

# BILLBOARD MUSIC WEEK

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

## Gov't Sets No Standard Code on Promo Mails

WASHINGTON — In response to recent reports of disagreements between record manufacturers and the post office over use of promotional material in mail-out of records at special educational rates, Billboard Music Week has learned that there is no precise formula on the books to guide the manufacturer. To be safe, each case should seek out classification of its material at federal or local post office, department spokesmen said here last week.

## Victor Pulls in Rights to New Show, 'Succeed'

NEW YORK—RCA Victor has landed the original cast rights to one of the important new Broadway musicals of the season, the Frank Loesser-Abe Burrows musical, "How to Succeed in Business Without Really Trying." Stu Ostrow of Frank Music and Bob Yorke of RCA Victor completed arrangements this week for Victor to get the score. Loesser and Burrows collaborated a decade ago on one of the smash show hits of the Fifties, "Guys and Dolls," produced by Feuer and Martin, who are also producing "Business." The new musical will open in May in New York City, starring Robert Morse. This will mark RCA Victor's third original cast album this season. They have also issued "Wildcat" and "Do Re Mi," both of which have been strong sellers. The firm will come up with a strong promotion and advertising campaign on the album.

## ANKA'S YOUNG, BUT A LEGEND

NEW YORK — It may be too early for Paul Anka to be elected to the Hall of Fame, but he's already being mentioned in the same breath with musical immortals. The youthful tunesmith-singer came in for this mention in the liner notes of the new Columbia album, "On the Town," a recreation of the first Broadway show written by Betty Comden and Adolph Green, which also was the first legit effort for which Leonard Bernstein composed the music and Jerome Robbins handled the choreography. The liner notes by Comden and Green are reminiscences associated with that original production. They wrote: "All four of us were quite young. Well, not that young. Mozart and Paul Anka both emerged as composer-performers at much earlier ages, but in terms of theatrical experience, we were indeed infants."

## 3 Wallichs Music City Stores to Offer Charge Service to Established Patrons

### To Issue Credit Cards to Repeat Customers; Expect Top Buying From Professional People

By LEE ZHITO  
HOLLYWOOD — The three Wallichs Music City stores here will offer a charge account service to their established customers. Starting March 1, Music City will issue a credit card to old and new customers, permitting them to charge purchases at any of the three stores in the Wallichs chain. Decision to add the credit plan came after extensive research into customer categories and their buying habits. Music City found that a considerable segment of its business comes from repeat customers. A high percentage of these are professional people who, for the most part, comprise high-dollar volume sales. Many of these patrons prefer to do their buying by telephone. Also, since the advent of the various credit cards, most professional people do not carry an excess of cash with them. They are in the habit of charging their other purchases, and would appreciate the opportunity of handling their record buying the same way.

### No Wide Promotion

The stores will not widely advertise the availability of its charge accounts. Instead, Music City is going through its sales records, sorting out its consistent customers, its heavy C.O.D. buyers and business firms who have been repeat patrons, and will invite them to open accounts. Music City now carries approximately 1,000 business charge accounts, including various radio stations, music publishing firms and record companies. Up to now, it has been forced to turn down requests to open personal accounts.

Music City feels its credit plan will facilitate buying for many of these customers, encourage bigger sales, and cement the loyalty of its consistent patrons. In addition to its own credit card, Music City will continue to honor the five public credit cards it now accepts: Diners' Club, Carte Blanche, American Express, Discover, and Novus. (Continued on page 40)

### TRIPP, FREED CASES DUE

## Payola Rears Head Again In Courts; Jocks on Trial

NEW YORK — Payola, a largely dormant word in the public prints in recent months, is expected to be revived as a prime topic of discussion on Wednesday (15) when the trial of ex-WMGM deejay, Peter Tripp, is scheduled to begin in Special Sessions Court. A criminal information was returned against Tripp last May, charging him with 39 counts of commercial bribery. The next case now on the court docket for trial is that of Alan Freed, formerly of WINS, WABC and WABP here, is (Continued on page 36)

# Col. Club Adds Kapp; MGM Due?

By ROB ROLONTZ  
NEW YORK — The Columbia Record Club is taking on one and possibly two more record labels to distribute through the club. The label already signed with the Columbia club is Kapp, and the label now negotiating with Columbia is MGM Records. There is a possibility that the MGM deal could be concluded this week. Columbia, unlike either Victor or the Capitol club, has been distributing outside labels for a long time. Right now the Columbia club is handling Verve (now a part of MGM), Caedmon, Mercury and occasionally other labels. Victor is distributing through its club a Bing Crosby sing-along album, originally released on Warner Bros. as a leased LP from the Bing Crosby label. Kapp's first album in the club was a Roger Williams set which was featured as one of the club premiums. In March, the club will offer many other Kapp sets as regular items, including LP's by Williams, the Pete King Chorale, Ann Schein, Opera Without Words sets, organist John Gart, and one of the Kapp series, "Music for Trumpet and Orchestra." Had to Join - Dave Kapp, when checked about placing his albums in the club, stated that he had resisted for many years placing his albums in a club, but he had noted that between the Diners' Club, the Columbia, the Victor and the Capitol clubs, so many important labels had placed records with clubs, that he felt he had to join the throng. It is known that the Columbia Record Club has been doing solid business with both its Mercury and its Verve records. The strong sales on Verve's Ella Fitzgerald and Shelly Berman records may have influenced MGM to start negotiations with Columbia. And Maxin, head of MGM, has been thinking of a club for a long time and at one time even considered starting his own record club. Now that MGM has purchased Verve Records, and its executives have had a chance to analyze Verve sales through the Columbia club, it is possible that the figures helped spur the MGM club negotiations.

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## CAP SALUTES ARTISTS WITH JOCK PACKAGE

HOLLYWOOD — Capitol Records last week prepared a special LP exclusively for broadcaster distribution saluting 16 of its artists represented in Billboard Music Week's 13th Annual Disk Jockey Poll. The promotional package will be used by the label to blanket the nation's disk jockeys. The album, tagged "Capitol's Winners in The Billboard's 13th Annual Disk Jockey Poll," contains Frank Sinatra ("Nice 'N' Easy"), the Kingston Trio ("El Matador"), Dinah Shore ("I Ain't Down (Continued on page 34)

# Mother Nature Blasts East's Disk Trade At Prime Buying Time; Midwest Spared

## Eastern Seaboard Snowed Under for 3d Week Running

NEW YORK — For the third successive weekend, the record business was hurt by stormy weather. The recent bizzard cut into sales along the Eastern seaboard, particularly New York, Philadelphia, Boston, Baltimore-Washington. Dealers, distributors and manufacturers were particularly disturbed in that this is a month of generally good sales; but in this instance few people were able to get to stores.

Consumers who did get to the retail outlets found that new stocks had not been received, owing to bad traffic conditions. This was causing an agonizing situation. Records were being played on the air, a demand was being created; but trucks and planes were seriously delayed.

The new Elvis Presley disk, for instance, was on the air, but many were unable to obtain stock. Manufacturers with records getting heavy air-play felt that the situation was peculiarly ironic for them.

Storm conditions in some areas were so severe that dealers shut up shop. Some manufacturers and distributors said their crews worked around the clock in order to try to meet delivery schedules.

Most distributors took the matter philosophically, with such remarks as, "There's no question people were not in stores, but that means we must make a bigger effort," or, "The storm has hurt, but we'll have a big year anyway."

## ATLANTIC-ATCO HITS HOT 100 WITH 7 SIDES

NEW YORK — Atlantic Records and its subsidiary label, Atco, are hotter this week than since rock and roll was in its heyday—with eight sides on Billboard's Music Week's "Hot 100" chart.

Atlantic has three sides on the chart — "I Count the Tears" by the Drifters, No. 23; Carla Thomas' "Gee Whiz," No. 45; and "You're the Boss" by La Vern Baker and Jimmy Ricks, No. 87.

Atco has five on the "Hot 100"—Ben E. King's "Spanish Harlem," No. 26, and "First Taste of Love," No. 63; Jorgen Igmann's "Apache," No. 48; the Coasters' "Wait a Minute," No. 49; and Bobby Darin's "Lazy River," No. 50.

## Roulette Appoints New Distributors

NEW YORK—Roulette Records has changed distributors in Chicago and Milwaukee. Henceforth Milt Salstone's M. S. Distributing Company will handle the label in those areas.

M. S. will distribute Roulette and all of its subsidiary labels—Roost, Tico and Forum. The lines were formerly handled in Chicago and Milwaukee by Arnold Records, Inc.

## Cold Waves Rack Midwest, But Stop Only Few Deliveries

By NICK BIRO

CHICAGO—Severe cold waves and blizzards which are crippling various parts of the country are having only a round-about effect here. Several dealers complain they can't get deliveries from the snow-bound East.

With this one exception, the Windy City, and most of the Midwest for that matter, hasn't had too much to complain about regarding winter weather.

Chicago, for example, has had only two major snowfalls, and one that occurred last week was virtually cleaned up before the skies cleared.

### More Severe

Other parts of the Midwest—Northern Minnesota and Northern Michigan—have had more severe weather, but not to the point where it affected the record business.

A spot check of distributors in this area shows a mixed sales picture for the beginning of 1961. But all seem to feel that other industry factors or general economic factors are responsible, and not the weather.

At James H. Martin Distributors, Morry Goldman, manager, said business has been fairly constant since the first of the year—possibly a few percentage points down from last year.

### Back-Order

The only effect from the cold (Continued on page 46)

## Movie Academy's '60 Picks By-Pass Top-Selling Tunes

By JUNE BUNDY

NEW YORK—The Academy of Motion Pictures, Arts and Sciences by-passed a flock of best-selling tunes when they selected the 10 1960 film tunes, from which five will be nominated as Academy Award contenders this year.

Only three of the 10 Academy-selected tunes — "Never on Sunday," "Ballad of the Alamo" and "Greenleaves of Summer" (from "The Alamo") — ever made Billboard Music Week's "Hot 100" chart. The non-chart romances are "Cimarron," "Facts of Life," "Faraway Part of Town" (from "Pepe"), "My Heart Was an Island" (from "Swiss Family Robinson"), "The Second Time Around" (from "High Time"), "Lachamson d'Orpee" (from "Black Orpheus"), and "Somebody" (from "Cinderella").

On the other hand, the Academy rejected such eligible best-selling film tunes as "Where the Boys Are" (No. 16 this week); "Pepe" (No. 22); "Look for a Star" from "Circus of Horrors" (one of the top 50 best-selling songs of 1960; "Because They're Young" (No. 37 on "The Hot 100 of the Year" in '60); "Swinging School" (from "Because They're Young"); "North to Alaska" and "Wake Me When It's Over."

Many other 1960 film themes hit the charts but they aren't eligible for Academy consideration as "best songs" because under the Academy rules a tune (to quality) must be used vo-

cally either in the body of the picture or under the titles. Consequently, altho vocal versions of some film themes later became popular, the tunes are not eligible for awards. Strictly instrumental 1960 film themes include such best-selling disks as "Sink the Bismarck," "Exodus," "Magnificent Seven," "The Unforgiven," "The Apartment," "The Sundowners," "The Dark at the Top of the Stairs" and "Tunes of Glory."

In a bid to attract votes their way this year for "The Second Time Around," songwriters Sammy Cahn and Jimmy Van Heusen have revived the tune which was covered by several labels when it was first released last year. Frank Sinatra's first single for his own label, Reprise, features the song, and the Kirby Stone Four also has a new version out this week on Columbia. Cahn and Van Heusen wrote last year's Academy Award winning song, "High Hopes," which was a big singles hit for Sinatra.

## Reprise Picks First 5 Outlets

CHICAGO — Reprise, the new Frank Sinatra label, has picked distributors in five major Midwestern cities—Chicago, Detroit, Cleveland, Minneapolis and Milwaukee. The label will announce its full distributor line-up within a few weeks.

In Chicago, Reprise will be handled by M-S, indie outlet headed by Milt Salstone. Salstone's Cleveland firm, M-S of Cleveland, will also handle distribution throughout Ohio. The Chicago of-

(Continued on page 46)

# Rock & Roll Oldies Turning Gold

By BOB ROLONTZ

NEW YORK — Publishers who laughed when Elvis Presley sang "Hound Dog," and Little Willie John performed "Fever," are finding out that there's gold in those old rock and roll hits. In fact—and this would still be considered heresy in some circles—many of the older rock tunes and rockaballads are turning into standards. They are getting recorded again, performed in night clubs and on in-person shows, and even now and then getting played in movies and on TV shows.

The recognition of rock and roll tunes as valuable material comes belatedly to many in the music-record industry. Not to the record companies that published and made the tunes in the first place (although even they are happy with the income from the material) but to many publishers who were so startled by the emergence of rock and roll itself that they downgraded the material instead of listening to it. Some of these same publishers are now looking enviously at the catalogs bulging with rock and roll tunes, and in a number of cases, are making offers to purchase some of these copyrights.

What is happening is what normally happens with tunes—of any sort—about three to five years after they become hits. The a.&r. men who look for recent hits to put in albums naturally find that a large percentage of the hits of the 1950's were rock and roll tunes. And the kids who grew up listening to these tunes, who are now in college or working, look upon these ditties with the same

sentimental feeling that an older generation has for the songs of a Cole Porter or a Rodgers and Hart. Thus, more and more of the rock items find their way to wax again.

A few cases in point are the recent new recordings of "A Lover's Question," "Earth Angel," "Riot in Cell Block Number Nine," "Don't Be Cruel," "Hearts of Stone," "Lovey Dovey" and "Leave My Kitten Alone," that have turned into hits again. There is a new recording of "One Scotch, One Bourbon, One Beer." And a number of singers who play top clubs have integrated some of the rock and roll tunes into their acts, thus giving them additional exposure. Peggy Lee, for instance, sings "Fever," almost every performance

(Continued on page 46)

## Leslie Calls Credit Meet

NEW YORK — Leslie Distributors, leading one-stop operation here, has called a meeting of all suppliers who are creditors in amounts of \$1,500 or more. The meeting will take place Monday (13) in the Vista Room of the Hotel Biltmore at 11 a.m.

Lou Boorstein, president of Leslie explained that the meeting has nothing to do with a business failure or possible petitioning for bankruptcy as earlier reports had indicated.

Boorstein explained that a serious shortage of inventory has turned up in the Leslie stockroom. The shortage was estimated as mainly in singles, but also involved some album product. Boorstein declared that from the standpoint of credit, his firm was 75 per cent current with suppliers. The inventory shortage, apparently occasioned by out-the-back-door pilferage, was so serious, however, that it was felt necessary to discuss the matter with suppliers. No further explanations were forthcoming.

