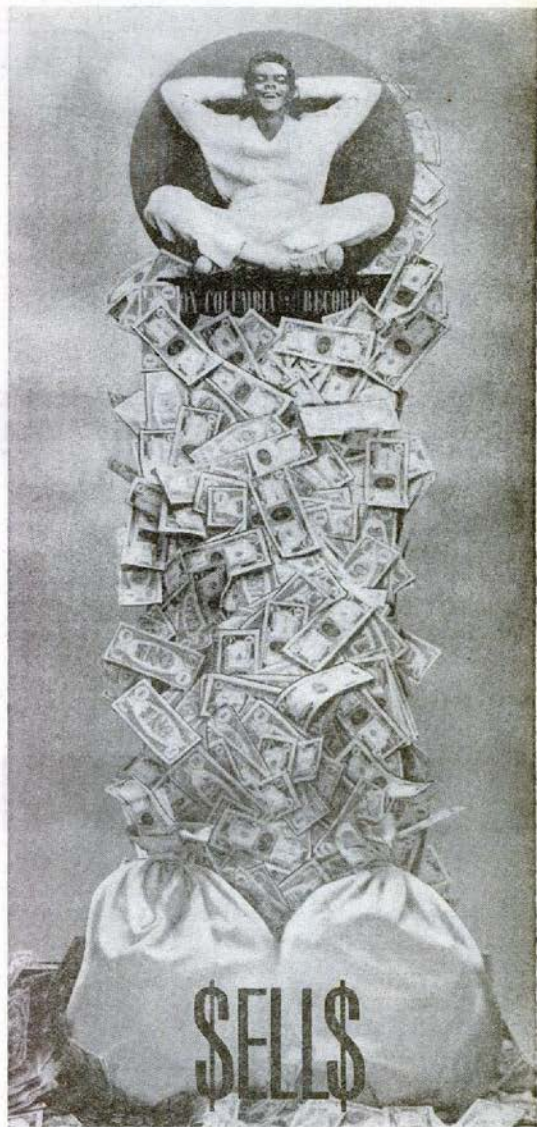
## HOT 100 - A to Z

Ain't It Baby	68	Merry-Go-Round	67
Apache	13	Model Girl	25
Asia Minor	9	Mother-in-Law	22
Baby Blue	19	My Three Sons	28
Baby Sittin' Boogie	36	Next Kiss (The)	10
Bewildered	40	On the Rebound	20
Blizzard (The)	62	Once Upon a Time	37
Blue Moon (Herb Lance and the Classics)	63	One-Eyed Jacks	57
Bonanza	97	One Hundred Pounds of Clay	26
Brass Buttons	64	One Mint Julep	21
Bumble Boogie	84	Please Love Me Forever	15
But I Do	10	Please Tell Me Why	27
Bye, Bye, Baby	65	Pony Express	78
Calcutta	42	Portrait of My Love	54
California Sun	99	Runaway	30
Continental Walk	73	Scottish Soldier	94
Daddy's Home	60	Second Time Around	66
Dedicated to the One I Love	5	Sevendean	65
Del Shannon	9	Shu Rah	47
Don't Worry (Like All the Other Times)	6	Sleepy-Eyed John	49
Drifters	17	Some Kind of Wonderful	24
Eddy	4	Spanish Harlem	56
Eddy's Home	19	Surrender	38
Everly Brothers	8	Sweet Little Kathy	32
Everly Eyes	17	Take Good Care of Her	29
Everly Brothers, Warner Bros.	9	Tenderly	58
Find Another Girl	34	That's It—I Quit—I'm Movin' On	31
Foolin' Around	74	There's a Moon Out Tonight	11
Funny	66	Think Twice	55
Gee Whiz (Look at His Eyes)	14	To Be Loved (Forever)	52
Ginnie Bell	55	Tonight I Fell in Love	23
Good Time Baby	48	Tonight My Love, Tonight	22
Happy Birthday Blues	33	Touchables	79
Hearts of Stone	41	Trees	82
Hideaway	35	Triangle	87
Honky Tonk, Part II	88	Trust in Me	61
I Don't Want to Cry	96	Underwater	93
I Pity the Fool	91	Very Thought of You	85
I Told You So	85	Well, Right Back	28
I'm in the Mood for Love	75	Wells	29
I've Told Every Little Star	25	Welcome Home	92
Just for Old Time's Sake	54	What'd I Say	89
Kokomo	92	Wheels (String-A-Long)	12
Lazy River	28	Where I Fell in Love	95
Like Long Hair	83	Where the Boys Are	81
Like Long Hair	83	You Can Depend on Me	43
Ling Ting Tong	69	You Can Have Her	44
Little Boy Sad	43	Your Friends	77
Little Miss Stuckup	70	Your Roommate	45
Little Pedro	76	Your One and Only Love	46
Little Turtle Dove	95		
Lonely Blue Nights	86		





# MATHIS



THE RHYTHMS AND BALLADS OF BROADWAY  
CL 17/CS 803\*

JOHNNY'S MOOD CL 1526/CS 8328\*

FAITHFULLY CL 1422/CS 8219\*

HEAVENLY CL 1351/CS 8152\*

MORE JOHNNY'S GREATEST HITS  
CL 1344/CS 8150\*

OPEN FIRE, TWO GUITARS  
CL 1270/CS 8056\*

SWING SOFTLY CL 1185/CS 8023\*

JOHNNY'S GREATEST HITS CL 1133

GOOD NIGHT, DEAR LORD  
CL 1119/CS 8012\*

WARM CL 1078/CS 8039\*

WONDERFUL, WONDERFUL CL 1028

JOHNNY MATHIS CL 887

Johnny Mathis is typical of the artists in the great Columbia catalog. Each Mathis album is a money-maker. Four have won Gold Awards. Remember, you only profit from what you sell. Pile up the Mathis albums in your displays and let Mathis Magic work for you.

ON COLUMBIA RECORDS 



CL 1623/CS 8423\*



# REDD FOXF SELLS!!!



## NEW APRIL RELEASES

THIS IS FOXF ..... REDD FOXF 809  
 BELOW THE BELT ..... RUDY MOORE 808  
 FOR A PIECE ..... ROSCOE HOLLAND 812

## CURRENT SELLERS

WILD PARTY ..... REDD FOXF 804  
 LAFFARAMA ..... REDD FOXF 801  
 HAVE ONE ON ME ..... REDD FOXF 298  
 PILLOW PARTY FUN ..... BARON HARRIS 294  
 DOWN BY THE RIVER ..... ZION TRAVELERS 807  
 BLAME IT ON THE BLUES ..... WILLIE HAYDEN 293

## BEST SELLERS

LAFF OF THE PARTY ..... REDD FOXF 214  
 RACY TALES ..... REDD FOXF 275  
 SONGS THRU A KEYHOLE ..... JOEL COWAN 285  
 REDD FOXF FUNN ..... REDD FOXF 290  
 SLY SEX ..... REDD FOXF 295  
 LAFF OF THE PARTY, Vol. 5 ..... SLOPPY DANIELS 232  
 PARTY RECORD PARTY ..... GENE & FREDDY 279  
 THE SIDESPLITTER, Vols. 1 & 2 ..... REDD FOXF 253-270  
 NIGHT IN HOLLYWOOD ..... GEORGE KIRBY 250

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The pick of the new releases:

## SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

• Continued from page 16

### Country & Western

#### FRANKIE MILLER



Starday SLP 134—Frankie Miller is one of the new stars in the country and western field and this album of 14 of his important records should please his many fans. The sides include "Black Land Farmer," "Family Man," "Baby Rocked Her Dolly," "Richest Poor Boys" and "Losing Again." With Miller continuing to turn out hits this album should be a strong seller in country and even some pop areas.

### Classical

#### BEETHOVEN: SYMPHONY NO. 5 IN C MINOR; OVERTURE—"KING STEPHEN"



"Philharmonia Orchestra (Klemperer). Angel S 35843 (Stereo & Monaural)—Klemperer's new re-recording in stereo of Beethoven's Fifth is a massive, impressive architectural achievement. It all but completes the conductor's cycle of the Beethoven symphonies in stereo and will surely rank among the biggest sellers of this most popular of symphonies. This is must merchandise for any dealer carrying classical inventory.

### Sound

#### ESQUIVEL AND HIS ORCHESTRA, VOLUME 2



RCA Victor LSP 2296 (Stereo & Monaural)—Esquivel's swinging arrangements and unusual sound effects are as striking as ever in this package, which should register solidly with sound fans. Selections include "Jalousie," "Time on My Hands," "Lullaby of Birdland," and "Limehouse Blues." This can make a noise.

### Latin American

#### PACHECO Y SU CHARANGA



Elmot Romero. Alegre LPA 301—Johnny Pacheco's flute is featured on gay hip-swinging ork and vocal interpretations of Latin themes mainly styled in the new charanga tempo. Danceable selections include "La Malanga," and "La Malanga." Sky label copy line reads "Produced in the Bronx, the birthplace of the charanga dance."

## SPECIAL MERIT SPOTLIGHTS

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

### Pop Special Merit

★★★★ JOIN IN THE CHORUS—Stanley Holloway, Vanguard VRS 9086

## POP LP'S

★★★★  
 STRONG SALES POTENTIAL

### ★★★★ JOIN IN THE CHORUS

Stanley Holloway, Vanguard VRS 9086—Stanley Holloway is best known in the U. S. for his role as Dootie in "My Fair Lady," but he has long been one of England's best-loved musical hall favorites, as well as an actor. On this new set, which might be called an English song along, the vet music man sings songs that have lived through three wars, in his inimitable style, aided by a fine chorus. Songs include "Lily of Laguna," "While Strolling in the Park," "Where Did You Get That Hat?" "Holloway is a consummate artist and he shows his skill on these fun songs and the sentimental one as well. Good set for his fans throughout the world.

### ★★★★ TWELVE BIG HITS

Johnny Horton, Mercury Records 8017 (Stereo & Monaural)—Here's just what the set to gain plenty of quick, over-the-counter impulse sales. There are 12 recent hits here by Mitch Miller, the Harmonicas, Norman Luboff Choir, Stonewall Jackson and the Valiants, as well as those mentioned in the title credits. Good, saleable merchandise that can sell itself, thanks to the boldly displayed titles on the cover.

### ★★★★ SPECTACULAR BRASS GOES

Roger King Muzina and his Ork. MGM E 3928

### SPECTACULAR PERCUSSION GOES

Roger King Muzina and his Ork. MGM E 3928—The Muzina band second solidly with its "Spectacular Brass" LP for MGM recently. Now Muzina is back with these two new entries, both with a touch of the boogie twist. The cha cha album uses that popular rhythm on tunes such as "My Dear," "Louie," and "Begin the Beguine," and even combines boogie with cha cha to good effect. "Spectacular Percussion Goes Latin" mixes a variety of Latin beats on several selections from current Broadway musicals. Both sets should be a fine arrangement of "Cumann." Both rank among better percussion LP's and should reach a wide audience.

### ★★★★ HELL BENT FOR LEATHER

Frankie Laine, Columbia CL 1615, CS 8615 (Stereo & Monaural)—Frankie Laine is an exciting vocal form on this collection of vintage Western themes. The lineup includes Laine's old hit "The City of the Living Dead," "High Noon," "Rancho Grande," "Gunfight at O.K. Corral," etc. Fine jukey wax.

### ★★★★ THINKING OF YOU

Andre Previn, Columbia CL 1595, CS 8595 (Stereo & Monaural)—Previn's tasteful, expressive piano solo work is spotlighted here with lush backing on a score of tender standards and originals. Any of the bands is eminently enjoyable. lineup includes "I." (Continued on page 24)



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Say You Saw It in Billboard Music Week

## Reviews and Ratings of New Albums

Continued from page 22

"What's New," "Don't Worry About Me," etc.

\*\*\*\* HUGO WINTERHALTER GOES SOUTH OF THE BORDER  
RCA Victor LSP 271 (Stereo & Monaural)—Highly effective checkmate cover gives this package striking display value. Winterhalter's cello wears up a group of colorful Latin ditties in bright, happy cello treatments. Tunes—each of which offer nice change of pace for jocks—include "Mexican Hot Dance," "La Campanilla," "Calico," etc.

\*\*\*\* THE SPECTACULAR SOUND OF HARRY JAMES  
MEME E 889—With the exception of "Lover Man," all of the tunes in this package were composed by Ernie Wilkins and Harry James. The veteran bandleader is heading one of his best crews on the sultry, swinging package of carefully jazz-ified wax. Tunes include "Man With the Blues," "Swingin' Together" and "Harry's Delight." James' rich trumpet solo work is highlighted. Spinable wax for jazz and hip jocks

JAZZ LP'S

\*\*\*\* STRONG  
SALES POTENTIAL

\*\*\*\* MORE MUSIC FROM THE SOIL  
Ranney Lewis Trio, Argo LP 488—Ranney Lewis' piano is neatly abetted by Red Holt on drums and Eldee Young, who alternates piano and cello, on this exciting collection of colorful trio jazz. The boys, as usually, play with remarkable rapport in a way that's both explosive and inventive, yet polite and understandable. Program contains three originals by the trio—"Hello Cello," "Gunga Set Your Soul on Fire," and an arrangement of "Man With the Blues" in addition to "Around the World in 80 Days." A most enjoyable set that can grab a lot of disc-jockey interest. Solid cover, too.

\*\*\*\* AL HIRT-SWINGIN' DIKIE

Audio Fidelity AFD 8927 (Stereo & Monaural)—A solid set of crisply recorded, good, commercial Dixieland. Trumpet man Hirt leads the band through traditional New Orleans tunes like "Missottery Jop" and "Beale Street Blues," and applies the Dixie touch to "Mingotlow." Memories of "You" and "Rag Rag Rag" handsoomely produced affair that should appeal to regional fans as well as those who get their kicks from real live sound.

\*\*\*\* STRONG  
SALES POTENTIAL

\*\*\*\* HOW TIME PASSES  
Don Ellis, Candid 8011 (Stereo & Monaural)—Average-grade jazzophiles will want to look into this LP by trumpeter Don Ellis. Besides Ellis, Jaki Byard plays piano and also sax, Ron Carter and Charlie Persip make up the rhythm section of bass and drums. Besides an "Improvisational Suite No. 1," which fills one entire side of the album, the title tune and three other originals are included.

\*\*\*\* BIG BRASS

Benny Bailey, Candid 8011 (Stereo & Monaural)—Bailey is a fine trumpeter and his first LP as leader, made in the U. S., has some first-time supporting musicians: Phil Woods, Julius Watkins, Tommy Flanagan, Les Spann and Art Taylor all share solo and accompaniment. Bailey is of the modern groove and plays with a full sense of the melodic line. The outstanding tracks on this uniformly high quality album is "Alison," by Hale Smith, a grove and moving ballad.

\*\*\*\* TOSHIKO MARIANO QUARTET

Candid 8012 (Stereo & Monaural)—This LP by the man and wife team should please many of those who like their jazz though fully modern. There is an easy swing to most of the five tunes that this jazz club many fine solos in her graceful piano style. Charlie Mariano's alto shares a worthy and thoughtful part in playing. Gene Chisler and Eddie Marshall carry off their assignments on bass and drums with a fitting respect for the gentle, melodic quality of the compositions and solos.

\*\*\*\* ENODUS TO JAZZ

Eddie Harris, Vee Jay 5016—Local tenor saxist from Chicago, Eddie Harris, makes this record here. Unusual material included is a six and one half minute version of "Enodus." "Little Girl Blue" also gets a special treatment. Harris' unique repertoire compares the tenor man who is styled a bit in the Stan Getz mold.

C&W LP'S

\*\*\*\* STRONG  
SALES POTENTIAL

\*\*\*\* FIVE STRING BAND

JANOBRE SPECTACULAR (3-12")

Various Artists, Starday MLP 136—This is a first-rate album for true country fans for the special price of \$5.98. It contains two LP's featuring traditional mountain style recordings by names such as the Statler Brothers, Bill Clifton, Jim Fames, Lonnie Irving, Stringbean and his Banjo, Buzz Bayley, the Honey Creekers and many others. Each recording features banjo picking, played in the old time style on the five string banjo. There are complete instrumentals and songs of tragedy and romance, to make for a truly interesting musical package. Country folk fans, whether in big cities or small, should enjoy this extensive collection of Americana. There are 32 selections in the two-LP package.

R&B LP'S

\*\*\*\* STRONG  
SALES POTENTIAL

\*\*\*\* FINNY WOOD BLUES  
Big Joe Williams and the Nine-String Guitar, Decca DP 602—Big Joe Williams plays a variety of folk blues in a unique composition and others by Sonny Boy Williamson, Blind Lemon Jefferson and Stevie Johnson. Big Joe's accompanying himself on guitar, the singer has J. D. Short playing harmonica and guitar in support. Williams also tells a few monologues on one of the tracks. His style, so well known to many, is excellently portrayed here.

CLASSICAL LP'S

\*\*\*\* STRONG  
SALES POTENTIAL

\*\*\*\* ALBENIZ: IBERIA TURINAI DANZAS FANTASTICAS  
Columbia 330—The Luis Romanos (arranger), London CS 6194 (Stereo & Monaural)—A fine performance here of the familiar "Iberia" by Albéniz should make this album a good, long haul seller for collectors and those interested in the Orchestra Da La Sabaz, Remonte, under Ernest Ansermet, performs the work with vigor and handles the light "Danzas Fantásticas," with warmth and excitement. Attractive cover adds interest.

LOW PRICED CLASSICAL \*\*\*\*\*

\*\*\*\* YCHAIKOVSKY: 1812 OVERTURE

Parliament PEP 245—Besides doing a fine performance of the Tchaikovsky work the European recording symphony on this disk does an even stronger job on the Brahms "Tragic Overture." Svetlan's "Bartered Bride Overture" rounds out the program. The three wax boxes should make good low-price classical fare.

\*\*\*\* MODERATE  
SALES POTENTIAL

\*\*\*\* HERTZ: DIVERTISSEMENT SAINT SAENS: DANSE MACABRE (OP. 40) BIZET: JEUN D'ENFANTS SAINT SAENS: LE BOULET GOMBRALLE (OP. 31)

Paris Conservatoire Orchestra (Martino), London CS 6194 (Stereo & Monaural)—This collection of short and familiar small-scale pieces should be of interest to new collectors, or to those who do not have these pieces available in stereo. They are played satisfactorily by the Paris Conservatoire Orchestra and the recording has a fine sound. Excellent cover art should add to the stability of the set.

\*\*\*\* TERESA BERGANZA: ARIAS OF THE 19TH CENTURY

Orchestra of the Royal Opera House (Gibson), London OR 2525 (Stereo & Monaural)—Lovely soprano aria by Glock, Cherubini, Pergolesi, Falck and Händel are sung with emotion, power and accuracy by Teresa Berganza. Her vocal display is formidable and represents possibly her best singing on disc. The quality of this performance is excellent. Her unique repertoire makes this an especially interesting vocal recording.

\*\*\*\* BACH: HARPSICORD RECITAL

George Malcolm (Harpsichord), London CD 4197 (Stereo & Monaural)—Harpsichordist George Malcolm performs four important Bach works with mastery skill and musicianship. The selections include the "Chromatic Fantasia and Fugue in D Minor" the "Italian Concerto," the "Toccata and Fugue in G Minor" and the "French Suite No. 5." As difficult as the harpsichord is to record, it is captured with fine fidelity here, even though the stereo recording adds little to the solo instrument. Set should be of serious interest to Bach followers.

\*\*\*\* HANDEL: GREAT TENOR ARIAS

Orchestra of the Royal Opera House, Covent Garden (Bosch), London OS 25254 (Stereo & Monaural)—Alto primarily known as a singer of Irish and Scottish songs, tenor Kenneth McKellar shows that his is capable of a far more serious repertoire. His voice does full justice to a group of Handel's arias from "Orfeo," "Aci and Galatea," "Fidelio," "Jephtha," "Semele," "Judas Maccabeus" and "Messiah." Buyers of classical vocal discs should be shown this one and informed that McKellar will record a new recording of "Messiah" soon with soprano star Joan Sutherland.

LOW PRICED CLASSICAL

\*\*\*\* PIANO RECITAL (CHOPIN)

Halina Czerny-Stefanska, Supraphon SLA 1061—Alto not correctly represented in the catalog here, this Polish woman is an exceptional fine pianist and her interpretations of Chopin's sensitive and multi-faceted, Her program consists of six mazurkas, a waltz, two preludes, and two polonaises, one of which is unfamiliar. Connoisseurs of keyboard music will be interested in the U. S. debut disk, an import from Czechoslovakia.

(Continued on page 26)

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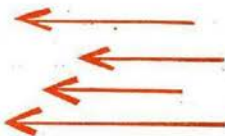
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# THE NATION'S TOP TUNES HONOR ROLL OF

FOR WEEK ENDING APRIL 9

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	Title	Composer-Publisher	Weeks on Chart
1	8	BLUE MOON	By Rodgers-Hart—Published by Robbins (ASCAP)	3
2	3	APACHE	By Lordan—Published by Regent (BMI)	7
3	1	SURRENDER	By Ponus and Schuman—Published by Prevely (BMI)	7
4	2	PONY TIME	By D. Corvay-J. Berry—Published by Alan K. (BMI)	10
5	4	WHEELS	By Torres-Sophars—Published by Dondee (BMI)	8
6	9	DON'T WORRY (LIKE ALL THE OTHER TIMES)	By Marty Robbins—Published by Marty's (BMI)	8
7	7	DEDICATED TO THE ONE I LOVE	By Pauling Bass—Published by Arnie (BMI)	9
8	6	WHERE THE BOYS ARE	By Greenfield-Sedaka—Published by Aldon (BMI)	10
9	15	ASIA MINOR	By J. Wiener—Published by Barbro (ASCAP)	2
10	12	THINK TWICE	By Joe Shapiro-Jimmy Williams-Clyde Otis—Published by Play (BMI)	2
11	20	BUT I DO	By Robert Guldny-Paul Gayten—Published by Arc (BMI)	2
12	21	RUNAWAY	By Max Crook-C. Weston—Published by Vickie (BMI)	2
13	5	CALCUTTA	By Gaze-Bradlee—Published by Picnic-Symphony House (ASCAP)	14
14	14	WALK RIGHT BACK	By Sonny Curtis—Published by Cricket (BMI)	5
15	17	ON THE REBOUND	By Floyd Cramer—Published by Cigma (BMI)	4
16	10	EBONY EYES	By J. D. Loderick—Published by Acuff-Rosen (BMI)	7
17	11	GEE WHIZ (LOOK AT HIS EYES)	By Thomas—Published by East (BMI)	6
18	13	EXODUS (THE EXODUS SONG (This Land Is Mine))	By Gold—Published by Chappell (ASCAP)	18
19	18	SPANISH HARLEM	By Jerry Lieber-Paul Pepler—Published by Progressive-Trio (BMI)	7
20	27	PLEASE LOVE ME FOREVER	By Malone-Blochard—Published by Ricky (BMI)	4
21	30	BABY BLUE	By Ghitoo-Lagunas—Published by Greta (BMI)	2
22	—	MOTHER-IN-LAW	By Allan Toussaint—Published by Mint (BMI)	1
23	—	ONE HUNDRED POUNDS OF CLAY	By Elgin-Dixon-Rogers—Published by Gilt (BMI)	1
24	24	TAKE GOOD CARE OF HER	By Kent-Warren—Published by Rubiche-Paxton	2
25	26	MODEL GIRL	By Otis Jones-Lockie Edwards Jr.—Published by Alan K. (BMI)	2
26	—	ONE HINT JULEP	By Rudolph Tombo—Published by Progressive & Regent (BMI)	1
27	14	LAZY RIVER	By Sid Arodin-Hoagy Carmichael—Published by Peer (BMI)	4
28	—	TONIGHT, MY LOVE, TONIGHT	By Paul Anka—Published by Spensie (BMI)	1
29	—	I'VE TOLD EVERY LITTLE STAR	By Jerome Kern-Oscar Hammerstein II—Published by Harms (ASCAP)	1
30	—	PLEASE TELL ME WHY	By Joyce Love—Published by Lexa (SESAC)	1

WARNING—This title "HONOR ROLL OF HITS" is a registered trademark and the listing of the hits has been copyrighted by Billboard Music Week. Use of either may not be made without the permission of 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.

## RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. BLUE MOON**—Bet-Aire Girls, Everest 19533; Tony Bonnet, Col 41298; Jimmy Bowen, Roulette 4102; Claude Ponce 1849; Buck Clayton/M. Morris Trio, Okeh 6968; Sam Cooke, Ken 86101; Emmanon, Jolie 801; Julie London, Liberty 9547; Marcels, Colpix 1864; Natara, Hunt 425; Elvis Presley, Vee 10611; Jimmy Smith, Blue Note 1085; Diane Varies, Com 2719.
- 2. APACHE**—Jorgen Ingmann, Aco 4184; Sonny James, Vic 7859; Shudowa, ABC-Paramount 10138.
- 3. SURRENDER**—Elvis Presley, Vee 7859.
- 4. PONY TIME**—Clubby Checker, Parkway 818; Don Corley & the Goodtimers, Arnold 6002; Two-Lites, King 2174.
- 5. WHEELS**—Johnny Duncan, Leader 814; Johnnie Sartin, Vee 250; String-A-Long, Warwick 663; Billy Vaughn, Dot 16174.
- 6. DON'T WORRY (LIKE ALL THE OTHER TIMES)**—Tony Martin, Dot 1511; Marty Robbins, Col 41922.
- 7. DEDICATED TO THE ONE I LOVE**—Five Royales, King 5453; June and Jay, Dot 16134; Shelleys, Rocket 1283.
- 8. WHERE THE BOYS ARE**—Connie Francis, MGM 12791.
- 9. ASIA MINOR**—Bokomo, Felsted 801; Warner Muller, Dot 16185; Roger King Morlan, MGM K1221.
- 10. THINK TWICE**—Brook Benton, Mer 71774.
- 11. BUT I DO**—Clarence (Frogman) Henry, Arco 63774.
- 12. RUNAWAY**—Del Shannon, Big Top 2067.
- 13. CALCUTTA**—Four Preps, Cap 4592; Warner Muller, Dot 16185; Vee Tontal, London 1965; Valentin, Col 41931; Lawrence Wells, Dot 16164.
- 14. WALK RIGHT BACK**—Evelyn Brothers, Warner Bros. 5199.
- 15. ON THE REBOUND**—Floyd Cramer, Vic 7848.
- 16. EBONY EYES**—Evelyn Brothers, Warner Bros. 5199.
- 17. GEE WHIZ (LOOK AT HIS EYES)**—Cee Whiz, Atlantic 2686.
- 18. EXODUS**—Bokomo, Felsted 801; Ferrante and Teicher, United Artists 274; Leguina, Col 41949; Manoy, RCA 41949; Medalion Strings, Medalion 602.
- 19. SPANISH HARLEM**—Ben E. King, Aco 4184.
- 20. PLEASE LOVE ME FOREVER**—Cathy Jean and Boomies, Valseor 007; Sunny Gale, Warwick 626.
- 21. BABY BLUE**—Riches, Swaney 183; Goldie Hill, Dot 21172.
- 22. MOTHER-IN-LAW**—Ernie K. Doe, Mint 613.
- 23. ONE HUNDRED POUNDS OF CLAY**—Steve McDonnell, Liberty 8390.
- 24. TAKE GOOD CARE OF HER**—Adam Wade, Coed 546.
- 25. MODEL GIRL**—Johnny Maestro, Coed 546.
- 26. ONE HINT JULEP**—Chet Atkins, Vee 47; Ray Charles, Impulse 290; Claude Ponce 1849; Duke Ellington, Blue Note 1745; Les Hazel, Set In Order 1109; Jack Lidstrom, World Pacific Records 645; Mula Brothers, Dec 25346 and 28453; Mollie, Dot 15871; Roberts Elliott, World, Pista Oil, Dec. 29911; Sunambrooks, Set In Order 2113; Soundwave Band, Windsor 7411.
- 27. TONIGHT, MY LOVE, TONIGHT**—Paul Anka, ABC-Paramount 10194.
- 28. I'VE TOLD EVERY LITTLE STAR**—Bing Crosby, Decca 23673; Robert Maxwell, MGM 12346; Linda Snow, Canadian-American 123.
- 29. PLEASE TELL ME WHY**—Jackie Wilson, Brunswick 4528.

## Reviews and Ratings of New Albums

Continued from page 24

### SPECIALTY LP'S

**\*\*\* STRONG SALES POTENTIAL**

#### LATIN AMERICAN

##### \*\*\* PACHANGA CON CHA CHA CHA

Randy Carlos and his Orchestra, Fiesta LP 1113—The pachanga has turned into a hot dance in the New York area and here is an album with authentic pachanga, as well as cha cha, played in solid fashion by the Randy Carlos octet. The set should include a number of hits, such as "The Ball at the Palladium Ballroom in New York as well as other areas where the dances have taken hold there in six pachanga and four cha cha in the set, and it is well received.

##### \*\*\* SURRENDER—Elvis Presley, Vee 7859

Choir of the Month of the Abbey Road, The Solitaires (Gosford), London OS 25219 (Stereo & Monaural). Of dozens of disks of Gregorian chant currently available, these are the best.

##### \*\*\* CHIRANGA BY THE SUBRIME ORCHESTRA

Parrot LP 2023—The chiranga rhythm goes wide, varied and swinging interpretation of this slow but fast Cuban dance. A trio of voices sings the lyrics on a number of the tracks and there is populative folk work. Effective use is also made of a small string section. Set should move in Latin groove, showcasing experiencing excitement over the slow dance rhythm.

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They happen to be blues, of course, but on this recording Hopkins gets a chance to perform his songs with a depth and intensity that has rarely been heard on records. His voice is not what it once was, but he has retained the ability to convey in his blues and via his guitar and piano work, some very touching and moving vocals, as well as witty humor. Titles include "Mighty Crazy," "The Trouble Blues," "Wonder Who," and "Lightnin' Piano Boogie." Good wax for collectors and students of folk blues.

### \*\*\* MODERATE SALES POTENTIAL

#### RELIGIOUS

##### \*\*\* GREGORIAN CHANTS—GOOD FRIDAY

Choir of the Month of the Abbey Road, The Solitaires (Gosford), London OS 25219 (Stereo & Monaural). Of dozens of disks of Gregorian chant currently available, these are the best.

These two disks are sold separately, but both feature the same choir, one with a lovely tone and obviously without brass and in many portions to the point of almost lacking emotion. It leaves a feeling of placid faith and devotion. These disks are both excellent examples of Gregorian chant, ideal in reproduction by stereo.

##### \*\*\* I REMEMBER DENMARK

Fiesta LP 1306—These songs all are performances of a collection of Danish marches, and polkas by a number of Denmark's outstanding folk and bands. They include the Danish State Radio Light Orchestra, the Royal Symphony Orchestra of Copenhagen, and Teddy Petersen and his octet. Songs are well played and well recorded, and should interest international music fans.

##### \*\*\* I REMEMBER ITALY VOL. 3

Various Artists. Fiesta LP 1306—Many so-called Italian albums are more synthetic than real, but this one set is authentic. It contains a collection of Italian pop hits, many of which you know already, including Nino Rognoni, Paolo Bonolis, Fiorella Bini and Adriano Panella. Titles include "Ciao Bella," "Il Mio Contente" and "Coco Italiano." Good item for aficionados of Italian music, as well as sentimental tourists.

##### \*\*\* I REMEMBER HAMBURG

Fiesta LP 1306—These songs all are associated with the city of Hamburg, and most of them are lively and humorous, while a few are sentimental and good in singing the praises of the city. The performers are well recorded and well recorded in the music, with solo singers and chorus assisting the instrumentalists. In all, it's a fine collection that will be well received in German communities.

##### \*\*\* I REMEMBER MUNICH

Fiesta LP 1304—Novelty, gaggle marches and polkas are the main fare, played with many musical good humor. AFI published "German Beer Hall Music." It should have broad popular appeal to almost anyone exposed to the Oktoberfest spirit.