## Griffin 'Banned' Promotion Trips

NEW YORK — New Carlton Record artist Merv (the) Griffin, has been making hops that will eventually take him for interviews and appearances to each of the cities mentioned on his new "Banned in Boston" single.

Sandwiched between his regular duties as emcee on the five-a-week TV quiz show, "Play Your Hunch," and his weekly chore as singer host on the NBC net TV hop show "Saturday Prom," Griffin has been taping video and radio interviews with leading jocks in the cities mentioned in his new novelty. Visited already are the title town, Boston, and Pittsburgh, while Cleveland, Chicago, Philadelphia and St. Louis are on the agenda for the coming weeks.

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## SUBSCRIPTION ORDER FORM

The Billboard Music Week is essential to us. We never place orders for new releases without the Billboard Music Week on the desk. Here in N. Y. where disc stockists do not have the benefit of a return privilege, we have to try and be "spot on" with our selection to avoid giving our profits away in deletion bins.

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## Korvette N. Y. Stores Hawk Super Sale on Stereo Wax

By REN GREVATT

NEW YORK—A super-spectacular sale of stereo records was going on at press time Friday (10) at all Korvette stores in the metropolitan area. Referring to an earlier sale of Columbia stereo product the first three days of the week, a Korvette record department spokesman said, "We've got a sale going now on all labels at even lower prices than our Columbia sale. I can't tell you prices over the phone but I can say that you can get just about 50 per cent off on everything if you come over here now."

Spectacular record discount offers greeted readers of the New York Times, Sunday (5). Enticing advertisements invited customers to come into any E. J. Korvette store to buy "All Columbia LP's at 44 per cent off manufacturer's suggested list prices." All \$4.98 list packages were offered at \$2.79, while \$5.98 albums carried a tag of \$3.34. Albums of the \$6.98 class were going for \$3.89.

The previous week on January 26, 27 and 28, a similar series of ads on behalf of Klein's was run in the New York Daily News, the Newark News, Newsday and the Macy chain of papers in the Bronx. Similar prices were stated.

### Unusual Facets

There were several unusual facets of these ads. First, each benefited from co-op advertising money from the local Columbia Records branch. Secondly, the ads carried the impression that all Columbia stereo records were available at the stated price, even though in the recent past, one major company branch took issue with Korvette for implying in an ad that all catalog product was available, when, in effect, only a limited selection of titles was available at the special price. In the current case, a Korvette spokesman said that the ad referred only to Columbia catalog product in store at the time.

In the past, it is known, little or no co-op money has been forthcoming from distributors to dealers for ads in which discount prices are stated. The nominal rule has been that full list prices or no prices at all are stated.

The deals with these two stores were set up by Paul Southard, head of the local Columbia distributorship.

Smaller local dealers were viewing the move as what one called, "an unfriendly act on the part of the distributor, trafficking with the big boys at the expense of the little dealer."

## S. Calif. Dealer Committee Set to Study Co-Op Plans

### Affiliation With 1-Stop Among Proposals Discussed; Judkins Appointed Chairman

HOLLYWOOD—A group of Southern California record dealers met last week to pursue the formation of a buying co-operative. During the meeting, various types of co-op methods were discussed and a committee was formed to investigate the different plans. Among suggestions made was the affiliation of the projected co-op with a local one-stop.

Howard Judkins Sr., of Judkins Music, was named chairman of the

committee. Judkins accepted the appointment on condition that he hold a non-voting position on the committee, in view of the fact that he is president of the Society of Record Dealers. He stressed that his participation in the co-op movement in no way is connected with SORD, but that he is doing it as a local dealer. The committee will meet next week and report back to the dealers at a meeting to be held the following week.

Local dealers (see Billboard Music Week, January 23) called for the formation of a buying co-op as a means to combat discounters in "the dealer's fight for survival."

Judkins told Billboard Music (Continued on page 35)

## Canadian Disk Sales \$14 Mil From Jan.-Nov.

TORONTO—Total sales of records from January to November 1960—at distributors' billing price—were \$14,443,198, according to the Dominion Bureau of Statistics.

Distributors moved out \$1,475,997 worth of records in November 1960, at distributors' price.

Bulk of the sales were in Quebec and Ontario, where the two areas took \$9,576,935 of the total.

A total of 1,887,911 records were produced during November, although sales were just 1,519,376 with a sales value of \$3,728,308.

In units, more 33 r.p.m. were produced than 45 units. Just 801,418 of the small disks were produced as against 936,259 of the LP units. Over and above the latter figure, 129,700 stereophonic LP's were pressed.

Production figures still show that 78 r.p.m. units are being pressed, mainly for the foreign language market. These numbered 8,192.

## Pubbers Charge ASCAP, Justice Dept. Of Failure to Block 'Unfair Procedures'

### Sam Fox, Pleasant, Jefferson Send Detailed Bid To Supreme Court to Reopen Consent Moves

WASHINGTON—In a detailed plea to the Supreme Court to reopen 1959 ASCAP consent proceedings, three dissident publishers of the American Society of Composers, Authors and Publishers have accused both the Society and Justice Department of negotiating an order to "perpetuate" rather than correct unfair procedures within the Society.

Specifically, attorneys for the Sam Fox Publishing Company, Inc.; Pleasant Music Publishing Corporation, and Jefferson Music Company filed a plea last week (8) asking the high court to reverse a lower-court ruling which denied these appellants the right to intervene as parties in interest. During the final hearing on the decree amendments in federal district

court in New York, Judge Sylvester Ryan allowed the firms only *amicus curiae* standing, which meant they could not offer detailed proof of their charges. The Supreme Court agreed to hear the dissidents' plea in the wake of their first request filed in March, 1960. (The Billboard, May 30, 1960.)

The hearing on the negotiation for amending ASCAP's 1950 consent decree terms was held in the New York court in October, 1959, and the order became effective January, 1960, after being submitted to membership for a take-it-or-leave-it vote.

### Right to Intervene

Dissidents claim the law gives parties in interest a right to intervene when they will be bound by

consent terms without having been fairly represented at the negotiations. Attorneys for Fred Fox et al., cite numerous cases in precedent. However, Judge Ryan ruled them out because they were members of the Society and also because they were represented by both the Society and the Justice Department. Dissidents wanted a chance to prove that ASCAP negotiators represented interests diametrically opposed to those of the smaller members of the music licensing society.

Attorneys Charles Horsky and Alvin Friedman, of the Washington firm of Covington & Burling, name names and count noses in showing how the dominant top 10 publishers board members can continue to control votes and influence survey and distribution under the revised consent order. They charge that instead of negotiating to assure competitive fairness toward small (Continued on page 8)

the pick of the new releases:



## SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

### Pop

#### DINAH WASHINGTON



EARLY EVERY MORNING (Brenda, BMI) (2:15)—DO YOU WANT IT THAT WAY (De Larue, BMI) (2:22)—The great blues thrush has two more exciting sides. She leads off with a solid, rocking blues item and follows through with a solid ballad effort. Both have strong rhythmic, string-filled arrangements. Watch them.

Mercury 71778

#### ENOCH LIGHT AND ORK



WALTZING MATILDA (Carl Fisher, ASCAP) (2:12)—A smart side, taken from the Command "Far Away Places" album. It's full of bright, neatly scored sound in the instrumental groove. It can easily score. Flip is "Sunrise Over Sumatra" (Record Songs, ASCAP) (2:16).

Command 4014

#### THURSTON HARRIS



ONE SCOTCH, ONE BOURBON, ONE BEER (Aladdin, BMI) (2:14) — SEND ME SOME LOVING (Venice, BMI) (2:25)—Thurston Harris can return to the hit lists with these two fine versions of old r.&b. hits. Top side is the old Amos Milburn smash, handled sharply by the chanter and ork. Flip was a hit with Little Richard and could happen again.

Aladdin 3468

#### THE SOLITAIRE



LONESOME LOVER (Maureen, BMI) (2:52)—The Solitaires take off on a bright, swingy ditty and a strong lead sells it with a solid Sam Cooke-type vocal. Could be big. Flip is "Pretty Thing" (Maureen, BMI) (2:23)

Old Town 1096

(Other Single Spotlights on Page 31.)

## OUT NEXT WEEK!

### 1961 Winter Phono Buying Issue

Featuring a detailed check of all of the new phonographs introduced by manufacturers since early fall, packaged into one convenient . . .

## UP-TO-THE-MINUTE PHONOGRAPH BUYING DIRECTORY

. . . which will be read, and kept, and used by America's record-selling phonograph dealers right into next fall.

## Chi Retailers Vs. Disk Clubs Case Goes On

CHICAGO—The case of certain Chicago retailers versus the club operations of Columbia: RCA Victor and Capitol Records and the respective distributors of those companies in this area, took another turn this week. An agreement reached several weeks ago regarding so-called interrogatory and discovery rights of the defendants would up in a hassle between opposing counsel, with the result that the whole matter was remanded to a court-appointed special master for a decision.

In the earlier decision, defendant record firms were given the rights to inspect the membership list of the Society of Record Dealers of America, an organization of dealers which has made no secret of its support for the dealer plaintiffs in the case. At the same time the court decision declined defendant's plea for access to SORD financial information.

When it came to effecting the terms of the agreement, opposing counsel could not agree and the whole matter was re-argued before the court. The court then assigned the master to effect a binding decision on the matter. A spokesman for defense counsel characterized the action Wednesday (8) as another of a long series of maneuvers in the early pretrial stages of the case.

## Imperial Acquires Fairway Music Co.; Add 1,400 Tunes

HOLLYWOOD—Imperial Records president, Lew Chudd, last week bought Fred Stryker's Fairway Music (BMI), adding approximately 1,400 copyrights to the Chudd music holdings.

Stryker last year combined his heavy rhythm and blues Malabar Music catalog with Fairway. Chudd's latest publishing acquisition contains, among its BMI award tunes, "Bimbo," "Geisha Girl," "I Forgot More Than You'll Ever Know," among others. Stryker still retains his Briarcliff Music (BMI) catalog.

## Mfrs. Find Album Cutback Pays Off

NEW YORK—A number of record manufacturers who have put into effect a drastic cutback system on albums claim that it is paying off handsomely. These manufacturers are of the opinion that fewer album releases is the answer to the problems faced by dealer, distributors and manufacturers plagued by returns and discounts on hundreds of LP releases.

As everyone knows, manufacturers in general have been pouring out album releases as fast as they have singles over the past two years. But although album sales have increased greatly since 1958, it's the hit albums that have sold more. Many albums don't even earn their costs.

### Public Gets Choosy

According to the manufacturers who have cut back their albums releases, in some cases drastically, the public is now as choosy about the albums they want as the kids are about their singles. With almost every type of music, type of singer, type of orchestra, or comic or dramatic album already on the market, the public can pick and choose as it desires. And with clubs bringing records to every small hamlet and R.F.D. route, there is no longer the same drive on the part of suburbanites or ruralites to drive to town to buy records at the local shop or discount store.

According to Dave Kapp of Kapp Records, one of the firms that started a cutback on albums releases almost a year ago, only the blockbuster albums can make it in today's crowded market. Kapp sliced the firm's LP releases as of last summer after a trip to Europe. He held back a number of albums that he still considered "good," but felt they were not strong enough to create sufficient sales for the dealer in the current market. Since the summer, says Kapp, the firm's tightened album release schedule has resulted in bigger individual album sale.

King Records also has tightened up on its album releases. At one time, King was issuing LP's as often as singles. Since the cutback, claims General Manager Hal Neeley, the firm's LP sales have gone up. Neeley, too, feels that today's market is much too competitive for the average "good" album.

### Wide Cutback

These are not the only companies who have cut down on album product—there are about a score more who have done so over the past six months—but they illustrate a growing realization on the part of manufacturers that only they can cure or at least alleviate the LP overproduction evil. The manufacturers, or some of them anyway, are belatedly discovering that albums need the same concentrated push behind them to sell as do single records, and sometimes more. And if manufacturers know that they have a tough time getting action on more than two or three singles at a time, it would be logical to conclude that they would have as hard a time getting action on more than two or three albums at a time. The concentration of promotion on a few albums, rather than 20 albums simultaneously—and a number of diskeries still bring out 10 to 20 albums at a clip—appears to be attracting the attention of some record executives.

### Distributors Like Idea

This is good news for distributors who, under the quota system, often transship truckloads of albums to various one-stops and rack jobbers across the country, and to the dealer who has to pack up albums that don't sell and return them to that same distributor. The record manufacturer has the most interest in keeping the distributor dealer sales organization strong, and this can be done best by giving them the strongest, rather than the most, albums possible.

## SORD Board Mulls Mar. 20

NEW YORK—The Society of Record Dealers of America has tentatively scheduled a meeting of the board of directors for March 20 in Coral Gables, Fla. A questionnaire has been sent to all board members by SORD President Howard Judkins, asking the time and place most suitable to the individual dealers. The above-mentioned locale and date are expected to be agreed upon.

Host dealer for the affair will again be ex-president of SORD, Mike Spector, of Coral Gables. A key item on the agenda is expected to be a discussion of reorganizing the SORD organization on the basis of regional or local chapters throughout the country. Beyond this, a phone conversation last week between Judkins and SORD Treasurer Lou Shapiro brought agreement on introducing the matter of the Columbia Home Music Library door-to-door sales campaign as a major topic at the Florida meeting.

## Mercury Studies Step-Up In Overseas Disk Activity

CHICAGO — Changes in the European record industry are causing Mercury Record Corporation here to take a long, hard look at the entire market, and the firm is now contemplating stepped up activity in this area.

Brice Somers, head of Mercury's international division, headquartered in Geneva, Switzerland, was slated to arrive here Sunday (12) for a week-long meeting with Mercury President Irving B. Green and Irwin H. Steinberg, executive vice-president of the label.

A wide variety of subjects dealing with the firm's activity in foreign markets is on the agenda. Steinberg indicated that the entire record industry outside of the U. S. has changed vastly in recent years, that, for example, music produced in Europe was becoming increasingly important, not only in the European countries themselves, but in this country too.

He said that new world markets were constantly opening and that all signs were pointing toward increased trade between countries.

Along this line, Green, Steinberg and Somers will be evaluating Mercury's entire licensee organization as well as discussing the extension of existing foreign contracts. The label indicated it plans to expand foreign agreements with countries which have not as yet been exposed to American music.

Another area of exploration will be expansion of the flow of foreign music to this country and the increase of Mercury's recording program in Europe.

### London Dates

The label has tentatively scheduled a series of 30 to 40 sessions in London with Antal Dorati which should result in 10 album releases.

Mercury has already done work  
(Continued on page 8)

## UA Introduces 11 New Feb. Albums

NEW YORK — United Artists Records is bringing out 11 new albums this month—five pop packages, five jazz and one classical. Spearheading the pop LP's are "Latin Pianos" by Ferrante and Teicher, and the sound-track album of the Clark Gable-Marilyn Monroe movie, "The Misfits."

The other new pop packages feature "Magnificent Motion Picture Music" by Don Costa Ork; Til Dieterle's "Music for Cocktails" and "The Highwaymen," a new folk group.

The jazz albums star the Modern Jazz Quartet, Benny Golson and the Philadelphiaers, Paul Quinichette, Benny Carter Ork, and Phineas and Calvin Newborn with an all-star group. Concert artist Walter Hautzig stars in U.A.'s single new classical package, "Great Waltzes."

& Scruggs, Bob Wills, George Morgan, Lefty Frizzell, Gene Autry, Roy Acuff, Carl Smith and the Chuck Wagon Gang.

## MUSIC AS WRITTEN

### New York

Lou Silberling, officer and director of Famous-Paramount Music, is mighty proud of the fact that his son Edwyn, former special prosecutor of Suffolk County, New York, has been appointed to the post of chief prosecutor in Attorney General Robert Kennedy's office. . . . Ben Arrigo, former Billboard Music Week staffer, has joined Budd Hellawell's indie promotion firm, Budd Productions. . . . Al Melnick's son, Saul, had his bar mitzvah in Philadelphia Sunday (12). Melnick is the head of A. & L. Distributors in the Quaker City. . . . Ed Smollett has joined Dick Gersh's public relations firm as an account executive. . . . E. B. Marks Music has acquired the theme from the TV production of "The Heiress" which is being shown tonight (13) on the CBS-TV network. Tune was penned by Bob Cobert, and has been waxed by Bernie Wayne for Everest.

Axtel Records of Philadelphia has added Lester Distributors in Baltimore, Superior Distributors in New York and Marnel Distributors in Philadelphia. . . . Aaron Courshon of Thunderbird Records in Miami, is waxing a Latin-American album featuring Cuban artists who have fled their homeland. Label has added Dan Batista (no relation to the former dictator of Cuba) as a.&r. man. . . . Freddy Price and Jimmy Day have opened Global Booking Associates in New York and changed its name to VCB Records. . . . The FTP label has obtained the rights to the track of the new cartoon TV series "The New Adventures of Pinocchio."

### Chicago

Some 75 music industry tradesters staged a surprise testimonial luncheon here last week for Erwin Barg, honoring him for 43 years in the music industry. Barg was presented with a plaque for his many contributions to the field. The veteran is one of the most respected and liked figures in the industry. He's currently Midwest representative for Robbins, Feist and Miller, publishers. . . . Buck Ram's Personality Productions, Inc., will open a Chicago office shortly. Alan Bress, veteran promotion man with James H. Martin, large indie distributor here, will head the operation. The local office will handle all phases of personal management, disk and artist promotion. It'll be located in the same building with Dick Shelton, attorney for Ram. Bress' former slot with Martin is still open.

Ted Sipiora, Singer One Stop, celebrated a birthday recently (26) in usual Singer tradition—a cake with one candle. Brother Fred meanwhile has become one of the record trade's most avid skiers here in the Midwest. Canceled out of a trip to Aspen last week by transportation difficulties, he switched plans for a week to Boyne Mountain, Mich., accompanied by several of the town's music tradesters. . . . Shelby Singleton, Mercury Southern a.&r. head, cut a single last week with George Jones, then did another side featuring Jones in a duet with Margie Singleton, Shelby's wife.

Dick Merle, who recently set up his own label after leaving as a.&r. head for Cuca Records, signed some new names recently, including Ralph Adano, former vocalist with Ralph Flanagan; Pat Thomas, teen thrush; Eric Monty, folk artist; the Ambassadors, pop vocal quartet; and Fred Houston, country artist. Other positions in the diskery have been filled by Dick Warner, promotion manager; Fred Litzkow, advertising manager; Charles Plubar, distribution manager; and Tex Hansen, sales head. . . . Jim McCormack, one of the busier free-lance artists in town, just finished 14 album covers—all for February release. . . . Alan Arkin, currently at Second City here, is recording with two folk groups: the Baby Sitters on Vanguard, and Jeremy's Friends, on Warwick. Folk music is nothing new to Arkin. He was formerly with the Tarriers, when they recorded on Glory. . . . The Tarriers, incidentally, finish a successful three weeks at the Playboy here, move to the Hungry I in San Francisco, then the Exodus in Denver. Their next folk album is due this spring on Atlantic. The group is also planning a college concert tour and a possible European summer tour, all arranged by Harold Leventhal, their manager.

David Carroll, Mercury a.&r. head here, cut some tapes for a single last week—will follow with a session for a new album release within the month. . . . The Smothers Brothers, signed by Mercury recently, are getting a hurry-up release on their album recorded at the Purple Onion, San Francisco. The team has been signed for a return stint on the Jack Paar show February 21, and they open at Mister Kelly's here March 27. . . . Ernie Altschuler, Columbia a.&r. man, spent last week here heading a session with the Harmonicats. This week he's in Toronto to record comedians Wayne and Schuster, who'll cut an LP of "little vignette"—minute dialogs, rather than the sketch-type material for which they've become noted.

Nick Biro.

## Col. 'Hall of-Fame' Hits Issued on 33 Singles

NEW YORK — Columbia Records, as part of a drive to help put over the company 33, is issuing 15 of its pop and 15 of its country Hall of Fame hits on the small 33 disks. The Hall of Fame series, originally issued on 45's only, contains the hit records made by the label's pop and country stars over the past years.

In order to make the new compact 33 Hall of Fame platters attractive to the dealers, and to the record buyers, Columbia has set up a special promotion on the records, that include two prepacks, browser boxes for dealers' counters and a special initial stocking plan for stores. And all of the Hall of Fame 33's will be on 100 per cent exchange.

Columbia is making both a pop and a country prepack of these records. Both the pop package and

the country package will contain 50 records, with each package containing two or four copies of the 15 different selections. With each prepack comes a browser box that will hold up to 50 records and can sit on a counter. Each record is contained in a special sleeve. There is also a Hall of Fame window streamer included.

In the pop groove, the records feature such top names as Mitch Miller ("Yellow Rose"), Johnny Mathis ("It's Not for Me to Say"), Tony Bennett, Johnny Horton, Guy Mitchell, Percy Faith, Johnny Cash, the Four Lads, Frankie Laine, Rosie Clooney, Frank Sinatra, the Brothers Four, Marty Robbins, Vic Damone, and the Mormon Tabernacle Choir. The country disks star Horton, Robbins, Stonewall Jackson, Cash, Ray Price, Little Jimmy Dickens, Flatt

### Cincinnati

Julie Godsey, Gal Friday to Jerry Weiner, RCA Victor Records sales chief here, heads for Nashville soon to visit with Chet Atkins, RCA Victor a.&r. chief in the Tennessee city. Chet, incidentally, celebrated with one of his own single releases on the label Monday (6). It's an item called "The Slop," and it's not for the hawks either, according to those who've heard it. It's a new dance craze, and reports say that guitarist Atkins gives it an exciting, swinging rhythmic beat as only he can do it. . . . With the closing of Shaffer Music branches in Indianapolis and Cleveland, Sam Davis is out as manager of C. C. Record Company here, a Shaffer affiliate. Jack Pierce, general manager of the Shaffer operation, assumes Davis' duties at C. C. Before joining Shaffer Music a year ago, Davis headed up the sales department of Fraternity Records here. . . . Don McCarty, formerly of WTVN, Columbus, Ohio, and well known in territorial  
(Continued on page 35)




**A TRULY GREAT ARTIST!  
A TRULY GREAT SONG!  
DORIS DAY**

**SINGS THE FIRST STANDARD OF 1961**

**"MAKE SOMEONE HAPPY"**

**FROM THE SMASH BROADWAY HIT "DO RE MI"**

**B/W "BRIGHT AND SHINY"/ COLUMBIA RECORDS** 

# SORD Prexy Urges Col. Revise Home Sales Plan

## Judkins Proposes Coupon Set-Up to Cut Dealers In On Door-to-Door Disk Dollars

By LEE ZHITO

HOLLYWOOD — Society of Record Dealers' President Howard Judkins Sr. last week challenged Columbia Records to prove its sincerity in wanting to help dealers by changing its door-to-door-peddled Home Music Library plan so that dealers can participate in its sales. Columbia currently is testing the canvass sale of a phonograph packaged with up to 60 LP's on an interest-free installment basis. The buyer also gets a "gift coupon" to be redeemed at any record store for the Columbia album of his choice. Columbia contends this approach will open a new record market.

"If Columbia really wants to help the dealer," Judkins said, "let it continue its door-to-door selling, but instead of delivering a full set of albums directly to the customer, it should give him a book of 50 coupons which he can exchange over a period of time for Columbia albums at his nearby record store. Dealers would handle these at a reduced mark-up, similar to the Columbia Record Club coupons." Judkins claims that if this were done, everyone would benefit: Columbia would sell just as many, if

not more, of its door-to-door deals; the customer would not feel that he is being loaded with a block of LP's, but that he can take his time to select the ones he really wants; the retailer would enjoy a continuing flow of store traffic stimulated by Columbia's in-the-home sale plus a small mark-up on the coupons he redeems: Columbia would

(Continued on page 18)

## Victor Releases 14 Pops, 4 Red Seals For February Bow

NEW YORK — Fourteen new pop and four new Red Seal releases make up the additions to the RCA Victor catalog for February.

The pop line is topped by two of the new Stereo Action albums—numbers three and four in that new line: one by Dick Schory and another by Leo Addeo and his ork. Other important artists in the new February release are sets by Norman Luboff, Caterina Valente, the Melachrino Strings, Jimmie Driftwood, Music from "Wildcat," and current pop charter Skeeter Davis.

In the jazz line is a sequel to the successful "Drum Suite" set, "Son of Drum Suite." Then, too, there is an album by the Marty Paich Piano Quartet.

The Red Seal releases are composed of Fritz Reiner and the Chicago Symphony in performances of "L. Mer" by Debussy and Strauss' "Don Juan." The "Berlioz Overtures" are conducted by Charles Munch and the Boston Symphony; then Morton Gould conducts his own score for "Fall River Legend," and two other works, and Leopold Stokowski does "Rhapsodies" which contains well-known compositions by Liszt, Enesco and Smetana.

Both the Red Seal and the regular releases will be featured in ads in top-flight consumer magazines and newspapers including The New Yorker, The New York Times and High Fidelity.

## SAN REMO PICK PERFORMED BY LUCIANO TAJOLI

MILAN — Veteran singer Luciano Tajoli scored a personal success in performing the winning San Remo Festival song, "Al Di La." Although he has been making records for some 20 years, this was his first appearance at the famous San Remo event.

The winning tune, which was written by Donida and Rapetti and which is published by Ricordi, racked up 708,108 votes in the popular voting.

Second place went to "24 Mila Baci" which was performed by the animated rhythm singer and idol of Italy's younger set, Adrian Celentano.

This tune is being published by Nazionale and was written by the singer himself and Vivarelli. "Il Mare Nel Cassetto" topped third prize. This song was performed by a 20-year-old songstress, Milva, who because of her showing is being hailed by the press here as a revelation. This song was written by Lavalle and Rolla and is published by the S. Giusto wing of the Guerrini group.

These three songs were by far the most popular of the tunes, according to public vote. Besides the more than 700,000 votes garnered by the No. 1 tune, "24 Mila Baci" racked up 679,175 points and "Il Mare Nel Cassetto" 648,776.

## Sam Fox Picks Up Chev Show Score, O'Halloran's Luck

NEW YORK — Sam Fox Music Company, Inc., has acquired the original score of "O'Halloran's Luck," the March 12 Chevrolet show starring Art Carney and the Baird Marionettes, in a co-op venture with Sewance Productions.

Fred Fox stated that the idea behind such a move is the development of TV music's "total market." Fox believes TV show music can and must be handled with the same diligence as Broadway scores.

"The hope of good music, good talent, and of ASCAP as a whole," Fox stated, "lies in reaching the public at every possible level... we are going to expose this score wherever songs are sung rather than depending on the usual outlets alone... that's why we're putting special emphasis on the educational aspects."

The deal was set up by Perry Cross, the show's producer. Lyrics are by Diane Lampert and Peter Farrow with music by David Saxton. The trio "Wizard of Baghdad" film is now in release and their legit musical comes to Broadway early in 1962.

## Merc Names Hopkins

CHICAGO — Hopkins Equipment Company, well-known appliance dealer in Atlanta, was named Mercury Record Corporation distributor for Georgia and Alabama last week.

The announcement came after negotiations between Allen Crook, Hopkins president; Robert Evensen, Hopkins sales manager; Irwin H. Steinberg, executive vice-president of Mercury, and Kenny Myers, the label's sales veep.

Former distributor for Mercury in Atlanta was National Record Distributors.

Evenson was connected with various phases of the record business until 1955, and most recently was a field representative for Webcor Phonograph Company.

## Report Ray Ellis Heads to RCA As Artist & Exclusive A&R Man

NEW YORK — Ray Ellis, well-known arranger, conductor and a.&r. man, will shortly move into the RCA Victor fold, according to reliable reports.

Ellis will sign an artist contract with the label and will be expected to turn out at least two albums a year. He will also become an exclusive a.&r. producer for Victor, even though the producing arrangement will be by gentleman's agreement, rather than formal contract. Ellis will also actively enter into the musical arranging scene at the label.

On the a.&r. front, Ellis will be assigned a number of artists already pacted to the label, and will also bring in additional talent himself, for whose recordings he will be responsible. Ellis is expected to officially sign the new agreement with the next 10 days and will commence operations with Victor on or about March 6.

### MGM Pact Off

In order to accept the artist commitment with the label, Ellis first was obligated to terminate a simi-

lar artist pact which was in effect until recently with MGM Records. This was arranged by mutual consent with MGM brass.

Until late in 1960, Ellis had been in charge of pop a.&r. at MGM. Upon anklung that scene, he embarked on an independent production operation and has enjoyed considerable success in that area. Last week, Ellis was on the West Coast doing an album with Johnny Mathis and another with Nat King Cole. Last week, he completed single sessions with Patti Page.