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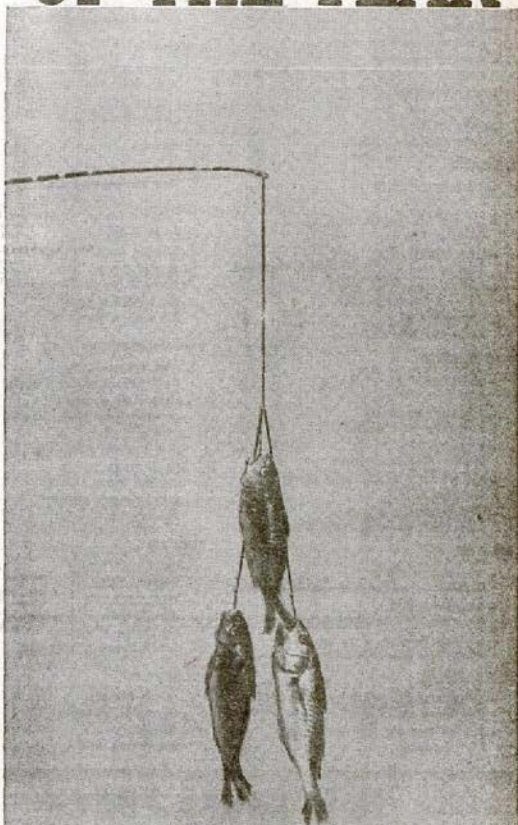
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# BUZZ CLIFFORD THE BIG CATCH OF THE YEAR



**"THREE  
LITTLE  
FISHES"**

B/W "SIMPLY BECAUSE" 4-41979  
ALSO AVAILABLE ON SINGLE **8823**

**AND WE GOT 'EM ON COLUMBIA RECORDS** 



# SINGLES PROGRAMMING & BUYING GUIDE

## TOP MARKET BREAKOUTS

### NEW YORK

- FUNNY Maxine Brown, Nomar
- LIKE LONG HAIR Paul Revere and the Raiders, Gardena
- I'M IN THE MOOD FOR LOVE Chimes, Tag
- WHAT'D I SAY Jerry Lee Lewis, Sun

### CHICAGO

- BUMBLE BOOGIE B. Bumble and the Stingers, Rendezvous
- I'M IN THE MOOD FOR LOVE Chimes, Tag
- LIKE LONG HAIR Paul Revere and the Raiders, Gardena
- THE WATER WAS RED Johnny Cymbal, MGM
- WHAT'D I SAY Jerry Lee Lewis, Sun

### LOS ANGELES

- LITTLE PEDRO Olympics, Arvee
- FOOLIN' AROUND Buck Owens, Capitol
- FUNNY Maxine Brown, Nomar
- I'M IN THE MOOD FOR LOVE Chimes, Tag
- LITTLE TURTLE DOVE Otis Williams and the Charms, King

### DETROIT

- BUMBLE BOOGIE B. Bumble and the Stingers, Rendezvous
- COME ALONG Maurice Williams, Herald
- SCOTTISH SOLDIER Andy Stewart, Warwick

### PHILADELPHIA

- EVERYBODY'S DOIN' THE PONY Fay Simmons, Senca
- I'M IN THE MOOD FOR LOVE Chimes, Tag

-VERY THOUGHT OF YOU  
Little Willie John, King

### BOSTON

- SLEEPY-EYED JOHN Johnny Horton, Columbia
- I TOLD YOU SO Jimmy Jones, Cub

### CLEVELAND

- LIKE LONG HAIR Paul Revere and the Raiders, Gardena
- BRASS BUTTONS Siring-A-Longs, Warwick
- SEVENTEEN Frankie Ford, Imperial
- MERRY-GO-ROUND Marv Johnson, United Artists
- CALIFORNIA SUN Joe Jones, Roulette

### BALTIMORE-WASHINGTON

- LIKE LONG HAIR Paul Revere and the Raiders, Gardena
- WELCOME HOME Sammy Kaye Ork, Decca
- THE BLIZZARD Jim Reeves, RCA Victor
- LING TING TONG Buddy Knox, Liberty
- SLEEPY-EYED JOHN Johnny Horton, Columbia

### BUFFALO

- WELCOME HOME Sammy Kaye Ork, Decca
- THE BLIZZARD Jim Reeves, RCA Victor
- SCOTTISH SOLDIER Andy Stewart, Warwick

### PITTSBURGH

- LITTLE PEDRO Olympics, Arvee
- KOKOMO Flamingos, End

## BUBBLING UNDER THE HOT 100

1. MILORD ..... Edith Piaf, Capitol 4493
2. CANADIAN SUNSET ..... Etta Jones, Prestige 191
3. CONTINENTAL WALK ..... Rollers, Liberty 55320
4. AFRICAN WALK ..... Cannonball Adderley, Riverside 45457
5. GIDGET GOES HAWAIIAN ..... Duane Eddy, Jamie 1183
6. EXODUS ..... Eddie Harris, Vee Jay 378
7. THE CHARANGA ..... Merv Griffin, Carlton 545
8. THE WATER WAS RED ..... Johnny Cymbal, MGM 12978
9. LITTLE GIRL, LITTLE BOY ..... Al Martino, 20th Fox 237
10. EVERYBODY'S DOIN' THE PONY ..... Fay Simmons, Senca 125
11. I'LL JUST HAVE ANOTHER CUP OF COFFEE ..... Claude Gray, Mercury 71732
12. YOUR GOODNIGHT KISS ..... Guy Mitchell, Columbia 41970
13. ARE YOU SURE? ..... Allison, London 1977
14. LA PACHANGA ..... Audrey Arno and the Hazy Osterwald ..... Sextet, Decca 31238
15. SWEETHEARTS ON PARADE ..... Etta Jones, King 5443
16. BOUNTY HUNTER ..... Nomads, Rust 5028
17. A CITY GIRL STOLE MY COUNTRY BOY ..... Patti Page, Mercury 71792
18. FROGG ..... Brothers Four, Columbia 41958

## REVIEWS OF

## THIS WEEK'S SINGLES

The pick of the new releases:

### SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

#### LA VERN BAKER

**SAVED** (Progressive-Trio, BMI) (2:37) — DON JUAN (Progressive-Trio, BMI) (2:20) — This should be a smash dual-market bit for the canary. "Saved" is a driving gospel item with sock lyric, an exciting beat, and a solid showmanly vocal. The flip is a bright ditty with good lyrics. Both sides (produced by Leiber and Stoller) are strong, but "Saved" has a definite edge. Atlantic 2099

#### ANDY WILLIAMS

**THE BILBAO SONG** (Harms, ASCAP) (2:09) — **HOW WONDERFUL TO KNOW** (Leeds, ASCAP) (2:15) — The wonderful old Kurt Weill tune, "The Bilbao Song" — with English lyrics by Johnny Mercer — is sung with infectious verve and charm by Williams. It's the first vocal version and should grab off plenty of play. Flip is a lyrical ballad with lush backing and a tender warbling job. Both sides have solid potential. Cadence 1398

#### FREDDY CANNON

**BUZZ BUZZ A-DIDDLE-IT** (Conley, ASCAP) (2:29) — **OPPORTUNITY** (Cannon Point, BMI) (2:10) — Cannon is in sock vocal form on both sides of this platter. "Buzz Buzz A-Diddle-It" is a swinging novelty-rhythm item with effective banjo work on the backing. Flip, similar in mood and tempo to Lloyd Price's old "Personality" hit, has a fine rocking beat. Swan 4071

#### TAB HUNTER

**WILD SIDE OF LIFE** (Travis, BMI) (2:20) — Hank Thompson's country hit of a few years ago gets a feelingful performance by the movie star. Simple backing and spoken sections make it highly listenable. Flip is "My Devotion" (Joy, ASCAP) (2:38). Dot 16205

#### THE FLEETWOODS

**TRAGEDY** (Bluff City, BMI) (2:40) — Lead singer comes through with a gentle ballad on the lost-love theme. The fine work of the rest of the group in support and excellent ork effects make this a strong item. Flip is "Little Miss Sad One" (Camarillo, BMI) (2:40). Dalton 40

#### FRANK GARI

**LULLARY OF LOVE** (Harvest-Researche, ASCAP) (2:10) — Gari has a strong item here for a follow-up to his "Utopia" smash. He does a whale of a job on the up-tempo novelty with good teen lyrics. Side should move. Flip is "Tonight Is Our Last Night" (Harvest-Researche, ASCAP) (2:02). Crusade 1021

#### DAMITA JO

**DO WHAT YOU WANT** (Benjamin, ASCAP) (2:20) — Damita Jo has a very happy song here and she sells it with spirit aided by a fine arrangement and strong choral work. Flip is "Sweet Georgia Brown" (Remick, ASCAP) (2:17). Mercury 71793

#### JOE BARRY

**I'M A FOOL TO CARE** (Peer, BMI) — The old tune is handed a first-rate reading here by Joe Barry and the side could make it both pop and r.&b. Backing is mighty strong, too. Flip is "I Got a Feeling" (Flat Town-Crazy Cajun, BMI). Smash 144

#### HANK SNOW

**BEGGAR TO A KING** (Starrite, BMI) (2:45) — Here's an attractive ballad warbled with feeling and care by Hank Snow over good support. Could be big. Flip is "Poor Little Jimmie" (Arc, BMI) (2:14). RCA Victor 7809

## SPECIAL MERIT SPOTLIGHTS

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

Pop Disk Jetty Programming

#### CATERINA VALENTE

★★★★ PERSONALITA (Lloyd & Logan, BMI) (2:25) London 1968

(Continued on page 32)



**A WINNING COMBINATION!**



# CONWAY TWITTY



# THE NEXT KISS

(IS THE LAST GOODBYE)

**K12998**

packaged in attractive 4-color sleeve

THE STARPOWER LABEL

**MGM Records**

1510 Broadway, N.Y. 36, N.Y. JU 2-2000



Reviews and Ratings of New Records

★★★★  
STRONG SALES POTENTIAL

Continued from page 30

**CATERINA VALENTE**  
★★★★ *Personalia* - LONDON 1968—Here's the well-known hit by Lloyd Price, turned out in Italian by the swinging Trini. The gal gives us one a fine cutting with a bang from the chorus. This can garner plenty of jockey action. (Lloyd & Logan, BMI) (2:35)

★★★★ *Secco Secco*—A tamba done up in colorful style by Scovita Valente. Good arrangement and thrashing and this side, too, can pull pay. (Maxwell, BMI) (2:10)

**THE DELLS**  
★★★★ *Hold On to What You're Getting* VEEJAY 376—With the lead singer making a bit like Ray Charles, the group swings right into this boomer rhythm tune. Small combo action. (Conrad, BMI) (2:12)

★★★★ *Swingin' Treas*—Against an infectious rhythm figure the boys tell of the swinging teens from New Orleans. (Conrad, BMI) (2:15)

**JAMIE COE**  
★★★★ *Two Dozen and a Half—ABC-FARAMOUNT 1030*—Jamie Coe turns in a swinging rocking reading of a tale about a lad who can't remember what to buy at the grocery store as he can't keep his mind off the girls. Tune, which was out a while back, is a good one and disk could take off. (Music Development, BMI) (2:00)

★★★★ *I'm Getting Married*—The chaser explains that he's mighty happy about his coming marriage, on this bright disk that features a good vocal and backing by the oak. Two sides worth watching. (Trinity, BMI) (2:50)

**THE STROLLERS**  
★★★★ *Come On Over*—CARLTON 546—An exuberant vocal by the lead singer and group on a bouncy r.& b. tune. This, too, merits attention. (David Jents, BMI) (2:59)

★★★★ *There's No One But You*—Finishing the reading by the lead warbler and group on an emotion-packed rockballad. Side has a chance. (Shapiro-Bernstein, ASCAP) (2:11)

**KENNY MILLER**  
★★★★ *Teen-Are Bill of Rights* - IMPERIAL 5740—Clever piece of material with good performance by country-bred Miller and femme chorus. Spinable was for jocks with young audiences. (Travis, BMI) (2:04)

★★★★ *Spring Vacation* - Pleasant tenor styled vocal on an appealing duet with cute chirping by femme chorus. (Lar-Vell, BMI) (1:55)

**BOB BECKHAM**  
★★★★ *Like a Fool* - DECCA 3129—Bright pop strings on this side give just the right background to Beckham's moaning singing on this Latin-tinged ballad. (Travis, BMI) (2:02)

★★★★ *Forget It—Gentle* ballad gets a fine, soft vocal by the boy. Interesting use of strings and vocal chorus embellish the background. (Leeds, ASCAP) (2:10)

**BILL DOGGETT**  
★★★★ *Walk* - WARNER BROS. 5209—The swinging Doggett group turns out a funny and danceable instrumental blues. Rhythmic organ and the big band with good backing horns. Side has a chance. (Sylvia, BMI) (2:12)

★★★★ *Let's Do the Continental*—A blues instrumental by Doggett in medium-tempo. Kids will find this minkily danceable. (Lisp, BMI) (2:48)

**BERNADETTE AND HER SWINGIN' BEARDES**  
★★★★ *Crazy Yogi*—DECCA 1001—Another of the rocking tunes patterned on the "Yogi Bess" theme. Besides the gal's singing there's a jumping group and a deep voiced "Yogi" who makes a gemment of two. Interesting effort is worth a whirl. (2:38)

★★★★ *When You're Dancing With Me*—The young lass does a nice job swinging this rocker. Also manages to name a large number of teen dancers. (2:00)

**BERNIE LAWRENCE**  
★★★★ *Day Time, Night Time—WAR.*—Bernie Lawrence's disk picked up by the label features a first-rate vocal by Lawrence on a bright ballad that has a neat, swingy quality, and a femme chorus to add some answers. Side could take off. (A&M, BMI) (2:15)

★★★★ *Stay Out of My Dream*—On this side the chaser sets a listenable ballad with verse, again aided by a gal's chorus and a pleased big band arrangement. Flip is stronger. (A&M, BMI) (2:36)

**AMANDA THEGGEN**  
★★★★ *My Baby Loves My Guitar*—DOT 1619—She can't get her baby alone without his guitar, sings the record with happy novelty, on which she shows off a good style and a war with a song. Watch this one. (Roulette, BMI) (2:00)

★★★★ *After My Laughter Came Tears*—Here's a clear and straightforward reading of the pretty ballad supported nicely by the C. & A. side with strings. (Meridian, ASCAP) (2:24)

**MARK WYNTER**  
★★★★ *Dream*—GEM—LONDON 1973—An attractive vocal performance by Wynter on a teen-appal tune. Merits exposure. British singer is a fine ballad singer. (Shapiro-Bernstein, ASCAP) (2:10)

★★★★ *Two Little Girls*—Winful chanting by Wynter on a pretty ballad. Choral and string backing is bright. (Meridian, ASCAP) (2:10)

**JACK JONES**  
★★★★ *She's My Darling, She's My Heart*—★★★★ *Down Fall Me*—EPIC 9442—Now ballad with something of a country feel gets a pretty reading from Roman. Nice vocal work here. (Roulette, ASCAP) (2:03)

★★★★ *Big Time* - Jones talking effectively on a bluesy theme with swingy backing. (Peer Music, ASCAP) (2:19)

**GARY CLARKE**  
★★★★ *Green Glycer* - RCA VICTOR 805—Deliciously tender on this side gets a lively reading from the boy over talking support. (Roulette, ASCAP) (2:18)

**RICK ROMAN**  
★★★★ *Down Fall Me*—EPIC 9442—Now ballad with something of a country feel gets a pretty reading from Roman. Nice vocal work here. (Roulette, ASCAP) (2:03)

★★★★ *Just for Me*—The boy does a fine job on his poppy tune. Effective vocal chorus and bright oak all add to the linear feel of the song. (Roulette, ASCAP) (1:44)

**FRID ELLIS**  
★★★★ *Unchained Melody* - CORAL 6224—Al Hibbler's hit of some years back gets a strong reading from the boy here. The tempo is quicker and the backing bouncier. This has a chance. (Frank, ASCAP) (2:45)

★★★★ *Tommy*—Ellis soars into the lyric of this rockballad reading which was Debbie Reynolds' hit of some years ago. (Northern, ASCAP) (2:13)

**THE DEE WINKINS**  
★★★★ *Rock, Rock, Rock*—Your stereo ABC-FRAMOUNT 1008—Lead singer goes out front on this fine Latin-tinged ballad. He does a moving job on the tune while the group fills in appropriately. (Atlantic, BMI) (2:58)

★★★★ *I've Never Stop Crying*—The tune is fine and the reading is a happy performance. The disc is a gemment of the incidental comments from the boss a la "The Spook," add interest. (Scepter, BMI) (2:12)

**THE GRASSHOPPERS**  
★★★★ *Bubble Gum*—KAPP 376—A first-rate haul of material records a happy performance on the combo as they swing their hit. Bill Black manages on this bubbly instrumental effort. Watch this one. (Scepter, BMI) (2:25)

★★★★ *Tommy*—Here's an upbeat instrumental version of the hit of a few years ago played with a lilb by the combo. Good item for jocks and handstand shows. (Northern, ASCAP) (1:59)

**CHRIS KENNER**  
★★★★ *I Like It Like That, Part 1 & 2*—★★★★ *Instant Replay*—Chris Kenner swings with a swinging eighth beat and the boys handle it with verve as they explain that the name of the club is "I Like It Like That." It has an engaging rhythm and a creative instrumental setting. Part 1. The second part spots the ballad a little more. (Time-Kel, BMI) (1:55)

**THE BLUE DIAMONDS**  
★★★★ *Have I Told You Lately That I Love You*—LONDON 1974—The blue diamonds, the French singing group, handle the disc with style here, singing it in English over very classy backing by the string oak. Fine jockey work. (Duchess, BMI) (2:27)

★★★★ *I'm Forever Blowing Bubbles*—On this side, too, the lads show off their English and their fine vocal harmonies on another standard, and the backing again is rock and imaginative. Both side should get spots and spin well. (Meridian, ASCAP) (2:15)

**JOHNNY STEWART**  
★★★★ *Come On and Love Me*—SHELLY 128—Johnny Stewart comes through with a very good reading of a bright little novelty over snappy backing by the oak. He works mighty hard on the disc and it has a chance. (Cap/Columbia, BMI) (2:07)

**OSCAR BLACK**  
★★★★ *I'm a Fool to Care*—SAVOY 1600—Oscar Black blows on the label with a

first-rate reading of the odds that is now getting some action. (Scepter, BMI) (2:00)

★★★★ *I Got a Feeling*—The chaser comes through with a meaningful reading of a bluesy effort but again the backing is weak. (Flat Top/Day Chain, BMI) (2:14)

★★ MODERATE SALES POTENTIAL

**BILL ROBIN AND THE BLUE JAYS**  
★★★★ *My Blue Heaven*—MGM 12994—The odds is wrapped up in attractive instrumental treatment with pleasant r.& b. flavor. (Lao Fiat, ASCAP) (1:56)

★★★★ *Canal Walk*—Infectious rhythm tune by Wynter on a party ballad. Choral and string backing is bright. (Meridian, ASCAP) (2:09)

**AL BARK**  
★★★★ *The Hands You're Holding Now*—MERCURY 17196—The fine Marty Robbins gets a sensitive reading from Hart. A large vocal chorus on this fine and catchy in the accompanying combo also the side effective. (Marty's BMI) (3:09)

★★★★ *There's a Place Called Paris*—The boy who has a bright voice, sings the ballad with a fine instrumental backing. (Shapiro, Bernstein, ASCAP) (1:59)

**THE FOUR VOICES**  
★★★★ *Boobala*—ABC PARAMOUNT 10302—The group is joined by a number of female voices for this Latin-tinged novelty tune. "Boobala" is the name the boy calls his girl. (Tri-Trojan, BMI) (2:00)

★★★★ *This World We Live In*—The four rockers get a sensitive job on this fine ballad. Side moves strong easily on good rhythm and string performance. (Leeds, ASCAP) (2:48)

**RANDY ROBBS**  
★★★★ *Footstep Pop Baby*—APT 25059—Medium tempo swinger on this side shows off the boy's voice in good style. Catchy rhythm figure and fem chorus embellish the backing. (Famco, BMI) (2:10)

★★★★ *Blam of Love*—The singer does a fine rockballad here with much feeling. Vocal chorus and combo assist. (Giant, BMI) (2:15)

**JACK MELICK AND THE GAMMERS**  
★★★★ *See You in CARLTON 546*—Strong guitar affair and good piano are the highlights of this unusual instrumental side. (Meridian, ASCAP) (2:15)

★★★★ *Hokey Toot Train*—The fine old standard gets a thorough going over from the boys and the instrumental group. (Shapiro-Bernstein, ASCAP) (2:18)

**BILLY WAYNE COMBO**  
★★★★ *Dooley Swings*—CHRISTY 61150—Here's "Tom Dooley," back in a pleasing rock instrumental version with the horns featured. Listenable and terple. (Meridian, ASCAP) (1:59)

★★★★ *Nite Train to Wabash*—A medium rock' n' blues by the group. Twin horns are featured in the instrumental. (Meridian, ASCAP) (2:10)

**THE CATERPILLARS**  
★★★★ *The Dead End*—COLUMBIA 4192—A wild side, in which a high, shrieking note lingers into the title words repeatedly, over the slow, instrumental backup. Side also features stirring, sliding horns. Good beat and effective group to create some interest. (GEM, ASCAP) (2:14)

★★★★ *Come*—Another instrumental with a strong rock flavor. The group has one it a slow, slightly Latinized tempo and it's also listenable. (Odin, ASCAP) (1:52)

**SWEETFA JOHNSON**  
★★★★ *The Candelabra*—LIBERTY 5513—The traditional tune has Johnson swinging away on this side. The group blend him does a powerful rocking job and the vocal chorus sweeps and dips in the background. (Central, BMI) (2:40)

★★★★ *How Come My Dog Don't Growl at You*—Meridian 1954—The hard hitting job on his highly r.& b. flavored vocal work gets a fine jumping group embellish the background. (Central, BMI) (2:40)

**EDDIE HEYWOOD**  
★★★★ *Valve*—MERCURY 17181—Nice easy-rocking tune by Eddie Heywood backed by the big oak, has blues feeling throughout. (Meridian, BMI) (2:02)

★★★★ *Mountains on the Moon*—Blitty unusual instrumental side from pianist Heywood here. Little r.& b. piece, musical melody against Latin-infused rhythm with Eastern overtones. (Meridian, BMI) (2:14)

**THE PARLOLE TABLE TOPPERS**  
★★★★ *Blow*—MGM 1300—Hard swinging is the keynote to this

side. Powerful country type vocal by an unnamed soloist sets the funny story of the alcoholic beverage. (3:22)

★★★★ *My Wild Irish Rose Rock*—At the time implies, this is an instrumental version of the well-known Irish-American old. Good organ and tenor sax bits make it go. (Burden, BMI) (2:16)

**LORENZO AND THE FOUR STARS**  
★★★★ *First Time*—FIVE-KAPP 281—Attractive new ballad in song tenderly care of the well-known Irish-American old. Good arrangement. It's got a strong r.& b. feel. (Shelton, BMI) (2:16)

★★★★ *A Man*—Lorenzo sets his tale of a man in a large, bold, beat over simple backing by the oak and chorus. A side that has the big sound and could get many spots. (Shelton, BMI) (2:52)

**BOB CREWE**  
★★★★ *Swingin' Family Tree*—ABC PARAMOUNT 10204—Happy hum of novelty material about an old-fashioned instrumental in its feet. Crewe's strong performance from Bob Crewe's voice next appears by the comedy. (Good, BMI) (2:00)

★★★★ *La La Loretta*—Unusual material about a woman who is a singer. Side aided by folkish and bluesy support from the rhythm combo, plus double voice tracks, which could get spots. (Coley, ASCAP) (3:11)

**DO COLE**  
★★★★ *Free Flight*—CORÉ 548—Deerptoned guitar solo work highlights an effective westerly flavored instrumental theme. (Roulette, BMI) (1:50)

★★★★ *Squad Car*—Unusual guitar solo is highlighted on this interesting instrumental side. Interesting delay effect. (Desert Palms, BMI) (2:12)

**JERRY DAVIS**  
★★★★ *So Broken Up* - RAMCO 1704—Heartfelt chancing by Davis on a plaintive rockballad. Sound is good here. (Roulette, BMI) (2:59)

★★★★ *I Sold My Heart to the Junk Man*—The fine old Leon Rene tune is sung with feeling by Henry Curtis by Davis. (Milk, ASCAP) (2:15)

**DON LANG AND HIS FRANTIC FIVE**  
★★★★ *Time Machine*—KING 541—The recent rock and roll novelty hit is handled a sprightly reading by Lang and the group. (2:24)

★★★★ *Don't Open That Door*—Bouncy rhythm disc is accented a good handstand vocal treatment by Lang and group. (2:11)

**BOB KAMES**  
★★★★ *Colored Roger March* - KING 5480—Bob Kames and his instrumental group of Mitch Miller's big hit. Spinable. (Boony-Hawkes, ASCAP) (2:00)

★★★★ *Want You*—Sensitively styled organ solo is spotlighted on a ballad with mildly r.& b.-style tempo. (A-I, ASCAP) (2:45)

**GARY HAINES AND THE FIVE SEQUIN**  
★★★★ *The Top Flip*—KAPP 383—Amazing novelty-rocker is handled a persuasive delivery by Haines by the group. (Meridian, BMI) (2:20)

★★★★ *Another Girl*—Lily You—Festive vocal by Lily You—Festive vocal by Lily You—Festive vocal by Lily You. (Kroyder, BMI) (2:23)

**JOHNNY MADARA**  
★★★★ *Good Golly Miss Good*—BANDHOOP 548—Johnny Madara's vocal is back with Madara adding both his vocal parts against the background of the instrumental. (Meridian, BMI) (2:10)

★★★★ *I Know, I Know*—A Latin rhythm rock effort comes off for okay results. (Jaco & Mured, BMI) (2:04)

**CLEVELAND CROCHET**  
★★★★ *Howl Dog*—LIBERTY - GOLDMANN 1114—The blues get a nice reading from Cleveland Crochet. (Meridian, BMI) (2:00)

★★★★ *Sweet Thing*—The blues take up the tempo with a nice, steady, steady, steady members, the Sugar Bess, answer the plaintive call. (Tex, BMI) (2:27)

**THE ARKADES**  
★★★★ *The A. E.*—JULIA 1100—This instrumental group comes across with a hand-dancing organ here. Good guitar and tenor sax. (GEM, BMI) (2:00)

★★★★ *Our Love*—Unfamed vocalist is spotted on this side. Flip is better. (Tex, BMI) (2:00)

**FEARY TUNE**  
★★★★ *Just What 'Til I Get You Alone*—WARWICK 637—Tenor singer in his talky instrument on this side. (Meridian, BMI) (2:00)

★★★★ *Blow*—MGM 1300—Hard swinging is the keynote to this

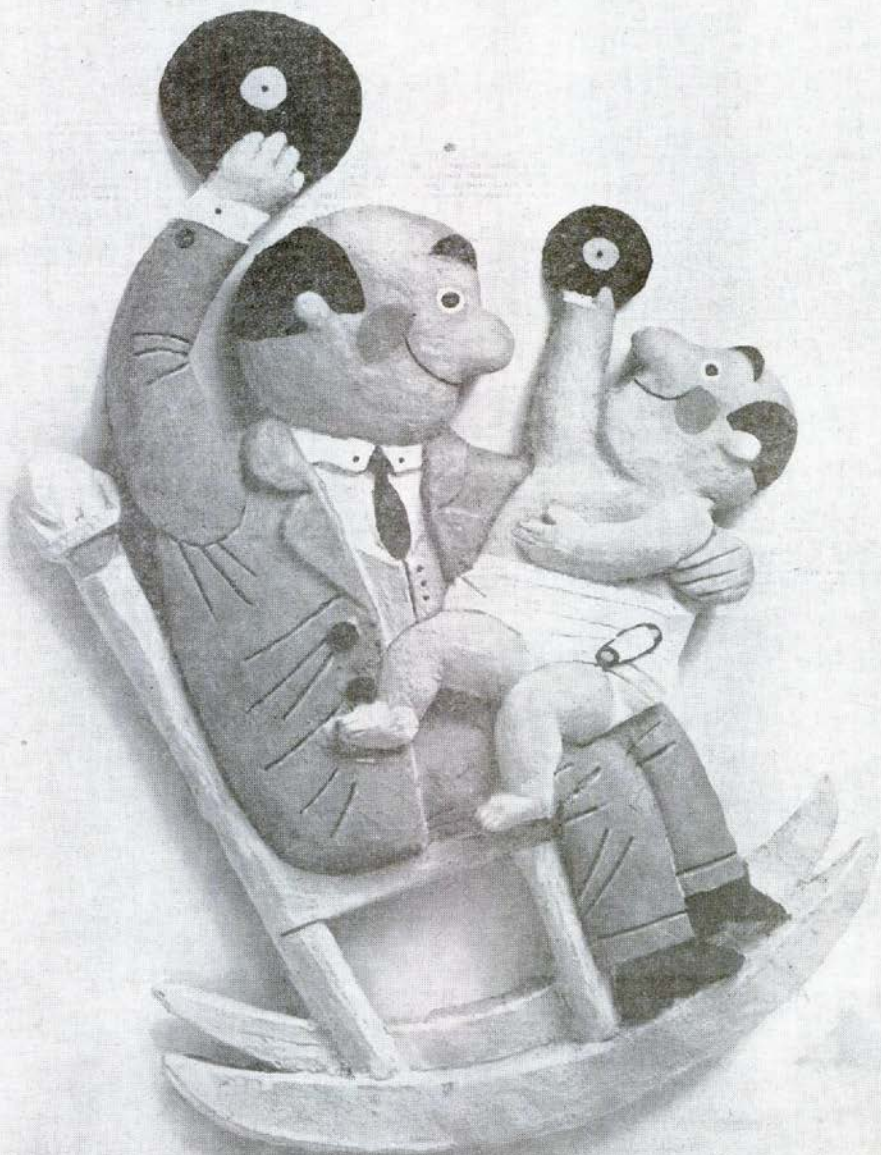
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# Reviews and Ratings of New Records

Continued from page 32

Latin-touched rhythm backing does a good job. (Acuff-Rose, BMI)

★ ★ ★ **Orchids Mean Country**—The wryly sentiment on this tune is spoken more than sung by Teen. Organ and combo make up the backing. (Acuff-Rose, BMI)

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Write: ALEGRE RECORDING CORP.,  
352 Westchester Ave., Bronx 59, N.Y.,  
BA 9-4659

**BRADY AND GRADY SNEED**  
★ ★ ★ **Little Bitty Heart—DOLTON 31**—The lady boss on the label with 40 Everly Bros.-style performance of an attractive tune that could pull some coins if exposed. Leads have a good sound in spite of its imitative qualities. (Aldon, BMI) (2:05)

★ ★ ★ **Leavin' It All Up to You—Brady and Grady Sneed** are a duo on the Everly Brothers pattern, with a slight touch of rock and roll. They show off their playful style here in a rare foray on this rockabilly. (Ventic, BMI) (2:12)

**RONNIE SAXON**  
★ ★ ★ **Turnin' to You—CORAL 62129**—Ronnie Saxon, a lad with a style reminiscent on the order of the old Bobby Darin, tells this semi-rock n' roll with good support from the oboe and cello. Worth a spin. (Tapp, BMI) (2:06)

★ ★ ★ **Dream Book—His dream book** tells him what his tears mean and he tells his girl that his dream means she is coming back to him. Idea is core, and the character tells the story simply. (Aim, BMI) (2:10)

**CINDY AND LINDY**  
★ ★ ★ **Matinee—CORAL 62128**—Tender performance from the duo and this could get spins from juke with off-beat programming apts. (Chappell, ASCAP) (2:45)

★ ★ ★ **Have Some Popcorn—Cindy and Lindy** go to a drive-in movie and enjoy themselves with popcorn, etc., according to this talking effort, in which they tell about

holding hands over listenable backing. (Heck Rein, BMI) (1:55)

**NINO AND THE BEB TIDES**  
★ ★ ★ **Somday—MARCO 105**—Heartfelt reading by lead singer and group on emotional rockabilly. (Monument, BMI) (2:18)  
★ ★ ★ **Little Nibs Blues**—Same comment. (BMI) (2:06)

**SANDRA DALY**  
★ ★ ★ **Ohw La La—T. J. 101**—Showmanly flourish by and on bluesy theme. (Angel, BMI) (2:45)

★ ★ ★ **My Only Cure Is You—Same comment.** (Angel, BMI) (2:10)

**CAISAR AND THE ROMANS**  
★ ★ ★ **Those Oldies But Goodies (Remind Me of You)—DEL FJ 4158**—Lead sings with feeling on interesting r.&B. theme with topical lyric. (Meravilla, BMI)

★ ★ ★ **She Don't Wanna Dance—Infectious** rhythm ditty is sung with verve and catchy theme. (Meravilla, BMI)

**BUFFALO REBELS**  
★ ★ ★ **Theme From the Rebel—MARLEE 6096**—Folky TV theme is handed catchy guitar solo treatment. (2:23)  
★ ★ ★ **Anyways You Want Me—Hanging** guitar solo work on pretty r.&B. theme. Side could get spins. (Rou-Jungnickel, ASCAP) (2:30)

**ROBIN WILSON**  
★ ★ ★ **Louisiana Man—MONUMENT 410**—Vital vocalizing by Wilson on bright guitar solo treatment. (2:23)  
(Acuff-Rose, BMI) (2:41)

★ ★ ★ **Yessie—Wilson** sings with heart and sincerity on country-flavored tune. (Target, BMI) (2:20)

**REBOY FACE**  
★ ★ ★ **Cross Your Heart (With Love)—ROBBIE 111**—Relaxed warbling by Face on pleasant, country theme. The former Pittsburgh Pirates' pitcher should pull considerable deejay play. (Glowe-Lee, ASCAP) (2:18)

★ ★ ★ **Bells, Bells—Same comment.** (MaryJo, ASCAP) (2:17)

**HAROLD ATKINS**  
★ ★ ★ **Te Ni Nocha Ni—APT 21058**—Enthusiastic rendition by Atkins on catchy rhythm-novelty with nice market appeal. (Famco, BMI) (2:30)

★ ★ ★ **Please, Please—Atkins** wails with heart and feeling on plaintive blues. (Ari, BMI) (2:24)

**KATHIE DEE**  
★ ★ ★ **Trail of Tears—B-W 611-32**—Pretty play by catary on attractive country singer. Dual market wax. (B-W, BMI) (2:14)

★ ★ ★ **The Ways of a Heart—Heartfelt** thoughts sing on plaintive country tune. (B-W, BMI) (2:40)

**LANZ MILES**  
★ ★ ★ **Dollar Sign—SMILE 311**—Amusing r.&B. novelty is accorded good honored vocal stint. (E-Lima, BMI) (1:40)

★ ★ ★ **That Fly Belongs to Me—Shower-**manly warbling by Miles on okay novelty ditty. (E-Lima, BMI) (2:02)

**THE STARFIRE**  
★ ★ ★ **Bill's Blues—PAMA 117**—The tune which grabbed some attention about five years ago on the Chess label, receives a new, riveting reading by the rock here, aided by a vocal chorus background. Side could get juke coins, aided by its wild guitar figures. (Ari, BMI) (1:43)

★ ★ ★ **Charlene Caboose—Here's** another driving rocker, this one with a train rhythm sound and a horn rather than a guitar lead. It moves and it, too, could get juke action. (Rodeff, BMI) (2:00)

**HERB HARDESTY ORK**  
★ ★ ★ **Heatin' and Blowin'—FEDERAL 2101**—Enthusiastic rhythm instrumental with strong six solo work and fine rocking tempo. Side could grab juke coin. (Ellitol, ASCAP) (2:30)

★ ★ ★ **69 Mothers Place—Same Comment** (Ellitol, ASCAP) (2:22)

**GEORGE GREELY**  
★ ★ ★ **Anniversary Song—WARNER** BROS. 5210—First-rate performance of the standard with a slight Latin beat infused to it. Chorus and cello and the bright beat make it a disk to watch. (Shapiro Records, ASCAP) (2:22)

★ ★ ★ **Unchained Melody—George** Greely plays the evergreen smartly here with his piano work finely supported by chorus arrangements. Many spins and much exposure for this record. (Frank, ASCAP) (2:45)

## BILLBOARD MUSIC WEEK

# HOT C&W SIDES

FOR WEEK ENDING APRIL 9

TITLE, Artist, Company, Record No.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLES, Artist, Company, Record No.	WEEKS ON CHART																								
						1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
1	1	1	1	DON'T WORRY (LIKE ALL THE OTHER TIMES) Marly Robbins, Columbia 41922	9																								
2	2	2	3	FOOLIN' AROUND, Buck Owens, Capitol 4495	10																								
3	3	4	4	WINDOW UP ABOVE, George Jones, Mercury 71700	22																								
4	4	4	2	ON THE WINGS OF A DOVE, Ferlin Husky, Capitol 4406	31																								
5	6	7	6	I'LL JUST HAVE ANOTHER CUP OF COFFEE, Claude Gray, Mercury 71732	7																								
6	5	5	8	LET FORGIVENESS IN, Webb Pierce, Decca 31197	7																								
7	8	9	10	ODDS & ENDS, Warren Smith, Liberty 55302	7																								
8	14	30	—	HELLO WALLS, Ray Young, Capitol 4533	3																								
9	13	25	—	HEART OVER MIND, Ray Price, Columbia 41947	3																								
10	7	6	5	I MISSED ME, Jim Reeves, RCA Victor 7800	23																								
11	11	15	15	LOUISIANA MAN, Rusty & Doug, Hickory 1137	8																								
12	10	13	19	YOUR OLD LOVE LETTERS, Porter Wagoner, RCA Victor 7827	5																								
13	18	23	17	THREE HEARTS IN A TANGLE, Roy Drusky, Decca 31193	4																								
14	23	—	—	THE BLIZZARD, Jim Reeves, RCA Victor 7855	2																								
15	9	8	9	LOVING YOU, Bob Gullion, Hickory 1130	19																								
16	12	10	11	I'D RATHER LOAN YOU OUT, Roy Drusky, Decca 31193	7																								
17	16	14	14	KISSING MY PELLOW, Roy Maddox, Capitol 4487	8																								
18	17	17	25	I LOVE YOU BEST OF ALL, Louvin Brothers, Capitol 4506	4																								
19	21	21	30	THE OTHER CHEEK, Kilty Wells, Decca 31192	5																								
20	19	14	12	I THINK I KNOW, Marion Worth, Columbia 41799	21																								
21	25	—	—	THE TWENTY-FOURTH HOUR, Ray Price, Columbia 41947	2																								
22	20	12	7	WORTH TO ALASKA, Johnny Horton, Columbia 41782	21																								
23	24	22	23	WHAT ABOUT ME, Don Gibson, RCA Victor 7841	4																								
24	22	19	16	OH, LONESOME ME, Johnny Cash, Sun 355	9																								
25	—	—	—	I FALL TO PIECES, Patsy Cline, Decca 31205	1																								
26	—	—	—	CRAZY BULLFROG, Lewis Pullif, Decca 31201	1																								
27	—	—	—	GREENER PASTURES, Stonewall Jackson, Columbia 41932	2																								
28	—	—	—	LOVELYVILLE, Ray Sanders, Liberty 55304	1																								
29	—	—	—	PLEASE, MR. KENNEDY, Jim Nesbet and Lasses Topper, Country Jubilee 549	1																								
30	30	—	—	MY LAST DATE WITH YOU, Skeeter Davis, RCA Victor 7825	13																								

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KING 5491

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44	50 64 82	LET'S GO AGAIN (WHERE WE WENT LAST NIGHT)	Frank Ballard and the Midlanders, King 5489
45	68 81	HIDEAWAY	Freddy King, Federal 12481
59	61 71 80	HONKY TONK, PART II	Bill Doggett, King 5444
59	72 79 94	BEWILDERED	James Brown, King 5442
73	93	VERY THOUGHT OF YOU	Little Willie John, King 5459

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A MONEY -IN-THE-BANK- HIT!

## Rusty & Doug LOUISIANA MAN

HICKORY #1137



**RALPH ADAMO**  
 \*\*\* God and I—MERLE 1001—Rich chanting by Adamo on reverent theme with inspirational-lyric. (LaPalme, BMI) (2:45)  
 \*\*\* So In Love—The great Cole Porter standard is sung with virile effectiveness. (Chappell, ASCAP) (3:20)

**FRED HOUSTON**  
 \*\*\* Nightmares—MERLE 1001—Folkie nicely by lad and fem chorus. (Aldon, BMI) (2:15)  
 \*\*\* Lantinas—Fragrant-flavored by Houston on moving country-vaudeville theme. Both sides have appeal. (Comnar-Backwoods, BMI) (2:27)

**RUSSELL BYRD**  
 \*\*\* You'd Better—WAND 107—"Come Home Right Now, Honey" abouts the chanter here aided by unusual string and calypso rhythm. Record is unique enough to get spins. (Ludie-Kussner, BMI) (2:30)  
 \*\*\* Let's Tell Him All About It—A calypso tune that deals with romantic theme is sung here with a lack of spirit by the chanter aided by unusual string support. (Ludie, BMI) (1:54)

**THE VICKEROYS**  
 \*\*\* Dreamy Eyes—ORIGINAL SOUND 15—The Vickers sing this rock and roll effort in a bit back in 1957, with occasional feeling, topped by a pleasant lead singer, with the combo backing featuring a piano playing triplet. (Carnas, ASCAP) (2:00)  
 \*\*\* Bull 'n' Chasin—A rhythmic item is sung in nice fashion by the boys but the song goes nowhere. (Drove-In, BMI) (2:05)

**THE REVELS**  
 \*\*\* Oh How I Love You—PALETTE 5075—The Revels bore on the label with a bright, and rhythmic reading of an up-tempo rocker supported by a routine ckt arrangement. (Compton-Cavers, ASCAP) (2:07)  
 \*\*\* I Met My Lost Love—Lad's try hard on this holiday effort, but they can't overcome the arrangement. (Compton-Cavers, ASCAP) (2:23)

**GARY CROSBY**  
 \*\*\* Baby, Won't You Please Come Home—WANNER BROS. 5208—Gary Crosby makes like Bobby Darin here, but

he lacks the enthusiasm that Darin gives a tune. It's a good outing for the chanter and the ckt support is smooth. On the second chorus the tempo picks up. (Pickwick, ASCAP) (2:25)  
 \*\*\* You're Nobody 'Til Somebody Loves You—Same comment. (Southern, ASCAP) (2:36)

**BLUE NOTES**  
 \*\*\* Blue Star—20TH CENTURY 1215—Expressive reading by lead warbler on mooring rockballad. (Victor Young, ASCAP)  
 \*\*\* Fucker You Lies—Okay vocal staid by lead on catchy r.a.r. ditty. (Curtin & Neider, BMI)

**RAY GREFF**  
 \*\*\* I Would If I Could—RAY 100—Fervent chanting by Greff on okay r.a.r. item. (Duo, BMI)  
 \*\*\* The Racing Klap—Nice reading on fast-moving novelty with teen-styled lyrics. (Duo, BMI)

**MATY'S BROS.**  
 \*\*\* Meant To Be—PALACE 103—Bright vocal by duo on bouncy r.a.r. ditty. Team has a chance for coins. (Palace, BMI) (2:23)  
 \*\*\* Gold Will Wait—Okay reading on catchy novelty tune. (Malvern, ASCAP) (2:12)

**GUY DADDY COOL DARRALL**  
 \*\*\* You I Got to Know—DEE 102—Strong vocal performance by Darrall and fem chorus on blower theme. Merits exposure. (Dino, BMI) (2:12)  
 \*\*\* Dynamite—Fast-moving rocker is sung with verve by Darrall and fem group. (Dino, BMI) (2:10)

**SUZANNE**  
 \*\*\* You May Never Know—LIBERTY 5513—Suzanne, a lass with a folk-country flavor, handles this novelty version in an usual fashion supported by backing with a wild beat by the ckt. A kookie disk. (Blue Grass-Big M, BMI) (1:59)  
 \*\*\* Unchained But Unforgotten—Lass turns her unusual soprano on this rather wordy weeper to assen results. She is in the tradition of the current crop of high-voiced fem vocalists. (Blue Grass-Big M, BMI) (2:20)

**\*\*\* MODERATE SALES POTENTIAL**  
**JAZZ**  
 THE LAYALTIERS  
 \*\*\* Cool Down—DECORA AMPHORA 1002—Tasteful vibes solo staid on an attractive instrumental theme. Spinable was for Jazz Jocks. (Amphora, BMI) (2:00)  
 \*\*\* Clip Time—Pleasant vibes solo work on catchy instrumental side. (Amphora, BMI) (2:12)

**\*\*\* MODERATE SALES POTENTIAL**  
**COUNTRY & WESTERN**  
**JIMMY WORK**  
 \*\*\* I Dreamed Last Night—ALL 501—Effective multi-track vocalizing by Work on plaintive weeper. Merits spins. (Work, BMI) (2:09)  
 \*\*\* I Never Thought I Have the Blues—Same comment. (Work, BMI) (2:15)

**\*\*\* STRONG SALES POTENTIAL**  
**RHYTHM & BLUES**  
**HANK MARR**  
 \*\*\* Travels' Heavy—FEDERAL 12413—Hank Marr and the combo swing on this bright rocker smoozy with the horns wailing away in the lead and the organ backing them smartly. Vibe with a chance for a lot of lake coins. Good item for set dancing. (Averno, BMI) (2:37)  
 \*\*\* Madam Vodka—Here's an invigorating, insinuating side with a touch of the below-the-border flavor. It rocks via the horn work and the organ is punching. (V). Two solid instrumentals. (Lok, BMI) (3:00)

**THE CASINOS**  
 \*\*\* I Like It Like That—ALTO 2002—The boys turn in a bright and spirited performance on the exciting rock and roll evergreen, handling a wild reading aided by backing that moves. Side could catch on if exposed, in both r.a.b. and pop markets. (Res, BMI) (1:57)

\*\*\* Baby Don't Do It—The Casinos sell this ditty with a lot of enthusiasm over a pounding beat by the combo. Tune is the same one that was a hit back in the mid-60s by the Five Royales, and it has a chance. (Walt R. Res, BMI) (2:38)

**\*\*\* MODERATE SALES POTENTIAL**  
**RHYTHM & BLUES**  
**LARRY BRIDSON**  
 \*\*\* Continental Walk—HOME OF THE BLUES 231—A new dance is explained by Bridson on this blues effort. "Narcissus" to say, it's not the old "Continental" he's talking about. The side moves well and it could grab spins. (Hara, BMI) (2:55)  
 \*\*\* Little School Child—Blissful charts (in rhythm number with considerable feeling. Message is situated to teens and the beat is steady for dancing. (Kovatin, BMI) (2:07)

**H-BOMB FERGUSON**  
 \*\*\* Mary Little Mary—FEDERAL 12411—A blues in medium beat rhythm. Chanter reads with the gal to be his steady. Pair sound. (Loa, BMI) (2:30)  
 \*\*\* I'm So Lonely—Ferguson delivers a weeper in the traditional r.a.b. vein. The chanter has an okay sound but the material is a bit on the ordinary side. (Vivio, BMI) (2:23)

**THE EBONAIRES**  
 \*\*\* Somewhere in My Heart—LENA 1001—A slow and gliding ballad chart by the lead is featured in front of the slow, triplet rhythm. Side lacks a fresh sound. (Hara, BMI)  
 \*\*\* Love Call—Another slow ballad by the group, with a high pitched lead here contrasting with the deep toned inflections of another member of the group. (Hara, BMI)

**SONNY FULTON**  
 \*\*\* Locked Up—BIG DADDY 6751-12—Fulton sings this medium beat blues with a lot of spirit. It's a sad story of a fight with the chick and the subsequent windup in the clinic. Good rhythm and horn work. (Gold, BMI) (2:37)  
 \*\*\* Try, Try, Try—A slow ballad done to triplet rhythm in the piano. (Gold, BMI) (2:34)

**WEE WILLIE WAYNE**  
 \*\*\* I Got to Be Careful—IMPERIAL 5737—Wayne has a Deep South style on this slow-moving blues. Horns and guitar lend an adequate accompaniment. (Travis, BMI) (3:00)  
 (Continued on page 36)

Big New Single!  
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ALL THE LEADING TRADE PUBLICATIONS PICK  
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**"SPARKLE AND SHINE"**

Record No. 4534





# Benny Joy

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Good #102

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and

### 'SEVEN DAYS'

Duke 335

### Al "TNT" Braggs

## 'I DON'T THINK I CAN MAKE IT'

and

### 'AN ANGEL (YOU BELONG TO ME)'

Pennock 1699

### Jimmy Wilson

## 'EASY, EASY BABY'

and

### 'MY HEART CRIES OUT FOR YOU'

Duke 331

## PHONOGRAPH RECORDS

### WHY PAY MORE?

45 rpm. Ast. label, Merc. Rec., MGA, Chan, ABC, UA, \$10 per C, \$95 per M. Extended Play, Assorted, \$25 per C, \$225 per M. RCA, Dec., MGA, \$10 per C, \$95 per M. Long Playing \$1.00 (45 rpm), \$1.50 (33 rpm), \$2.00 (33 rpm), \$1.10 (45 rpm), \$1.00 per C, \$100 per M. Long Playing \$1.00 (45 rpm), \$1.50 (33 rpm), \$2.00 (33 rpm), \$1.10 (45 rpm), \$1.00 per C, \$100 per M. Pre-Packs: 45's, 33's, 25's, 20's, 15's, 10's, 5's, containing labels such as: Merc., Dec., MGA, RCA.

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### Up on Every Chart

## "TRUST IN ME"

by **ETTA JAMES**

Argo #5385

## Reviews and Ratings of New Records

### Continued from page 35

★ **Woman-In Tired**—Here's another slow tempo blues, in much the style of the flip. Okay performance on mediocre material. (Tracks, BGM) (2:35)

JEANETTE (BABY) WASHINGTON  
★★★ **Nobody Cares (About Me)**—NEPTUNE 122—Slow rockabilly gets a searching performance from Baby. The supporting vocal group and combo perform adequately. (C. Shaw, BGM) (2:36)

### ★★ MODERATE SALES POTENTIAL

#### LATIN AMERICAN

RANDY CARLOS  
★★★ **Caracas (Pachanga)**—HESTA 116—The charging rhythm of the pachanga is bound to stir a little action for this side in Spanish-speaking areas. Group sings in that language and side has authentic sound. (2:17)

★★★ **MI Pachanga**—Same comment as above. (2:49)

#### POLKA

WILLY MELLOWTISCH  
★★★ **Schnaps-DOT 16232**—Another song that pays tribute to drink here, and Willy Mellowtisch sings it with verve supported with folk and choros. Both sides are sung in German. (G+Rex, BMD) (2:10)

★★★ **Ich Hal' Mich an Der Decke Feil**—The German chanter sells this happy waltz effort with feeling over lining support by the orchestra and chorus. A side worth a lot of spins by jacks and it could get juke coins. (G+Rex, BMD) (2:22)

#### SACRED

THE SOUTHERNERS  
★★★ **The Rock—PAC 1017**—Here's a good sacred effort that has the real same meaning sound. The group gets it plenty of feeling. (Cap-Lick, BMD) (2:49)

★★★ **Proven Hope**—This mixed group turns out a pretty and modish sacred song with piano and rhythm accompaniment. (Cap-Lick, BMD) (2:59)

#### SPIRITUAL

GEORGIA LOUIS  
★★★ **Walk With Me, Lord—SPIRITUAL 102**—Georgia Louis shows off a fine set of pipes as well as deep sincerity on this attractive spiritual. Item aided by a rhythm combo. Side has a lot of feeling and much merit.

★★★ **Mother's Child**—This great spiritual is handled ably and yet femininely here by the church who has a lot of style.

GEORGIA LOUIS  
★★★ **His Eye Is on the Sparrow—SPIRITUAL 104**—Georgia Louis sings the familiar spiritual in a clear and resonant manner, aided gently by guitar accompaniment. Could interest gospel fans.

★ **Steal Away**—Same comment.

### LIMITED SALES POTENTIAL

#### POPULAR

JIMMY STARR  
★★ **I Ever Do — TH The Cowi Come Home. ESTATE 1001.**

BOBBY GREGORY and THE CARDINALS  
Previews One — Just Waiting. KIP 403.

VIC CARLO  
Adorable Dora — Mammy O' Mine. BROADWAY 124.

TOMMY GENOVA  
I Loved and Lost — I've Got That Feeling. WHITE 803/C 361.  
WINGY MANONE  
Ghost Riders in the Sky—The Round Square Riders. KGM 2700.

LOBI ELLEN  
I Don't Need a Year/Inquaint — One Two Three Ashby. HITONE 1007.

FRID-R COLE  
Hey Little Lover—Big Foot. LOIS 101.

PAULINE ROYALS  
Merrill's Frenz Boogie—L. Di Cha Chancy 1007.

JACKIE GATES  
Don't Give My Doo Awee — Little Leaguer Baseball Man. SKYWAY 124.

JIMMY THOMAS  
The a Strangler—Wanna Cry. B AND F 1249.

TAB SMITH  
Pickin' Up the Tab—Moonstone. B AND F 1248.

CHRISTIANE LUX  
It's Terrible—Time for Love. DC 908.

THE SEEN-TONES  
The Warmth of Your Hand in Mine—Rex Tons. DEB 122.

WILLY BONGONE  
Secret Love—Junk Yard. TAMMY 1012.

DAISY BANKS  
Sweet Georgia Brown—I Love to See the Freshet's Sun Go Down. BROADWAY 114.

DAISY BANKS  
There They Eyes—Gimale a Little Kiss. With Ray Hunt. BROADWAY 116.

DELORES ANDREWS  
Let's Have a Showdown—Sugar. BROADWAY 125.

COUNTRY AND WESTERN LIMITED POTENTIAL

PATCO HANKINS  
I'm A Soldier—God Threw Away the Pattern. SIMS 119.

DAVID O'CONNOR  
Thump-It-Up Thump-It-Up—Fourteen Hundred Train Drops. STARTIME 3017.

JEAN STANBURY  
You Can't Stay Single—Make Up Your Mind. STARTIME 3354.

DAISY BANKS  
Why Do You Torture Me?—There Must Be Somebody Else. ROADWAY 122.

EVERYBODY GETS IN THE ACT AT BIRD'S 305 CLUB  
Ronnie Draper and Hernal King. CAVALIER 627. 604.

THE LIMITED POTENTIALS...  
THE IRA SULLIVAN QUINTET  
THE BEAR 121. 402.

LOVE'S A TRAMP  
Gayle Andrews. Stereo-Craft 15.

MURIEL ANGELLES  
Strand SLS 1021; SL 1022. (Stereo A Monaural).

#### RHYTHM & BLUES

LOVNEE JOHNSON  
Memories of You — I'll Get Along Somehow. ELVISVILLE 817.

2 RECORD RECORDED 3-17 64

2 RECORD RECORDED POTENTIAL...  
THE CHAPELLEERS  
I'm Still in Love With You—Not Good Enough. BGM.

JOHNNY SARBER  
Baby It's Gotta Be Love—The Note That The Notes Are Restless Thought—I Still Believe in Love. FREDLO 602.

LENNY BODCO  
Sugar Girl—Reheals. DELSAY 901.

CAW LIMITED POTENTIAL...  
ALUM WAKEFIELD  
A Picture of the Bride—I Tugged Along. WALCO 743.

BILL RUSS  
My Life For You—Same Place, Same Time. LUNICE 1005.

DOUG LAVALLEE and JEAN MARIE  
With the Country All Stars  
I wonder Who—Have You Seen Suzie? SNOUX 2760.

REACH LIMITED POTENTIALS...  
LILLIE COBBS  
You're So Hard to Please—You Don't Love Me. HOMB OF THE BLUES 210.

JAN STARKS  
There's Always Be the Blues—Let Me Hear It From You. PICO 526.

SCOTT CROFTON  
We Two—May-My-Heb-My. BAND BOX 228.

#### COUNTRY & WESTERN

SAMMY MARSHALL and THE KEYNOTERS  
For Lonely Without You — I Should Have Listened to My Friends. STAR X 518.

VIC CARLO  
You've Gotta Be Sorry — Don't Cry, Little Girl. Don't Cry. BROADWAY 113.

#### POLKA

POLKA JAMBOREE  
Johnny Hoyer and His Music Makers. Jay Jay 1028.

SACRED LIMITED SALES POTENTIAL  
WHEN I STAND WITH GOD  
The Rebels Quartet. Skiffle SRLF 5977.

## BILLBOARD MUSIC WEEK

# HOT R&B SIDES

FOR WEEK ENDING APRIL 9

WEEK ON CHART

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	WEEK ON CHART
1	10	15	29	BLUE MOON, Marcels, Colpix 186..... 4
2	5	7	3	FOR MY BABY, Brook Benton, Mercury 71774..... 7
3	11	22	—	ONE MINT JULEP, Ray Charles, Impulse 200..... 3
4	3	4	4	ALL IN MY MIND, Maxine Brown, Nomar 102..... 11
5	1	3	5	I PITY THE FOOL, Bobby Bland, Duke 332..... 2
6	4	1	1	PONY TIME, Chubby Checker, Parkway 818..... 4
7	9	14	19	HIDEAWAY, Freddie King, Federal 12401..... 9
8	14	13	11	I DON'T WANT TO CRY, Chuck Jackson, Ward 105..... 8
9	6	5	6	WEE WEE LOOK AT HIS EYES, Celia Thomas, Atlantic 2086..... 9
10	13	11	8	YOU CAN HAVE HER, Roy Hamilton, Epic 9434..... 9
11	7	6	10	THINK TWICE, Brook Benton, Mercury 71774..... 7
12	16	17	18	FIND ANOTHER GIRL, Jerry Butler, Vee Jay 375..... 4
13	18	22	22	WATUSI, Vibrations, Checker 969..... 4
14	—	—	—	TRUST IN ME, Etta James, Argo 5385..... 1
15	2	2	12	DEDICATED TO THE ONE I LOVE, Shirlenes, Scepter 1203..... 6
16	—	—	—	DADDY'S HOME, Shep and the Limelites, Hull 740..... 1
17	8	9	21	REWARDERER, James Brown, King 5442..... 4
18	12	8	2	AT LAST, Etta James, Argo 4003..... 12
19	23	24	17	SPANISH HARBOR, Ben E. King, Atco 6185..... 11
20	26	—	—	OHKE UPON A TIME, Rochell and the Candies, Swingin' 623..... 2
21	15	16	16	APACHE, Jorgan Ingman, Atco 6184..... 6
22	28	—	—	SACK OF WOE, Ray Bryant, Columbia 41940..... 2
23	—	—	—	WONT BE LONG, Aretha Franklin, Columbia 41923..... 5
24	19	26	—	BYE BYE BABY, Mary Wells, Motown 1003..... 12
25	27	—	—	TEAR OF THE YEAR, Jackie Wilson, Brunswick 53201..... 7
26	30	25	1	BUT I DO, Clarence (Frogman) Henry, Argo 5378..... 4
27	20	10	9	WHAT A PRICE, Fats Domino, Imperial 5723..... 7
28	25	24	24	AINT THAT JUST LIKE A WOMAN, Fats Domino, Imperial 5723..... 7
29	—	—	—	MOTHER-IN-LAW, Ernie K. Doe, Mintl 623..... 1
30	—	—	—	THATS IT—DOT—ITM MOVIN' ON, Sam Cooke, RCA Victor 7853..... 1

### NEW SPOTLIGHT WINNER!

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

This Week	Last Week	Weeks on Chart
1. EXODUS (Chappel) .....	1	19
2. CALCUTTA (Pincus-Symphony House) .....	2	14
3. APACHE (Regent) .....	9	4
4. WHERE THE BOYS ARE (Aldon) .....	5	6
5. WHEELS (Dundee) .....	10	7
6. HEY, LOOK ME OVER (Morris) .....	3	10
7. ANGEL ON MY SHOULDER (Sherman-De Vorzon) ..	7	4
8. ASIA MINOR (Barbro) .....	15	2
9. NORTH TO ALASKA (Robbins) .....	4	15
10. THEME FROM THE APARTMENT (Mills) .....	8	37
11. WONDERLAND BY NIGHT (Roosevelt) .....	6	17
12. CALENDAR GIRL (Aldon) .....	11	9
13. LAST DATE (Acuff-Rose) .....	13	21
14. SECOND TIME AROUND (Miller) .....	12	5
15. MISTY (Octave) .....	—	41

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★ on the HOT 100!  
**"BUT I DO" by CLARENCE HENRY**  
 Argo #378

**The Cash Box** —April 1, 1961  
**Pick of the Week**  
**Newcomers**

In an effort to call O. I. attention to Pick records by "Newcomers" talents never before on the top 1000 the editorial staff of The Cash Box will list such records under this special heading.

"AN INVITATION" (2:50) [Village BMI—Prosen, Fontain]  
 "THE DANCIN' LADY" (2:40) [Village BMI—Prosen]  
**THE DREAM-TIMERS (Flippin' 107)**

Here's one that's right up the teeners alley. It's a striking ballad-with-a-beat romancer, tagged "An Invitation," that the Dream-Timers (with a stand out femme lead) put across with loads of feeling. Splendid ork support supplied by the Flippin' Teens crew. Pairing's a sock-rock remake of last year's noise-maker, "The Rockin' Lady." The kids are gonna dig this two-sider.

MARCH 27, 1961

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

Strangest sales potential of all records reviewed this week.

**THE DREAM TIMERS**

AN INVITATION (Village, BMD) (2:50)—**THE DANCIN' LADY** (Village, BMI) (2:40)—This new group, whose vocal style is in the quivering vein that the kids go for, could have a hit with this two-sided platter. Top side is a slow rockballad; flip is a driving rocker. Watch 'em both.

Flippin' 107

**THE SOLID SMASH THE INDUSTRY NEEDED...**

**"An Invitation" & "The Dancin' Lady"**  
 by **THE DREAM-TIMERS**  
 FLIPPIN' 107

**flippin' Records** 1650 BROADWAY NEW YORK, 19, N. Y. ROOM 908



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## NORSE NEWSNOTES

### 'Can Can' Show Hikes Sale of LP

By ESPEN ERIKSEN  
Editor, Vardens Gang  
Akersgaten 34, Oslo

Cole Porter's musical, "Can Can" was premiered in Oslo last week at the Colosseum Theater, the only one in Norway that can show the Todd-AO system. The LP record is subsequently becoming one of the fastest-selling on the market, but can't beat "South Pacific" (1) and "G.I. Blues" (2).

Elvis Presley, with two records on the Norwegian Hit Parade ("Wooden Heart" and "Are You Lonesome Tonight"), is still Norway's favorite artist, and last week his latest recording, "Surrender" was issued on the Norwegian market. It's expected that it will make rapid progress on the Norwegian charts.

The Norwegian vocal quartet, the Monn Keys (named after its founder, Egil Monn - Iversen), which has two LP records issued in the U. S., took over first place in the Norwegian Hit Parade this week with their rendition of the tune that was best-selling in Denmark last year: "Ah Marie Je Viil come Home to You). Sharing the first position with the Norwegian group is the Italian boy,

### Indie Firms Prep

• Continued from page 2

ready to start their own distribution have also taken a long look at the set-up that King has managed to use successfully over many years. When King was not nearly as hot as it is now, it made out on many records that sold scantily because it owned its distribution outlets. A company that owns its own distribution outlets has a much larger spread between its costs and the price to the dealer than the firm that sells its product to a distributor. In addition, with company-owned distribution outlets, returns are lower, and a company can keep its inventory under better control.

It is understood that the indies contemplating jointly owned distribution outlets are also thinking of hiring top men to handle the distributor set-ups for them. They are thinking of cutting the managers of the distributorships in on a piece of the business in order to provide a proper incentive.

If these four or five indie firms go ahead with their plans the first places that they will open distributorships in will be the dead towns, where sales are low and slow. They will not attempt to spread across the country quickly but to open one at a time. The first one could be started in the fall.

Naturally, with four or five indies arrayed together in one distributorship, all having two or more labels, the question might arise as to which firm has priority with their releases. But it is expected that they will try to work on their strongest records, and not to hype each other about the potential of their releases.

Robertino, with his record, "Romantica."

Lolita and her record, "Sailor," (Secmann) had to give up the first position in the Norwegian pop charts as compiled by the Capital newspaper, "VG" last week after riding on top nine weeks. Philips in Norway (Columbia in the U.S.A.) is selling big on the Roy Conniff records issued in Norway. Last week they issued "Rhapsody in Blue," "Someone to Watch Over Me" and "Cheek to Cheek" on two EP records, and together with a series of LP and EP records issued earlier, it seems like this "new sound" makes Roy Conniff one of the best-selling American artists in Norway.

The Billy Vaughn orchestra has been a smash on Dot in Norway the last couple of years, and "Sail Along Silvery Moon," "Morgen" and "Blue Hawaii" have been on top ("Sail Along") or runners-up on the Norwegian hit parade week after week.

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Warwick M-625

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Andy Stewart  
Warwick M-627

# RIK-Å-TIK

The Fireballs  
Warwick M-630

## NEW RELEASES!

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Matt Monro  
Warwick M-636

# BORN TO LOVE

Skip and the Echotones  
Warwick M-634

# SOMEDAY

Ted Taylor  
Warwick M-628

# CHEYENNE

Don Bach  
Warwick M-632

# TODAY

The Eternals  
Warwick M-611



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## Milwaukee

• Continued from page 3

manufacturer levels. The local Sears' outlets, however, have been offering sale LP's at two for \$5.

Barbara Byron, the Coach Light Store buyer, claims non-sales goods have dipped during the special LP drive. But total volume is showing a sharp boost. The main action is from Broadway show tunes, Exodus and Sinatra albums, she claims.

Some impact was lost, claims Duane Wright, of Active TV store, because his store held its own clearance sale just prior to the special LP promotion. Confusion also exists among consumers he claims, because only three labels are involved in a special price set-up. But the sale has lured new traffic to his store.

Al Hartel, Midwest Radio store, also reports good results from both sale and non-sale LP merchandise. Main benefit? "New customers coming into the store to check the sale goods," he says.

## UA Makes Switch

• Continued from page 1

requirements were met in full, "running considerably above expectations." The contracts, all long term deals, are effective April 15.

Talmadge pointed out that the EMI contract is particularly notable since it marks the first time in about five years that EMI has agreed to this type (logo) of firm identification for labels it handles abroad. However, the policy apparently doesn't apply to all EMI firms, since Pathe Marconi, EMI's French-affiliated label, was dropped by UA because it refused to go along with the logo identification plan.

UA will continue to insist on logo identification in all foreign countries, said Talmadge, who returned here from Europe last week. In line with this, Sidney Shemel, UA's foreign operations director (who accompanied Talmadge on his trip) remained abroad to complete similar contractual arrangements for UA in Switzerland, the Scandinavian countries, Holland, Australia and New Zealand. "In each of the current negotiations," said Talmadge, "We will continue to insist upon our own logo identification."

UA Records, is currently represented on Britain's best-selling record charts on British Decca's London label with Ferrante and Teicher's "Exodus," No. 7 last week. Other U. S. disks now on the English chart also on British Decca's London label last week were the Ramrods' "Riders in the Sky," Bobby Darin's "Lazy River," the String-A-Longs' "Wheels" and Johnny and the Hurricanes' "Ja-Da."