Prior to his MGM association, Ellis had been on the a.&r. staff at Columbia Records, and earlier he enjoyed many hits at Atlantic Records.

What effects the Ellis appointment might eventually have on the current Victor creative scene were not readily discernible.

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

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**HANK BALLARD AND THE MIDNITERS**

**"LET'S GO AGAIN"**

b/w  
"DEEP BLUE SEA"

and Hank Ballard's new L.P.  
"SPOTLIGHT ON HANK BALLARD"

(Inc. hits like Hoochie Coochie, etc.)

**KING LP 740**

"HIDEAWAY" by FREDDIE KING, Federal 12401	"LEAVE MY KITTEN ALONE" by LITTLE WILLIE JOHN, King 5452
"BEWILDERED" by JAMES BROWN, King 5442	"TUNK GAME" by HANK MARR, Federal 12400

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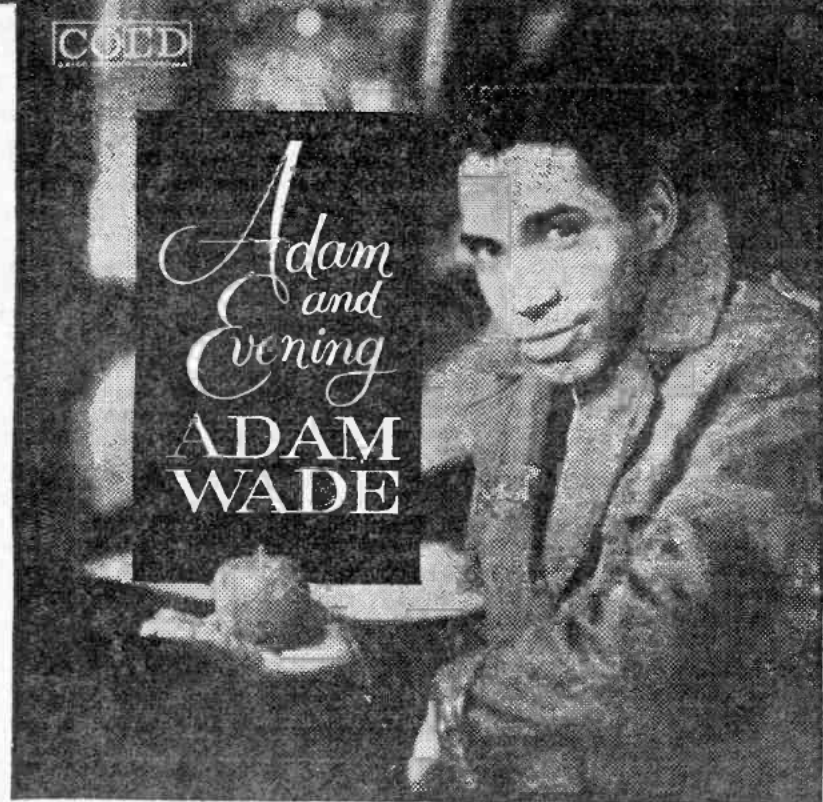
**Adam  
Wade  
TAKE GOOD  
CARE OF  
HER**

COED #546

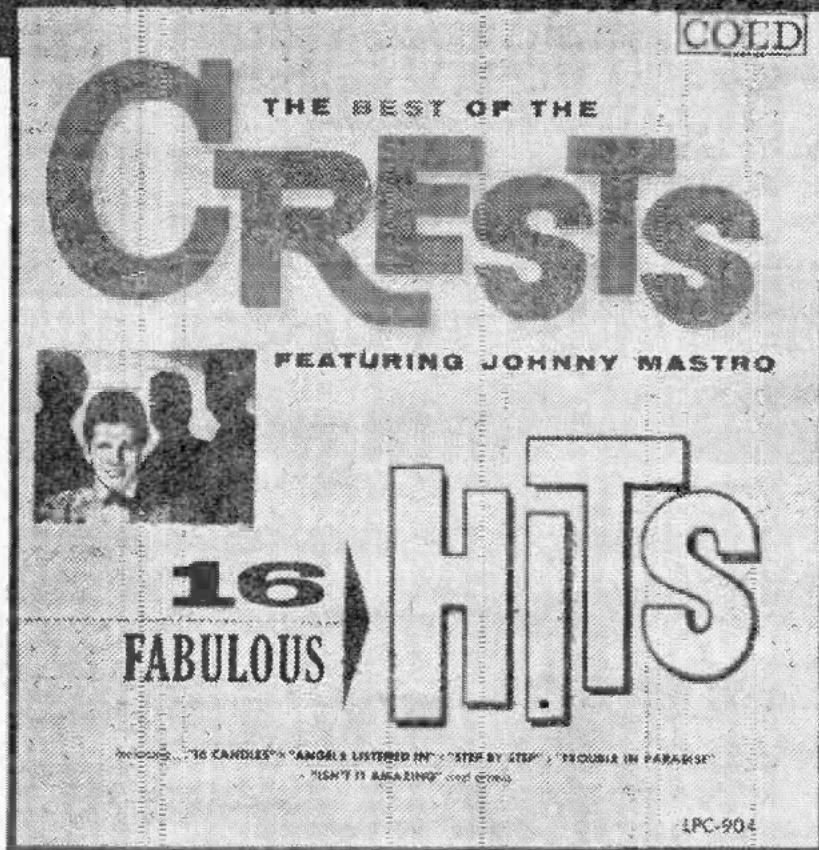
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**16 FABULOUS HITS—THE BEST  
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CASH BOX, VARIETY, MUSIC REPORTER, MUSIC VENDOR AND  
TOP RADIO STATIONS AROUND THE COUNTRY.

- 4406—WINGS OF A DOVE ..... Ferlin Husky  
Billboard Hot 100 ..... #13  
Cash Box Top 100 ..... #12  
Music Vendor Top 100 ..... #9  
WJOL—Chicago ..... #1  
KRDC—San Francisco ..... #1  
KVBO—Oklahoma City ..... #1  
WRIG—Milwaukee ..... #1
- 4508—CALCUTTA ..... Four Preps  
Billboard Hot 100 ..... #1  
WJBL—Detroit ..... #10  
KXCO—Fargo ..... #2  
KALL—Salt Lake City ..... #2
- 4493—MILORD ..... Edith Piaf  
KSFO—San Francisco ..... #1  
KUMA—Seattle ..... #8  
WWDC—Baltimore ..... #10  
KMON—Great Falls ..... #3
- 4519—ILLUSIONS ..... Nat King Cole  
WWDC—Baltimore ..... #10  
KQV—Pittsburgh ..... #11
- 4482—LOVE IS A DANGEROUS THING ..... Janice Harper  
WBBF—Buffalo ..... #6
- 4406—WINGS OF A DOVE ..... Ferlin Husky  
Billboard Hot C&W Sides ..... #2  
Cash Box Top 50 C&W ..... #1  
Music Vendor Top 50 C&W ..... #1
- 4496—FOOLIN' AROUND ..... Buck Owens  
Billboard Hot C&W Sides ..... #11  
Cash Box Top 50 C&W ..... #9  
Music Vendor Top 50 C&W ..... #17
- 4412—EXCUSE ME ..... Buck Owens  
Billboard Hot C&W Sides ..... #13  
Cash Box Top 50 C&W ..... #24  
Music Vendor Top 50 C&W ..... #34
- 4463—FORGET THE PAST ..... Faron Young  
Billboard Hot C&W Sides ..... #24  
Cash Box Top 50 C&W ..... #22  
Music Vendor Top 50 C&W ..... #36
- 4487—KISSING MY PILLOW ..... Rose Maddox  
Billboard Hot C&W Sides ..... #27  
Cash Box Top 50 C&W ..... #34  
Music Vendor Top 50 C&W ..... #24  
KUDE—Los Angeles ..... #1
- 4487—I WANT TO LIVE AGAIN ..... Rose Maddox  
Billboard Hot C&W Sides ..... #28  
Cash Box Top 50 C&W ..... #28  
Music Vendor Top 50 C&W ..... #35  
KUDE—Los Angeles ..... #9
- 4463—WORLD SO FULL OF LOVE ..... Faron Young  
Cash Box Top 50 C&W ..... #29  
Music Vendor Top 50 C&W ..... #

PICKED TO BE

HITS

ACTUAL SELECTIONS BY THE INDUSTRY'S LEADING TRADES

- 4519—ILLUSION ..... Nat King Cole  
Cash Box "Best Bet." "Cole does his usual fine ballad warble on a very pretty affectionate. With enough deejay exposure, side can show up."
- 4518—SPARKLIN' EYES ..... Dean Martin  
Cash Box "Best Bet." "The performer could have chart action with this date, a reminder of his years back smash, 'Memories Are Made of This.'"
- 4507—ANGEL WITH A HEARTACHE ..... The Mavericks  
Cash Box "Best Bet." "Songsters could step out with this striking display of a first-rate teen romantic about a guy who hopes to cure the heartache of gal whose previous flame is no longer around."
- 4512—ALL IN MY MIND ..... Dakota Staton  
Music Vendor "Hit Pick." "Thrush handles a swingin' up-tempo romancer with fine style and good assist from the Benny Carter Orchestra."
- 4509—MY FOOLISH HEART ..... Nancy Wilson  
WIRL "Pick Hit of the week." Chicago, Ill.

BRAND NEW

RELEASES

OUT THIS WEEK AND ON THEIR WAY TO YOU NOW!

- 4518—SPARKLIN' EYES ..... Dean Martin  
TU SEI BELLA, SIGNORINA  
The combination of a light, simple melody and lyric plus the relaxed style of Dean Martin gives this new disc both pop and good-music appeal.
- 4519—ILLUSION ..... Nat King Cole  
WHEN IT'S SUMMER  
An especially warm waltz-tempoed ballad performed in the always appealing Nate King Cole manner. Could be another big hit for him.
- 4520—RIOT IN CELL BLOCK NUMBER NINE ..... Wanda Jackson  
LITTLE CHARM BRACELET  
A strong demonstration of Wanda's exciting stylings on both up-tempo and ballad material. Eagerly awaited by her many fans.
- 4521—LITTLE OLD NEW YORK ..... Nelson Riddle  
MY GENTLE YOUNG JOHNNY  
Riddle has given his extra special talent this time to two hit tunes from "Tenderloin." Should get overwhelming deejay and consumer acceptance.
- 4522—THEME FROM "GO NAKED IN THE WORLD" ..... Whittemore & Lowe  
LOVE MUSIC  
This famous piano duo is heard here on the title theme from the picture. This classical team could make a hit in the pop market.

# Pubbers Charge ASCAP, Justice Dept.

• Continued from page 3

members, justice in this case was literally blind to the original purpose of correcting the ineffective 1950 decree under which ASCAP was then functioning.

Under the "new order" of 1960, the Justice Department proposed to reform the weighted-vote system of publisher control by substituting performance credits for revenue as basis for voting. However, this actually works out to a formula wide open to manipulation by the 10 dominant publishers and their 73 affiliate members, the Fox brief claims. Justice Department's claim that it limits the top-10 publishers to 41 per cent of the total voting power is also misleading, the brief says.

Under the 1960 terms, the initial voting strength of the 10 leading publishers would be 37 per cent of total vote, according to ASCAP's own counsel, the brief notes. But the decree actually permits a 10 per cent increase, in the votes allowed the top 10, over and above the voting strength held by them when the new order took effect. This allowance has never been explained by either Justice or ASCAP, the Fox brief declares.

"Because the new weighted voting formula of the proposed order is in the form of a graduated scale that progressively increases the number of performance credits a member must have for each vote, and because the 10 largest publishers actually consist of 73 affiliated publisher members, these publishers may increase their total vote by the permitted 10 per cent above 37 per cent simply by assigning works among their affiliated members so that each affiliate will hold the lowest possible number of performance credits." Thus, the bloc of 41 per cent of total publisher vote permitted under the order is more than enough to permit the large publishers to maintain their "unfair competitive advantage."

Additionally, the bloc can count on votes of the two leading "serious" standard publishers who traditionally ally themselves with the top 10. The two "standard" publishers are not among the top 10, and so do not fall under the restriction of the 41 per cent allowed to vote en bloc.

Naming names, the brief shows "likelihood" of redistribution by the Chappell and Robbins group, consisting of 19 and nine affiliate members, respectively. Although aggregate performance credits of these two were almost identical in 1958, counsel for ASCAP said that under the 1960 consent order, the second largest publisher would have 393 votes and the third largest only 254 votes. The third could bring up voting strength simply by "creating additional affiliates or redistributing works among its existing affiliates." For this reason, the brief believes that "the purported ceiling of 100 votes per member is meaningless in application to publisher members and can be evaded at will."

Another irony pointed out by the attorneys for the Fox, Pleasant Music and Jefferson firms, is that the publisher vote taken in 1960 for ASCAP directors has been kept in sealed ballots, and the information could not be disclosed "even to the directors of ASCAP." How, then, the brief asks, does the Society or the Justice Department intend to check on compliance with the supposed limitation on top-10 publisher voting power?

Moving on to the allied interests of standard publishers, Schirmer and Fischer, the brief says these companies have held approximately 3 per cent of the total publisher vote in recent years. It cites revenue figures submitted to the Roosevelt (D., Calif.) House Small Business Subcommittee during its 1958 hearings on the ASCAP procedures to show that the two firms averaged between 3.9 per cent of

the total vote in 1954 to 2.6 per cent in 1958.

Summarizing, the brief notes that appellants had pleaded to show the lower court that the alleged 41 per cent ceiling on the top-10 votes worked out to a realistic 50 per cent, since the valid publisher vote has been about 86 per cent of total ballots cast in recent years and since the top-10 bloc could count on additional votes of the Schirmer and Fischer firms.

The brief quotes Justice Department's own indictment of dominant publisher control of ASCAP affairs in its pre-negotiation memo which accused the dominant group of practically "disenfranchising" the rest of the membership, by perpetuating itself and its revenues. Yet 50 per cent of the control is still left in their hands, the brief points out, conclusive proof that appellants had not had bona fide representation by the attorney general in this case.

The plea to the Supreme Court looks with a jaundiced eye on the election in 1960 of two board members by the "petition" method allowed under the decree. By petition of publishers controlling one-twelfth of publisher vote, the decree offers possibility for an "independent" board member. However, the brief shows that in electing E. H. Morris, of the Morris group, one of the top-10 publishers, and Bernard Goodman, representing a former spokesman for a top publisher, there is conclusive proof that a serious coalition of the 26 publishers next to the top 10 can never put a member on the board with independent interests. Cancelling out the "standard" publishers' 3 per cent, the remaining 24 high-ranking publishers have such "conflicting interests" as to prevent any serious coalition, the brief holds.