## FTC to Dismiss

• Continued from page 2

the height of the payola probes, he withdrew.

The motion to dismiss the complaint notes that since the complaint was issued, Section 317 of the Communications Act has been amended so that record companies can send free records to radio and TV stations. According to Columbia general attorney Harvey Schein, this indicates that the reason for the complaint against the Columbia Sales Corporation was due to its sending records to stations.

Columbia has long maintained that it has never been involved in any form of payola. Spokesmen for the firm say that its record sales were hurt because it never did give gratuities to jockeys, back in the years when payola was rampant. The motion to dismiss the complaint indicates that it will shortly be withdrawn.

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## Storer Institutes Air Standards Department

MIAMI — The Storer Broadcasting Company has established a Department of Broadcast Standards, designed to help Storer station personnel "cope more efficiently with the multitude of standards and complex regulatory considerations facing the broadcasting industry today."

The plan, which will serve both Storer's radio and TV divisions, is an outgrowth of Storer's Quality Control Department. This was set up about a year ago as a way of keeping a constant check on music played on each Storer station and maintaining a uniformity of rule and FCC code interpretation.

The new project will be under the direction of Ewald Kockritz, heretofore Storer's vice-president and national program director for TV. Kockritz' new title is director of broadcast standards. He reports directly to Storer's executive vice-president for operations, Stanton P. Kettler.

## WERE Signs 5 New Jocks In Big Switch

CLEVELAND — Station WERE here has had practically a complete turnover in deejays during the last couple of weeks, starting with veteran disk jockey Bill Randle's announcement March 17 that he was quitting the air to become a program and promotion consultant for the outlet.

Last week five new disk spinners joined WERE, replacing Phil McLean, Carl Reese and Bob Foster. The new jocks and their time periods are Arch Yancey, ex-KNUZ, Houston (6:15-10 a.m.); Johnny McKinney, ex-KQV, Pittsburgh (10 a.m.-2 p.m.); Jerry Miller, ex-KONO, San Antonio (2-6 p.m.); and Mike March, ex-WIZE, Springfield, Ohio (6-10 p.m.).

Dick Blanchard, ex-WTAE-TV, Pittsburgh is "temporarily filling in the 10 p.m. to midnight spot." Sole survivor of the exodus is all-night man Jeff Baxter, who joined WERE two years ago. Randle, who said he could have stayed on the air, if he wanted to settle for being a "teen-age disk jockey," has a contract with WERE which runs to 1967. "But I am primarily a teacher, student and creator of albums," he said. "As a consultant I know many things that can help the station."

Randle has been teaching at Fenn College since September and

## GOSPEL 'SING ALONG' ON AIR

NEW YORK — Station WRLL here is adapting the "Sing Along" programming idea for a new religious music show. Tagged "Gospel Sing Along," the program debuts this week from 10 to 10:30 a.m. with gospel organizer-director Herman Stevens as host.

Stevens will play and sing familiar hymns and gospels, reading the lyrics before asking listeners to join in on the singing. Dialers will be urged to write in and request favorite hymns and gospels that they would like to "sing along" with Stevens.

As outlined by Kettler, Storer's Department of Broadcasting Standards will consolidate matters relating to program provisions of the FCC rules and the Storer program manual. It will operate Quality Control and will review such matters as Storer's surveys of community needs and program interests in each market.

The Storer stations include WBRK and WBBK-TV, Detroit; WJWB and WJWB-TV, Cleveland; WSPD and WSPD-TV, Toledo, Ohio; WITI-TV, Milwaukee; WAGA-TV, Atlanta; WIBC, Philadelphia; WGBS, Miami; WYVA, Wheeling, W. Va.; KGBS, Los Angeles. Storer also has an application pending before the FCC to purchase WINS, New York.

## WINS Seeks Tabs on Public Listening Taste

NEW YORK — Station WINS here is literally making the listening problems to the people. In an effort to pin-point the musical tastes of its listeners "before the fact," the outlet has set up "The WINS Listening Post," whereby new records are auditioned daily for dialers in their own neighborhoods.

The sessions are held in community centers, settlement houses, etc. with an average listening time of 500 per session chalked up

## JOCKEYS SPOOF 'BIG 50' LIST

PORTLAND, Me. — The jocks at WLOB here, celebrated April Fool's Day Saturday (1) by putting out a special "Big 50" list, spoofing current record hits.

The chart featured such items as "You Can Have Her" by Arthur Miller, "That's It, I Quit" by Ted Williams, "Baby Sittin' Boogie" by J. F. Kennedy, "Wheels" by Jimmy Hoffa, "One-Eyed Jacks" by Salvador Dali, "Model Girl" by Lolita, "Second Time Around" by Joe DiMaggio, "I Don't Want to Cry the Steak Paar, and "Where the Boys Are" by Zsa Zsa Gabor.

expects to receive a doctorate in the field of American culture from Western Reserve in January. "After that," he commented, "I'll be open to academic offers."

## WBC Program Conference Draws Political Brass

NEW YORK — A flock of government biggies will attend Westinghouse Broadcasting Company's annual Public Service Programming conference in Pittsburgh April 9-12.

The guest speakers include former New York Governor Averell Harriman, Mrs. Eleanor Roosevelt, President Kennedy's Press Secretary Pierre Salinger and Pennsylvania Governor David Lawrence. Show business will be represented by TV's Garry Moore, Sam Levenson and the Pittsburgh Symphony Orchestra.

## PROGRAMMING TIP OF THE WEEK

Station WQSN, Charleston, S. C., is featuring a contest, tagged "Spin and Win" which — according to the outlet — "stimulates our audience to listen closely to what our announcers say and makes them aware of the music which is featured on WQSN."

First a jockey spins a record and then he asks dialers whose names begin with a certain letter to call and identify the artists or title. The first to call and correctly identify the disk wins the record, plus a WQSN souvenir.

Ten "Spin and Win" contests are staged every day. After each contest - disk is played, the deejay acknowledges the manufacturer who supplied the record.

during the initial week of the project. The five records receiving the highest number of votes at each session are aired each night by deejay Murray Kaufman from 7 to 11.

Listeners are asked to vote for their favorites by phone, and disks receiving the highest vote nightly are played in a run-off on Saturday nights. The station also utilizes the "listening post" results in making up its overall record programming list, incorporating it with statistical data from trade papers, distributors and stations in other cities.

About 20 new releases are auditioned at each daily session. Listeners must be members of the "WINS Record Review Board" to attend the sessions, which they can do by writing for a membership card. The club now has 6,000 members, each of whom has a card coded to his particular community.

Rick Sklar, WINS' program manager and director of the new project, commented: "The Listening Post" offers a massive contact with the public by which the station management can determine music tastes and trends of the communities we service.

## SAHL SET FOR NARAS AWARDS EMSEE CHORES

HOLLYWOOD — Mort Sahl was set at week's end as the mar of ceremonies of the National Academy of Recording Arts and Sciences Grammy awards to be held Wednesday (12) at the Beverly Hills Hotel. Coast postmaster of the Awards will be made at 7:30 to coincide with the New York Grammy presentations to be made the same evening at 10:30, allowing for the three-hour span between East and West.

Among those appearing to hand out the statistics will be Peggy Lee, Gogi Grant, Rudy Vallee, Lawrence Welk, Stan Freberg, Elmer Bernstein, Jo Stafford, Spike Jones, Helen Stacaro, Paul Weston, Andre Previn, Dory Langdon, Neil Hefi, Frances Wayne, Margaret Whiting, Roger Wagner, Roberta Lynn, Sally Terry, Mickey Katz, Bentley Carter and Jimmy McHugh.

## DJ PROGRAMMING CHARTS

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

## CHART CLIMBERS

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

Chart Climber Rank	Hot 100 Rank	Title, Artist, Label
1	1	Blue Moon, Marcell, Colpix
2	9	Runaway, Del Shannon, Big Top
3	19	Let I Do, Clarence (Froggy) Henry, Argo
4	10	Please Love Me Forever, Cathy Jean and the Romantics, Valmor
5	18	Take Good Care of Her, Adam Wade, Cool
6	19	Baby Blue, Echos, Segur
7	21	One Misty July, Ray Charles, Impulse
8	22	Tonight, My Love, Tonight, Paul Anka, ABC-Paramount
9	23	Mother-in-Law, Eric Burdon, Minit
10	25	I've Told Every Little Star, Linda Scott, Canadian-American
11	26	One Hundred Pounds of Clay, Gene Daniels, Liberty
12	29	You Can Depend on Me, Brenda Lou, Decca
13	34	Find Another Girl, Jerry Butler, Vee Jay
14	35	Hideshow, Freddy King, Federal
15	37	Partell of My Love, Steve Lawrence, United Artists
16	46	Some Kind of Wonderful, Drifters, Atlantic
17	50	Second Time Around, Frank Sinatra, Reprise
18	52	To Be Loved (Forever), Pentagons, Donna
19	53	Just, Duane Eddy, Jamin
20	54	Dixie for Dixie Time's Ska, McGuire Sisters, Coral
21	56	Tonight I Fall in Love, Tolson, Warwick
22	59	Tenderly, Bert Kaempfer, Decca
23	60	Daddy's Home, Shep and the Limeliters, Hill
24	62	The Billionaire, Bill Reaves, RCA Victor
25	64	Bress Bullard, String-A-Long, Warwick
26	67	Funny, Maxine Brown, Monar
27	67	Merry-Go-Round, Mary Johnson, United Artists
28	68	Ally N' Baby, Miracles, Tamla
29	71	Stingy Good Lady, Johnny Horton, Columbia
30	72	Welcome Home, Sammy Kaye, Decca
31	73	Continental Walk, Hank Ballard and the Midnighters, King
32	75	I'm in the Mood for Love, Chimes, Tag
33	76	Little Pedro, Olympics, Arco
34	81	Where I Fall in Love, Capris, Old Town
35	82	Trees, Platters, Mercury
36	89	What I Say, Jerry Lee Lewis, Sun
37	90	Theme From the Great Imposter, Henry Mancini, RCA Victor

## DEBUT DISKS

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

Hot 100 Rank	Title (Publisher)—Artist, Label
72	Welcome Home (Gibbs), BMD—Sammy Kaye, Decca
73	Continental Walk (Roosevelt), BMD—Hank Ballard and the Midnighters, King
82	Trees (Vogel, ASCAP)—Platters, Mercury
89	What I Say (Progressive, BMI)—Jerry Lee Lewis, Sun
90	Theme From the Great Imposter (Southdale-Narthern, ASCAP)—Henry Mancini, RCA Victor
92	Underwater (Gibbs, BMI)—Froggy, Arco
94	Scottish Soldier (Jaro, BMI)—Andy Stewart, Warwick
97	Bonanza (Livingston-Evans, ASCAP)—El Gallo, United Artists
98	California Sun (Fryd & Lloyd-Lopus, BMI)—The Junes, MGM
99	The Next Kiss (Plan Two-Maerpark, ASCAP)—Conway Twitty, RCA
100	Sweet Little Kathy (S.P.R., BMI)—Ray Peterson, Decca

## PICK HITS

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

### POP

LA VERN BAKER:	Saved (Progressive-Trio, BMD) (2:30)—Don Juan (Progressive-Trio, BMD) (2:37) Atlantic
ANDY WILLIAMS:	The Billion Song (Harms, ASCAP) (2:09)—How Wonderful to Know (Leads, ASCAP) (2:15) Cadence
FREDDY CANNON:	Boyz Boyz A-Diddle-Id! (Conley, ASCAP) (2:19)—Opportunity (Cannon Point, BMI) (2:10) Swan
TAB HUNTER:	Wide Side of Life (Travis, BMD) (2:20) Dot
THE FLEETWOODS:	Tragedy (Bluff City, BMD) (2:40) Dolton
FRANK GARY:	Lullaby of Low (Gruenert-Recherce, ASCAP) (2:10) Crusade
DAMITA JO:	Do What You Want (Beanmar, ASCAP) (2:20) Mercury
JOE BARRY:	I'm a Fool to Care (Paran' L' L. BMI) (—) Smash

### COUNTRY AND WESTERN

HANK SNOW:	Beggar to a King (Starline, BMD) (2:45) RCA Victor
RHYTHM AND BLUES	
LITTLE JUNIOR PARKER:	Driving Wheel (Lips, BMD) (2:34)—Seven Days (Lips, BMI) (2:15) Duke
CATERINA VALERIE:	Personality (Lloyd & Logan, BMD) (2:35) London



By JUNE BUNDY

**BLUE MOON "GAG":** The Marceles' rock and roll version of the great Rodgers and Hart oldie "Blue Moon" (No. 1 on the "Hot 100" chart this week) is taking quite a bit of ribbing from "good-music"-minded deejays. "Orben's Current Comedy," a chain service for spinners, offers the following gag for "Blue Moon" intros: "Play the first 10 seconds of the strutting-type rhythm introduction to 'Blue Moon' by the Marceles. Stop the record and say: 'Now calm down, speak slowly and distinctly, and tell us what our problem is.' Last record go, as the vocal comes in." Robert Orben, Orben Publications, says, "This is the second full year of our monthly topical comedy service in bound form." His subscription list now includes 400 deejays in the U. S., Canada, England and Australia.

**GIMMIX:** Jacks at WABC, New York, are saluting secretaries throughout the area. Three times a day the station features a "77 Secretarial Salute," and sends a twin orchid corsage to the lucky girls at their offices. The names are sent in by the winners' co-workers. . . . Bob Ardink, KNEW, Spokane, recently finished "March Winds" contest whereby listeners were asked to select the KNEW jockey they would like to have "Go Fly a Kite." Winners received a new album, and the designated deejay received KNEW's letters.

Jack Lacy, Murray Kaufman, Lonny Starr and Stan Z. Burns, all WINS, New York, deejays, appeared in person in the lobby of the famed Palace Theater last week in conjunction with the station's contest tie-up with the theater's current show, "The Great Imposter." For the past few weeks the station has been asking listeners who think they look like famous people—past or present—to mail in snapshots. The best likeness will win a weekend at Grossinger's in the Catskills, while the six runner-ups will win dinners for two at an elegant Manhattan restaurant. Entries have included photos from everybody from Jimmy Durante and Sister Kenny to Shelley Winters, and Debbie Reynolds. The majority of female entries, reports WINS, modestly, "claim a resemblance to Elizabeth Taylor!"

**NEW DEEJAY PAPAS:** Bob Bryon, KRC, Houston, and his wife welcomed a girl this month. . . . Joe Walker, KNUZ, Houston, and Fran Messine, are parents of a boy Joshua David. . . . It's a girl for the Red Joneses, KILT, Houston. . . . Tom Johnson and his Mrs. named their new daughter—their firstborn—Charuya Dec. . . . Jack Rattigan, WRC, Philadelphia, and wife, Adelaide, named their fourth child and first daughter, Maria. . . . Dub Murray, KDKB, Tyler, Tex., was set to emcee a show starring Marty Robbins March 24, but the show went on without him when his second son, Audie Joe, was born the same night.

**CHANGE OF THEME:** Video star Steve Allen has returned to local radio with a daily hour-long series on WFPM-FM, Indianapolis, at 10 a.m. and 8 p.m., Monday through Friday. Lattier will be a rerun of the morning program. The show will feature both musical and spoken-word wax, including, of course, Allen's own compositions. . . . Christie Barter, music editor of Cue magazine, will emcee a new record show, "The New disks," on WRPM, New York, on Tuesday nights, from 9 to 10, starting this week. The show will feature new releases, mostly classical and jazz.

Jim Tucker has been named program director of WFUN, Miami. . . . Bruce Parsons, formerly with WCFC, New Brunswick, N.J., will be joining WF, Norfolk, Va. . . . Reb Foster, formerly program director-deejay at KICN. . . . New Staffer at KIXZ, Amarillo, Tex., is Leon Tatham. . . . George Bowes, WWSW, Pittsburgh, was named one of Pittsburgh's 10 best dressed men by the Golden Triangle Association, a group of local businessmen.

Ken Albridge, WPOR, Portland, Me., has changed his air time from a late afternoon time period (4:30-6:30) to the 10:30 a.m.-2 p.m. slot. . . . Arthur Cornwall, known professionally as "Carolina's Ten," is emceeing a show, "Memory Time," on WGCD, Chester, S. C. The program is aimed specially at "shut-ins and their friends." . . . John C. Butler promoted to commercial manager post at KIXL and KIXM, Dallas. . . . New manager of KEEZ-FM, San Antonio, is Roy Roger.

**CHICAGO:** Station WLS, here, reported that the January local Pulse rated the outlet No. 1 on weekends, with an 18.5 average share of audience and No. 2 weekdays, with a 16.7 average share of audience. The outlet ranked No. 7 when it went on the air last May 2. Millard Hanson, staff announcer at WCFL, will be married this month. . . . Mike Rapchak's all-night stint on WCFL is being replaced by Jess Barker, former husband of actress Susan Hayward. Barker was formerly at WAIT here. Rapchak moves to a daytime program. . . . Jack Karey, another WCFL'er, has been named toastmaster for the Notre Dame alumni of Chicagoland dinner in April.

**INTERNATIONAL DEPT.:** Dave Lyman, program development director of WLEE, Richmond, Va., reports that the outlet has gained considerable audience interest recently by programming foreign local disks. U. S. "exclusives" played for the first time by WLEE, according to Lyman include Grace Fields' British hit "In Jerusalem," Andy Stewart's "A Scottish Soldier," and WLEE's latest import "Oh, Lucky Me," by Jerry Palmer on the Canadian label, Gaiety.

## PROGRAMMING PANEL

### THE QUESTION

As one of the country's top disk jockeys, what advice would you give young people who want to break into the disk jockey field today? (Submitted by Ricky Robins, 16, Norwalk, Calif.)

### THE ANSWERS

**HOWARD MILLER**  
WIND, Chicago

It must be remembered that a disk jockey is basically a radio announcer who becomes a featured performer.

In order to achieve success as a deejay the aspirant must first be a good announcer. This means he must be a polished salesman and, in a sense, a psychologist, to analyze his market. Also he must be proficient on all topics which may be of interest to his listener. Therefore, he should consider that his is a continually self-educating field of endeavor.

**JACK LACY**  
WINS, New York

A successful disk jockey is primarily a top-notch salesman—not of records—but of his sponsors' products. His worth to a station is determined in the long run by his ability to perform within the general concept of their stated operating procedures. If an aspiring deejay is willing to accept this, then I would tell him to develop his command of the language and get a job with a station small enough to teach him the techniques that only experience can offer.

**DICK MARTIN**  
WWL, New Orleans

First, it is desirable to have a sound foundation in English (pronunciation, grammar, usage) the better to express one's self. If possible, take a course in "Effective Speaking." The broader one's knowledge of and love for music the more enjoyable the work should be—provided, of course, one seeks out a station which allows its deejays to think for themselves and utilize in their own knowledge, good taste, and individuality in programming the music.

**ALAN FRED**  
KDAY, Hollywood

He should know the music business and try to learn as much as he can about the field, including programming and sales. Many radio stations, especially in smaller cities, require personnel to have a first-class license. The best way to obtain it is to enroll in an accredited school for radio announcers and technicians. Above all, the aspiring deejay must be prepared to accept gradual promotion.

## TV JOCKEY PROFILE

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

### TODAY IN TENNESSEE

Starring Bob Jennings and Bill Sanders

WRCP-TV, Chattanooga, Tenn.

WATE-TV, Knoxville, Tenn.

WJHL-TV, Johnson City, Tenn.

Saturday, 7:30-9 p.m.

"Today in Tennessee" started as a strictly country and western show in August, 1960, with c.w. jockey Bob Jennings as emcee. When producer-director Gene Goforth (Gene Goforth Productions) tested that more and more c.w. record artists were invading the best selling pop market he brought in pop deejay Bill Sanders last September as co-emcee on alternate Saturdays.

Originating from WRGP-TV, the program is the top-rated show in its time period. Leeds Homes, local builders, sponsors the show and Decca c.w. warbler Bill Anderson is a regular on the telecast, when he's on tour. Sanders describes the program as "The Dave Garroway Show of Tennessee." News, weather and time reports are made on the half hour, and in between Jennings and Sanders chat with guests, utilizing a "coffee klatch" approach.

About 10 records (both c.w. and pop) are played on each show, and live music is also provided by Ray Wiggan and his orchestra. Recent guests have included Brenda Lee, Floyd Cramer, George Morgan, the Four Freshmen, Johnny Tillotson and Charlie Rich.

## Name Legal Eagle Howze To Succeed Robert Lishman

WASHINGTON—Youth was again the order of the day in Washington last week when youthful attorney Charles Howze was appointed to succeed retired Robert Lishman as chief counsel of new permanent Subcommittee on Regulatory Agencies, which made headlines last year in TV quiz and payola hearings. It was the knowledge as the Committee on Legislative Oversight.

Chairman Owen Harris (D., Ark.) who heads the full house committee, has also retained chairmanship of this link of continuing liaison between Congress and the regulatory agencies. In picking Howze for the job of chief counsel to succeed Lishman, the chairman selected a staff member who participated in the quiz and payola investigations and was one of the strongest contributors to the subcommittee's staff memo explaining the workings of the popular music industry for the benefit of the congressmen.

## Powel Crosley Jr., Radio Pioneer, Dies in Cincy

CINCINNATI—Powel Crosley Jr., 74, founder of Station WLW here and former president of the Crosley Corporation, died of a heart attack at his home here Tuesday (28). A radio pioneer who became one of the leaders of the industry, Crosley was also president and leading stockholder of the Cincinnati Baseball Club Company, owner of the Cincinnati Reds.

In 1921, Crosley began the manufacture of low-price radio sets, and in 1922 built a transmitter in his home here which was the beginning of WLW. He followed with the manufacture of Crosley electric refrigerators and radios, and in 1929 he pioneered in the American manufacture of small cars with the pint-size Crosley. In 1934, he bought the Cincinnati Reds baseball club from a banking syndicate. Crosley sold his interests in the manufacturing and broadcasting companies to Avco Corporation in 1946, retaining only his auto manufacturing business. In 1952, after 13 years of experimentation with the small car, Crosley gave up and sold his equipment to the General Tire & Rubber Company, Akron.

Funeral services were held Thursday (30), with interment in Spring Grove Cemetery here. Surviving are a brother, Lewis M. Crosley; a sister, Mrs. Albert Chatfield; a daughter, Mrs. Page Crosley; five grandchildren and five great-grandchildren.

The new subcommittee's chief counsel said he hopes the staff will be able to work out solid suggestions for improvement operations within the regulatory agencies and between members of Congress and the agencies, with the approval of full legislative agencies. In picking Howze for the job of chief counsel to succeed Lishman, the chairman selected a staff member who participated in the quiz and payola investigations and was one of the strongest contributors to the subcommittee's staff memo explaining the workings of the popular music industry for the benefit of the congressmen.

It was in the same subcommittee memo drawn up under Lishman that ownership of music and other programming interests by networks and motion picture firms came under question. If legislation to regulate networks is passed in this Congress, it would be up to this subcommittee to keep an eye on the way the Federal Communications Commission handles its supervision of network business practices, including possibilities for abuse in alleged network-publisher deals for music on TV, film and TV network programming. Latter possibility was suggested as needing further study in the staff memo of the previous legislative oversight subcommittee.

Other staffers familiar to those involved in last year's payola hearings, also retained, are Rex Sparger, who co-authored with Dick Martin a statistical study on playing of "interest" and "non-interest" tunes by Dick Clark on his network show, (Martin is no longer with the subcommittee). Also on deck is George Perry, who worked in the Cleveland area of the payola investigation. Herman Beasley remains as chief clerk of the subcommittee.



## ARTISTS' BIOGRAPHIES

For your programming use, here are pertinent facts about hot disk artists. If clipped and pasted as a 2 x 6 card, these biographies will help you make a convenient file of each one.

## THE MARCELS

This new vocal group from Pittsburgh has hit the jackpot with its modern treatment of the oldie "Blue Moon." Their Columbia disk jumped into the No. 1 slot last week on the Hot 100 after only four weeks on the chart.

The boys, Dick Knauss, Gene Bricker, Fred Johnson, Cornelius Hart and Ronald Mundy, who range in age from 18 to 20, plus their manager, Julius Kruspir, have not forgotten their many disappointments before the disk clicked. Prior to coming into contact with Kruspir, the group had formed and disbanded several times. Dick Knauss met Kruspir while auditioning for the baritone role in a group Kruspir was handling.

Knauss won the job and the two discovered a similarity of ideas and goals in molding a distinctive vocal group. The final result was the Marceles. Their determination has paid off and the group is currently booked through April on a series of personal appearances. Their booking office is Shaw Agency. The boys' first LP, "Blue Moon," will be released this week.



## THE ECHOES

"Baby Blue," on the Seg-Way label, is the name of the tune that has rocketed this new group into the recording limelight. The Echoes, consisting of Tommy Duffy, 18, Harry Doyle, 16, and Tom Morrissey, 19, all hail from Brooklyn.

Sam Guiliano and Val Lagueur, a Long Island high school music teacher and assistant principal, penned "Baby Blue." They brought the Echoes to Jack Gold, who recorded the tune with the group for the Seg-Way label. The versatile teen-agers have songwriting ambitions themselves and together wrote the flip side of the disk, titled "Boomerang."

The Echoes are currently making personal appearances at record hops and on TV and stageshows.

## YESTERYEAR'S HITS

Chase-of-pace programming featuring the hottest disks in the last five and 10 years ago this week, from Billboard charts.

## POP—5 Years Ago

1. Four Tops of Paris, Les Baxter, Capitol
2. Lillian Axe, Nelson Riddle, Capitol
3. Blue Suede Shoes, Carl Perkins, Sun
4. Hot Doggie/Just Boy Party, RCA Victor
5. Heartbreak Hotel, Elvis Presley, RCA Victor
6. Rock & Roll Waltz, Kay Starr, RCA Victor
7. I'll Be Home/Istli Frull, Pat Boone, Decca
8. No, No, No, Four Lads, Columbia
9. Why Do Fools Fall in Love, Frankie Lymon & the Teenagers, Gee
10. Great Pretender, Platters, Mercury

## POP—10 Years Ago

1. I, I, Perry Como, RCA Victor
2. Be My Love, Maria Lanza, RCA Victor
3. Macker Bird Hill, Les Paul & Mary Ford, Capitol
4. Aha Daba Honeydew, Bobby Reynolds & Carleton Carpenter, MGM
5. Macker Bird Hill, Patti Page, Mercury
6. How High the Moon, Les Paul & Mary Ford, Capitol
7. Would I Love You, Patti Page, Mercury
8. On Top of Old Smokey, Terry Gilkyson & the Warrens, Decca
9. My Heart Cries for You, Ray Mitchell, Mitch Miller, Columbia
10. Tennessee Waltz, Patti Page, Mercury

## ROCK &amp; ROLL—5 Years Ago—APRIL 7, 1956

- Eddie My Love, Tony Dosses, RPM  
Down in My Own Tears, Ray Charles, Atlantic  
Bo Weevil, Fats Domino, Imperial  
Speedo, Cadillac, Jose  
Down in Mastic, Coasters, A&O

- I'll Be Home, Flamingo, Checker  
David or Angel, Corlies, Atlantic  
Tutti Frutti, Little Richard  
Mack Truck, Platters, Mercury  
In Paradise, Coasters, Atlantic

STOCKHOLDERS  
GET IT BY EAR

HOLLYWOOD — Liberty Records' soon-to-be-issued first report to its stockholders will include a specially prepared compact 33 disk featuring its various artists in word and song, reviewing the label's accomplishments. Most of the dialog is between Julie London and David (Ross Bagdasarian) Seville with cut-in tracks of the label's various top sellers. Disk, tagged "The Sounds of Liberty," ends with statements from label President Alan Bennett and board chairman Art Tennent and repertoire chief St. Waronker.

Clever Sues Leads  
Over 'Wagon' Tune

NEW YORK — Perry Bradford has filed a suit in U. S. District Court against Leeds Music on the song he wrote under the name John Henry—"You've Been Gone Old Wagon, But You've Done Broke Down." Other defendants in the suit are Schenley Distillers, Blue Note, Columbia, RCA Victor, Jubilee and Mercury Records. Bradford is asking for treble damages and an accounting alleging the copyright returned to him in 1951. He claims that Leeds had no right to license any records on the tune and is charging the publishing firm with copyright infringement. Bradford originally sued Leeds over the assignment of the tune in 1958.

## FROM BILLBOARD MUSIC WEEK SALES DEPARTMENT

JULIAN CANNONBALL ADDERLY lends his famed tenor sax to a unique jazz solo on Riverside records . . . African Waltz . . . this week bubbling just under the Billboard Music Week Hot 100. The exciting jazz artist is currently appearing with his quintet the Jazz Workshop in San Francisco. He departs April 8 for a three-week tour of Europe after which he is set for a week's engagement at the Minor Key in Detroit. Flip side an African Waltz in Kelly Blue.

THE ALLENSON, brothers Bob and John, have a big hit bubbling under the Hot 100 in their London disk of Are You Sure . . . currently among England's biggest smashes. The boys, who have published over 100 songs, wrote and performed the cut for the BBC's A Song For Europe Contest. They won first prize and headed for France. Sponsors of the competition was Eurovision.

PAUL ANKA has another fast-rising hit on the charts with Tonight, My Love, Tonight, currently No. 22 on the Hot 100. The 19-year-old singer-composer recently teamed up with a motion picture company and has bought three film properties which he hopes to produce independently. The firm, known as Spinks Productions, will begin filming his first movie, "Valencia," later this year. The versatile ABC-Paramount star who recently completed his second film (not with his own production company), "Look In Any Window," thus expands his activities which already include public appearances, club work, movies, records, song writing and publishing.

THE BROWNS come up with a Billboard Music Week Spotlight pick for their new RCA Victor release, Angy's Blues. The trio consists of Jim Edwards, Maxine and Bonnie Brown, both from Pine Bluff, Ark. They began as duo, when Jim Edwards and Maxine sang as smoozers on the Barnyard Show. When Jim and Little Rock, Lahe, they were featured on the Louisiana Hayride program for a year and had a hit and coast to coast personal appearances followed. When she graduated from high school, Bonnie joined her brother and sister to form the present trio. Among their many hits, their waxing of The Three Bells sold over one million records. The flip side of their new release is "Glorious Hog."

ARTIST BIRTHDAYS: April 3, Mahalia Jubilee, RCA Victor; Gene Jessell, April 4, Tony Perkins, April 5, Billy Brand, Gregory Peck, Spencer Tracy, April 6, Gerry Mulligan, Andre Previn, April 7, Paty Faith, Ralph Flanagan, April 8, Carolee MacRae, April 9, Art Van Damme, Carl Fisher.

BUZZ CALIFORNIA who was recently named America's Favorite Baby Sitter by the American Baby Sitter's Association for his recording on Sittin' Bop, follows up with a Billboard Music Week Spotlight pick for his new Columbia single, a novelty called Three Little Fishes (or Simply Because). Buzz who lives in Mountain Lakes, N. J., became a recording star when some of his published him in an amateur contest in the Merita County, N. J. Fair . . . without his knowledge. To his surprise, he won over a field of performers who had spent weeks preparing for the event and was launched on a musical career. In addition to his singing and club work, Buzz has composed over 100 songs, several of which are in his current album, "Baby Sittin' Waa Buzz."

FLOYD CRAMER follows up his smash RCA Victor single, On the Beach, with his second cut, the title. The LP, a Billboard Music Week Spotlight pick, features more than 100 songs. In his top selling hit, Last Date and the current chart climber, Run, at Shreveport, La., Floyd failed to play the piano by ear at the tender age of five. It wasn't until some time later that he was able to play the piano. He was the first to play the piano on the formal study of music theory. In the interim, he had become proficient in the piano to join the Louisiana Hayride Show and subsequently, the Grand Terrace Orchestra. He was the first to light to Floyd's career as the first

that he has played piano for the RCA Victor Nashville Studios for many million selling records. He has backed all of Elvis Presley's disks from Heartbreak Hotel to It's Now or Never; all of Jim Reeves' waxings from Four Walls to I'll Be Home To You; and the Browns' Three Bells.

FERRANTE AND TEICHER have a fast-moving success to their best-selling Exotic Theme in Love Theme from One-Eyed Jacks. The energetic United Artists recording stars, have been playing together since they were six, when they first met at the RCA Victor Hill School of Music. Arthur Ferrante, son of a violinist, was born in New York City and Louis Teicher was born in Wilkes Barre, Pa., but moved to New York when he was five. Both studied under the same teachers at Juillard and majored in piano. After brief careers as concert artists, they both returned to Juillard as instructors and during that time they also taught themselves their teaching with a limited schedule of concerts. Meanwhile, they were working on a new discography. They resigned from Juillard in 1947 to devote full-time to their concert work. During the ensuing 14 years they have traveled the United States and Europe and have appeared on every major radio and television network. In addition, they have done a score for a motion picture and recorded for both Columbia and Westminster prior to their popular success with United Artists.