The brief is equally caustic on the matter of survey of performances. The new consent order does not require any more "objectivity" than the old in tallying and weighting performances, the brief claims. The old method by which the survey information is collected and collated remains—it merely amends the mathematical formula applied to the information. In doing so, it actually "compounds the error" in ASCAP survey, the brief holds.

The government "acquiesced," even though it had proof of the inadequacy of the ASCAP survey method, which is under the same director control, again showing the Justice Department's indifference to fair competitive conduct in ASCAP, the brief notes.

Adding insult to injury, the still-entrenched directors can make verbal and subjective interpretations affecting weight to be given to particular performance. The Fox brief points out that this, in turn, enables directors to influence money distributed on the basis of performance, weighting and "use." Discrimination by "use" credit has been merely "palliated," rather than eliminated under the new order.

The brief singles out "theme" use as an example. Theme use revenue which tallied \$6,000,000 in 1957 still remains largely with former top earners. Even the ASCAP counsel acknowledged that the dominant publisher members who had held 360 out of 377 top-paying "theme" tunes in 1958 would still have all but a handful of the highest-paying tunes, although at somewhat lowered use rates.

In all of these matters, the plea points out, the judge of the lower court seemed to be of the view that if even a "bare minimum" of improvement could be shown, "the court was warranted in approving the proposed order." The judge also persisted in claiming that the U. S. District Court was "powerless to do more than accept or reject" the order in toto. Yet the

1950 ASCAP decree specifies that the government can seek "modification in any respect" of the terms, the Fox attorneys point out.

The dissidents believe that the membership vote accepting the decree shows serious discontent. None of the members was allowed any part in the negotiations, but all had to accept the order as a whole or face a prolonged government suit, they were told. Even so, the terms were opposed by over 40 per cent of ASCAP publisher members, and over 30 per cent of writer members who cast valid ballots, the brief notes.

ASCAP has operated under consent decree since 1941, with a revision in 1950 brought about by the government to correct unfair practices by the directorate. The Society has been in schism for over 20 years, with smaller members claiming a crushing tyranny in both voting and distribution by dominant publishers. The brief points out that the average publisher gets from one-third to two-thirds of his gross income from ASCAP, spelling life or death for his business.

ASCAP's attorneys will have the right to submit a brief in rebuttal before the Supreme Court hears the case, which has not yet been calendared.

## Mercury Studies

• Continued from page 4

along these lines in the classical field and the label now indicates it intends to explore the area of foreign recordings imported to the U. S. in the popular field.

During his stay, Somers will attend a meeting of Mercury's recording and sales staff in Chicago, February 17.

The session, to be held at the Bismarck Hotel here, will feature meetings of Mercury's a.&r. staff, and the label's sales staff, in separate and joint meetings.

On the agenda are the scheduling of Mercury's release program for the remainder of 1961 as well as discussions on the types of recorded merchandise the firm plans to put out.

In the sales meeting, to be headed by Kenny Myers, discussion will center around a new sales plan to be used with the label's February 26 releases, and a detailed analysis and review of the effectiveness of individual Mercury distributors.

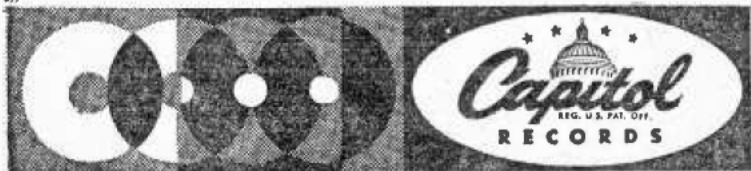
Mercury fieldmen will also be given a sound film featuring the firm's new releases, to be used to make presentations to area distributors.

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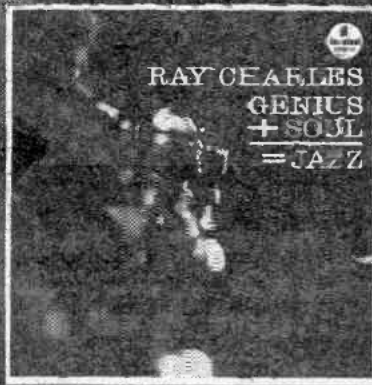
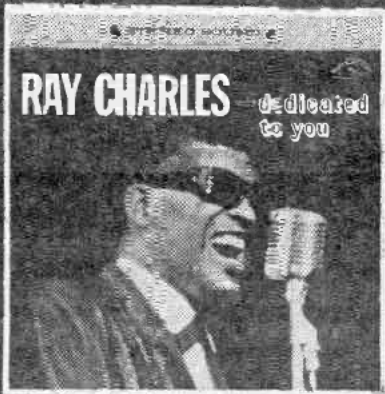
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Impulse/A-2 (Mono)



# ABC-PARAMOUNT

# TALENT TOPICS

## NEW YORK

Connie Francis wings to Europe again March 6 for her second invasion of the Continent. Lass has been on the go lately what with her appearance on the Jack Benny TV spectacular last week (9), as well as her in-person appearances. She opens at Blinstrub's in Boston February 20. . . . Jackie Wilson will be one of the stars at the Brooklyn Paramount starting March 31. . . . Ben E. King is off on a series of one-nighters in the East. . . . Jimmy Jones opens at the Picadilly Lounge, New Bedford, Mass., Monday night (13). . . . Ersel Hickey, now with Kapp, completed a tour of up-State New York with Bobby Vee and the Ventures. . . . Cannonball Adderly and combo open at the Birdhouse, Chicago, Monday (13). . . . The Limericks appear on the Perry Como TV Show February 15. . . . Gene Pitney will be featured at deejay Clay Cole's Easter Show at the Brooklyn Paramount.

Billy Ward and the Dominoes open at the Eden Roc, Miami, February 15. . . . The Warren Covington crew is playing one-nighters through the South. . . . Cleo Laine, actress-singer wife of British ork leader Johnny Dankworth, has been pacted for a role in the film, "The Roman Spring of Mrs. Stone."

Richard Addinsell is writing the score for the film.

## HOLLYWOOD

Johnny Burnette was rushed to Cedars of Lebanon Hospital for an emergency appendectomy Saturday (4), forcing him to bow out of approximately \$10,000 in personal appearances.

Challenge Records songstress Margie Rayburn has been admitted to ASCAP as a writer. . . . Dimitri Tiomkin returned from Europe to find the Japanese counterpart of a gold record for Nippon Columbia's release of his "Ballad of the Alamo." . . . Warner Bros.' Swe-Danes are current-

ly appearing at Stockholm's Berns. WB label will record their performance live for Scandinavian release.

Linda Green, 13-year-old Jerry Lewis protege, returned from a four-week Las Vegas run with Ray Bolger to find pressure of recording and engagements forcing her to drop out of junior high. Lass recently was signed by RCA Victor, with Station KFWB here bearing down heavily on the "traded off" side of her first single.

RCA Victor welcomed Norman Luboff to the label with a press and jockey shindig last week. . . . Challenge hit-maker Jerry Wallace (label claims his "There She Goes" passed the half-million mark) opens a two-week run at Las Vegas' El Cortez Wednesday (16). . . . Johnny Mann Singers are teaming with the Si Zentner orchestra on a forthcoming Liberty album.

Tab Hunter received a belated gold record for his "Young Love" disk from Dot President Randy Wood. . . . The Derringers, vocal duo which grew out of a high school band the lads organized, have been signed to a Capitol recording contract, with disk debut scheduled for later this month.

Lee Zhitto.

## CHICAGO

Petite songstress Peggy King (Imperial) and comedian Guy Marks share the spotlight at Mister Kelly's for three weeks, starting tonight (13). . . . Jonah Jones is having an excellent stint at London House. He'll be there until March 7, at which time Barbara Carroll and her trio open for three weeks. Jones, incidentally, is slated for an August engagement in Monte Carlo, playing for Prince Ranier and Princess Grace. . . . The Kirby Stone Four will record a spoken word comedy LP for Columbia when they appear for two weeks at the Playboy Club here, February 22. The tapes will be made during an actual performance. . . . Chubby Checkers

has been booked into the Steel Pier, Atlantic City, June 25.

Theodore Bikel, currently starring in "The Sound of Music," in New York, is slated for a solo recital at the Opera House here, March 5. . . . Negro comic Dick Gregory threading a narrow but fascinating line at the Playboy here (his material hits politics, race and religion), huddled last week with Ken Nelson, who flew in from Capitol's Hollywood office to catch the act. Gregory however is vetoing any recording offers now—says he wants to get more night club exposure first. He's slated for Freddy's in Minneapolis sometime in March. . . . Eddie Layton, organist, signed for a European concert tour for the Hammond Organ Company. He'll start in Oslo, April 5. Stops will include Stockholm, Helsinki, Germany, Switzerland, Paris, Brussels, Rotterdam, Dublin and London.

## CINCINNATI

Julius LaRosa opened Thursday (9) at the Racquet Club, Dayton, Ohio, for a two-week engagement. . . . Jill Corey (Columbia) began a like stand at Beverly Hills, Southgate, Ky., Friday night (10). . . . Arthur Lee Simpkins, who closed at Beverly Hills Thursday night (9), taped his final performance there for a new album on the Miranda label. . . . Tommy Wills has shifted his crew, Tommy and the Tom Cats, from the Black Orchid, Newport, Ky., to the new Basin Street on Pike Street, Covington, Ky., where they'll hold forth six nights a week. In the combo are Kenny Tibblets, piano-organ; Roger Laint, guitar; Don Fisher, drums, and Tommy, sax. Wills has just released a new tune, "The Break," on his own Terry Records label, with Mel Herman's State Records firm handling the distribution. . . . Three armed bandits interrupted a private party at the home of Sophie Rafalo in Newport, Ky., Tuesday

(Continued on page 46)

## NIGHT CLUB REVIEWS

### Comden & Green Good as Ever

Absence from the night club circuit for nigh onto 15 years, the disbanding of the Revuers, has not dulled the instinct of Betty Comden and Adolph Green on how to work to the audience. Installed at the Waldorf's Empire Room for a four-week run, the engagement could lead to one of two things: a new retirement from the field or more club dates. The latter would seem to depend on how well the duo stands up under the regimen and what kind of offers turn up; they went into the date with no preconceived ideas.

Of course, that's how their return to personal appearances began some months back, with a quickie unpublicized brace of appearances at the Cherry Lane Theater in Greenwich Village, mainly for the edification of old friends who wanted to see them run through some warmly remembered material and give forth reminiscences of what's happened since they began writing such hits as "On the Town," "Two on the Aisle," "Peter Pan," "Wonderful Town," "Bells Are Ringing" and "Do Re Mi." The dates in the Village turned into a Broadway run and a Capitol LP, even while they were readying "Do Re Mi." So it's possible that they could be lured into more club dates, altho they are again at work with Jule Styne on a new musical, "Subways Are for Sleeping," scheduled for a fall opening.

The Empire Room is a tough spot for an act like Comden and Green, for they must be watched as well as heard, and the horseshoe shape of the large room militates against head-on vision. When they have had more opportunity to adjust to this, they doubtless will smooth out the few rough spots in the routine.

The act is basically a trimmed-down version of their Broadway appearance, plus a few new turns. Among the older items, highlights include Green's re-enactment of Captain Hook's waltz from "Peter Pan," and Miss Comden's handling of the novelty, "If," from "Two on the Aisle." Best of the new material is their hilarious singing of "Trees" to the music of "Brazil" and "Drink to Me Only With Thine Eyes" to the "Stars and Stripes Forever." And Green's take-off of Harry Richman belting out "The Italian Street Song" is a gem.

Altogether, it's a class act. Whether it continues, however, is something probably even Comden and Green could not answer at this moment.

Sam Chase.

★ ★ ★

### Promising Bow by Oscar Brown

An interesting new talent with broad potential bowed into the New York nightlife scene this past week when Oscar Brown jr. played his first full-fledged night club performance at the Village Vanguard in Greenwich Village. Brown, a provocative lyricist and a singing stylist who works out of a jazz framework, has caused considerable attention in hipper trade circles with his first "Sin and Soul" album on Columbia.

In his Vanguard engagement, which has been extended to February 26 from its original two-week length, he uses much of the material from the album. A good deal of that material is Negro-oriented. It projects the protest, the anger, the melancholy, the warmth and the humor of that segment of American society.

It is as a lyricist and composer that Oscar Brown jr. seems most talented. The words he has devised to fit the melodies of two jazz musician-written tunes: "Work Song" by Nat Adderley, and Bobby Timmons' "Dat Dere" and his own lullaby-like "Brown Baby" are excellent example of the diversification of his abilities.

While Brown's music and material is highly individual, some of his delivery is rather contrived and stagey. True, there are moments, when his style is simple and direct. But there are other moments when his movements and vocal gyrations are motivated more by plan than by emotion. Once this pattern is reversed, the record and night club-going public might well have another, and singularly individualistic Belafonte-type performer in its midst.

On the same bill with Oscar Brown jr. was the fleet and balanced quartet of guitarist Jimmy Raney. Bob Jasper was the featured tenor sax soloist.

Jack Maher.

Earl Heywood's new album on the Dominion label is tagged "Earl Heywood Souvenirs" and comprises 12 of his top tunes released in Canada by RCA Victor during the last 12 years. The album is being distributed in Canada by Canadian Music Sales, Toronto. Earl currently has in preparation for Rodeo International a series of family albums featuring the Heywood Family. Since August the Heywood Family has had three single and one album release on the Rodeo label. They have another album slated for release in April. . . . George Morgan, of "Grand Ole Opry," is routed for Hattiesburg, Miss., February 28; Laurel, Miss., March 1; Baton Rouge, La., 2; Shreveport, La., 4; Jackson, Tenn., 10, and Minneapolis, 13-18. . . . Ernest Tubb is set for Owensboro, Ky., March 15; Evansville, Ind., 16; Peoria, Ill., 17; Moline, Ill., 18, and Indianapolis, 19. . . . Flatt and Scruggs are penciled in for Thompson Station, Tenn., February 16; Jack's Creek, Tenn., 22; Valley Head, Ala., 23, and Calhoun, Ga., 24.