FERLIN BUSBY weighs in with a two-sided Spotlight pick with his new Capitol release, What Good Will It Ever Be? (or, Well, It's Long My Mind). Both are strong ballads in the style of his currently popular Wings of a Dove. Ferlin burst into national prominence after several years of success in the CAW field with a waxing of Come for Me. He was awarded a gold record. He later returned to acting and had several television and motion picture roles. He also continued to make guest appearances. Ferlin also records comedy material under the name Simon Crum.

DELLA REESE has a new Victor release and it is lands her vibrant style in the oldie Won'tcha Come Home, Bill Bailey. The popular Delta, born Delatrice Taliferro, was born in Alabama and received her early vocal training in church choir. When she was 13, Mahalia Jackson heard Della and invited her to join her troupe. For the next five summers, Della sang for Mahalia, ultimately leaving to attend Wayne University. Her studies were interrupted however, by the death of her mother and her father's illness. She was forced to leave school to help support the family working as a clerk during the day and doubling at night as a singer-banjo in a night club. Her singing attracted attention and she landed a job at the Flame Club, which was the first to sign Della and one of Ella Fitzgerald, Sarah Vaughan,

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

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

Dinah Washington and other stars. Soon she became a major star and was offered a contract from Jubilee Records. Among her disks was And That Reminds Me which brought her national fame and numerous television offers. She went to Hollywood for some film work. In 1959 she signed an exclusive RCA Victor recording contract. Her first disk with Victor was another smash, Don't You Know, Carolyn, Della is appearing in the Variety Room in San Francisco.

THE ROLLERS have a strong gospel type sound in their new Liberty release, The Continental Walk, another of the new dance cuts that keep cropping up among the teen set. The Rollers, consisting of Eddie Wilson, Don Sampson, Alvin Wilson and Willie Williamson, were organized in 1958 in San Bernardino, California. Their previous release includes Got My Eye on You and Beanyville.

FRANK SINATRA displays the style that has made him one of America's—and the World's—leading entertainers on his latest Capitol release, Sentimental Baby. Backed with Nelson Riddle's fine orchestra, The Voice gives a typically Sinatra treatment to the ballad written by Kerib, Spence and Macdonald, who also did his recent hit, I've Got a Feeling About You. The flip side, My Blue Heaven, is taken from one of Sinatra's recent Capitol LP's, Sinatra's Swingin' Season, and shows the master-singer at his best—again with the Riddle orchestra.

CONWAY TWITTY jumps onto the Billboard Music Week Hot 100 chart this week with his recent MGM release, The Next Kiss. Conway is another recording artist who has expanded his operations to include movie plans to produce and star in a movie later this year. In the meanwhile, he continues his club dates and stage appearances . . . opening in Tulsa's Continental Arena sometime night, (April 6).

PROMISING MONTHS AND WEEKS: April is Ice Cream Month; National Rug Cleaning Month; National Waxed Floors Month; National Hobby Month; This week is National Hourly for Breakfast Week, National Laugh Week.

Denis Hyland

THIS WEEK'S NEW  
Money Records

... an alphabetical listing of the records mentioned are backing with special feature treatment in Big-Space Billboard Music Week ads.

SINGLES	
HE NEEDS ME—O. Lyne	Everett
THE NEXT KISS—Conway Twitty	MGM
THREE LITTLE FISHERS—Buzz Clifford	Columbia

ALBUMS	
THE INTERNATIONAL POP ORK—10 Men	Parkway
I'LL BUY YOU A STAR—Johnny Mathis	Columbia

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



**DEALER INVENTORY CHARTS**

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

**BEST-SELLING PHONOGRAPHS,  
RADIOS & TAPE RECORDERS**

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

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

**AM-ONLY TABLE RADIOS**

RANK	BRAND	% OF TOTAL POINTS
1	RCA Victor	21.2
2	Zenith	20.4
3	General Electric	11.6
4	Motrola	7.9
5	Admiral	6.6
6	Philco	5.6
7	Westinghouse	3.9
	Others	22.8

**AM-FM TABLE RADIOS**

RANK	BRAND	% OF TOTAL POINTS
1	Zenith	23.7
2	Magnavox	19.2
3	Granco	11.7
4	RCA Victor	11.5
5	Admiral	5.0
6	Delmonico	3.7
7	Grundig-Majestic	3.7
	Others	21.5

**BEST BUYS IN RECORDS**

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

**POP**

- \*ONE HUNDRED POUNDS OF GLAY... Gene McDaniels (Gil, BMI) Liberty 55308
- \*SOME KIND OF WONDERFUL... Drifters (Aldon, BMI) Atlantic 2096
- SECOND TIME AROUND... Frank Sinatra (Maraville, ASCAP) Reprise 20001
- TO BE LOVED (FOREVER)... Pentagons (Gele, BMI) Donna 1337
- \*DIXIE... Duane Eddy (Lundau, BMI) Jamie 1183
- JUST FOR OLD TIME'S SAKE... McGuire Sisters (Aldon, BMI) Coral 62249
- TONIGHT I FELL IN LOVE... Tokens (Halkay, BMI) Warwick 615
- \*MY THREE SONS... Lawrence Walk (Don-Michael, BMI) Dot 16198
- TENDERLY... Bert Kaempfert (Morris, ASCAP) Decca 31236
- DADDY'S HOME... Shep and the Limelites (Keel, BMI) Hull 740

**C&W**

No selections this week.

**R&B**

- \*TRUST IN ME... Etta James (Advance, ASCAP) Argo 3385
- DADDY'S HOME... Shep and the Limelites (Keel, BMI) Hull 740

**SORD Prexy To Head East For Meetings**  
**Macy Customers Go for Westrex Tape Playbacks**

• Continued from Page 2

will speak on "The Future of the Independent Record Dealer."

Following his address, an open forum discussion is scheduled, treating four topics: (1) Will the 33 revitalize your top business? (2) What is the right price for an LP? (3) Are the record clubs gaining or losing? (4) Would you like to see records at a profit again? Judkins will make a short address, reporting on the SORD board convalesce and open the meeting for questions.

SYRACUSE — The John Milton Motel here will be the scene of a State-wide record dealer dinner meeting next Wednesday (5). Guest speaker of the evening will be Howard Judkins, president of the Society of Record Dealers of America. Others listed on the speaker docket at the session are Irving Randolph, Jack Stager and Mickey Gensler, all members of Dealers in Sound Corporation, dealer buying co-op in Newark, N. J.

The meeting was called by Joseph H. Waldhorn, a dealer of nearby Fulton, N. Y., who is a member of the SORD executive board. Waldhorn said that Judkins is expected to elaborate on steps being undertaken by SORD to improve unfavorable conditions now existing in the disk business. Randolph, Stager and Gensler will jointly present the working details of the DISC co-op.

In a letter sent to dealers throughout the entire State with the exception of metropolitan New York City, Waldhorn urged retailers to bring key employees, wives and fellow dealers to what he promised would be "the most important meeting ever held by New York State dealers."

NEW YORK — Officials of Macy's department store here, and the Westrex Division of Litton Industries, expressed an enthusiastic anticipation this week at the reception accorded by store customers to a series of three new Westrex tape cartridge playback devices introduced last week. Customers evinced much curiosity as the units were demonstrated in the store.

The device employs a nonmagnetic tape which actually is impressed with grooves from Teflon by a regular phonograph cartridge pickup. All units are equipped with stereo cartridges though all current repertoire is monaural only. The units are a product of the German electronics firm known as Tefi, which first introduced them there six years ago. Tefi is making the units for Westrex to order under the Westrex name.

Tapes will contain from one to four hours of material. The one-hour tape will retail at \$7.95. All current repertoire, consisting of about 25 tapes, comes from Tefi's own German library. A spokesman for Westrex noted, however, that a contract has been concluded with "the No. 1 record company in America" for the rights to its catalog. Negotiations with other record firms were also going on, it was noted. All tapes will come out under the No. 1 record banner with no identification with the original source of the material.

There are three playback units currently being marketed. Cheapest is a \$19.95 portable cassette deck which can be plugged into a phonograph, radio or TV set for playing. An \$89.95 unit contains its own amplifier. The high end of the line lists at \$189.95 and contains an AM-FM and short-wave radio in addition to the deck, all in a small, easily portable case. The unit is transistorized and battery-operated.

The spokesman said that a spe-

cial version of the unit is being prepared for use in autos in association with the auto radio. An adaptor device will come with this unit for mounting the deck conveniently on the auto dashboard.

Each unit will carry a warranty card, which, when returned by the customer, will bring him a regular bulletin from Westrex, listing news about catalog and all new releases. This system has been followed for several years by the Tefi firm in Germany.

All tapes play at seven and a half inches per second. For playing, the tape is merely dropped into a slot and a button is pushed to engage the needle and the tape.

**Philly Hi-Fi Show High'ts**

PHILADELPHIA — To help promote the proposed High Fidelity Music Show here next fall, the greatest priority will be given to store demonstrations of stereo and high-fidelity equipment during the week of September 25, climaxed by a show at the Adelphia Hotel on September 29-30 and October 1. A representative committee of dealers and distributors meeting at the Adelphia Hotel this week sponsored by the show directors, the Harry Bortnick Associates, was organization, formulated this program.

Purpose of the session was to lay the groundwork for co-operation of the dealers and the manufacturers of stereo and high fidelity Stereo Record Music Show. The Roof Garden of the hotel will also be made available for institutional exhibitions by manufacturers, radio and TV stations and allied organizations.

The show will be held at the level of those previously sponsored here by the Institute of High Fidelity Manufacturers, with exhibits arranged by manufacturers. Local dealers and distributors will assign staff personnel for the demonstrations.

Daniel K. Greenfield of Danby Radio, and Larry Oebbecke of Almo Radio, were appointed as members of a co-ordinating committee who will work with the reps of manufacturers or organize all future activities for the 1961 Stereo Show.

**With the Blue Ribbons on It**

CLEVELAND — An Easter bonnet promotion, sponsored by Bandstand Records, spearheaded an Easter parade of customers which shot sales 23 per cent above the previous week, according to Nathan Kulkin, general manager.

The Southgate Shopping Center store joined forces with a women's hat shop which provided the free hairpieces. Any Bandstand customer's register tape which showed a red star was a winner and awarded a hat of his choice.

"We gave away 10 hats during the three-day promotion," said Kulkin. "One salesman from Pittsburgh who won, picked out a hat for his wife. A few days later he stopped in the store on his way west just to buy another record."

**NEW ACCOLADES**

**IHFMA, AES to Present Own Awards to Industry**

HOLLYWOOD — The Institute of High Fidelity Manufacturers and the Audio Engineering Society, who jointly will stage this year's Los Angeles Hi-Fi Show (April 5-9), will present their first annual awards at an industry dinner and dance tonight (Monday) at the Coconut Grove here. The institute is buying time on station KTTV to televise the awards.

According to Institute President Ray Pepp, purpose of the awards and the telecast is threefold: (1) To present a new image of component hi-fi to the consumer; (2) To weld together the various sectors of the hi-fi industry (manufacturers, their reps and dealers) into a unified force; (3) To channel the profits of the L. A. show into promoting hi-fi within the market. It is Pepp's contention that the hi-fi industry as a whole can no longer operate solely on the actions of the manufacturers alone but that the manufacturers, reps and deal-

ers must be brought together to work in concert with one another. Heretofore, Institute - sponsored shows were staged entirely according to the decisions of its manufacturer members. Under Pepp's helm, the L. A. show is being produced and guided with the advice of a committee composed of manufacturer, dealer, and manufacturer representatives.

Awards will be presented for achievement in the respective fields to Nelson Riddle, Frank Sinatra, George Shearing, Billy Vaughn, the Jimmie Van Heusen-Sammy Cahn writing team, motion picture producer George Sidney, and, on the classical side, composer Ernst Goch and conductor, Bruno Walter. An award also will be presented to Mrs. Norman Chandler, wife of the publisher of The Los Angeles Times and the afternoon Mirror-News, for her contribution to building the Los Angeles music center. Various leaders within the high fidelity industry will present the awards. Composer-conductor Johnny Green will present the award to Mrs. Chandler and serve as announcer of the TV portion of the program.

Artists performing during the award festivities at the Grove will include Joanne Sommers, comic Bob Belvin, the Jerry Gray orchestra, among other recording industry personalities.

**Dana Tees-Off**

NEW YORK — Dana Records, the polka line, is starting a special disk sale this week. For every record purchased at list price, a customer can buy another for half price. The discount sale applies to all polka disks as well as the label's International series.



STORE-TESTED PROFIT POINTERS FOR DEALERS

## 'Versatile' Is Word For Tape Recorder

By LOUIS LATIMER

ST. LOUIS — It's all too easy to lose sight of the fact that tape recorders are entertainment in its most versatile form, in "fighting the battle of prices," according to George Tomacek, of Pine Music Company, in suburban South St. Louis.

Six years ago, when he first began handling tape recorders, Tomacek sold only five in one year. The next year he sold 45, simply because he made it a practice to experiment with tape recorders in the store, and, at home, to find various appeals

which could be passed on to his customers. The next year, his volume went over 200 recorders sold, and has stayed about that mark ever since, through merchandising recorders on the basis that "tape recorders are fun!"

The slogan appears in every Tomacek ad, on large billboard-type signs in the display room, and on tapes which Tomacek has recorded himself, and which he frequently allows to do the "selling job, when a customer comes in and asks to look at a tape recorder.

Tomacek frequently displays five identical tape recorders of the same brand, side by side; each illustrating a different "fun" aspect. One may feature, a recording made at a children's party, another the exchange of popular, jazz, or any other popular music and another, Broadway show music. One lightweight recorder, with a foot switch attached, spools off business dictation. Operation switch demonstrates how quickly the recorder can take care of dictating machine problems, and soaks up much more dictation than the usual office machine. The fourth recorder beats out plain rhythm backgrounds for the benefit of the customer who plays piano, guitar, or any other instrument, and who wants to practice, with a fixed beat. The last model is made up of transcriptions of popular radio and television shows which every listener is bound to recognize.

Demonstrating the five different types of enjoyment the recorder furnishes makes a big impression on prospects, and it is pointed out that any one of the five machines will do all five of the "entertainment jobs" being exhibited.

Tomacek also shows how a tape recorder can be successfully operated in the family automobile, using an inverter for the power source, how battery-operated models can be taken along as business and entertainment assets on trips, etc.

Although Tomacek carries a complete price spread in tape recorders, including several economical rock-bottom price models, it isn't surprising that he sells the bulk of his recorder volume in top-bracket 4-track stereo tape recorders priced at an average of \$240 to \$325. A lot of his better-priced sets have been sold to people who frankly admitted that they had come in with the idea of taking home the lowest-priced model possible. Pointing out that increasing the investment brings, many times the most elegant improvement into the picture is, of course, the factor which will sell 4-track stereo, in place of a monaural-type machine at minimum price.

Tomacek doesn't hesitate an instant to send a tape recorder home with a prospect who is well-identified, who listens intelligently to instructions on operating the machine, and who is a "family man" with youngsters who will enjoy the tape recorder, too.

Tomacek has also been on hand for scores of parties, at which a Tomacek tape recorder, on trial, was the star performer.

Net results have been a steady turnover of better-priced, full mark-up tape recorders, the creation of a profitable market for pre-recorded stereo music, and a reputation as a man who "really loves the tape recorder subject."

## RETAILING PANEL

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

### THE QUESTION:

What is your customer credit policy?

### THE ANSWERS:

CLYDE WALLICHS, president, Music City Stores (Three-Store Chain), Los Angeles.

On March 1 we offered a charge account service (store credit card) to established customers because we found that a considerable portion of our high dollar-volume repeat business comes from professional people who prefer charging their purchases.

Many of them like to place telephone orders which a charge service facilitates. In addition to our own credit card, we are continuing to honor the five public credit cards (Diners', Club, Carte Blanche, American Express, International, and BankAmericard). Store credit cards are issued to selected customers with well-established credit ratings whose Music City purchases have been averaging at least \$25 per month.

### MIKE SPECTOR

(Two Stores) Coral Gables and Fort Lauderdale, Fla.

With three distinct types of customers, we must follow a "yes" and "no" policy. We extend credit to any bona fide resident of South Florida who checks through the Merchant Credit Bureau. We cannot and do not extend credit to most winter residents or students at the University of Miami. Non-residents don't ask for credit, as a rule, and students would tend to overbuy. This would result in our losing the amount outstanding and also the customer.

### SIDNEY CARSON

Joe's Music Stores (Three-Store Chain), St. Louis.

We deal strictly in cash on records because our business is small times and we have no bookkeeping system. One of our stores offers credit on phonographs, TV and radios through a credit agent. The fact that financing winds up costing the customer more is another reason we have no time payment policy on records.

### DON HUDSON

Record Bar, Clayton, Mo.

We have charge accounts and promote them among people we know are good accounts. Ours is a small business and we know our customers. We have a good clientele, and those we don't know are thoroughly investigated before a charge account is approved. There are two of us in the shop, so that we can do our own financing and bookkeeping. The charge accounts eliminate the problem of discounting.

## 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.

**DIRECTIONAL SOUND**—Expires April 5, 1961. Started March 5, 1961. Introductory offer is 25% in free goods, 30-60-90 and 120-day billing available. One-time cash-in-hand exchange on all merchandise. Co-op advertising available. See insert, March 6 issue for details.

**ROULETTE**—Expires April 10, 1961. Started March 10, 1961.

Distributors and dealers receive 33 albums for every 100 LP's purchased with one free exchange. Plan includes 30-day store credit or advertisement program—entirely offered by distributors and covers entire Roulette Record and Tico album catalog. See page 10, March 6 issue for details.

**RECA VICTOR**—Expires April 15, 1961. Started March 15, 1961.

"Greatest Sale on Earth." Dealers can sell consumer any Victor LP at half price when they purchase one LP at full price in same price range. All stereo and mono sets are included. See page 1, March 6 issue for details.

**MERCURY**—Expires April 15, 1961. Started March 3, 1961.

Sales program offers one LP free for every three purchased (MGS), with the exception of the new Saville. On the side, the label is offering one free for every five purchased. See page 1, March 6 issue for details.

**LONDON**—Expires April 28, 1961. Started March 15, 1961.

Distributors are offered an extra 10% discount on labels' international portion of catalog. This covers 99 LP's including 53 new releases. See page 10, March 20 issue for details.

**KING**—Expires April 15, 1961. Started March 1, 1961.

Ultra-Album deal on series of European-made LP's. See page 10, March 6 issue for details.

**STRAND**—Expires April 30, 1961. Started February 1, 1961.

"Major LP Expansion Program." Plan applies to complete Strand line plus new pre-conversion series. Details available from distributors, 90-day deferred billing with normal 2% discount for prompt payment.

**UNITED ARTISTS**—Expires April 30, 1961. Started March 27, 1961.

Distributors are offered one free Ultra Audio Album (mono or stereo) for every six purchases. See page 2, March 27 issue for details.

**RIVERSIDE**—No expiration date. Started February 6, 1961.

Dealers buying the Riverside Pre-Pack, a browser box containing 100 jazz singles, are being offered a bonus of four albums from the LP catalog. See page 49, February 4 issue for details.

## Capitol Debuts New Educational Series With Symphonic LP

HOLLYWOOD — Capitol is issuing its first album specially prepared for the educational market. The package, aimed for school use, is titled "Symphonic Movements" from eight different symphonies selected from the Capitol and Angel catalogs. The double-jacket package contains teaching guides, program notes, and a large wall-chart showing the symphony orchestra's seating arrangement. Album, first in Capitol's announced educational series, is being made available for sale to educational institutions and systems.

## Retail Photo Sales Take January Drop

WASHINGTON — Retail sales of both stereo and mono phonos on the retail level were off for the month of January as compared to similar figures for the month of December, 1960.

The retail figure was some 400,000 less in the stereo area, while about 129,000 fewer mono sets were sold by retailers in the first month of this year as compared to December of last year.

The factory sales picture showed the same kind of downward trend. This year's first month total was registered at 211,383 as against the December total of 295,075. The mono factory figure for

## FOLK TALENT & TUNES

Continued from page 3

Prescott, Ariz., 14; Tucson, Ariz., 15; Gardena, Calif., 16; Oxnard, Calif., 18; Colton, Calif., 19; Lancaster, Calif., 20; Santa Clara, Calif., 21; Napa, Calif., 22; San Diego, Calif., 23; El Monte, Calif., 26; Ventura, Calif., 27; Artesia, Calif., 28; and San Diego, Calif., 29.

A country music package comprising Flatt and Scruggs and the Foggy Mountain Boys, Mother Maybelle Carter, Comic Hall, Ecko Hankins, Jimmie Skinner, Bobby Bobo, Bill Lanham, Rusty York and the Kentucky Mountain Boys, and Zeke Turner and Kenny Rogers of WLW's "Midwestern Hayride," pulled a meager 1,200 paid in two performances at Taft Theater, Cincinnati, Sunday (26). High competition came from night-perfect weather, which kept people outdoors, and a last-minute victory rally at the University of Cincinnati Field House Sunday afternoon in honor of U.C.'s NCA national basketball champs. Splitting the loss on the date were Lou Epstein and Jimmie Skinner, of Skinner's Music Center in downtown Cincy, and Ray Scott, deejay at WNOF, Newport, Ky.

January was some 40,000 less than the total for the last month of last year.

## ALBUM COVER OF THE WEEK



MORRIS GRANTS PRESENT JUNK—Various Artists. Argo LP 4006. Eye-catching offset design in bright colors on a black background. Good display in store. Specialty pointers. Cover by Morris McBean.



BRIGHT AND SHINY—Doris Day. Columbia CL 1614. Beautiful full-color photo of the artist taken by Bob Williams. Potent display item for windows and counters.

THE REVOLUTIONARY TRANSCRIBER "TWIN DIAMOND" UNIT WILL DOUBLE YOUR DIAMOND SALES

TWO DIAMONDS ARE BETTER THAN ONE... FOR YOUR SALES AND PROFITS!

With the unique new Twin Diamond "package" pull overcomes the tendency of record users (influenced by "filling" claims) to overplay their needles with damaging results. Every package tells your customers when to "replace" the unbalanced used needle.

With this new Twin Diamond Needle Package you have a "resizable" sales story that will convert every one of your diamond customers to Twin Diamonds... 2 sales for every one you now make!



NEW the fidelity and protection customers demand!

GIVE TO DAMON RUNYON CANCER FUND



These listings, from this week's Hot 100, have been broken down by type of music for easy programming. Sides that fall into more than one category receive multiple listings.

**EASY LISTENING**

- ASIA MINOR, Kokomo, Felsted 8612
- BONANZA, Al Calola, United Artists 302
- BRASS BUTTONS, String-A-Longs, Warwick 625
- CALCUTTA, Lawrence Welk, Dot 16161
- EXODUS, Ferrante and Teicher, United Artists 274
- LAZY RIVER, Bobby Darin, Atco 6188
- MY THREE SONS, Lawrence Welk, Dot 16198
- ON THE REBOUND, Floyd Cramer, RCA Victor 7840
- ONE-EYED JACKS, Ferrante & Teicher, United Artists 300
- SCOTTISH SOLDIER, Andy Stewart, Warwick 627
- SECOND TIME AROUND, Frank Sinatra, Reprise 116
- SURRENDER, Elvis Presley, RCA Victor 7850
- TAKE GOOD CARE OF HER, Adam Wade, Coed 546
- TENDERLY, Bert Kaempfert, Decca 31236
- THEME FROM THE GREAT IMPOSTER, Henry Mancini, RCA Victor 7830
- THINK TWICE, Brook Benton, Mercury 71774
- TREES, Platters, Mercury 71791
- YOU CAN DEPEND ON ME, Brenda Lee, Decca 31231
- YOUR ONE AND ONLY LOVE, Jackie Wilson, Brunswick 55208
- WELCOME HOME, Sammy Kaye Ork, Decca 31204
- WHEELS, String-A-Longs, Warwick 603
- WHERE THE BOYS ARE, Connie Francis, MGM 12871

**TEEN BEAT**

- APACHE, Jorgen Ingmann, Atco 6184
- BABY BLUE, Echoes, Segway 103
- BABY SITTING BOOGIE, Buzz Clifford, Columbia 41876
- BLUE MOON, Herb Lance and the Classics, Promo 1010
- BLUE MOON, Marcells, Colpix 186
- BUMBLE BOOGIE, B. Bumble and the Stingers, Rendezvous 140
- BYE, BYE, BABY, Mary Wells, Motown 1003
- CALIFORNIA SUN, Joe Jones, Roulette 4344
- CONTINENTAL WALK, Hank Ballard and the Midnighters, King 5491
- DEDICATED TO THE ONE I LOVE, Shirelles, Scepter 1203
- DIXIE, Duane Eddy, Jamie 1183
- EBONY EYES, Everly Brothers, Warner Bros. 5199
- FELL IN LOVE ON MONDAY, Fats Domino, Imperial 5734
- FIND ANOTHER GIRL, Jerry Butler, Vee-Jay 375
- FOOLIN' AROUND, Kay Starr, Capitol 4542
- GEE WHIZ, Carla Thomas, Atlantic 2086
- GINNIE BELL, Paul Dino, Promo 2180
- GOODTIME BABY, Bobby Rydell, Cameo 186
- HAPPY BIRTHDAY BLUES, Kathy Young & the Innocents, Indigo 115
- HEARTS OF STONE, Bill Black's Combo, Hi 2028
- HIDEAWAY, Freddy King, Federal 12401
- HONKY TONK, Part II, Bill Doggett, King 5444

- I'M IN THE MOOD FOR LOVE, Chimes, Tag 445
- I TOLD YOU SO, Jimmy Jones, Cub 9085
- I'VE TOLD EVERY LITTLE STAR, Linda Scott, Canadian-American 123
- JUST FOR OLD TIME'S SAKE, McGuire Sisters, Coral 62249
- KOKOMO, Flamingos, End 1085
- LAZY RIVER, Bobby Darin, Atco 6188
- LIKE LONG HAIR, Paul Revere and the Raiders, Gardena 116
- LING TING TONG, Buddy Knox, Liberty 55305
- LITTLE BOY SAD, Johnny Burnette, Liberty 55298
- LITTLE MISS STUCKUP, Playmates, Roulette 4322
- LITTLE PEDRO, Olympics, Arvee 5023
- LITTLE TURTLE DOVE, Otis Williams and the Charms, King 5455
- LONELY BLUE NIGHTS, Rosie, Brunswick 55205
- MODEL GIRL, Johnny Mastro, Coed 545
- ONCE UPON A TIME, Rochell and the Candles, Swingin' 623
- ON THE REBOUND, Floyd Cramer, RCA Victor 7840
- ONE HUNDRED POUNDS OF CLAY, Gene McDaniels, Liberty 55308
- PLEASE LOVE ME FOREVER, Cathy Jean and the Roomates, Valmor 007
- PONY EXPRESS, Danny and the Juniors, Swan 4068
- PONY TIME, Chubby Checker, Parkway 818
- PORTRAIT OF MY LOVE, Steve Lawrence, United Artists 291
- RUNAWAY, Del Shannon, Big Top 3067
- SEVENTEEN, Frankie Ford, Imperial 5737
- SHU RAH, Fats Domino, Imperial 5734
- SLEEPY-EYED JOHN, Johnny Horton, Columbia 41963
- SOME KIND OF WONDERFUL, Drifters, Atlantic 2096
- SURRENDER, Elvis Presley, RCA Victor 7850
- SWEET LITTLE KATHY, Ray Peterson, Dunes 2004
- THE NEXT KISS, Conway Twitty, MGM 12998
- TONIGHT I FELL IN LOVE, Tokens, Warwick 615
- TONIGHT MY LOVE, TONIGHT, Paul Anka, ABC-Paramount 10194
- TO BE LOVED (FOREVER), Pentagons, Donna 1337
- TRIANGLE, Janie Grant, Caprice 104
- YOU CAN DEPEND ON ME, Brenda Lee, Decca 31231
- YOU CAN HAVE HER, Roy Hamilton, Epic 9434
- UNDERWATER, Frogmen, Candix 314
- VERY THOUGHT OF YOU, Little Willie John, King 5458
- WALK RIGHT BACK, Everly Brothers, Warner Bros. 5199
- WAIT A MINUTE, Coasters, Atco 6186
- WHAT'D I SAY, Jerry Lee Lewis, Sun 356
- YOUR FRIENDS, Dee Clark, Vee Jay 372

**NOVELTY**

- TOUCHABLES, Dickie Goodman, Mark X 8009

**COUNTRY & WESTERN**

For C&W programming, please refer to this week's Hot C&W chart. The following, from the Hot 100, are recommended additional listings.

- FOOLIN' AROUND, Kay Starr, Capitol 4542
- ON THE REBOUND, Floyd Cramer, RCA Victor 7840
- SLEEPY-EYED JOHN, Johnny Horton, Columbia 41963
- SURRENDER, Elvis Presley, RCA Victor 7850
- WALK RIGHT BACK, Everly Brothers, Warner Bros. 5199

**RHYTHM & BLUES**

For R&B programming, please refer to this week's Hot R&B chart. The following, from the Hot 100, are recommended additional listings.

- AIN'T IT BABY, Miracles, Tamla 54036
- BLUE MOON, Herb Lance and the Classics, Promo 1010
- CALIFORNIA SUN, Joe Jones, Roulette 4344
- CONTINENTAL WALK, Hank Ballard and the Midnighters, King 5491
- FELL IN LOVE ON MONDAY, Fats Domino, Imperial 5734
- FUNNY, Maxine Brown, Nomar 106
- GINNIE BELL, Paul Dino, Promo 2180
- HAPPY BIRTHDAY BLUES, Kathy Young & the Innocents, Indigo 115
- HEARTS OF STONE, Bill Black's Combo, Hi 2028
- HONKY TONK, Part II, Bill Doggett, King 5444
- I'M IN THE MOOD FOR LOVE, Chimes, Tag 445
- I TOLD YOU SO, Jimmy Jones, Cub 9085
- KOKOMO, Flamingos, End 1085
- LITTLE PEDRO, Olympics, Arvee 5023
- LITTLE TURTLE DOVE, Otis Williams and the Charms, King 5455
- LONELY BLUE NIGHTS, Rosie, Brunswick 55205
- MY EMPTY ARMS, Jackie Wilson, Brunswick 9-55201
- ON THE REBOUND, Floyd Cramer, RCA Victor 7840
- PLEASE LOVE ME FOREVER, Cathy Jean and the Roomates, Valmor 007
- PLEASE TELL ME WHY, Jackie Wilson, Brunswick 55208
- SHU RAH, Fats Domino, Imperial 5734
- SOME KIND OF WONDERFUL, Drifters, Atlantic 2096
- SURRENDER, Elvis Presley, RCA Victor 7850
- TO BE LOVED (FOREVER), Pentagons, Donna 1337
- TONIGHT I FELL IN LOVE, Tokens, Warwick 615
- TREES, Platters, Mercury 71791
- VERY THOUGHT OF YOU, Little Willie John, King 5458
- WAIT A MINUTE, Coasters, Atco 6186
- WHERE I FELL IN LOVE, Capris, Old Town 1099
- YOUR FRIENDS, Dee Clark, Vee Jay 372
- YOUR ONE AND ONLY LOVE, Jackie Wilson, Brunswick 55208

**COIN MACHINE PRICE INDEX (continued from back page)**

Spook Gun (Bally) 9-58... \$175	Steam Shovel (CC) 5-56... \$ 90	Super Star Baseball (Wms) 1-54... \$ 50	3-D Kiddie Theater (Rite) 3-54... \$125	Two-Player Basketball (Genc) 3-54... \$135
Sportland Shooting Gallery (Exhib) 11-54... 95	Super Big Top (Genc) 12-55... 185	Swami (Muto) 4-55... 350	3-D Pix (Cap) 2-54... 125	Vacumatic Card Vendor (Exhib) 5-54... 110
Squirts Water Polo (Aqua) 5-57... 350	Super Home Run (CC) 3-54... 75	Target Roll (Bally) 1-58... 145	3-D Theater (Rite) 3-54... 145	Voice-O-Graph (Muto) 2-57... 550
Sportsman (Keen) 11-54... 125	Super Pennant Baseball (Wms) 1-54... 75	10 Commandments (Muto) 12-57... 195	Titam (Wms) 8-59... 365	Voice-O-Graph (Muto) 11-54... 290
Star Slugger (Un) 4-56... 75	Super Slugger (Un) 7-55... 55	Tem Pins (Wms) 12-57... 110	Treasure Cove (Exhibit) 7-55... 140	Wild West (Genc) 2-55... 175
State Fair (Genc) 7-56... 175		Tem Strike (Wms) 12-57... 110	Twin Hockey (CC) 5-58... 175	Yankee Baseball (Un) 2-59... 275

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# BILLBOARD MUSIC WEEK

# COIN MACHINE PRICE INDEX

Listings represent used machines in average condition introduced from 1954 thru mid-1959. Price quoted on each machine represents the average of quotes to operators by franchised distributors in three geographical

areas—East, West and Midwest. Quotes are received and averaged monthly. Listings should be used only as a general guide, since machines of identical type and condition may have considerably different values in different areas.

## MUSIC

AMI		
D-40 (40), 1951	\$	60
D-80 (80), 1951		105
E-40 (40), 1953		95
E-80 (80), 1953		125
E-120 (120), 1953		135
F-40 (40), 1954		150
F-80 (80), 1954		210
F-120 (120), 1954		250
G-40 (40), 1955		250
G-80 (80), 1955		275
G-120 (120), 1955		310
G-120-1 (120), 1956		310
G-200 (200), 1956		275
G-200-1 (200), 1956		275
G-200-2 (200), 1956		275
G-200-3 (200), 1956		275
G-200-4 (200), 1956		275
G-220-5 (200), 1956		275
H-200 (200), 1956		445
H-120 (120), 1956		435
H-100 (100), 1956		360
H-200M (100), 1957		385
I-200 (200), 1957		585
I-120 (120), 1957		535
I-100 (100), 1957		420
I-200M (200), 1958		445
J-200 (200), 1958		660
J-120 (120), 1958		625
J-100M (100), 1958		535
J-200M (200), 1959		535
J-120 (120), 1959		675
J-100 (100), 1959		575
J-200 (200), 1959		650
ROCK-OLA		
1436 (120), 1953	\$	85
1438 (120), 1954		190
1442 (50), 1955		195
1446 (120), 1955		235
1448 (120), 1958		345
1450 (120), 1957		395
1452 (50), 1956		275
1454 (120), 1957		395
1455D (200), 1957		445
1455S (200), 1957		445
1458 (120), 1958		520
1462 (50), 1958		395
1465 (200), 1958		550
1468 (120), 1959		635
1468 Stereo (120), 1959		685
1475 (200), 1959		700
1475 Stereo (200), 1959		750
SEEBURG		
M100B (100), 1950	\$	200
M100C (100), 1952		240
100W (100), 1953		325
HF100G (100), 1953		335
HF100R (100), 1954		400
V200 (200), 1955		300
100J (100), 1955		500
K200 (200), 1957		430
L100 (100), 1957		545
201 (200), 1958		750
161 (160), 1958		730
101 (100), 1958		620
220 (100), 1958		770
220S (100), 1959		770
200SR (100), 1959		795
222 (160), 1958		810
222DH (160), 1959		775
222DHR (160), 1959		835
WURLITZER		
1250 (48), 1950	\$	55
1400 (48), 1951		70
1500 (104), 1952		85
1500A (104), 1953		110
1600A (48), 1954		130
1700 (104), 1954		215
1800 (104), 1955		310
1900 (104), 1956		390
2000 (200), 1958		385
2100 (200), 1957		435
2150 (200), 1957		465
2250 (200), 1958		545
2204 (104), 1958		575
2200 (200), 1958		615
2300-S (200), 1959		790
2300 (200), 1959		735
2304 (104), 1959		700
2304-S (104), 1959		760
2310 (100), 1959		700

## BOWLERS & SHUFFLES

BALLY		
ABC Bowler 7-55	\$	195
ABC Bowling Lanes 12-56		200
ABC Champion 9-57		295
ABC Super-Deluxe Bowler 9-57		275
ABC Tournament 6-57		275
All-Star Bowler 12-57		115
All-Star Deluxe 2-58		115
Bally Shuffle 1-59		35
Blue Ribbon 4-55		125
Challenger 9-59		750
Club Bowler 2-59		395
Congress Bowler 7-55		195
Deluxe Club Bowler 3-59		475
Gold Medal 4-55		125
Jumbo Bowler 9-55		225
King-Pin Bowler 9-55		225
Lucky Alley 8-58		475
Lucky Shuffle 9-58		325
Monarch 11-59		350
Pan American 6-59		600
Speed Bowler 11-58		325
Star Shuffle 9-58		325
Star Shuffle 9-58		325
Strike Bowler 11-57		200
Super Bowler 1-58		115
Trophy 4-58		375
CHICAGO COIN		
All Star Team Bowler 11-55	\$	90
Blinker 8-55		170
Bonus Score 5-55		140
Bowl Master 7-59		390
Bowling Team 10-55		130
Bull's-Eye Bowler 7-55		150
Championship 11-56		240
Bowling League 7-57		125
Criss Cross Target 1-55		60
Double Feature 12-58		380
Hollywood 4-55		155
King Bowler 3-59		695
Lucky Strike 1-58		330
Miami Shuffle 10-58		40
Monte Carlo 1-59		75
Player's Choice 9-58		545
Rebound Shuffle 11-58		45
Red Pin 3-59		435
Rocket Ball 2-59		125
Rocket Shuffle 2-58		95
Rocket Shuffle Two-Player 4-58		135
Score-A-Line 9-55		135
Shuffle Explorer 6-58		135
Skee Roll 1-57		95
Star Rocket 5-59		250
Tournament Ski Bowl 12-56		130
Triple Strike 1-55		125
TV Bowling League 11-57		290
Twin Bowler 10-58		390
UNITED		
Advance 6-59	\$	575
Atlas Shuffle Alley 9-58		325
Bonus Bowling Alley 3-58		375
Bowling Alley 11-56		125
Build-Up 5-56		120
Capitol Shuffle Alley 6-55		95
Clipper 4-55		75
Cyclone 10-58		325
Deluxe Bowling Alley 7-57		245
Deluxe Flash 6-59		450
Deluxe Shooting Star 6-58		90
Dual Shuffle 1-59		375
Duplex 11-58		525
Eagle Shuffle Alley 5-58		295
Flash 6-59		425
4-Way 11-59		500
Handicap 9-56		225
Handicap 11-59		575
Hi-Score 6-57		195
Jumbo Bowling Alley 8-57		295
Jupiter Shuffle Alley 9-58		125

League Alley 8-59	\$	550
Lightning 2-55		75
Midget Bowling Alley 3-58		75
Niagara 11-58		350
Pixie Bowler 7-58		75
Playtime 6-58		545
Regulation 11-55		195
Royal Bowling Alley 12-57		195
Select Play 6-56		75
Shooting Star 4-58		75
Shuffle Playmate 2-59		60
Simplex 4-59		400
Six Star 11-57		295
Super Bonus 9-55		150
Team Bowling Alley 4-57		220
Team-Mate 12-59		595
3-Way 8-59		465
Top Notch 11-55		195
Venus 4-55		125
Zenith 5-59		425

## PINBALLS

BALLY		
Ballerina 6-59	\$	400
Balls-A-Poppin 10-56		50
Bally U.S.A. 7-58		75
Beach Beauty 11-55		65
Beach Time 9-58		250
Big Show 9-56		70
Broadway 12-55		50
Carnival 10-57		65
Carnival-Queen 11-58		275
Circus 8-57		65
County Fair 11-59		550
Crosswords 1-58		100
Cypress Gardens 5-58		195
Double Header 8-58		115
Fun-Way 9-59		375
Gay Time 6-55		50
Gayety 4-55		40
Key West 12-58		70
Lotta Fun 9-59		380
Miami Beach 9-55		55
Miss America 1-58		135
Night Club 3-58		60
Parade 6-56		60
Sea Island 2-59		335
Show-Time 4-57		75
Sun Valley 7-57		140
GOTTLIEB		
Ace High 2-57	\$	75
Add-A-Line 7-55		60
Annabelle 8-59		225
2 Around the World 7-59		295
2 Atlas 5-59		280
Auto Race 9-56		70
2 Brite Star 4-58		185
Classy Bowler 7-56		75
4 Contest 10-58		275
2 Continental Cave 7-57		145
Criss Cross 3-58		155
Derby Day 5-56		65
2 Double Action 1-59		245
2 Duette 3-55		75
Easy Aces 12-55		60
2 Fair Lady 11-56		110
4 Falstaff 11-57		245
2 Flag-Ship 1-57		135
Frontiersman 11-55		60
2 Gladiator 1-56		85
2 Gondolier 6-58		195
Gypsy Queen 2-55		60
Harbor Lites 3-56		65
Hi Diver 4-59		185
4 Jubilee 5-55		135
Lightning Ball 12-59		230
2 Mademoiselle 11-59		300
4 Majestic 4-57		230
2 Marathon 9-55		90
2 Picnic 6-58		195
Queen of Diamonds 6-59		210
2 Race Time 3-59		230
Rainbow 12-58		75
4 Register 10-56		105
Rocket Ship 5-58		135
Roto Pool 7-58		145
Royal Flush 5-57		100
4 Score-Board 4-56		75
2 Sea Belles 9-56		100

Silver 10-57	\$	140
Sittin' Pretty 11-58		180
Sluggin' Champ 4-55		70
Southern Belle 6-55		60
Straight Flush 12-57		140
Straight Shooter 2-59		190
Sunshine 9-58		175
2 Super Circus 9-57		175
4 Sweet Sioux 9-59		360
2 Toreador 6-56		95
2 Tournament 8-55		95
Twin Bill 1-55		50
Universe 10-59		215
2 Whirlwind 2-58		185
Wishing Well 9-55		60
World Champ 8-57		95
WILLIAMS		
Arrow Head 7-57	\$	50
Casino 8-58		125
2 Circus Wagon 10-55		75
Club House 10-59		185
Crossword 5-59		175
Cue Ball 4-57		50
2 Fiesta 12-59		285
4 Star 7-58		110
4 Fun House 10-56		55
4 Gay Paree 6-57		75
Golden Bells 9-59		160
Gusher 9-58		110
Hi-Hand 6-57		70
Hot Diggity 8-58		50
Jig Saw 12-57		75
Kings 8-57		70
2 Naples 9-57		125
Perky 11-56		50
Peter Pan 4-55		50
2 Piccadilly 5-58		50
4 Race-the-Clock 4-55		50
Regatta 10-55		50
Reno 10-57		65
Rocket 11-59		195
Satellite 6-58		115
Sea Wolf 7-59		150
2 Shamrock 1-57		70
Smoke Signal 9-55		60
Soccer Kick-Off 3-58		125
Spot Pool 6-59		175
Starfire 3-57		95
Steeple Chase 11-57		95
Super Score 9-56		75
4 Surf Rider 7-56		75
3-D 11-58		125
Three Deuces 8-55		60
Tic-Tac-Toe 1-59		160
Tim-Buc-Tu 1-56		60
Top Hat 2-58		110
Turf Champ 8-58		110
Wonderland 5-55		50

Coom Hunt (Seeb) 2-54	\$	120
Crane (Wms.) 3-56		75
Criss Cross Hockey (CC) 9-58		195
Crossfire (Wms.) 3-57		195
Davy Crockett (Genc) 10-56		150
Deco Grandma (Deco) 8-54		100
Deluxe Crusader (Wms.) 5-59		345
Deluxe 4-Bagger (Wms.) 5-56		135
Deluxe Ranger (Keen) 3-55		170
Deluxe Skill Parade (Bally) 1-59		125
Deluxe Vanguard (Wms.) 10-58		285
Derby Roll (Un) 5-55		125
Deuces Wild (Kaye) 10-58		100
Dodge City (Fran) 12-58		100
Drivemobile (Muto) 6-54		135
5th Inning (Un) 6-55		75
Golf Champ (Bally) 8-58		95
Gun Club (Genc) 1-58		300
Gunsmoke (Bally) 4-59		220
Heavy Hitter (Bally) 3-59		250
Hercules (Wms.) 3-59		300
Hi-Fly (Genc) 4-56		35
Horoscope Fortune Teller (Genc) 9-57		95
Hydro Duck (B&W) 10-54		130
Jet Fighter (Wms.) 10-54		95
Jet Pilot (CC) 5-59		195
Joker Ball (Mid) 10-59		200
Jolly Joker (Wms.) 10-55		50
Jumbo Ten Pins (Wms.) 3-58		75
Jumbo Ten Strike (Wms.) 3-58		105
Jungle Gun (Un) 7-54		95
Jungle Hunt (Exhib) 7-54		170
Jr. Auto Test (Cap) 12-58		145
Kaye Hockey (Kaye) 58		125
King of Swat (Wms.) 5-55		95
Kiss-O-Meter (Exhib) 12-56		115
League Leader (Keen) 4-58		75
Major League (Wms.) 4-54		50
Model 500 Shooting Gallery (Exhib) 3-55		110
Monkey Climb (IEC) 3-55		175
Moon-Raider (Bally) 7-59		290
Motorama (Genc) 10-57		140
1957 Baseball (Wms.) 4-57		175
Pan-O-Rama 800 (Cap) 12-58		195
Peep Barrels (Exhib) 12-56		75
Peppey the Clown (Wms) 12-56		135
Photomatic (Muto) 2-54		295
Photo Machine (Muto) 12-59		495
Pinch Hitter (Wms) 3-59		295
Pirate Gun (Un) 10-56		210
Playland Rifle Gallery (CC) 8-59		365
Polar Hunt (Un) 4-55		155
Quarterback (Genc) 9-55		50
Ranger (Keen) 3-55		155
Red Ball (Mid) 5-59		170
Rifle Gallery (Genc) 9-55		85
Rock 'n' Roll (Muto) 5-58		45
Safari (Wms.) 1-55		15



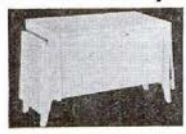
## NEW DEALER PRODUCTS

## Add Mylar Blank Tape to Line

A new Mylar base tape has been added to the Soundcraft series of blank recording tape. The firm says the Mylar base has 50 per cent more length on its 50M type and 100 per cent on its 100M. Although no prices were given for the new tapes the company said that the tapes will be available in newly redesigned multi-color boxes. Wire racks for display will also be instituted for dealer use.



## New Disk Library Cabinet



One of the two new lines of record library cabinets in-

troduced by the Word Records Corporation of Waco, Tex., is the 200 Series pictured here. It comes in either blond oak, walnut, maple, mahogany or ebony. Spaciousness on the top surface of the unit makes it ideal as a disk player holder. The cabinet is 18 by 30 by 23 inches. Wholesale prices and other information is available from the company.

## Portable Radio With a Sling

The General Electric Company has added a new eight-transistor portable to its radio line which comes with a removable sling. The set has telescoping antenna that can be tuned while in the carrying position. The suggested list price is \$59.95.

## Pocket-Sized 6 Transistor

The Admiral Company is debuting a new American-made six-transistor radio weighing five ounces. The set is shirt-pocket-sized, measuring 3 1/2 by 2 1/2 by 1 inch. The set is available in black, white, yellow and blue. The list price is \$14.95.

## Danish Tone Arm for Pros

The TA-16, a new professional tone arm being manufactured by Bang & Olufsen of Denmark, is being distributed in this country by Dynaco, Inc., Philadelphia. The unit is 16 inches long and works on a gimbal pivot which provides for inertial balance. This, the company says, results in lower distortion and record wear. Complete information is available from the company's main office.

## Low-Price 'Compact' Tuner

A low-priced compact-type FM tuner has been introduced to the market by the Allied Radio Company of Chicago. The set, which bears the Knight brand, has bar-type electronic eye tuning indicator and AFC lock-in type tuning. The set may be played through audio rigs, TV sets, tape recorders or other phono-playing systems. It sells for \$49.95 retail.

## New Automatic Turntable

The Miracord Studio H is a new unit being debbed by the Benjamin Sound Corporation that combines a fully automatic turntable with professional tone arm. The hysteresis motor allows for specific speed control. The professional turntable plays any of four speeds either manually or automatically, including the new 33 single. The new unit comes in two models, the Studio and the Studio H; the former sells for \$99.50, the latter \$79.95. Both will be available in late spring.

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MULSON STUDIO

Box 1941 Bridgeport, Conn.

## Third Smash Label Release Hits Mkt.

CHICAGO — Smash Records, new subsidiary of Mercury Records, issued its third release, last week, "I'm a Fool to Care," by Joe Barry, originally recorded on the Jini label.

Mercury purchased the master from Jini, and plans immediate production and national distribution of the single on Smash.

Production of the master has since been withdrawn from Houston Plastics which handled the Jini pressings and given to the Mercury plants in Richmond, Ind., and Los Angeles.

Shelby Singleton and Kenny Myers of Mercury and Floyd Souleau and Huey Mux, producers of the Jini single, handled negotiations for the Jini-Smash arrangement.

GIVE TO DAMON RUNYON CANCER FUND

## WITH THE COUNTRY JOCKEYS

Tom Perryman, general manager of KGRI, Henderson, Tex., announces the signing of Jolly Cholly Stokley to the KGRI staff as commercial manager and early-morning deejay. Tom and Cholly formerly worked together at KSIG, Glacaster, Tex. KSIG's W. W. WRR, Dallas; KWKH, Shreveport, La., and WVEK, New Orleans. Stokley's morning wax-spinning session runs from 6-9 a.m. KGRI is owned by Jim Reeves, RCA Victor, and "Grand Ole Opry" feature. . . . Buddy Williams is now spinning two full hours of country music, 12 noon to 2 p.m., over WCNG, Canonsburg, Pa., with the possibility that he will be handed another time increase in the near future.

"Country music is really booming in this section of Virginia," typewrites Dick (Old Shoe) Gurst, program director for WKWS, Roanoke, Va. "I am promotional manager for the Jim-Glenn Enterprises, of which Glenn Parks is president and Jim James, a.k.a., Mr. Man. We have a new release, "God's Country Show," by Stu Skillet, on our Lance label, which we'll be happy to send to jocks who write us on their station's letterhead." Address of Jim-Glenn Enterprises is 3508 Chamberlayne Avenue, Richmond, Va. . . . Jocks who need down-to-earth country releases by Cowboy Howard Vokes and Rudy Thacker are invited to write Art Barrett, WCMJ, Center Street, Harrington, Del, for sample copies.

Neal Bunch, of Country Music Promotions, Suffolk, Va., was a recent visitor to WCMJ, Norfolk, to cut up jacks with deejays Art Barrett and Joe Campbell, and to promote the latest releases by Starday, Hickory, Liberty, Cimarron, Peach and Wonder labels, as well as the latest platters by Jimmie Skinner, Annie Hill and Webb Pierce. "I invite deejays not receiving records by these artists to write me at Route 1, Box 544, Suffolk, Va. . . . I will see personally that they are put on the mailing list." Neal speaks of Art Barrett as "one of the finest country deejays in the State," and says that WCMJ has a full-time country music schedule.

Robert Orben, of Orben Publications, Valley Stream, N.Y., who publishes a monthly gag service for performers and deejays on a subscription basis, has just issued his Current Comedy Vol. II, which comprises his monthly output from November, 1959, through October, 1960, 12 issues in bound form. Orben's subscription list for his monthly service now totals a few short of 1,000, with some 400 deejays included in the list. Current Comedy Vol. II contains a heap of solid comedy material for the jock who uses occasional comedy to brighten his routine platter chatter. The bound volume bears a \$5 price tag.

John Allen, news director and c.w.m. music librarian at Station WDXN, Clarksville, Tenn., writes: "I have just started programming the new music from one week to the next. We are gratified with the results to the point that we may soon be able to increase country music time beyond the present two hours per day. We have never played country music before and thus have next to nothing in the c.w.m. file. Would appreciate your publishing a list of records. We are a 1,000-watt station on a clear-channel frequency. We need both albums and singles, current and old. Our address is WDXN, WNLG, New London, Conn., reminds that the station goes 5,000 watts soon and that he's in the need

for better record service. . . . Curtis Short, of KBOP, Pleasanton, Tex., is another to put in a plea for more country records.

Spencer Bennett, country music director of WALLY Herkimer-Hon, N. Y., reports that the station has initiated "Country Music Jambores," heard each morning, Monday through Friday, but that they are lacking in the new country and western disk releases. . . . Eunice Records, 310 Green Building, Evansville, Ind., invites deejays to write in for a copy of Bill Russ's new release, "Same Place, Same Girl." Give your station call letters when you write. . . . LaVerne Wright, president of Happy Hearts Music, 2213 Christine Street, Wayne, Mich., asks deejays not now on the firm's mailing list to write in on their station letterhead to be placed on the firm's books for regular disk service.

Deejay copies of Perry Brice's initial release on Flair Records, "One Year Ago" b/w "Southern Hospitality," and Max Hedrick's new one on the Kall label, "Lonely Nights" b/w "The Welcome Sign Upon My Heart," are available by writing to Cousin Bud, WTR, Radio, Box 842, Vero Beach, Fla. . . . Chet Good's new c.w. release on the Pro label went out to the distributors last week. The disk features two of Chet's own tunes. Deejay samples are obtainable from the publisher, B-W Music, Inc., 1000 Broadway, New York. Disk request on your station's letterhead. . . . Buddy Records, 500 Locust Street, Marshall, Tex., has available samples of the new Charles Feickert-Wickert release, "Charleganda Waltz." A request on your station's letterhead will fetch you a copy.

A bid for deejay disk samples and a place on the mailing lists of the various districts and c.w. and gospel artists is tendered by Johnnie Deidiker, who spins a daily hour-long country and gospel music program on WJZZ, a radio-Ozark network which includes KAMS-FM, Mammoth Spring, Ark.; KALM, Thayer, Mo.; KJOK, Joplin, Mo.; and WJZZ, and KWPM and KWPM-FM, Plains, Mo. In addition to the above stint, Johnnie has a daily four-hour morning show on WJZZ and six hours of gospel music programming each Sunday morning on KWPM and KWPM-FM. . . . Troy Crane invites deejays to write in for a copy of his new release, "Oak Records," "Baby, Good Luck; Baby, Good-Bye." His address is 1126 Jeanette Street, Atlanta, Ga.

Buddy Williams, who has been doing a two-hour platter show each Saturday over WCNG, Canonsburg, Pa., has had his time extended three hours and is now running from 9 a.m. to 12 p.m. Meanwhile, other jocks on the station are spinning c.w. stuff from 10 a.m. until 2 p.m., Monday through Friday. WCNG has good coverage in the Pittsburgh sector as well as parts of Virginia, West Virginia and Ohio. "If things continue to keep going as they are we see and six weeks still more country music time," says Williams. "I can use all kinds of country records, and programming material. We are strictly country, but we finally convinced the boss that town and country music is the only real answer in the Mobile, Ala., market," writes Chuck Thompson, in charge of operations at WJZZ, Radio, Mobile. Now 11 hours a day, he'll be playing 18 a day, all-day country music. Can use all the records, can get—no special deadline is only days away." Chuck's address is WJZZ, Radio, Box 1548, Mobile, Ala.

## SPANISH NEWSNOTES

## U. S. Hits Lead Voting in Spain

By RAUL MATIAS Editor, Discomania 32, Av. Jose Antonio, Madrid)

The popular vote in Spain made the U.S.A. the leader in the battle of hits in March. "Greeneaves of Summer," "My Home Town," "Greenfields," "Are You Lonesome Tonight," "It's Now or Never" won the country-wide election through the Radio Madrid network. Three songs from Italy and two from Spain complete the top 10 list. The Brothers Four qualified as the favorite vocal group of the month. They will visit this country next June. Elvis Presley, Paul Anka and Adriano Celentano are on top among the public celebrities here. Johnny Tillotson, Neil Sedaka and Pat Boone popular among teenagers with "Poetry in Motion," "You Mean Everything to Me," "John Williams' career in "Big Parade" April 2. . . . William gained outstanding popularity in France with "Greeneaves of Summer" (Le Bleu de L'été). . . . Anna Cogan will sing in Madrid this month and Sacha Distel will open here April 29. . . . The Four Kestrels will come, too, May 27, and Amalia Rodriguez from Portugal is already signed for June. . . . The Candlejars Quartet will record while in Spain with RCA. . . . Esmeralda Roy from Buenos Aires is doing records in Spain. . . . Della Reese, Esquivel, Chet Atkins, Sam Cooke, Floyd Cramer and Henry Rene are in the new list of RCA's releases. "Cleuts" by the Four Preps launched by Capitol. . . . Many sides recorded by Al Martino with 20th Fox pressed by Belter in Spain. . . . "My Girl" by Johnny Mathis to be re-released on Fontana label while he is on a European tour.

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## MOA BOASTS MEMBERS IN FIFTY STATES

CHICAGO—Music Operators of America has expanded its membership to include operators in all 50 States of the U. S., thanks to a recent membership drive launched by the association.

The group is also having excellent results in its drive for exhibitors at the annual convention at Miami in May. Less than a dozen booths remain to be sold and prospects for a sellout by well before convention time are virtually assured. Although no figures were released on the membership drive (in keeping with past MOA policy), both MOA's Ed Ratajack and George Miller indicated the additions to the ranks was substantial. Ratajack pointed out that in recent months the association has concentrated on various areas where MOA has been notably weak—"a rifle approach instead of a shotgun approach"—with excellent results.

## Oil Sheiks Order Arab Wax to Hike Morale in harems

Continued from page 5

have as many as 20 juke boxes positioned about their palaces, although not all of them in the harem suites.

But the difficulty, as outlined by the Emir of Qatar's emissaries to the record companies here, is that of a shortage of genuine Arab music.

The sheiks complain that "foreign"—meaning U. S. pop—music has an "unsettling" effect on the girls.

A diskery representative here reported, "We are getting complaints that listening to foreign pop gives the girls ideas, like going to Hollywood or becoming hula dancers in Hawaii."

The sheiks generally are having an increasingly difficult time holding together their harems. This, in fact, is the reason for the modest juke box boom in the Arab lands.

The radio, films and now TV "tend to make the girls itchy and to feel maybe they're missing so-thing in life," a diskery executive reported. Juke boxes have gained favor with the sheiks as a compromise to harem demands for livelier desert living.

## Memphis Area Coin Ops Face New Tax Bite: 'Personality' Levy on Books, Wasn't Enforced

By ELTON WHISENHUNT

MEMPHIS—Music, game and vending operators in Memphis and Shelby County face another tax bite with announcement last week by County Tax Assessor George C. LaManna that he is going after the amusement industry on the personality tax.

The personality tax is paid at the rate set by the County Court on real property, which is \$1.84 per \$100 valuation.

On the assessment is made on a 60 per cent basis.

Here is an example: Suppose an operator owns \$50,000 worth of phonographs, games or cigarette vending machines. The first \$1,000 is exempt, LaManna said. Then 60 per cent of \$49,000 is taxed, which is \$29,400.

# Direct Sales Looms as Problem

CHICAGO—The wave of location-selling that has had operators in Nebraska and out of the Midwest up in arms recently, has leveled off, but operators are wondering for how long.

Howard Ellis, speaking for the Nebraska Music Guild, noted that the problem is not as acute as it has been. Ellis said a few direct sales are still being made, but not to prime locations.

Ellis, however, added that operators have had location sales subsiding in the past, only to have them spring up anew, with even more vigor.

Underlining the reason for Ellis' caution, a spokesman for Lakeland Distributing Company, Minneapolis, a firm actively selling directly to locations through the Midwest, says sales are continuing steadily and that he has no reason to expect otherwise in the future. Lakeland is one of several firms reportedly selling direct in the area. Others include a firm identified as



HOWARD ELLIS

Coin Machines Unlimited, Colfax, Wis.; a firm spoken of as A. & W., also in Minneapolis; and several less-identifiable firms in the surrounding areas.

### EDITORIAL

## Locations Need Facts

The Billboard Publishing Company has always supported the theory that the individual operator is the backbone of the coin machine business. With the wave of location-selling that is flourishing throughout the Midwest, it seems timely to restate some of the reasons.

Basically, they have to do with the welfare of the industry itself. The operator, being a specialist in coin-operated equipment, is felt to be the best qualified to handle the many needs of the equipment and to utilize it to its best advantage.

Being a specialist, the operator can service equipment more efficiently than a location owner who might have but one or two pieces. He can program music on a juke box expertly to get maximum play from customers, and he can constantly move equipment around to help arouse location play.

In the past, when sales of equipment have been made direct to the location, the pattern has generally been the same. Service has been poor. Juke box programming has been amateurish and infrequent. With the same piece of equipment staying in the location (without benefit of stepping down or changing as operators are able to do) both the location owner and his customers soon lost interest.

Members of the Nebraska Music Guild have shown an awareness of the dangers of these problems. They're fighting with two of their best weapons, giving top service and top equipment to the location. They can go a step further by doing a little individual public relations and making the location owner aware of the many problems involved in operating. Only by seeing some black-and-white facts and hearing some actual figures can the location owner be convinced that owning equipment is more costly and more of a headache for him than the arrangement he now has with an operator.

Unless this is done, the location will often give in to the lure of "getting all the take, not just 50 per cent," and when this happens, the operator suffers, the location suffers, the location's customers suffer and in the not-too-long run the entire coin machine industry suffers.

against persons who don't pay it, but nobody knows yet what is going to happen.

LaManna said he is going to Nashville, the State Capital, Monday (5) to find out what the State-wide situation is and what to do—meaning whether to enforce the laws on the books or not.

LaManna said: "We have a statute on the books which specifically says that all properties shall be assessed at its actual cash value. Actual cash value means what the person would sell the property for and what a buyer is willing to pay for it, without compulsion on either person."

"By all properties I mean real, personal and mixed."

"This is the crux of it: the only personal property that we assess is

(Continued on page 59)

Ellis noted the location-sales problem was a hot topic of discussion during the recent Nebraska Music Guild meeting in Omaha, and operators then had agreed the only thing they could do to fight was to give better service and top equipment to their customers.

The degree to which some have succeeded is evident by the apparent slowing of direct sales in Omaha. However, confident comments from Lakeland regarding future sales potential, would seem to indicate that location sales will be with the operators for some time.

Lakeland, which appears to be giving the Nebraska group most of its headaches, has been in business some three years and sells throughout a five-State area—Nebraska, North and South Dakota, Wisconsin and Minnesota. The firm has salesmen in each State and handles juke boxes, cigarette machines, coffee vendors, candy dispensers and ice-cube vendors. The firm handles both new and used equipment, but reportedly does not deal in games.

According to Mell Gullickson, manager of the Minneapolis office, Lakeland has some 15 men, sales and service, connected with the firm.

Lakeland buys equipment from both operators and distributors. Gullickson said, though he declined to name any source of supply, the approximate price he pays for the equipment, or the approximate price for which he sells the equipment.

Not all lines of equipment are handled, but again no names were given by the firm.

After selling the location, Gullickson says Lakeland furnishes all necessary maintenance, plus in the case of juke boxes, a programming service.

The maintenance is given free for the first year, and after this, Lakeland plans to institute some form of service policy that the locations can buy.

Lakeland reportedly has service men in most major cities, and in the case of small rural areas will even go to the point of flying a serviceman in by company plane.

Gullickson says locations can also subscribe to a record programming service whereby they are sent a list of new disks once a month and can pick what they want. Singles are sold for 68 cents each.

Gullickson said the service was furnished by a record distributor, "or maybe it's a dealer," but he again declined to name any names, feeling the dealer or distributor "might not like this."

## Council's P-R Arm Welcomes German Tradesters to U. S.

NEW YORK—American coin machine executives are attempting to encourage a visit of German coinmen to the United States. The move had its start with the publication in BMW of a story indicating the interest of German coinmen in the Coin Machine Council, public relations arm of American coinmen.

The Public Relations Board, CMC's professional PR counsel, then went into action. Lou Casola, CMC president, was advised to invite West German coinmen to send a mission to the U. S.

This week the United States Department of Commerce said the invitation was forwarded to the commercial attaché in Bonn. The attaché replied that he is attempting to set up the trip.

## 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.

SURRENDER AND LONELY MAN	ELVIS PRESLEY RCA Victor 7850
WALK RIGHT BACK AND EBONY EYES	EVERLY BROTHERS Warner Bros. 5199
THINK TWICE AND FOR MY BABY	BROOK BENTON Mercury 71774
WHERE THE BOYS ARE AND NO ONE	CONITIE FRANCIS J&M 12971
PLEASE TELL ME WHY AND YOUR ONE AND ONLY LOVE	JACKIE WILSON Brunswick 82506
FELL IN LOVE ON MONDAY AND SHU RAH	FATS DOMINGO Imperial 8794
DIXIE AND GIDGET GOES HAWAIIAN	DUANE EDDY J&M 1188





Midwest

MILWAUKEE MENTIONS

According to Sam Hastings, president of the Milwaukee Coin Machine Operators' Association, attendance at the March 13 meeting was held down by the snowstorm and the Patterson-Johansson fight. . . Joe Pelligrino, P. & P. Distributing Company, is back from his Florida vacation. . . Merv Ebling is expected to rejoin the P. & P. Distributing Company staff around Easter when he returns from his Army service.

Inquiries about equipment for up-State retail areas are coming in more frequently now, reports Orville Carantz, Badger Novelty Company. Carantz also notes plans being made for a Rock-Ola service school in mid-April. Stop-laps at Badger included Martin Oberdieck, Horicon, and Frank Seyman, Marinette. . . William Staunton, a former U. S. Army, he had been working on his dad's music and games routes.

Operator Stanley Gerlach, Palmyra, is mourning the deaths recently of both his father and step-mother. . . Harry Jacobs Jr., United, Inc., returned from a Wurflizer selling trip through Northern Wisconsin, reports these recent United, Inc., showroom visitors: Andy Waterman, Wisconsin Dells; Bob Martin, Vogue Music, Kenosha, and Bruce Beransk, Elkhart. . . William Staunton has joined the Wisconsin Novelty Company's staff as a service trainee.

**Doug Opitz**, Wisconsin Novelty Company's head man, is disappointed. He just learned that JFK is going to be out of town on the day he and his family visit the White House later this month in Washington. . . **Woody Johnson**, former United, Inc., general manager, sends his regards to all his coin machine industry friends in Tucson, Ariz., where he now lives. . . The recent burst of 45 r.p.m. hit singles has caused operator interest in compact 33s, according to Stu Glassman, Radio Doctors, operator disk shoppers at Radio Doctors, included Elmer Schmitz, Willard; and Leona Coin Machine Company, Rhineland; Robert Lax, Green Bay, and Mike Young, Soldier's Grove.