Jim Halsey, personal manager to

Hank Thompson, announces the latter's itinerary through March as follows: Independence, Ia., February 18; Des Moines, Ia., 19; St. Joseph, Mo., 21; Lincoln, Neb., 22; Scottsbluff, Neb., 23; Omaha, Neb., 24; Wichita, Kan., 25; Kansas City, Kan., 26; Minneapolis, 27-March 4; Independence, Kan., March 11; Las Vegas, Nev., 16-29, and Tucson, Ariz., 31. In April Thompson makes a swing through Texas and Oklahoma. . . . Joe Allison, general professional manager for Central Songs, Inc., Hollywood, reports that Buck Owens and Rose Maddox have recorded a duet for release soon, and Tennessee Ernie Ford has waxed a Cindy Walker tune for release late this month. Allison further reports that Central Songs has entered 1961 with a resounding boom, with recent releases including "Foolin' Around," by Buck Owens; "A Little Bit Lonely," by Jeanne Black; "Black Cat," by Tommy Collins; "Odds and Ends," by Warren Smith; "Scared of the Blues," by the Louvin Brothers; Juan y Maria, by Johnny Gunn; "I Haven't Gone Far

(Continued on page 40)

# FOLK TALENT & TUNES

By BILL SACHS

## Around the Horn

Patsy Montana is set for a four-week stretch at Harrah's Club, Lake Tahoe, Nev., beginning March 20. As she is fairly new to the club circuit, Patsy feels the engagement will open a whole new vista for her. . . . Wally Fowler and his all-night sing gang are booked for Evansville, Ind., February 17; St. Louis House, St. Louis, 18; Portageville, Mo., 19; Cedartown, Ga., 24; La Grange, Ga., 25; Nashville, March 3, and Atlanta, 4. J. Herschel (Smitty) Smith continues as agent for the Wally Fowler Enterprises, Inc. . . . The Manske Girls, Louise, Lucille and Janet, ardent c.&w. fans and country music boosters of St. Paul, are mourning the passing of their father, who died their recently of a heart attack. Their mother is slowly mending from a series of heart attacks suffered the first week in January.

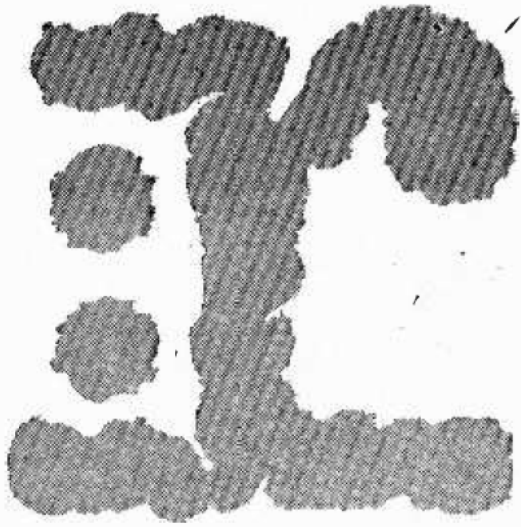
Jim Reeves and His Blue Boys are reported to have played to two capacity houses at the National Guard Armory, Hattiesburg, Miss., February 1, with their appearance there sponsored by F. M. Smith, Jimmy Swan and Sta-

tion WXXX. . . . Hal Smith, of Curtis Artists Productions, Goodlettsville, Tenn., reports that the blue-grass-singing Stanley Brothers and Their Clinch Mountain Boys joined the Curtis talent roster as of February 2. For the last several months the group has been headquartering in Live Oak, Fla., where they worked a TV circuit for Shell Homes, a housing outfit. The Stanleys are heard on the King label. . . . Clyde Beavers (Decca) and His Rhythm Masters have been inked as the regular Friday and Saturday night features at Rich's Night Club, Augusta, Ga.

Charles Dennis has been named a.&r. director and producer for Peach Records, Inc., Louisville, Ga. His first output for the label was Ott Stephens' "Why Does Everything Go Wrong" and Jerry Dee's "Open Love." Dennis reports that the Peach label recently signed Ray Godfrey, formerly of Savoy Records, to a recording pact with his first session slated to come up this week. Also due to do an early Peach session is Charles ("Aching Heart") Bryant. . . . Station KCKC, San Bernardino, Calif., is sponsor-

ing a series of weekly bookings for major c.&w. names at one of the local niteries, with KCKC's Lee Ross handling the arrangements. Mac Wiseman and Hank Thompson attracted good business on recent appearances there.

Cowboy Howard Vokes displays his talents at the Denison Square Theater, Cleveland, February 18, and March 4-5 plays for Doris Cooney in the New York sector. Vokes' three-year-old daughter Gladys is recuperating from a recent operation for an infected hip. . . . Word is out that "Louisiana Hayride," Shreveport, will resume March 25 on a once-a-month basis. . . . "Grand Ole Opry's" Grandpa Jones stops off in Columbus, Miss., February 24 and Montgomery, Ala., 25. . . . The same dates find Roy Acuff in Lakeland, Fla., and Tampa, respectively. . . . Jim Reeves and the Wilburn Brothers team for dates at Columbus, Ga., March 16; Birmingham, 17; Jackson, Miss., 18; Bristol, Tenn., 30; Augusta, Ga., 31, and Pensacola, Fla., April 1. Reeves fills in an in-between date at Mobile, Ala., March 19.



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b/w TINA\*

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MALA # 430

## Verve Launches LP Literary Sets In Special Promo

HOLLYWOOD — Verve, the label that pioneered the current another facet of the spoken-word side of recording by launching a literary series of LP's. Initial literary release includes Joseph Cotton in readings from "The Letters of Thomas Jefferson"; Alice B. Toklas in readings from "The Alice B. Toklas Cook Book;" author Evelyn Waugh is heard in selections from his novel, "Helena," and other works, and an LP devoted to English novelist Angus Wilson reading some of his short stories.

Verve sales manager, Bernie Silverman, is calling on distributors to establish specialized avenues of promotions for this series, including covering literary reviewers and educational editors, with copies going to school papers and librarians, in addition to the regular methods of album promotion. Disks and displays will be made available to book stores as well as the regular record retailers.

Literary series' initial four-album release is in addition to a five-album set called "The Bill Broonzy Story" recorded in 1957, Big Bill's last recording before his death. Session was produced and directed by Bill Randle. Set is packaged in a special album box, carrying a David Stone Martin painting. It will be sold as a disk documentary of the blues. Set lists at \$24.90. Verve's February release is rounded out with a Johnny Hodges Jazz LP.

## Lincoln Award To BMI's Prexy

WASHINGTON — Carl Haverlin, president of Broadcast Music, Inc., was presented the Lincoln Award of the Year by the Lincoln Group of the District of Columbia here last night (12).

The award, initiated this year, cites Haverlin, well-known student of the life of Abraham Lincoln, as a "preserver and diffuser and interpreter . . . of the Lincoln testament."

Haverlin accepted the award from Col. Randle B. Truett at a dinner of the D. C. Lincoln Group in the National Press Club on the eve of the anniversary of Lincoln's birth.

The BMI president, who has lectured widely on the life of Lincoln, is a contributor to the recent Doubleday book, "Lincoln for the Ages." At the award banquet, a marching song written by Haverlin, entitled "Jine the Cavalry," was sung by the United States Army Band Chorus under the direction of Maj. Samuel Loboda.

## 15 Victor-Taped 4-Tracks Ready

NEW YORK — There are 15 four-track reel tape releases being issued by RCA Victor for February.

Breakdown of the material includes two original cast recordings, "Wildcat" and "Do Re Mi." Six new pop tracks are by Perry Como, the Three Suns, Chet Atkins, Tito Puente, Rosemary Clooney with Nelson Riddle, and the Limelites.

In addition there are two stereo action tape sets, one by Dick Schory and another by Leo Addeo. These are also included in the RCA LP release for February.

The Richter recording of the Second Brahms Piano Concerto tops the Red Seal four-track tape issue. There are three other recordings being made available: Julian Bream's "Guitar Concertos," Graffman's reading of the First Chopin

## OH, DIDN'T HE RAMBLE

NEW ORLEANS — Alphonse Picou, the famed clarinetist, who died here last week (4) at the age of 82, received the traditional New Orleans funeral on Thursday. Two jazz bands led the funeral procession, and 10,000 persons both Negro and white, marched along behind to bid farewell to Ole Picou. The bands were the Eureka Brass Band and the Young Tuxedo Brass Band.

The famed Albert system clarinet of Picou was carried in front of the procession moving along to the doleful band music. His clarinet's metallic tip had a place for his jigger of gin, and this gave his clarinet a distinctive sound. The songs played at the funeral included "Free as a Bird" "When the Saints Go Marching In" and "In the Gloryland," all Picou favorites. It is understood that the funeral procession was recorded and that soon an album will be issued as a tribute to the New Orleans clarinetist.

## Liberty Adds LP's To Top-Price Line With Heavy Promo

HOLLYWOOD — Liberty Records is adding three albums to its Deluxe Premiere series and is backing up its top-price line with a heavy ad and promotional campaign, plus a special dealer-discount and delayed-billing plan. Premiere series consists of LP's wrapped in novel packaging concepts, including die-cut covers, four-color illustrated LP-sized booklets bound into the albums, plus recordings that lend themselves to the spectacular treatment.

Packages are priced at \$4.98 for monophonic and \$5.98 for stereo.

Liberty first launched its Quality Premiere line several months ago with Felix Slatkin's "Paradise Found" album. According to the label, acceptance proved so rewarding that Liberty is making the new additions to the luxury line and is building a special sales program around it.

Premier program kicks off Monday (20) to run through March 27. Dealers will receive a 10 per cent discount when they order a minimum Premiere selection pack. This contains a dozen albums comprised of four of each of the new releases, mono or stereo. The discount will apply to additional orders of Premiere product, provided the dealer has purchased at least one copy (both in mono and stereo) of Slatkin's "Paradise Found." Release is backed by a 100 per cent exchange privilege plus delayed billing provisions. Payments can be made one-half by May 10 and the remainder by June 10.

Liberty merchandising director Al Lavinger will toss the full resources of his department behind the program, furnishing special displays, brochures describing the four premiere albums in the series, plus specially prepared demo LP's (stereo on one side and mono on the other) containing 14 tracks sampled from the series. A heavy trade and consumer ad campaign will back the program, according to Liberty sales manager Don Bohanan.

Three new additions to the Premiere line include "Portraits in Bronze," with Bessie Griffin and the Gospel Pearls; Richard Marino's "The Magic Beat," and "The Magnificent XII," featuring "The Fantastic Strings of Felix Slatkin."

Concerto, Charlie Munch with the Boston Symphony, and violin performances of Lalo, Bruch and Mozart.

## Randle Rambles Through Bayous, Waxes Sorties of La. Folk Singers

NEW YORK — Veteran disk jockey Bill Randle, WERE, Cleveland, visited 40 different small towns in Louisiana to record a flock of Cajun folk singers last month, and the New Orleans Folklore Society is up in arms as a result.

The Society's objection, according to Randle, is that the jock upset precedent by paying the folk singers \$52.50 an hour for the privilege of recording them. Heretofore the folk artists were waxed gratis, but now it seems they've discovered they're "commercial."

## Irv Siders Joins MGM & Verve in Production Field

NEW YORK — Irv Siders, active for some years in various facets of the disk world, has joined MGM and Verve Records in the newly created function, director of special productions, according to Arnold Maxin, president of the diskery.

One of Siders' initial projects will be the setting up of a series of jazz concerts, to be called "Genius at Midnight," and to feature great, all-time jazz stars. The initial concert is set for Carnegie Hall here Saturday, March 4, and will feature Dizzie Gillespie. Other concerts are being planned. All of the bashes will be taped for packaging on the Verve label.

Siders will also handle special tie-ups with national advertisers for both MGM and Verve. Siders most recently and for some time has been associated with Vaughn Monroe. At one time he was the New York representative for Barclay Records of Paris and prior to that was associated with the Gale Agency.

## Savoy Adds New Acts to Roster

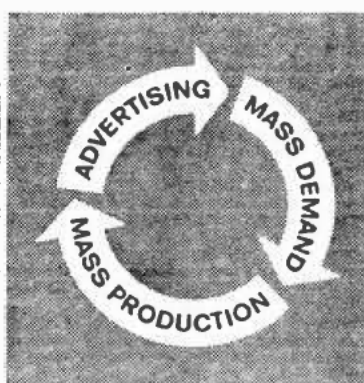
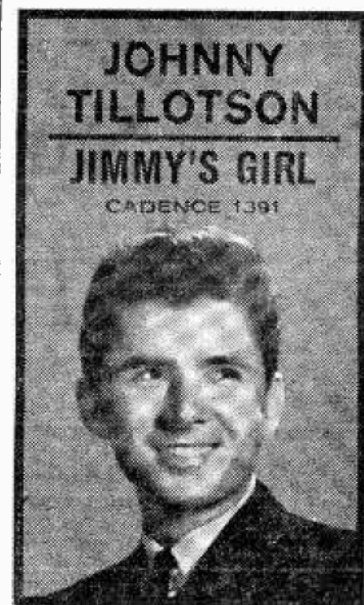
NEW YORK — Savoy Records has added to its artist roster with the signing of the Original Back Home Choir, gospel group, and the Divots, instrumental and vocal combo. Tenorman Sam (the Man) Taylor has also been pacted for some product. The Gospel Harmonettes group has been re-formed and will record for Savoy.

Herman Lubinsky, Savoy president, recorded considerable gospel product with the Roberta Martin Singers, James Cleveland, the Original Blind Boys of Alabama and Professor Alex Bradford.

The success of Ember Records' Cajun comedy LP, "The Humorous World of Justin Wilson," which Randle kicked off in Cleveland, inspired the deejay's trek through Louisiana. Armed with a portable Ampex, Randle hopped from swamp to swamp in a small plane. Among those he recorded were Arthur Bigeau, Mme. Bouachand, Tijon Metraux, Charles Lafargue and a Sabine harmonist known simply as Sammy One-Eye.

Randle, who plans to release the wax in album form as soon as he makes a deal with a label, is building one package around a "Jock Joint" theme. Recorded in a "dive" near New Orleans, the album spotlights a Cajun band, tagged Telesfore Boudreaux and His Cajun Cats. "Telesfore" is the traditional patsy of Cajun folklore. The jock also cut an LP featuring shrimp boaters and Sabines Indians.

Meanwhile, Verve is readying release of a de luxe jazz package which Randle recorded with the late Bill Broonzy shortly before his death. The album, which will retail for \$25, features five LP's.