The State Cigarette Operators' Association meeting March 20 at the Milwaukee Inn attracted a number of music and games men. . . hand were Mr. and Mrs. C. S. Pierce, Pierce Music, Broadhead; Herb Tonnett, Cigarette Sales, Appleton; Russ Dougherty, Wisconsin Rapids; Joe Beck, Mitchell Novelty Company, and **Doug Opitz**, Wisconsin Novelty Company. . . **Benn Ollman**

CLEVELAND CAPERS

A ray of hope has pierced the gloomy unemployment picture here and coin machine operators are looking toward a brighter future. After a survey of 308 major employers, the Ohio State Employment Service reported that these firms will call back nearly 2,000 workers by May 31.

These figures and the prospects of a record-breaking spring season have Joseph Abraham, head of Lake City Amusement Company, glowing with optimism. He expects to increase his overseas shipments by 50 per cent this year. . . Attending a recent service school held by Schaffer Music Company were Bob, William and Richard Taylor and Don Restle of Acme Music Company; George Toy and Joseph Kapeluch of Consumer Vending; Bud Bell and John Painuly of Bell Amusement Company; Jim Hansen of Lind Distributing and Morris Birkowitz and Larry Werner of Atlas Music Company.

Cleveland Coin Machine Exchange Company ships coin-operated equipment to the Far East through the ports of Los Angeles, San Francisco, Houston, Baltimore, New York and Savannah, according to Morris Gisser, president. . . Paul Case, district salesman for Lake City Amusement Company, has been with the firm eight years. . . Lake City Amusement expects to hold a service school in the near future.

Attewell Music Company this year celebrates its 25th year of operation. The tightly knit concern is owned by Alfred Attewell, his wife Pauline, and son, Alfred Jr.

"This recession has really hurt the tavern trade and my collections. More people are buying their beer in carry-out stores and drinking it at home to save money," said Helen Dugan, head of Dugan Music Company.

**Sidney Amdur**, head of Metro Music Company, Inc., sees the 33 r.p.m. disk reaching wide acceptance in about two years. . . This year is James Ross' silver anniversary in the business. He operates J. R. Music Company. . . Tony Miller, head of Associated Enterprises, has attended 10 consecutive N.O.A. conventions and it's a pretty good bet he'll notch number 11 this year. . . **Bob Sudyk**

DETROIT DOINGS

**Chancey A. Alger**, a newcomer to the field, is forming the Alger Music Company in Allen Park, to operate a juke box route. Alger formerly operated a beer and wine store, but has been ill for the past two years and is just now returning to business activity.

**Mrs. Sarah G. Green** has sold the title of Interstate Vending Company to the Interstate Detroit Coffee Corporation group headed by Alex Kramer, but continues her operation of Interstate Amusement Company, operating games and juke boxes. Her husband, William B. Green, is the manager of the firm and also the owner of the separate Sportsland Amusement Company. . . **Hal Reeves**

# African Coin Trade Rising Rapidly Despite Turbulence in Many Spots

By OMER ANDERSON

ANTWERP — The African Continent is developing as a coin machine export market much faster than is realized generally in the trade, according to comprehensive surveys just completed at this crossroads of the export-import traffic.

Despite the headline turbulence gripping large areas of Africa, coin machine sales are rising steadily in almost all areas, and are booming in some spots.

General exports to Africa from this port—the clearing house for the U. S.-European coin machine trade—have increased 15 per cent in the last year. The forecast is for a further 25 per cent rise in 1961, and some experts here predict a much larger gain, up to 50 per cent.

Curiously, most coin machine traders back African independence, even for the Belgian Congo. They believe independence will force the pace of African economic development, and that this development will boom the demand for coin machines.

One of Antwerp's largest coin machine traders, explained, "We deal in facts, in our trade, and what seem like facts to us don't please the politicians at the moment."

"But the facts in Africa, as we see them, are that independence, no matter how badly mismanaged at the moment, inevitably must create an almost limitless market for coin machines of all types—and colors, for that matter."

Wide Open

"Africa is wide-open frontier territory—don't forget. Speaking of 'new frontiers,' Africa is a fantastic new frontier with wide-open opportunity. It is wide open for vending machines, and it is wide open for juke boxes. There could be a good market, I believe, for games, but they are going to be more difficult."

The trader ridiculed the notion that Africa is the "Dark Continent," peopled by animals and savages to whom a juke box would seem an adjunct of the tribal medicine man.

"Sure there are animals and savages in Africa," he conceded, "but I know a wide part of Africa—I have spent a lot of time in the Congo and other areas. There are modern cities there like Leopoldville, there are factories, and there is considerable more civilization than is realized."

The trade here makes this further point: coin machines are ideal accessories of economic development because they are simple, inexpensive, and practical.

Unlike dams, power plants, and steel mills, they yield results—now—and in tangible form.

Although the more supercharged of the optimists here speak of vending machine exports to Africa were nil, this is not the case. In fact, the steady, if small, volume of exports is the best basis for forecasting a boom.

For example, Ghana imported \$500,000 worth of coin machines from West Germany alone last year. Most of these machines were re-exported to other African countries.

Liberia is developing as the U. S. trade's gateway to the African Continent. From Morovia coin machines are shipped to Guinea, Sierra Leon, Nigeria, and down the West Coast of Africa to Angola, West Africa and even to South African coastal cities.

Most of the North African trade clears through Casablanca. Standing on the docks here at Antwerp, one sees shipment after shipment consigned to the Moroccan coastal cities.

The trader who earlier had waxed so lyrical over the promise of the African market, expanded now on the Casablanca shipments:

Up 20 Per Cent  
"Out shipments to North Africa have been increasing 15 per cent a year and last year they went up 20 per cent. Most of the machines shipped to Casablanca are sent into the interior of North Africa."

"But don't forget that there are big cities in North Africa—made-to-order markets for coin machines. Cities like Casablanca, Tangiers, Fez, Marrakesh, Tunis, Bizerte, and Algiers."

Since North African independence there has been a big pickup in coin machine business there, and, on the basis of the North African example, there is no doubt that the same will be true for the African Continent as a whole.

Studies here show that there is a surprising trade even into such primitive areas as the Mali Federation, the Cameroons, and the Upper Volta Republic. Reconditioned equipment is shipped from here regularly to half a dozen importers-distributors-operators in these areas.

Dakar Important

Dakar vies with Accra and Monrovia as a transit point for coin machine equipment to the west coast of Africa and the interior. Dakar remains the center of air routes linking Europe and South America, and this fact has made the city the center for air freight shipments to Africa from Europe.

The steadily increasing use of air freight is prompting European coin machine producers to survey the establishment of manufacturing facilities in Africa.

At least three European producers are reported interested in establishing an African operation. Air freight would permit the shipment of prime components for assembly at an African site, where secondary components would be manufactured.

Air Traffic

The Congo crisis is having the positive effect of stimulating air traffic between Europe and Africa on the one hand, and the Middle East and Africa, on the other.

A study made by a Belgian firm contemplating the establishment of a large African coin machine operation concludes:

"The Congolese crisis and the general unrest in Africa should be regarded in a positive light as far as our industry is concerned. As the front page of any daily newspaper makes clear, Africa is more than a continent. In terms of its potential, it is on the threshold, it would seem, of enormous economic progress."

"However, the greatest share of this progress will be taken by the industries and enterprises which act most vigorously now to establish themselves in the African market."

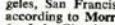


Harry Jacobs Jr.

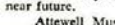
Sam Hastings



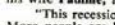
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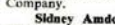
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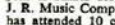
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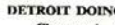
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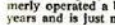
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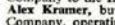
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Woody Johnson



Woody Johnson



Woody Johnson

## Seeburg Sets Own B-M Sales Offices

CHICAGO—The Seeburg Corporation is opening factory-owned sales offices for the firm's background music line in Chicago, San Francisco, Hollywood and New York.

The offices will be in addition to whatever distribution arrangements Seeburg already has in each city for its juke box and vending line.

The group's regular monthly meeting has been pushed one week ahead to April 11.

Announcement came from Stuart F. Auer, named Seeburg vice-president and sales manager of the background music division. Auer also announced the appointment of Edward S. Cleland as Midwest district manager of the background division and William R. McEvoy in charge of distributor appointments in secondary markets.

Chicago  
In Chicago, background sales will be handled by Ralph Isackson from offices at 925 West North Avenue. The juke box and vending portion of the Seeburg line will continue to be handled by World Wide Distributing Company, headed by Joel Siera, which was recently named by Seeburg when its former long-time distributor Atlas Music Company, was purchased by Automatic Canteen.

**PHONOS**

**SEEBURG**

SEEBURG 0	.....	\$425.00
SEEBURG Y 200	.....	275.00
SEEBURG 8	.....	395.00
SEEBURG 6	.....	345.00
SEEBURG 7	.....	345.00
SEEBURG D	.....	195.00

**A. M. I.**

A. M. I. H-120	.....	\$450.00
A. M. I. G-200	.....	750.00

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ROCK-OLA 1449	.....	245.00
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## W'chester Ops Land 2 Columbia Artists

PORT CHESTER, N.Y.—Two Columbia Record artists will sing at the 10th annual dinner of the Westchester Operators Guild, to be held April 18 at the Tropical Acres Restaurant, Yonkers. They are Gloria Lambert, who appeared on Mitch Miller's NBC television program, and Eddie DeMar.

(Continued on page 59)



## Route Service With 2-Way Radio Gives Operators Competitive Edge

By BOB SUDYK

CLEVELAND—"This is base 19-A-9369, calling Unit 1, Unit 1. Do you read me?" A second voice then crackled over a radio, "This is Unit 1, this is Unit 1 to base 19-A-9369, go ahead, over..."

This gobbledygook in the office of Cadillac Music Company, not unlike an airport's communications tower, is being translated into the swiftest service available in Northern Ohio.

Cadillac Music several months ago installed a two-way radio network linking the firm's headquarters and three radio-equipped service cars. Vehicle within a 25-mile radius of the office are only as far away as the microphone.

"I don't know how we ever operated without radio contact," said Charles Comella, who with his brother, Mike, heads the firm. "In the past it has always seemed as though our service cars were coming when they should have been coming, going when they should have been coming."

### Old System

Before, a Cadillac serviceman called in by tele-



READY FOR ACTION is Tony Adamovitz, serviceman for Cadillac Music Company, who has just received a radio assignment while on his way to the office.

phone from the spot of a service call. If nothing was on the docket, he would drive back to the shop. Too often, however, a trouble call would come into the office just after he hung up the phone. As a result, the service car would travel perhaps 15 miles back to the shop only to have to retrace its tracks another 15 miles to within a few blocks of the first call.

"Sadly enough, this was not a rarity," recalls Mike Comella. "Not only did this cost the company a lot in transportation, but the location had to wait hours longer for service."

Charles Comella's favorite example of service supreme with radio-equipped cars is best told in his own words:

### Minor Breakdown

"A location called in at 10 a.m. to report a minor equipment breakdown. We radioed a service car which happened to be driving past the trouble spot. Immediately, he pulled to the curb and entered the shop.

"The location owner, surprised to see our man three minutes after his telephone call to us, said, 'What a coincidence, I just phoned your office to report juke box trouble and you walk in. This must be my lucky day!'"

"He was even more amazed when our service-

(Continued on page 57)



TELEPHONE-TO-MICROPHONE communication means lightning-fast handling of service calls for Cadillac Music's 300 accounts via radio-equipped vehicles. This added service also saves the firm money. Here, Charles Comella relays telephone service call to Betty James, dispatcher and secretary, who relays message to mobile unit.

## YOUR AD SELLS LONG AND STRONG IN THE NEW



... featuring the most wanted, most complete up-to-the-minute lists of products, services and supplies used at all levels of the coin machine and music industry.

### HERE'S WHY...

**MORE READERS MEAN MORE BUYERS**—The Source Book is included in every copy of the April 24 issue of Billboard Music Week—circulation 20,000. In addition, requests throughout the year total 2,000, and special distribution will be made at the MOA Convention in Miami, Fla., May 15.

... And don't forget—**YOUR AD SELLS FOR A FULL YEAR**—providing you with an exceptional opportunity for productive, long-term advertising at low, low rates.

**DON'T DELAY**... you only have this week to get your advertising message included in the 1961 Source Book. **ADVERTISING DEADLINE:** April 12.

Phone your nearest Billboard Music Week office today!

**BILLBOARD MUSIC WEEK**

NEW YORK: 1554 Broadway, Plaza 7-2800 — (Dick Wilson)

CHICAGO: 188 W. Randolph St. Central 4-9813 (Dick Ford, Jack Sloan)

ST. LOUIS: 812 Olive St. Crescent 1-0443 (Frank Jearding)

HOLLYWOOD: 1520 N. Gower, Hollywood 9-3831 (Sam Abbott)

## EUROPEAN NEWS BRIEFS

### Ops' Anti-Noise Drive Effective

ROME—An Italian juke box operators' survey shows that police complaints about juke box noise have dropped 35 per cent as a result of the Italian industry's anti-noise campaign. Success of the anti-noise drive has astonished the operators most of all. Few operators gave the idea a chance when Apparecchi Musicali Italiani, of Turin, the AMI general representative, launched the campaign in early 1960. Apparecchi contended that instead of hands-wringing and accusing the authorities of juke box bias, the industry should take a hard look at its frailties and then institute self-policing action. Noise struck Apparecchi as the great problem, although Italians are supposed to revel in decibels and to hate solitude. The AMI representative had thousands of posters printed with appeals for noise moderation under the pictures of popular Italian stars. "Moderate the volume del juke box!" read the posters, which were placed over juke boxes in locations.

### Inventors and Coin Mfrs. in Meet

BRUSSELS—Inventors and coin machine producers were brought together here at a unique trade fair this month. The occasion was the Tenth Annual International Inventors' Exhibition. There were 50 representatives from the international coin machine industry at the gathering in the International Hall of the Centre Rougier in downtown Brussels. The exhibition, which brings inventors and manufacturers together from the world over, was attended by inventors, major concerns and survey office representatives from 18 countries. The provincial up for discussion in the coin machine field consisted of vending equipment and electronic mechanism for juke boxes and games. The fair aims at bringing inventor and manufacturer together and thus reduce the time lag before an invention is put to practical use.

### Folk Music Quotas May Be Set

LINZ, Austria—Lower Austrian provincial authorities are considering legislation to compel the playing of "folk music" in this area's 11,500 juke boxes. It is proposed that at least 25 per cent of juke box selections should be so-called "Heimatsmusik" or folk tunes. The measure is proposed as a substitute for the provincial government's controversial scheme to tax each juke box one shilling monthly per selection "to promote the music of our region"; i.e., "Heimatsmusik." The local government estimated that its surtax would yield around 580,000 yearly, which would be earmarked for propagation of regional music. However, the Austrian Coin Machine Operators Association has been battling the proposed law tooth and nail as a flagrant violation of the Austrian Constitution. Since the measure obviously violates constitutional guarantees of equality before the law, the coin machine operators claim the proposed measure discriminates against them as a group. Apparently provincial authorities now agree that the surtax would be thrown out by the Austrian high court. Instead, it is now proposed to require the playing of home-grown music on the juke boxes.

### Customs Probes Pin Smuggling

PARIS—Customs authorities have opened investigation into the smuggling of pinball machines into France. It has long been known that the vast majority of pinball machines reaching France in the last decade arrived through contraband channels. But since import restrictions have now been removed, the authorities were disposed to forget the past. But they have been forced to reverse themselves as a result of the Peugeot kidnapping case and the arrest of Pierre Larcher, 38, one of the kidnapers. Larcher has admitted smuggling pinballs into France and is reported to have talked expansively of "knowing more than anybody else in France about this business." The French coin machine industry has disowned Larcher, whom the industry states never had a bona fide role in either operating or distributing. But customs authorities take the view that the Peugeot case inevitably will lead to a full airing of Larcher's past activity, and that the sooner investigation is conducted into the smuggling issue raised by his revelations, the less criticism will rebound to them.

### Chicago Dynamic Shipping Princess, New 4-Game-Selection Ball Bowler

CHICAGO—Chicago Dynamic Industries last week began shipments on its new Princess bowler, a follow-up to the firm's previously successful Duchess. Like its predecessor, Princess is a six-player game, but in addition to the three games on Duchess—Regulation, All-Strike and Flash-O-Matic—it features a new 300 Champ-With-Red-Pin game.

Princess also has a modernized cabinet, new flood-light illumination, with a pair of 60-watt bulbs lighting the pins beneath a hood fitted with steel reflector shades. The game has an all-steel cashbox and is available in 16½, 13 and 21½-foot lengths.

Two or more players are needed to play 300 Champ-With-Red-Pin. There are no frames separations. Object is to strike or spare. First player to reach 300 wins. Strikes score 30, spares 20. When a player gets a strike, he shoots again. The red pin lights up every other time the player is up to bow and scores double if a strike is made when it is lit.

In Regulation, scoring is according to standard ABC rules. In All-Strike, only strikes count; Flash-O-Matic features the floating lights on the hood with bonus scores for properly timed shots.



## UJA COIN DIV. WIVES JOIN IN 'PHON-A-THON'

NEW YORK — Wives of local coin machine trustees will do their bit to aid the Coin Machine Division of the United Jewish Appeal Wednesday (5). The ladies had been asked to report to UJA headquarters, 220 W. 58th Street, at 1 p.m. to participate in a "Phon-a-thon." The ladies will obtain pledges by telephone solicitation during the afternoon, and they will be joined by the men at 5 p.m. The Coin Machine Division hopes to raise \$30,000 for the regular UJA fund, plus another \$6,000 for its special project, helping make an Israeli agricultural settlement self-sufficient. The drive ends May 3, when the Coin Machine Division honors Irving Holzman, head of Black Sales at a Hotel Plaza victory dinner.

## New-Disk Quota Keeps Route Costs Controlled

MANHATTAN, Kan. — Setting a definite record cost percentage which the routeman cannot exceed has proved to establish the best profit-versus-cost ratio in individual programming at Bird Music Company here.

Because his 160-location route covers such a large area of Northeastern Kansas, Lou Petacek, Bird Music president, leaves programming in the hands of three full-time routemen-collectors, who service the juke boxes over their own territories. Each man selects first the basic 50 selections which are selected by Jay Dowling, record buyer at Bird Music Company, a set percentage of old favorites, EP's, novelty tunes and Westerns. Above these minimums, the record choice is up to the collector, who, after all, should know best what numbers have the greatest profit potential.

An inherent danger in programming on this personal basis, however, is the fact that costs are likely to run away with themselves if the routeman attempts to meet every request and please every listener.

"The routeman must buffet the public," Petacek said, "and he must take a lot of record orders in meeting the same location owners and their customers week after week through the year. The usual tendency, of course, is to honor as many requests as possible."

## MONEY-SAVING SUBSCRIPTION ORDER

Enter my subscription to Billboard Music Week for a full year (52 issues) at the rate of \$15 (a considerable saving over single copy rates). Foreign rate \$30.

 Payment enclosed

 Bill me

812

Name \_\_\_\_\_

Occupation \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_

Send for BILLBOARD MUSIC WEEK, 2160 Patterson St., Cincinnati 23, Ohio

## Stiff Prison Terms Dealt Sandy Moore, Associates

BROOKLYN — Stiff prison terms were meted out this week to three men convicted of conspiring to violate the federal bankruptcy laws. Federal Judge Leo F. Rayfield sentenced Sanford J. (Sandy) Moore, former president of the bankrupt Gibraltar Amusements Ltd., to three years in prison. Sherwood Schwach received a two-year term, while Allen Kerner was given 15 months. Schwach and Kerner were both colleagues of Moore's in the late.

Last Friday, attorney George Becker, acting on behalf of all three defendants, obtained a stay of execution of the sentence pending formal argument of an appeal April 10 before the U. S. Court of Appeals for the Second Circuit. The appeals were continued in a \$3,500 bond each. Earlier they had been directed to report to the U. S. mar-

shal Monday (3) to begin their terms.

The trio had been charged with funneling away from the bankruptcy trustee more than \$100,000 worth of juke boxes. During the course of the proceedings in court last week, Judge Rayfield said he understood that much of the juke box equipment in question had been shipped to England where it had been disposed of by an associate. It was reported that a last-minute gesture by Kerner of paying the trustee \$2,500 of the amount owing, brought him a lighter term.

Judge Rayfield said that a study of the facts had convinced him that severe sentences were in order. Such sentences, in the judge's view, might help reduce the number of similar cases coming to his attention.

### Plea Denied

George Becker, attorney for Moore and the others, objected strongly to the sentences and demanded that his clients be allowed to change their pleas to not guilty. The three had originally pleaded guilty to the charges. Judge Rayfield refused the request, pointing out that "the position of the defendant is palpably in order."

Becker insisted that it was Wurliizer who was responsible for harassing Moore and his associates. Becker said he would like to go down fighting on the case before a jury. This too was denied by Judge Rayfield.

Sources close to the scene indicated that original pleas of guilty were entered in hopes of obtaining milder treatment at the hands of the court. Apparently word was leaked at the last minute that prison terms were in the works, at which time the last minute attempt to change pleas was staged.

## Du Grenier to Show Machines at NATD

CHICAGO — Arthur H. Du Grenier, Inc. will display its complete line of vending machines at the forthcoming National Association of Tobacco Distributors convention here.

Heading the delegation at the show will be Francis C. Du Grenier, president. In addition there will be other company officials plus a full representation of the firm's regional managers.

## Key Gives Pool Bonus

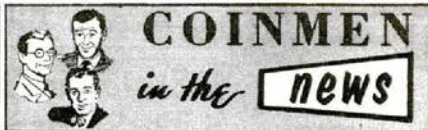
NEW YORK — The Irving Kaye Company, manufacturer of coin-operated pool tables, is now giving a free bridge with every pool table sold. The bridge is die-cast and vacuum-plated chrome.

## IRVING HOLZMAN UNITED DISTRIB

NEW YORK — Irving Holzman, head of the Black Distributing Company here, last week was incorrectly notified as a Rock-Ola distributor. Holzman is a United distributor. The local Rock-Ola distributor is Al Simon.

Holzman will be guest of honor at the 1961 victory banquet of the Coin Machine Division of the United Jewish Appeal to be held at the Hotel Plaza here May 3.

Ironically, Simon received a similar honor in 1958 when he, too, was cited for his outstanding work in behalf of UJA.



## COINMEN in the news

### West

#### LOS ANGELES ANGLES

The many friends of Walt Tatum, Orange operator, will regret to learn that he is in an Orange County hospital from injuries suffered when his truck was involved in an accident. He was carrying a load of equipment at the time and it was badly damaged.

... Don Peters, of Paul A. Laymon, Inc., escaped injuries during a recent accident on the freeway. ... Mrs. Dorothy Laymon is recuperating in a Los Angeles hospital following surgery. Her many friends as well as those of her husband, Paul, wish her a speedy and complete recovery.

... Brit Adelman, Paul A. Laymon, Inc. secretary, is back on the job following a brief illness. ... Frank Lamb of Montebello is a patient in the Beverly Community Hospital in that city. ... Ed Hall's pet dog was injured when it was struck by a car. The dog jumped out of the car where it had been left while Hall was shopping along Coin Row. ... Hank Tretnick, of C. A. Robinson, reports that business is on the upswing. "It is most gratifying among what preceded it," Tretnick said. ... C. A. Robinson and Mrs. Robinson left Los Angeles Wednesday for a combination business and pleasure trip to New York and Chicago. ... The many friends of Cliff Jones, of Jones Music in Long Beach, will regret to hear of the loss of his mother. Jones flew to the Midwest for the funeral services.



Frank Lamb

W. R. Edging, of Ojai, was a buyer spotted along West Pico recently. ... Bob Hathway, of Ventura, was in town on a buying trip. Jack Gushall made his usual trip into the city from Corona for equipment, including bowlers, shuffleboards and pool tables. ... Ed Hall was spotted in Los Angeles. Although he had a fever, he continued on his job, which permitted him to keep up his golf. ... Sam Abbott.

### East

#### CONNECTICUT CAPERS

Gail Perlman, daughter of Mac Perlman, of Atlantic-New York Corporation, was married March 11 in West Hartford to West Hartford's Bernard Gaer, who is in the wholesale grocery field. The couple left on a Caribbean honeymoon trip.

The obvious coin machine slump evidenced for some months has apparently leveled off, notes Abe Fish, newly re-elected board chairman of Music Operators of Connecticut, Inc. Fish cited "greater diversification" by individual operators as the primary factor for the upturn.

"More and more operators," he tells us, "have moved from one specific line to two or more—such as a music man handling cigars and candy and perhaps even soft drinks, and the overall effect is one of better economics."

The MOC, which started 12 years ago with 12 members, appreciably expanded, now has membership roster of 51. Serving now are Jerry Lambert, C. & L. Amusement, Stamford; Paul Tolosano, Superior Music Company, Hartford, vice-president; Frank Marks, Marks Music Company, New London, secretary, and Tony Wilkas, Wilkas Music Company, Hartford, treasurer.

The State-wide organization, incidentally, is now pushing for Connecticut legislative approval of free play, in light of the recent Supreme Court decision.

Allen M. Widem.

OPERATE  
**UNITED'S BOWL-A-RAMA**  
Welcome Everywhere  
WRITE FOR DETAILS  
**UNITED MANUFACTURING COMPANY**  
2401 N. California Ave.  
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WANTED  
**TOP FLIGHT ARCADE MECHANIC**

Must furnish best of references, be strictly sober and a sound mechanic. Season April 15 to September 30. Top salary to right man. Contact immediately.

VENICE AMUSEMENT CORPORATION  
Seaside Heights, New Jersey  
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C. C. RAY GUN	Write
Daily Big Income	\$175.00
Un. Deluxo Yankee Baseball	295.00
Gen. Champion Baseball	175.00
Ex. Pop Gun	225.00
Un. Midget Alley	125.00
Un. Pistol Bowler	125.00
Bally Bowling Practice	295.00
Gen. Champion Baseball	110.00
Un. Star Slinger	115.00
Seahawk Coin Hunt	125.00
Un. Pistol Gun	225.00
Ex. Treasure Egg	210.00
Gen. Rifle Gallery	145.00
Gen. Deluxo Ski Ball	95.00
Wms. Rail-Ball	95.00

SPECIAL  
CHICAGO COIN-UNITED-BALLY  
SMALL BALL BOWLERS—COMPLETELY  
RECONDITIONED, \$125.00

**MONROE**  
COIN MACHINE EXCHANGE, INC.  
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HIT of the NVA Show



(Folded to Vend Perfectly) Write for price list and full sample line.

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Guaranteed to Vend Perfectly.

THE MOST BEAUTIFUL RINGS WE'VE EVER MADE 10,000 & up... \$12.50 per 1,000

SAMUEL EPPY & CO., INC. 91-15 144 Place, Jamaica 35, N. Y.

Easily Maintained Formica Stands Overcome Cleaning Problem for Supermarket Locations

By BOB LATIMER

PHOENIX, Ariz.—There is little likelihood that location owners, particularly managers and employees in busy supermarkets, will pitch in and keep bulk vending machines clean if such cleaning represents a problem, according to Walter Gray, of Best West Specialties, bulk route operator in Phoenix.

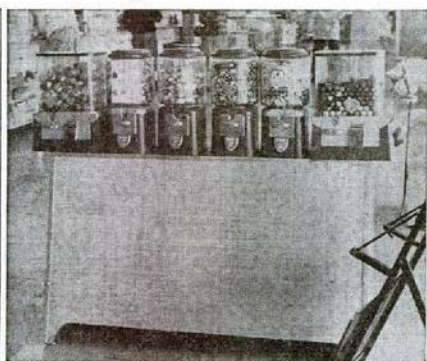
Wooden stands with surfaces which mar easily and from which paint peels easily are always a serious drawback, according to Gray. Once the stand begins to look debilitated it isn't likely that it will get any further attention, since scaling paint, cracks in the wood and rough finish discourage cleaning efforts with ordinary material.

Similarly, even brand-new racks which are composed of two or more levels of shelving set on curving frames, chrome-plated or finished in black, require quite a bit of handwork to wipe around the corners and around the supports. Human nature being what it is, the usual location owner or store employee will give the equipment only a perfunctory cleaning if any.

Hurvich Brothers Prep Celebration

BIRMINGHAM — The 30th anniversary party of the Birmingham Vending Company, originally scheduled for April 16, will be held either April 23 or April 30. The Hurvich brothers, Max and Harry, will celebrate the occasion with an open house for operators, servicemen and their families, from 10 a.m. until 5 p.m.

The Hurvich brothers entered bulk vending in 1931 with the operation of nut machines. Today, they have 15 employees and are headquartered in a 17,000-square-foot office and warehouse. Birmingham Vending is distributor for several leading bulk vending machines, charm, nut, gum, juke, box and amusement game firms.



FORMICA STAND in a Phoenix supermarket is easily cleaned.

ket locations in the Arizona desert city, has put a lot of thought into this subject, resulting in the development of simple stands which are probably the easiest to keep clean in the Western bulk vending industry.

Built for multiple vending with anywhere from six to eight heads, the stands resemble a wedge about 3 feet high, 8 inches wide at the top, and 24 inches wide at the bottom. Built of sturdy plywood, the stands are covered with either Formica or contemporary materials which will resist any sort of stain and which are hard and tough enough to resist blows which would dent metal sheet or crush into a wooden stand.

The stand pictured above, at the big El Rancho Supermarket in the Uptown Plaza Shopping Center in Phoenix, made an immediate and much-appreciated difference in location co-operation, Gray found. Because all surfaces can be easily wiped clean with a damp cloth, the two such stands used in this store have been wiped down along with

the store's own fixtures regularly as soon as they were put in—whereas a variety of machines on steel rod or iron post bases were likely to go right on accumulating dirt through the year. The bases are finished in gray, and bright red is used for the bulk vendors, which include ball gum in exotic flavors such as grape, cherry, etc., plastic "seeing eyes," 1-cent and 5-cent charm and gum mix, 1-cent capsules and 25-cent capsules, the last named a new venture which is getting excellent results.

Easily Moved Easily moved on the floor of the store's vinyl or terrazzo floors, the

Formica-covered stands are light enough to be moved easily enough without arousing the ire of busy supermarket employees, and attractive enough to insure that they will remain in a first-class display point near the front entrance of the store.

Incidentally, stands such as these, which follow the modern supermarket theme of a minimum amount of corners, and inaccessible points to be cleaned, add substantially in "looking good" supermarket locations, Gray has found.

Vending in every sort of location, the veteran Phoenix operator-distributor has put a lot of time in designing the right base for the right vending machine in the right location.

Electric Money Maker Famous ACME ELECTRIC MACHINE. Sample... \$28.13. 2 and up... 23.50. Floor Stand... 5.00. ORDER TODAY. J. SCHOENBACH. 715 Lincoln Place, BROOKLYN 16, N. Y. President 2-2900.

Time payments available on Oak machines through all distributors.

WE HAVE oaks' All Oak machines are available with 1c, 5c, 10c and 25c coin mechanisms or a combination 1c - 5c coin mechanism, and optional slip clutch handle.

'ACORN' All Purpose Vendor. The all-time favorite of the vending business. Vends all 1c and 5c bulk merchandise. Guaranteed mechanically perfect—the one machine with virtually no depreciation. Today's Acorn looks the same as original.



- AMERICAN NUT 1061 Tremont Street Boston 20, Massachusetts. BIRMINGHAM VENDING 540 7th Avenue, North Birmingham 4, Alabama. BUTYMORE SALES #6 Service Avenue Lawrence, L. I., New York. BALE DISTRIBUTOR, INC. 1700 11th Avenue, North Vancouver 7, B.C., Canada. GRANT VENDING SUPPLY 2817 West Davis Berlin, Texas. OAK SALES COMPANY 2033 Fifth Avenue Pittsburgh 13, Pennsylvania. IMPROVED VENDING 300 North 9th Street Baltimore 2, Maryland. LOGAN DISTRIBUTING CO. 1600 West Division Street Chicago 20, Illinois. W. B. HUTCHINSON CO. 1344 S. Peachtree Street, N.E. Atlanta 7, Georgia. OPERATORS VENDING 2625 South Grand Avenue Los Angeles 15, California. RAKE COIN MACHINE EXCH. 600 Spring Garden Street Philadelphia, Pennsylvania. SAMUEL J. PHILLIPS CO. 6372 Lincoln Boulevard St. Louis 8, Missouri. OAK SALES OF FLORIDA 1125 - 71st Street Miami Beach, Florida. JACK SCHOENBACH 118 Union Place Glen Head, New York. SIEGEL DISTRIBUTOR, CO. LTD. 637 Yonge Street Toronto, Ontario, Canada. SOUTHERN ACORN SALES 536-50 Bruce Avenue Charlotte 8, N.C. STANBARD SPECIALTY CO. 1028 48th Avenue Oakland, California. STAR VENDING SUPPLY CO. 6327 Calhoun Road Houston 21, Texas.