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# HEARTS OF STONE

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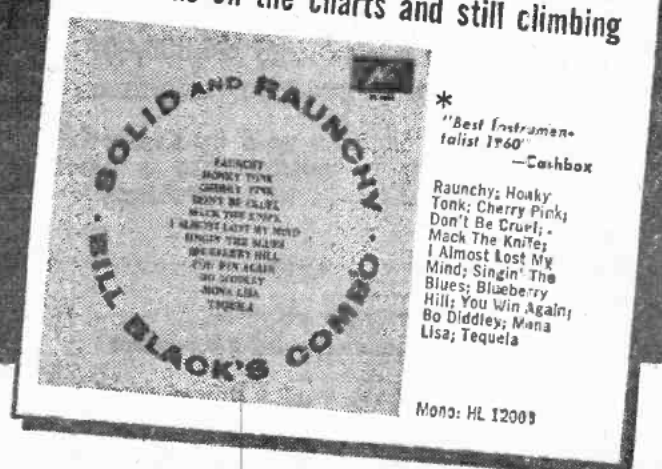
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\*Total limit for costs usually paid by the artist: \$5,000.00. If you're under contract to a label, money can be paid directly to contractual recording company.

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



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

## Canada's First Disk Specialty Store Closes Its Main Toronto Operation

By HARRY ALLEN JR.

TORONTO — Unable to keep up with the competition of price cutters, record clubs, high rent and heavy inventories required, Canada's first record specialty store, Promenade Music, is folding its main operation.

Lang Evans, owner-manager of the midtown store, will maintain his north-city branch, "where rents are more realistic and I don't have to fight the competition of the price cutters."

The store was opened as the country's first store specializing in records in 1938 by William Low, now general manager of Composers, Authors and Publishers Association of Canada Ltd. At that time he had the agency for Canada for Columbia Records, and proved that the label could be sold in competition with RCA Victor disks.

"The manufacturers are unrealistic. They keep on filling your shelves even though they are already bursting," he said.

When car manufacturers find their inventories high, they stop producing, asserts Evans. "Why can't record manufacturers do likewise?"

Evans also blamed the record clubs for his troubles where the

clubs offer merchandise "at less than we can afford to sell them."

Evans tried selling his records at a 20 per cent discount, but this didn't help business. His customers couldn't understand the discount, and business didn't increase sufficiently to absorb the decline in price.

High rent in an area comparable to the fanciest shopping areas in the world also contributed to Evans' forced closure.

He was lucky that his lease is expiring, he said, giving him an opportunity to explain to the public in simplest terms his closing.

## RCA Victor of Can. Kicks Off 3 for 2 Record Promotion

TORONTO — RCA Victor in Canada has come up with a three-for-two promotion. For every two records purchased, customers receive one additional free record. The plan is exclusive to Canada.

Backing up the promotion, which opens on the consumer level February 13 and runs for a month to March 18, will be advertisements in leading daily newspapers, hangars and streamers for the stores. Involved will be merchandise selling at \$3.98 and above.

To be a part of the plan, dealers are expected to purchase a minimum of \$200 worth of merchandise. All the regular catalog material, as well as 1961 new releases is included in the plan.

The operation was kept hush-hush by the company until a mailing to every dealer went out this past week from the various branch offices. The mailing was preceded by branch meetings with Dave Jones, sales manager, who took details to each office in a trip last month.

## Top Disk Albums Taped by UST

HOLLYWOOD—United Stereo Tapes's February release will consist of 22 quarter-track, stereo-tape versions of record albums produced by five labels. Material comes from Command, London, Medallion, Verve and Warner Bros. Accent is on product that has proved its sales worthiness in disk form.

On the pop side, UST will issue Mantovani's (London) music from "Exodus," listed by Billboard Music Week as the nation's second-best-selling stereo package. Also from London is a two-reel set devoted to Johann Strauss' "Die Fledermaus." Boxed release will list for \$21.95. From Command's roster, UST is selecting "Persuasive Percussion, Vol. 3.

Medallion's portion of the release consists of three packages, as does Verve's, and Warner Bros. adds four to its tape catalog.

## NAMM CHIEFS IN HUDDLE

FORT LAUDERDALE, Fla. — The National Association of Music Merchants will start its annual mid-year meeting at the Lago Mar Hotel today (13) through Wednesday (15). The meeting is for officers and directors of the NAMM and as many as 21 States will be represented. On the agenda are reports by officers and considerations of a number of new projects and policies. Administrative matters will also be discussed.

## Bad Weather Won't Stop Canada Fans

NEW YORK—In spite of freezing weather and record snowfalls, a show package headlined by Laurel disk star Dion drew sizable crowds during a tour of Canada and upper New York last week. Also in the unit were Bobby Vee, Buddy Knox, Ersel Hickey and the Rhythm Orchids.

The unit, booked by All-Star Enterprises of Montreal, drew 5,000 in Ottawa, Can., February 3 and 4; 1,000 in Utica, N. Y., February 5 (where they had a 30-inch snowfall); sold out two shows in Watertown, N. Y., February 6; pulled 3,500 in Syracuse, February 7; and 2,500 in Schenectady, N. Y., February 8. The boys struggled from city to city by bus and private car.

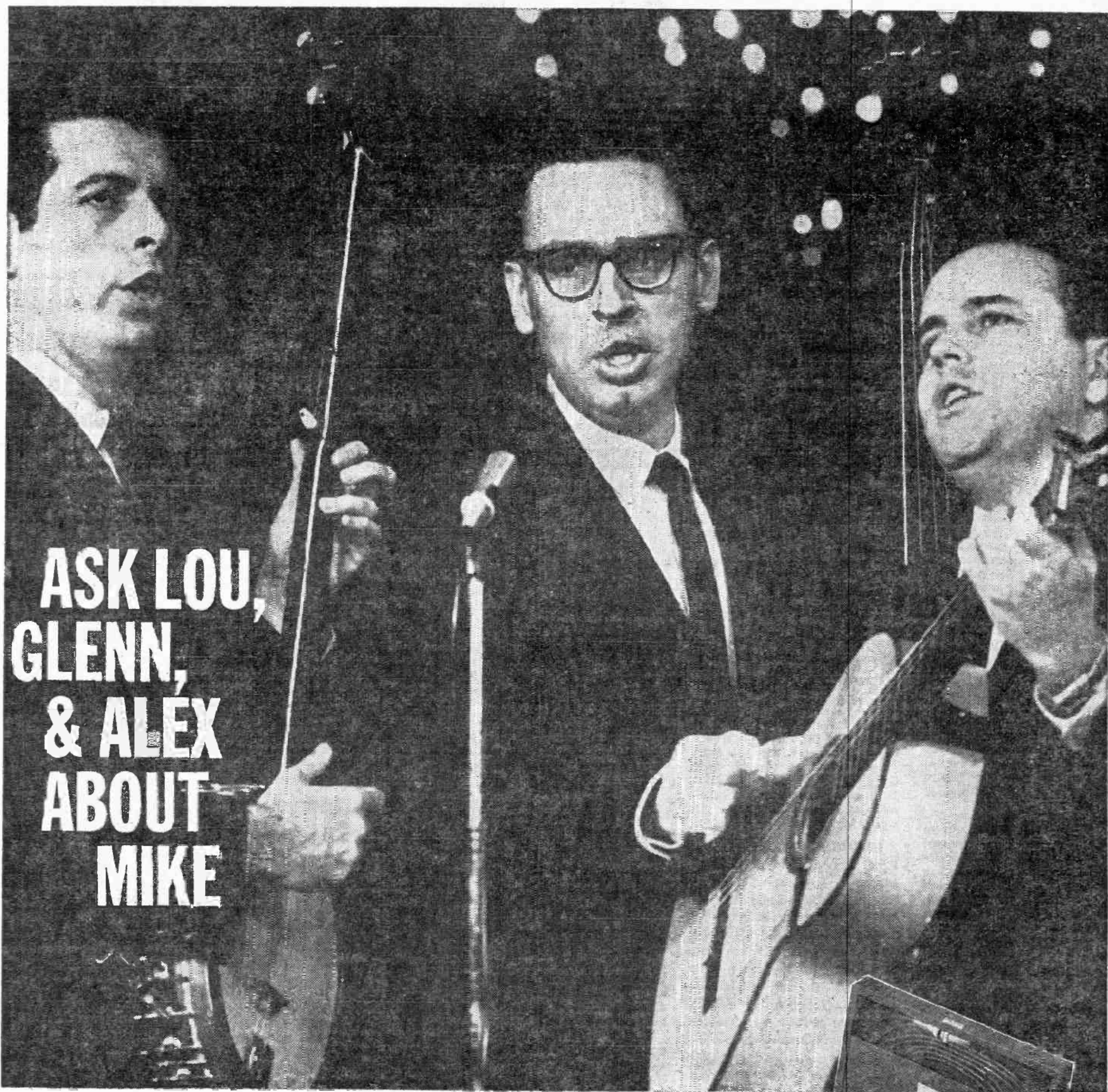
## 'Calcutta' and Welk Push Pubber Pincus To Top of 'Hot 100'

NEW YORK — The Pincus-Gil publishing company is experiencing one of the hottest periods in its history what with the current success of "Calcutta" which followed hard on the heels of "Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini."

Lawrence Welk's Dot Version of the European tune hit the No. 1 position on Billboard Music Week's Hot 100 chart this week, while the vocal version of the tune by the Four Preps on Capitol is at position No. 99. Welk's Dot "Calcutta" LP is also a strong member of the Billboard Music Week Action LP chart. The tune was picked up through Paul Siegel, who is head of the Pincus-Gil-Siegel music firm in Berlin.

## Flying Record Boosts Lines

PHILADELPHIA — Flying Record Distributors, operated here jointly by Bob Heller and Gene Cantor, acquired a number of new lines last week. Laurie Records appointed the Flyers to handle Mohawk, Legrande and Calico labels for the greater Delaware Valley area. The firm also added NRC Records and all its subsidiaries as well as Bill Buchanan's Triodex label.



## ASK LOU, GLENN, & ALEX ABOUT MIKE

### How the Limeliter Trio put their personal Shure microphone to work for them

When the Limeliter Trio get rolling on a roof-raising folk song, the audience just naturally wants to join in. Without a unidirectional\* microphone (such as their personal Shure UNIDYNE III) the Limeliter Trio would "fight" with the audience sound over the P.A. system—as it is, their Unidyne picks *their* voices while playing-down the singing and foot-stomping coming from the audience.

Too, audiences know what the Limeliter Trio sound like from their recordings (such as "Tonight, In Person"... their new RCA Victor release). They've got to match this

sound in their performance. Without a good, wide-range microphone to depend on (many clubs don't have them), they just would not sound natural and balanced.

The best investment in lifelike, audience-pleasing performance any entertainer can make is a personal microphone outfit. You know just what it can do... and what it can't, how to place it and how to "work" it. It becomes a strong "silent" partner in the act.

*\*Unidirectional microphone — picks up sound mainly from the front... suppresses sound from behind... can be "aimed" at the sound source.*



**SHURE**

### Performer's Personal

#### microphone outfit

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

Send for free booklet on mike technique:

**Shure Brothers, Inc.**

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## JAPANESE NEWSNOTES

## Nippon Col. Celebrates 50 Yrs.

By TEN KATTORI

Yokohama

Nippon Columbia is offering a four-LP set commemorating its 50th anniversary. The albums star the Columbia Symphony under the direction of Bruno Walter playing the four Brahms symphonies. The complete set sells for 6,000 yen (\$16.68) and will be available in March. Subscriptions for the album are being taken during February. Set is packaged with an explanatory booklet.

The same diskery is releasing a three-LP set entitled "A History of Japanese Pop Music" containing 100 titles. This will be sold for 3,000 yen (\$8.33), and some 10,000 copies have already gone across the counter. Another follow-up album to this first set will be available in March. It will follow the same format and contains hit titles issued between the years of 1929 and 1948.

**NEW RELEASES:** Now that film theme songs, such as "Amore" and "Alamo," are breaking here, every Japanese diskery is striving for exclusive distribution of film music. Nippon Gramophone has scheduled four different versions of the film music in United Artists' "Never on Sunday," prior to the release of the film in March.

In memory of the visit to this country by Earl Grant, Teichiku Records, distributor of U. S. Decca, has issued an LP featuring Grant under the title of "Best Plays by Grant." Toshiba Records, distributor of Capitol, Angel, Kapp, is releasing an album in March in remembrance of the visit of Kingston Trio to Japan, who will arrive here in March.

Nippon Victor will begin to sell a seven-inch LP (mono) known as Ultra-Super Vox Series for 400 yen (\$1.11). Included in the first release are Listz, Piano Concerto No. 1, the Beethoven "Spring Sonata and Schubert's "Unfinished" Symphony, each featuring Vox artists. Seven-inch LP's were released here for the first time by Nippon Columbia.

King Records has issued a 12-inch LP (mono and stereo) entitled "Twenty Years of Wild Western Drama," played by Jimmy Tokita and Mountain Playboys featuring such tunes as "River of No Return" and "High Noon."

**CANCELLATIONS:** The scheduled visit in March to this country of the Platters was canceled. The announcement was made by Art Friend Association which was negotiating with the Platters. The cancellation was reportedly attributed to the reshuffle in which Tommy Williams has left the group.

**NEW WAX:** With a few days before their departure for Hong Kong and Manila, February 4, trio Los Panchos is now busy making some recordings for Nippon Columbia at the diskery's studio. The five-day recordings will last till February 1. Of the 27 new recordings, 24 titles will be packaged into two albums entitled "Trio Los Panchos in Japan." The albums will be put on sale February 24. Included in the albums are such Japanese current smash hits as "Boku Wa Naichichi" (I Cried), "Kiroyo Sakurambo" (Yellow Cherries), "Aragataya-Bushi" (Thank's Bushi). In addition, another album cut by the trio featuring all-Latin standard numbers will be issued in March. The trio will head for the U. S. February 22, after a stopover here on way home from Manila.

By JOHN LUCKWEST

Tokyo Correspondent

A modern jazz boom is expected to continue in Japan. A great many modern jazz disks are being issued month after month. Released in February are Top Rank's "Moanin' Bill Henderson," Atlantic's "Here's Lee Morgan," Top Rank's "Soul Searchin'" by the Shirley Scott Trio, Mercury's "Cleveland Style" and "Down to Earth," Polydor's "Dizzie Gillespie, Father of Modern Trumpet," and Decca's "Jazz in Space Age."