Bulk Banter

MINNEAPOLIS Walter C. Lindahl is a new bulk vending operator in Minneapolis and its suburban area. He will have about 400 new Northwestern machines on his route, specializing in ball gum, charms and Boston beans. . . . Vendall Distributing Company has remodeled and redecored its headquarters at 1820 East 38th Street. Don Lyons.

DETROIT Mrs. Lottie M. Smith is taking over as sole owner of the Smith Vending Company, specialty bulk vending firm formerly operated as a partnership with her husband, William G. Smith. The business has been actively run by their son, William Jr., who is now dividing his time between another employment and school work, and his brother-in-law is now taking over route servicing. Mrs. Smith advises that they may sell out the business. Hal Reeves.

MILWAUKEE Bert Veldhuisen, Watertown, and Erwin Sump, Milwaukee, attended the Wisconsin State Cigarette Operator's Association-sponsored meeting March 20 at the Milwaukee Inn. Both vend bulk merchandise as well as cigars. Benn Olinian.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charm Vender (as illustrated) as well as other Northwestern machines.

NAME COMPANY ADDRESS CITY. Fill in coupon, clip and mail to H. B. HUTCHINSON, JR. 1754 N. Decker Rd., N. Aurora 7, Ga. Phone DRake 7-4300. We handle complete line of machines, parts & supplies.



PENCIL TOP PUZZLE Hit of the NVA, bright colored action puzzle which fits the top of any pencil!

SURE LOCK, the perfect capsule. Patent No. 2769411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

The PENNY KING Company. 8324 Mission Street, Pittsburgh 8, Pa. World's Largest Selection of Miniature Charms. Includes illustration of a miniature figure.



# WURLITZER 2500 ULTIMATE IN Automatic MUSIC

## Lake County, Ind., Okays Some Pins For Operation Free of Interference

GARY, Ind.—A certain type of pinball machine may be operated in this populous steel-making area without the interference of law-enforcement agencies. That was the decision announced last week (22) by Henry Kowalczyk, Chief Deputy Prosecutor of Lake County—a segment of Northern Indiana which contains the teeming industrial centers of

Gary, Hammond, East Chicago and Whiting. Lake County Prosecutor Floyd Vance declared that he supports the position of his deputy who has made a long and exhaustive study of pinball construction.

### Police Raids

The Kowalczyk pronouncement followed a raid on the American Polish Home in Gary's Glen Park section, where police found and seized two pinball machines.

Kowalczyk's ruling marked the first break in the "tough enforcement" of Indiana's tough anti-gaming law which has left the State virtually barren of pinball equipment.

Pinball and other coin equipment operations in Lake County were brought under the scrutiny of the McClellan Committee in June 1959.

Following disclosures before the Committee, Vance fired three of his investigators, while his chief deputy, Metro Itolovicka, a former prosecutor, resigned.

Robert F. Kennedy, the Committee counsel and now Attorney General, lead the frequently heated questioning of Lake County witnesses.

John F. Kennedy, then a Senator and now President of the United States, also participated in the inquiry. That the two Kennedys will continue to keep their eyes on Lake County was a hope voiced recently by local leaders of the Central Operated Equipment and Owners Association of Indiana.

**NEWLY DESIGNED WITH YOU IN MIND—easy to follow UP TO 100% REVENUE! This new line available for the operators who are not in a position to take advantage of our factory service. These 515 are designed to eliminate the need for a separate pinball mechanic. Available with a minimum of four men transform the old cabinet into a modern, new-looking one such as the Model 1000 in the photo.**



**DECAL Kits for all makes and models  
GLASS DOMES FOR MODELS B & C .....\$19.50  
FIBER GLASS PLATES FOR MODEL C .....\$17.50  
MOD. 6 & W .....\$19.50**

**SUN REFINISHING COMPANY  
Box 348 ED. 2-4935 Ft. Worth, Texas**

# "Profit-Makers" From chicago coin

- RAY GUN
- DUCHESS BOWLER
- DUKE BOWLER
- PRO BOWLER

CHICAGO DYNAMIC INDUSTRIES, INC. 1225 W. DIVERSEY, CHICAGO 14

**Joe Ash says . . .**  
**CONTACT ACTIVE FOR PINBALLS**  
**THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!**

Exclusive Ball-Bus Distributor for Eastern Pennsylvania, South Jersey and Delaware.

**ACTIVE AMUSEMENT MACHINES CO.**  
686 N. Broad St., Phila. 20, Pa.  
Popular 30,000

You can ALWAYS depend on ACTIVE ALL WAYS

## PHONOGRAPHS

Seeburg 2224	\$675.00	Wurl. 1200	\$725.00
Seeburg 2207	650.00	Wurl. 1000	775.00
Seeburg 207	645.00	Wurl. 1000	775.00
Seeburg 205	595.00	Wurl. 1000	775.00
Seeburg KD300	575.00	AMI 1200	650.00
Seeburg VI 300	575.00	AMI 1200	650.00
Seeburg V300	520.00	Rockola 1425	550.00
Seeburg HP100R	575.00		
Seeburg 4100C	525.00		

## BOWLERS

C. C. KING	\$725.00
BALLY EVERETT CHOICE	725.00
BALLY CHALLENGER	450.00
C. C. TV	375.00
UN. SPOWING ALLEY	95.00

Seeburg 200 Selection LIBRARY UNITS .....\$225.00

**W. B. MUSIC CO.**  
1/2 Deposit, Balance C.O.D. or Sight Draft—F.O.B. Kansas City  
**W. B. MUSIC CO., INC.**  
2900 MAIN ST. KANSAS CITY, MISSOURI Jefferson 1-5715

## RECONDITIONED EQUIPMENT

We don't compromise with quality. Our reconditioned machines are GUARANTEED! That's because we want our customers to keep coming back—and they do! Try one yourself and be convinced.

### PHONOGRAPHS

Rock-Ola 1415	\$495.00	Bally Touch-Town, New	\$975.00
Rock-Ola 1418	645.00	Bally Beach Queens	1075.00
Rock-Ola 1419	645.00	Bally Circus	815.00
Rock-Ola 1414	575.00		
Rock-Ola 1413	575.00		
AMI, Q250	575.00		
Seeburg, 100	525.00		

### PINGAMES

Bally Touch-Town, New	\$975.00
Bally Beach Queens	1075.00
Bally Circus	815.00

### BOWLERS

Bally ABC Champion	\$120.00
Bally ABC Bowling Lane	325.00
CC TV Bowling League	315.00
United Royal R.A.	245.00

**UPRIGHTS**  
Bally Jumbo 40 .....\$215.00  
Gamm, Inc. Crown Kings 132.00  
Kenney Big Tent ..... 135.00

WRITE, WIRE OR PHONE

**H.M. BRANSON DISTRIBUTING COMPANY**  
811 E. BROADWAY Phone: Juniper 7-1343 LOUISVILLE 4, KENTUCKY  
EXCLUSIVE DISTRIBUTORS OF ROCK-OLA PHONOGRAPHS AND BALLY GAMES  
GIVE TO DAMON RUNYON CANCER FUND



**EXHIBITING AT THE AUSTRALIAN Hotel and Catering Exposition in Sydney, March 6-10, was the Australian manufacturer (under license) of AMI and AMI distributors. Left to right are J. Larkins, manufacturer; G. E. Davidson, distributor; Miss Y. Dorward, secretary, and R. L. Davidson, distributor. Both Davidsons are directors of Amusement Machine Distributors Pty., Ltd., Sydney.**

## NAMA to Hold Mid-Central 2-Day Meeting at Pittsburgh, April 15-16

CHICAGO—The National Automatic Merchandising Association holds its Mid-Central sectional conference at the Hilton Hotel, Pittsburgh, April 14-15, with two days of seminars, vending workshops and sales talks on the agenda. The affair is being sponsored by NAMA together with the Ohio Automatic Merchandising Association.

Registration begins Friday evening (14) followed by an employer-employee relation seminar that night. Dr. Ben Werne, NAMA's specialist in this field will head the session.

Workshops on sales, profit planning and maintenance and repair will be held Saturday morning. Luncheon will be at 12:30, with a surprise guest speaker slated to appear.

The afternoon session will include: "Hot Vending Serves the Public," a new color-slide presentation, and "Systematic Layout Planning," a how-to-do-it demonstration by John D. Wheeler. A cocktail reception hosted by manufacturers and suppliers will wind up the festivities.

The Pittsburgh meeting is the second in the series of sectional conferences begun by NAMA last month in New Orleans.

Additional meetings are slated for April 28-29, Boston; May 12-13, Chicago; May 26-27, Atlanta; City, and June 9-10, San Francisco.

## Graff's Vice-Pres. One Of Bulk's Few CPAs

DALLAS — William Paul Guynes, recently named vice-president of the Graff Vending & Craft Specialties Corporation here, is one of the few certified public accountants in the bulk vending industry.

Previous to his employment with the Graff firm in 1951, Guynes attended North Texas State College where he received his B.S. degree. After becoming a C.P.A. in 1950 he worked as intern auditor for a national soft drink conductor, with the Internal Revenue Agency, and with a public accounting firm.

## Bally Ships Pin In New Cabinet

CHICAGO—Bally Manufacturing Company has begun production on a modernized version of the firm's popular Barrel-O-Fun game. The new model features the same scoring and action as the firm's previously successful model, but is housed in a more modern cabinet.

Bally is also introducing again its non-replay version of the same game called Fun-Spot. Both Barrel-O-Fun and Fun-Spot come equipped with Bally's auto-mission coin-divider that automatically divides the coins as they are inserted—a certain percentage for the location owner and a certain amount for the operator.

## Redd Holds Its First Seeburg Service School

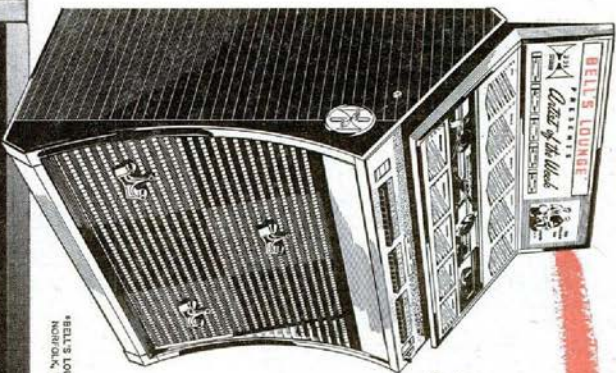
BOSTON — The first service school organized by Redd Distributing Company since the firm took over the Seeburg line will be held Monday (3) at the plant, 178 Lincoln Street, Brighton. Emphasis will be on Seeburg's program of "Keep It Simple" with liberal use of the Trouble-Shooting Manual. A second school will be held at the Brighton plant April 7. Both schools will take up the entire day.

The schools will move around, and on Tuesday (4) will be at the Crown Hotel in Providence; Wednesday (5) at the Roger Smith Hotel in Holyoke, Mass., and Thursday (6) at the DeWitt Hotel in Lewiston, Me. All of the schools will be conducted by Bob Zeising, Seeburg field service engineer, and Bob Green of the Redd servicing department. Subjects will cover photograph and background music systems as well as the Seeburg cigar vending.



**THE VENDING INDUSTRY celebrates its 75th anniversary this spring, but any resemblance between current multi-selective machines and early models challenges the imagination. The above machine was introduced in 1896, vended note paper and stamps envelopes and, according to a then-written description, "the machine is easily operated and does not seem liable to get out of order." Vending's anniversary (marked by the first vending patent issued in 1886) will be celebrated in luncheons and open-houses throughout the country. The National Automatic Merchandising Association, itself 25 years old this year, is planning a series of regional meetings to celebrate the event.**





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P R E S E N T S

*Artist of the Week*

33 $\frac{1}{3}$   
STEREO



**SEEBURG**

## ARTIST OF THE WEEK

TEN SELECTION 33 $\frac{1}{3}$  STEREO ALBUM RECORD PACKAGES

WEEK OF APRIL 3

GREAT GOLDEN HITS

**BILLY VAUGHN** SMO

THE DAVE BRUBECK QUARTET

featuring **JIMMY RUSHING** COLUMBANO

WEEK OF APRIL 10

THE DIVINE ONE

**SARAH VAUGHAN** COLUMBANO

MEMORIES ARE MADE OF THIS

**RAY CONNIFF** COLUMBANO





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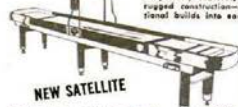
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SEEBURG 100-C.....	265
WURLITZER 2300-S.....	595
WURLITZER 2204.....	495
WURLITZER 2100.....	365

**30 SEEBURG**  
**M-100C—as is, complete**  
Pick Up, Uncrated

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LOTS OF 5.....170 ea.  
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10-CAL. EASTERN.....	75
CONTINENTAL CORSAIR "20".....	195

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## LONG-RANGE VIEW

### Op Checks Out Contractors To Line Up New Locations

DENVER—Planning for new locations literally years in advance has insured a steady flow of worthwhile new spots for operators in the Denver City and County Building, where all permits for new commercial structures of any sort are, of course, issued. Lucero subscribes to a daily journal which lists permits issued for both current and future building, and from this gets the leads which can be transformed into actual locations later on.

He checks the journal carefully, follows up on the names involved, as part of the day's routine, and not infrequently, finds the prospective location owner highly pleased that he has been sought out on this subject. "In fact, I think I had a good impression on a businessman who likes the idea of looking ahead so far into the future," Lucero said.

#### Seeks Out Owner

After taking note of a building permit issued, the first step is to get in touch with the owner, introduce himself, and promise the best in coin-operated music whenever the location owner is ready to actually get under way. Often, as it turns out, the future location owner is merely laying the groundwork, and the actual construction hinges upon financing, the availability of the ground, and similar points. It isn't unusual, as a matter of fact, Lucero said, for a future location owner to get the permit, and make his arrangements with the builders a full two or three years before actual construction begins.

If the Denver phonograph operator cannot get hold of the man who signs the request for the building permit, he can usually locate the contractor who will be involved. Keeping in close touch with contractors who handle remodeling, new commercial and business-building construction, Lucero can usually run down a lead in the space of a few days' time, and will wind up a jump ahead of his competition.

He has often promised a new stereo phonograph for a restaurant, which at the time was a venerable stable, planned for remodeling into a first-class hide-away restaurant. Probably the longest stretch between actual phonograph installation and a lead was four and one-half years, when a Denver night club operator filed for a permit to remodel an elderly brick building in the Denver railroad yard district into a steak house. Lucero kept in touch, and when the building was eventually remodeled, according to schedule, his phonograph went in as soon as the painting and decorating was completed.

One of the advantages of early contacts like this lies in the fact that the usual permit applicant has had very little previous experience with coin-operated amusement machines and phonographs, and so is much readier to sign up for a standard commission split. Also, Lucero often has the contract set up long before any competition can come up with loans or similar developments which are likely to take all of the profit out of the picture for an established operator.

Lucero disdains carrying out his follow-ups by mail, making a personal call in every instance. Usually, the businessman whom he wants to contact, once the name is located, is surprised that the news has gotten out so soon that he plans whatever enterprises involved, and is quite friendly about it. Operating amusement machines, phonographs and vending machines, Lucero has frequently, come up with a tiny listing in the daily journal into a profitable spot for half a dozen machines.

## LITTLE ROCK OP PICTURE ANYTHING BUT RECESSIVE

LITTLE ROCK—There may be or has been a slight recession about the country, but operators here are moving ahead with expansion and diversification as if a boom was on its way and they never heard of any "depressed economy."

Robert J. Kirspl, president of Kirspl-Hollenberg Music Company, who went into the food vending business several months ago in addition to his music and games, is expanding that with new locations every month.

J. D. Ashley, owner of Globe Coin Machine Company, is busy finishing up his swank, ultra modern 32-lane bowling alley in Pike Plaza Shopping Center for an April 15 formal opening. It has the latest of everything.

#### Business Good

Andrew Cassinelli, Little Rock Amusement Company, was seen in Memphis last week on a buying tour and said business was good.

Pete Gurley, Ace Music Company, was busy setting up a new drive-in restaurant with juke box and games when the Billboard Music Week correspondent spot-checked him. Nothing wrong with his business, he said.

Buchl Wortham, North Little Rock Amusement Company, expanded his cigaret vending route last week, added a dozen new machines.

George Check, George Check Amusement Company, just bought a new compact pick-up truck—said it was the most economical piece of equipment to operate he had ever owned. Robert Franklin, Southern Amusement Company, and Harold Dunaway, Twin City Amusement Company, flew to Oklahoma in Franklin's private plane to inspect their oil holdings.

#### Picking Up

H. G. Yancey, Arkansas Music Company, says business is not bad, but good and is picking up. Backing up his contention is the fact that dozens of operators about the State have had good enough business to take off a few days to attend the races at Oaklawn in Hot Springs.

One operator, Charles Thomas, Thomas Amusement Company at Little Rock, even has two race horses running at the track and is hoping for a winner before the racing season ends.

As one operator put it: "You've got to look at the doughnut and not the hole."



STRATEGY MEETING at the Los Angeles Wurlitzer branch involved left to right, Elmer Benjamin, Santa Monica operator; Wall Cook, Palms Verdes operator; Royce Garris, who recently joined the Los Angeles branch after being transferred from the Escondido Coast, and Ray Barry, manager of the L. A. outlet.

## ARIZ. OPS FIND PATRONS LIKE 'BARGAINS' IN MUSIC

PHOENIX, Ariz.—This city, one of the last major areas in the country to go to an exclusive 10-cent play, has feature three-for-a-quarter play as its only "bargain offer" for quite some time. Now, however, with much unemployment to contend with, and sales generally down in retail stores, operators have found that juke box fans are just about as likely to look for savings in playing music as in buying a loaf of bread.

The biggest advantage to date in restoring collections to normal has been the "Ten Top Tunes 50 Cents" feature on new phonographs, according to most operators. While, of course, this is definitely a return to 5-cent music, the fact that the 50-cent coin is required and collected has made the difference between a 10 to 30 per cent drop in collections and average returns, most operators report.

The advent of the 50-cent chute has caused at least a dozen operators to go into the eight or nine plays for 50 cents channel, and there have even been some boxes placed in marginal locations on 5-cent play.

The important point, say most operators who have been through several recessions in the past, is to keep the tavern or restaurant customer in the habit of playing the juke box, even though he may have less money to spend.



MEN WHO READ BUSINESSPAPERS MEAN BUSINESS



# St. Louis Op Credits Service for Success

• Continued from page 52

was a routeman for J. S. Morris & Sons Novelty Company in St. Louis for 22 years. His job started with the novelty company was that of a wireman's helper with Ideal Electrical Contracting Company, where he worked for one season. When the seasonal electrical work ran out, Leavitt went back to high school for a short time.

Leavitt spent two years in the Navy during World War II, serving about 90 per cent of the time at sea aboard a heavy cruiser in the Pacific theater. He was an electrician's mate second-class of the U.S.S. Baltimore and most of his tour was combat duty. He was awarded 11 bronze stars on his Pacific theater ribbon. Each of the stars represented a major battle engagement.

The operator is active in volunteer work with the Boy Scouts and spends two or more nights a week with the youths (his older son is a Scout).

For the last five years, Leavitt has been a neighborhood commissioner in the Midland district of the Boy Scout Council of Greater St. Louis. In this position, his job is to see that the activities of the units go along smoothly. He is responsible for about 150 boys in two units which meet at the Daniel Boone School in University City.

Leavitt has been active in the Scouting movement for more than 20 years, and has been awarded a 20-year service card. He also is active in the Parent-Teachers Association at Daniel Boone School and is a member of a member of the executive board of the P.T.A. His other activities have included working with Council House, where he sponsored a young boy's club, and the Sea Scout. For hobbies, he raises tropical fish and works with photography and anything that pertains to nature.

# Route Service With Two-Way Radio

• Continued from page 50

man explained that he received the assignment from the office.

"After all," Charles added, "We can only sell service. Every operator has equipment, but fast, efficient service earns and keeps locations."

The Comellas put themselves in the place of the location owner. When a music box or game will not work, there is only one machine in the city out of order as far as he is concerned—his own.

### Cost Pared

The two-way radio equipment and installation would have cost Cadillac Music about \$3,000 under a lease-purchase plan which was to reach completion in three years. Utilizing the abilities of its repairmen and service men, the firm installed the equipment itself, slicing more than two-thirds from the original cost.

Installation in each vehicle took but a couple of hours, covering more than 300 locations, Cadillac Music's three service cars travel about 75,000 miles a year. Estimates set total cost of operating a vehicle at about 10 cents a mile. Charles Comella estimates that efficient utilization of radio-equipped cars should pay for itself within 12 months.

"This does not take into account the new business we acquire using radio-equipped vehicles service as a selling point," he added.

### Two Shifts

Cadillac Music supports two shifts of service-men. The usual day trick is augmented by a second shift beginning at 5 p.m. and ending at 11 p.m.

Established in 1946, Cadillac Music operates juke boxes and games out of a 4,200-square-foot office and shop. In addition to three radio-equipped service cars, it has two installation trucks.

### Calgary Clamps Down

CALGARY, Alta. — The city council has approved a bylaw for forbidding children under 18 to play coin-operated amusement machines.

### GIVE TO DAMON RUNYON CANCER FUND

## SPRING CLEARANCE!

Chicago Coin Rocket	
Shuffle	..... \$ 60.00
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Alley	..... 175.00
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Games, Inc., Hunter	..... 75.00
Games, Inc., Street Shoal	..... 75.00
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Mercury S.A.	..... 75
Cliquer S.A.	..... 75
Regulation S.A.	..... 89
Handicap S.A.	..... 185
Nagara S.A.	..... 195
6 Star Regulation S.A.	..... 249
Atlas S.A.	..... 249
UNITED SUPER SLAPPER	..... 74
SANDY MOORE Junior S.A.	..... 75
UNITED SUPER SLAPPER	..... 74
GENCO 21 Roll-Down	..... 59

PHONOS	
SEEBURG 1008	..... \$140
1000	..... 189
1001	..... 225
1008	..... 369
WULLI-ZEN 2060	..... 185
2200	..... 379
2205	..... 379
ROCK-OLA 1438	..... 129
AM-1200	..... 279
H-2000	..... 379
UNITED SUPER SLAPPER	..... 499
JULI STREET 200	..... 225
SEEBURG VL 200	..... 225

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Bottled SUPER 10050 PIN GAME	United STEELIE CHASE
Bally STRIKE & FT. EXTENSIONS	Williams 10 STRIKE
REARX TIME BINGO	10 PIN

## AVAILABLE FOR SALE

Bally BARREL OF FUN	Chicago Coin BOWLING LEAGUE, 11 FT.
ALL STAR BOWLER	BOWLING LEAGUE, 14 FT.
BOWLER & FT.	REBOUND SHUFFLE
TOURNAMENT, 12 1/2 FT.	United BOWLING ALLEY, 11 FT.
ROCKET, 8 FT.	Lahig DRINK VENDOR
SPEED, 8 FT.	Bery King DRINK VENDOR
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# 1,000 Daily Papers Get 'Fact' Story on Industry

CHICAGO — "The coin machine industry, long hampered by the stigma of gangster influence, is making strong new claims of respectability."

That's the lead paragraph of a United Press International story sent to more than 1,000 daily newspapers in the United States last week.

The UPI story dealt with the Coin Machine Council and its attempt to improve public relations for the industry.

"Coin machine stocks are rising," the story continues, "a spotless bankruptcy record has led banks to reduce loan rates to small coin machine operators, and other businesses are concluding that coin-operated games, juke boxes and vending machines are big sales boosters."

The article points out that the McClellan Committee hearings disclosed criminal influence was limited to a few areas and that most of the people in the coin machine industry were honest businessmen.

It added that CMC "seeks to correct the racketeer-hoodlum concept of the industry, solidify it into a single-minded body, and gather industry-wide business statistics for the first time. It does not engage in lobbying, legislative or law enforcement activities."

CMC membership, according to the article, includes about 50 per cent of the coin machine manufacturers, 90 per cent of the distributors, but only 10 per cent of the operators.

According to Lou Casola, CMC president, the country has 550,000 juke boxes and 300,000 coin games, with 15 per cent of these units being replaced each year for new models.

He said that the average machine of both types grosses \$10 a week, for an annual industry gross of about \$450 million. This figure does not include the \$3 billion a year grossed by merchandise machines.

**COINMEN**  
*in the news*  
**South**

Johnny Allegrazza, Ace Music Company, Shaw, reports the drive-in restaurant he operates on the side is doing well. It provided an extra location for a photograph and game. See clearing their routes last week and getting them in shape for the spring pickup in business were: B. D. Sparks, Friendly Amusement Company, Columbus; Hardy Creekmore, Creekmore Music Company, Cleveland; James Andrews, Andrews Music Company, Columbus; Ted Combs, Tacos Amusement Company, Oxford.

Mahon Jones, Jones Music Company, Holly Springs, seen talking recently to George Sammons, president of Sammons-Pennington Company, Memphis distributor, when Sammons was on a trip through Mississippi calling on operators. Elton Whisenhunt.

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Like new, 100 selection	..... Write
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22 cols.	..... 99.00

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Capital Deluxe	\$170.00
Clipper Deluxe	125.00
Lighting	125.00
Age	15.00
Bull's Eye Drop Ball	125.00
Genac Skill Ball	89.50
Wm. Bull-Ball	89.50
C. C. Rocket (2 Player)	100.00
C. C. Skill Ball Deluxe	89.50
C. C. Rocket 11 Player	75.00
United Team Mfg.	
(16 Ft. Bowler)	700.00
United Small Bull Bowler	150.00
United Advance (16 Ft. Bowler)	595.00
United League (16 Ft. Bowler)	645.00
United Handicap Bowler	695.00
United Robound Shuffle Alley, Etc.	175.50
Billy Trophy Bowler (16 Ft.)	175.00
Billy Striker 14-16 (16 Ft.)	150.00
Grand Now!	
AMT, 12900K, Stereo	650.00

15 Au'M Penny Weighing Scales Write The United Bowlers mentioned above for literature like now. Have been used very little!

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## Neb. Ops Meet In June to Air Location Sales

OMAHA—The Nebraska Music Guild will hold its next quarterly meeting here June 10-11, and the currently hot location-sales problem is expected to highlight discussion.

The topic came in for considerable talk during the group's last meeting here in March, with operators agreeing their best weapon was giving better equipment and service and telling locations the facts of life about operating their own equipment.

In addition to forum discussions, the June meeting will have business sessions, meetings of the Cornhusker Investment Club, meetings of the Nebraska association's public relations group, and a swinging social program. Several firms are also expected to display equipment.

## Pin Raids Spark Police Dept. Probe

LEOMINSTER, Mass.—A series of raids termed as "wildcat" action in which 41 pinball machines were seized and confiscated has sparked a probe of the entire police department here. The city council voted to ask the Worcester County district attorney to make a sweeping investigation of the department.

The raids on several private clubs and a plumbing establishment were carried out by two police sergeants on punishment duty and without the knowledge of their super officers. One of the clubs raided, the local branch of L'Union St Jean Baptiste d'Amérique, was once headed nationally by State Public Safety Commissioner J. Henry Goggin, who is a member of the raided club at this time.

The probe was urged by Michael A. Clark, vice-chairman of a committee on juvenile delinquency. Disposition in the cases of those arrested as owners of the pinball machines were held in abeyance until after the district attorney's probe.

## Seeburg Picks D. Wycaver as Denver Distrib

CHICAGO — The Seeburg Corporation has named Midwest Distributing Company, headed by veteran coinman Doyle Wycaver, its distributor in Denver. Midwest will handle the entire Seeburg line of juke box, vending and background music equipment in Colorado, New Mexico and the Eastern half of Wyoming.

The Denver territory was formerly handled for Seeburg by Thompson Distributing Company, division of R. F. Jones, Inc., recently purchased by Automatic Canteen Corporation of America. Midwest also handles the United line. Wycaver is one of the better known coinmen in the territory, having started in the coin machine business in Denver in 1937.

Assisting him at Midwest are Peter Perko, general manager, and Robert Hayhurst, service manager. The offices are located at 3850 Mariposa Street, Denver.

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## Sixteen MOA Booths Unfiled

OAKLAND, Calif.—All but 16 of the 7 exhibit booths at the forthcoming Music Operators of America convention have been sold to date, according to a joint announcement from George Miller, MOA president, and Ed Ratajack, MOA managing director and coordinator.

On April 16, Miller opens convention headquarters at the Deauville Hotel—where the convention will be held from May 1-17—to take charge of arrangements. Ratajack will remain in Chicago until convention time to take care of Midwestern reservations. Both Miller and Ratajack are co-ordinating their efforts in reservations and exhibit space sales.

The deadline for hotel reservations at the Deauville is April 24. Reservations received after that date may be for another hotel in the vicinity.



"GOOD THINGS HAPPEN WHEN YOU HELP!"

(Courtesy Nat'l Cartoonists Society)

## Western Mass. Ops at Dinner; Elect Officers

FAIRVIEW, Mass.—An excellent turnout was on hand for the annual dinner meeting and election of officers of the Western Massachusetts Music Guild at the Ron-Roc Cafe here. Ralph Ridgeway of Vogue Music, Inc., Springfield, was elected president. Ridgeway, a director of MOA, was unanimously chosen for the 10th year in succession to lead the operators of this area in recognition of his fine work for the group over the years.

Peter Slepchuck was named to the post of vice-president. He operates Payland-Playtown Amusement Company, Springfield. Appointed treasurer was Roland Herbert of Pioneer Music Company of Holyoke with Russell A. Holsley of Russell-Hall, Inc., Holyoke, being named again as secretary.

Elected to the board of directors were Rhea LaRoque, Rock Amusement Company, Fairview; Stanley Skop, Skop Bros. Vending Company, Westfield, and Dennis Dolvin of Quality Music Company, Springfield.

## Bills Affecting Cigs In Minn. Legislature

ST. PAUL — The Minnesota House of Representatives has given preliminary approval to a bill forbidding persons under 18 to buy cigarettes from vending machines. They now are forbidden to make over-the-counter purchases.

Some operators in the Twin Cities, however, already are putting labels on their machines pointing out that it is illegal for minors to buy cigarettes from a machine. The bill also deletes a section of law which forbids cigarette purchases by students from 18 to 21 years of age.

A bill barring the sale of cigarettes below cost was recommended for passage by the general legislation committee of the Minnesota Senate. A companion bill cleared the House Commerce Committee earlier and is before the House of Representatives now.

Backers of the measure include wholesalers and retailers who claim cut-rate cigarettes sold by some businessmen, including operators of gasoline stations, represent unfair competition.

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## Canteen Plays Down Distribs' Operating

(continued from page 1)

The independent music operator who is our customer," the Canteen board chairman said up what was described as Canteen's interest in the music future, by stating that in the near future, Canteen may look programs to assist the independent music operator in the future of the "business" phase of operation, thus enabling him to get the optimum efficiency and out of his venture.

Discussing Canteen's support for coin machine industry, Schuster, "the continuing wholehearted support which our AMI rate, along with phonograph manufacturers, has given Music operators of America and the relations council is further of our concern for the well-being of the phonograph operator, our belief in the industry as a whole."

Schuster concluded by expressing Canteen's view toward what he described as "sophisticated" games.

"It is our wish to make clear the fact that Automatic Canteen has no intention of becoming involved in any way with the operation of so-called 'sophisticated' games. We have no plans now, or for the future, to either develop or acquire any organization associated primarily with such games."

The Canteen board chairman said he was not reached for an opinion on any of his comments.

The term "sophisticated" was assumed to refer to illegal games or those of questionable or border-line legality. The remainder of Schuster's comments is seen as an answer to questions leveled at Canteen for its recent acquisitions in the juke box and distributorship field.

The Seaburg Corporation, in trade paper advertising and direct mailings, had emphasized it is wrong for a manufacturer to compete with his customers, an obvious reference to Canteen, which operates, distributes, and through Rowe and AMI, manufactures its own equipment.

Surprisingly, despite all the recent publicity, the Canteen moves into so-called service vending, are still somewhat unofficial. Canteen is expected to make some statements expressing its policy in this area within the next couple of weeks.

The setting up of the service division however, is certainly a significant step and tends to emphasize that Canteen plans to display substantial interest in this field.

Some additional clues to Canteen thinking can be had from other Schuster comments made to the Sun-Times' Edwin Darby last week.

Schuster noted that the Automatic Service Vending division was the seventh for Canteen. "Looking into the future he said, 'At the moment, we have succeeded in rounding out the package we wanted. We are now the only integrated company in the vending business.'"

Not Through Again in the interview: "But that does not mean we are through with acquisitions. We are now in the process of developing each of our six divisions, both by internal growth and by acquisitions."

Although Schuster does not elaborate on the function of the service vending division, Darby goes on to speculate it could mean "those miniature amusement centers you see around shopping

centers, supermarkets, drugstores," as well as "do-it-yourself laundries," "coin-operated dry-cleaning establishments," and those "take - your - own - picture - in - one-minute units."

Other divisions of Canteen are

listed as: (1) Food and vending, termed the big one; (2) Manufacturing, which would include Rowe and AMI; (3) Products, includes a growing list of private brand products sold through Canteen machines; (4) Finance, in-

cludes the recently acquired Commercial Discount Corporation and Hubsham Factors Corporation; (5) Overseas division, currently being expanded; (6) Electronics, includes the ABE film changer and a "raft of electronic components."

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