**A NEW DANCE:** A new dance rhythm from the Philippines, called "Dodomp," is being introduced by several Japanese recording companies. This was first brought to Japan last year by Tirso Cruz ork. It has a rhythm akin to mambo. Columbia released "Sharps and Dodomp" by N. Hara and His Sharps and Flats, Toshiba issued "Dodomp" by Smiley Ohara and Sky Liners; Teichiku, affiliate of Decca, put on sale "The Birth of Dodomp" by I. George and Smiko Sakamoto, both Latin music singers, and Victor also introduced "Dodomp Girl of Tokyo" by Mariko Watanabe.

**VISITORS HERE:** Kapp artist Brian Hyland is coming here March 6 for a three-week engagement. His "Bikini Style" and "Baby Face" are very popular here. Three EP's have already been released.

Los Trobadors are expected to arrive at the end of February on a two-month concert tour. Nippon Victor is releasing their disks. Los Trobadors and Hyland are to appear at the International Theater, Tokyo, for one week, March 8.

**RECORDING ACTIVITIES:** King Records, which presses Mercury, London, ABC-Paramount, Telefunken and other labels, is expanding its plant by adding 10 more presses, making 43 presses in all. The firm aims at achieving a \$5 million sales figure for this year, and is considering a variety of novel sales promotion plans in commemoration of its 30th anniversary.

Toshiba Records affiliated with EMI, Capitol and Kapp has already released its Japanese recordings in overseas countries. The likes of "Visit to Japan" (Samisen, Japanese banjo and Koto, floor harp), "Sounds of Tokyo" (various sounds and noises recorded in the streets of Tokyo). They are also offering to Capitol some new recordings of native Japanese music in modern arrangements and played with native instruments accompanied by orchestra.

Marking the centennial of the birth of Franz Liszt, Toshiba is going to issue an album of two stereo LP's of Liszt's "Faust Symphony" and "Symphonic Poem 'Orfeus,'" recorded by the Royal Philharmonic Orchestra under the direction of Sir Thomas Beecham.

Nippon Westminster concluded a contract with the Oriole label of England. Oriole and its subsidiary Embassy Records will be issued in Japan under the label of Voix d'Or which Nippon Westminster owns. Other minor labels being issued under the same label are Palette of Belgium and Erate of France.

## Best-Selling Pop Records in BRITAIN

For the week ending February 10, 1961 (Courtesy "New Musical Express," London)

Last This Week

- |    |    |  |
|----|----|--|
| 1  | 1  | ARE YOU LONESOME TONIGHT?—Elvis Presley (RCA)    |
| 2  | 2  | SAILOR—Petula Clark (Pye)                        |
| 3  | 3  | RUBBER BALL—Bobby Vee (London)                   |
| 4  | 4  | YOU'RE SIXTEEN—Johnny Burnette (London)          |
| 5  | 5  | PEPE—Duane Eddy (London)                         |
| 6  | 6  | POETRY IN MOTION—Johnny Tillotson (London)       |
| 7  | 7  | PORTRAIT OF MY LOVE—Matt Monro (Parlophone)      |
| 8  | 8  | RUBBER BALL—Marty Wilde (Philips)                |
| 9  | 9  | F.B.I.—Shadows (Columbia)                        |
| 10 | 10 | SAILOR—Anne Shelton (Philips)                    |
| 11 | 11 | MANY TEARS AGO—Connie Francis (MGM)              |
| 12 | 12 | BUONA SERA—Acker Bilk (Columbia)                 |
| 13 | 13 | I LOVE YOU—Cliff Richard (Columbia)              |
| 14 | 14 | COUNTING TEARDROPS—Emile Ford (Pye)              |
| 15 | 15 | STAY—Maurice Williams and the Zodiacs (Top Rank) |
| 16 | 16 | CALENDAR GIRL—Neil Sedaka (RCA)                  |
| 17 | 17 | SWAY—Bobby Rydell (Columbia)                     |
| 18 | 18 | PEPE—Russ Conway (Columbia)                      |
| 19 | 19 | NEW ORLEANS—U. S. Bonds (Top Rank)               |
| 20 | 20 | WHO AM I?—Adam Faith (Parlophone)                |
| 21 | 21 | WALK RIGHT BACK—Everly Brothers (Warner Bros.)   |
| 22 | 22 | WILL YOU LOVE ME TOMORROW?—Shirley (Top Rank)    |
| 23 | 23 | IT'S NOW OR NEVER—Elvis Presley (RCA)            |
| 24 | 24 | SCOTTISH SOLDIER—Andy Stewart (Top Rank)         |
| 25 | 25 | PERFIDIA—Ventures (London)                       |
| 26 | 26 | PILTDOWN RIDES AGAIN—Piltdown Men (Capitol)      |
| 27 | 27 | LET'S JUMP THE BROOMSTICK—Brenda Lee (Brunswick) |
| 28 | 28 | LITTLE GIRL—Marty Wilde (Philips)                |
| 29 | 29 | A THOUSAND STARS—Billy Fury (Decca)              |
| 30 | 30 | SERENATA—Sarah Vaughn (Columbia)                 |

## FRENCH NEWSNOTES

## SACEM Calls Major Meeting Feb. 28 to Mull 'Casual Reform'

By EDDIE ADAMIS

92 Quai de Marechal Joffre Courbevoie (Seine)

The SACEM (French Society of Authors, Composers and Music Publishers) has summoned an Extraordinary Assembly, February 28, in order to "study a casual reform of the electing modalities of the administrators."

A group of publishers, authors and composers, which has been surnamed "the hundred rebels," threatens not to renew their membership in 1962 if SACEM does not reform the rules and bylaws that they already publicly criticized in previous assemblies.

COVERS: Four new French

## DANISH NEWSNOTES

## TV Action Helps Show Score Sell

By TED WOLFRAM

Hotel Osterport, Copenhagen

Polyphon is finding a good deal of interest in its recording of the score from "Farinelli." Some of the attention stemmed from a TV'ing of the show over the Danish National Network recently. Polyphon has done a waxing of the show on LP with the principals Else Margrethe Gardelli, Hans Kurt, Poul Bundgaard, and the Tivoli Concert Hall ork under the direction of Ove Peters.

**OBITUARY:** Scandio Tognarelli died in Copenhagen, January 23. He was a violin virtuoso and popular orchestra leader here. He was 67.

The 72-year-old violinist Lili Gade died on the same day in Copenhagen.

## BRITISH NEWSNOTES

## 'Sound of Music' Set for London Opening May 18

By DON WEDGE

News Editor, New Musical Express

"Sound of Music," the last show written by the Richard Rodgers - Oscar Hammerstein team, has been set for a London opening May 18. Venue will be the Palace, which is currently housing another Rodgers and Hammerstein show, "Flower Drum Song." This is the third big American musical set for London in the first half of the year. "Bye, Bye, Birdie" opens mid-June, while currently in rehearsal is "Music Man" for a March 16 premiere in the capital with a Bristol try-out starting next week. Patricia Lambert has the feminine lead opposite Van Johnson. Australian Gordon Boyd has been booked as Johnson's deputy—probably the first time this has happened—and will get program credit.

**VISITORS HERE:** Don Pierce, secretary of the Country Music Association, revealed that in the future Starday will be released here through Top Rank at EMI... David Merrick in for talks with Donald Alberly.

**TO THE U. S.:** Philips' British general manager Leslie Gould flew to New York... So did Eddie Pola, Granada-TV's variety chief, and ATV's top ATV's top execs Val Parnell and Lew Grade... The Interdisc group's Jack Lewerke and Allan Bates were visiting Hollywood.

**TALENT TOURS:** Capitol issued two volumes of the "Road

Show" LP's the Four Freshmen and June Cristy recorded with the Stan Kenton ork to coincide with their first British tour... Another Capitol artist, Gene Vincent, booked for six more concert dates... Three venues have been set for Bobby Rydell concerts March 3-5 at the end of his first European trip—Stockton, London and Liverpool being visited.

**FILMS:** The British premiere of Elvis Presley's "Flaming Star" was brought forward two weeks to Thursday (9) at the Rialto with a general release set to start on the country-wide National circuit today (13).

**PERSONALS:** Britain's hottest teen artist, Cliff Richard, and his manager, Tito Burns, have split... Vera Lynn story told as musical documentary on BBC-radio last Tuesday (7) with Bert Ambrose scheduled for similar treatment tomorrow... Peter Lane, former Pye-International and HMV executive, gets the professional manager's berth when Shapiro-Bernstein London office is activated later this month.

**LEGIT:** Donald Alberly, who staged "Oliver!" in London, seems likely to succeed in takeover bid for Piccadilly Theater.

**NEW RELEASES:** Pye releases six new Golden Guineas—its low-price LP line mainly drawn from David Miller material—tomorrow.

**NEW SINGLES:** "I Wanna Love My Life Away" by Gene Pitney issued on London (from Musicor) with a cover version by Vince Eager (Top Rank)... "Don't Believe Him, Donna" covered by Russ Sainty (Decca)... "Ghost Riders in the Sky" by the Ramrods issued on London (from Amy) with a Parlophone version by the Scorpions...

Among other releases: the Chimes, "Once in a While" (London from Tag); Skeeter Davis' "My Last Date" (RCA); and Chubby Checker's "Pony Time" (Columbia from Parkway).

**AWARDS:** "Oliver!" author Lionel Bart chosen as "show business personality of the year" by British Variety Club—with David Jacobs picked as BBC-TV personality and Peter Sellers as actor.

**RECORD SALES:** Pye very proud that Petula Clark's version of "Sailor" has now exceeded 250,000. Both her version and Anne Shelton's (Philips) retain last week's positions: No. 2 and 10, respectively... Both versions of "Rubber Ball" have progressed—Bobby Vee (London) to No. 3 and Marty Wilde (Philips) to No. 8... New entrants include Neil Sedaka (RCA) with "Calendar Girl," the Everly Brothers (Warner), "Walk Right Back"; the Shirelles (Top Rank from Scepter), "Will You Love Me Tomorrow?" and Brenda Lee (Brunswick from U. S. Decca), "Let's Jump the Broomstick."

## Best-Selling Pop Records in INDIA

For January, 1961

(Courtesy, The Voice, Bombay)

1. DING DONG SONG, Tsai Chin, F
2. WHY, Frankie Avalon, F-POP
3. LITTLE DIPPER, Mickey Mozart, DB
4. A VOICE IN THE WILDERNESS, Cliff Richard, DB
5. MUSTAPHA, Bob Azzam, F
6. FALL IN LOVE WITH YOU, Cliff Richard, DB
7. TELL LAURA I LOVE HER, Ricky Valance, DB
8. PLEASE DON'T TEASE ME, Cliff Richard, DB
9. IT'SY BITSY THENIE WENIE YEL-LOW POLKA DOT BIKINI, Brian Hyland, HLR
10. NINE TIMES OUT OF TEN, Cliff Richard, DB

(Continued on page 18)

the "ANGEL BABY"  
NOW EXCLUSIVELY  
ON

**Brunswick**  
RECORDS

# ROSIE



formerly with "The Originals"

sings

**"LONELY  
BLUE NIGHTS"**

b/w

**"WE'LL HAVE  
A CHANCE"**



Brunswick—55205

AVAILABLE AT YOUR LOCAL DECCA DISTRIBUTOR

## ITALIAN NEWSNOTES

## Singer-Composers Score In San Remo Competition

By MARIO DE LUIGI  
Musica e Dischi, Milano

As was expected, there is much excitement and attention being given to the "singer author" participants of the now concluded San Remo Festival.

Adriano Celentano finished second in the polling with his own "24 Mila Baci," while Tino Donaggio hit sixth position singing his own "Come Sinfonia." Umberto Bindi performed his own "Non Mi Dire Chi Sei" for the No. 11 slot and Joe Sentieri garnered position No. 12 with his "Lei."

In addition, the performances of Mina and Sergio Bruni were held responsible, in large part, for the placings of the tunes they sang. The much requested Mina sang "Io Amo Tu Ami" and "Le Mille Bolle Blu" to fourth and fifth place respectively in the

competition. Bruni presented the eighth place tune, "Mandolino, Mandolino," and the ninth placed "Carolina Dai."

Innumerable requests for records of the San Remo songs have already begun to pour in, and sales of the tunes from the festival are expected to hold for some months because juke box and radio play will keep them before the public.

**CINEBOX:** A new juke box device, "Cinebox," stirred a good deal of interest at the San Remo event. The new machine transmits a picture of the recording star while the disk is playing. They will cost in the neighborhood of 1 million lira apiece and are to be installed in bars and waiting rooms.

**JAZZ FESTIVAL:** The Sixth International Jazz Festival will be held at San Remo, March 3 and 4.

## SACEM Calls Meeting for February 28

Continued from page 16

(Capitol); "Proud Valley" by Paul Robeson (HMV); "A Winter Romance" by Dean Martin (Capitol) and "A Little Bit Lonely" by Jeanne Black (Capitol).

**NEW ALBUMS:** Fontana is releasing an LP by Wild Bill Davis and his trio... EMI-Pathe Marconi issued two savvy originals: "Erroll Garner, Piano Stylist," and "The Many Faces of the Blues."... Among a big batch of releases from Ricordi label are Count Basie and his orchestra with "Not Now"; Maynard Ferguson plays jazz for dancing; Jimmy Rodgers, his golden years... Two new jazz albums have been issued in the series titled "10th Anniversary of Vogue Records"; "Teddy Buckner in San Francisco" and "Barney Bigard-Claude Luter Quintet."... Among the Decca group's January release LP's were those by Seldon Powell Sextet (Cid), the Johnny Smith Quartet (Cid), Eddie Cochran (London), and

Ernie Fields and his orchestra (London)... EMI-Pathe Marconi presents a Capitol original by King Cole Trio featuring some of the best of his 600 songs.

**PERSONAL:** Henri Marchal leaves Barclay Records (15) where he has been public relations chief for three years. He has been appointed director of Pathe Marconi (EMI) publishing house.

**NEW PUBLISHER:** Actress and songstress Juliette Greco has founded a new music publishing house: Bagatelle. For the first time, 10 manufacturers have associated themselves with a group of authors and composers to found a music publishing house.

**DISTRIBUTION:** Ricordi Records, which already handles about 30 labels, will start at the end of the month the distribution of Argo, Chess and Checker records.

## Urges Col. Revise Home Sales Plan

Continued from page 6

further benefit by the repeated store traffic, as each time a customer returns to the store he will be exposed to additional Columbia products which in turn would pay off in increased sales for the label.

## New Deal a Bother

Columbia's present plan of giving the home customer a single coupon for dealer redemption is more of a bother than a boon to the retailer, said Judkins. The dealer knows that the coupon-bearing visitor has received a set of as many as 60 albums, factory direct, or what to an average buyer represents a year's supply of records. That same customer has to pay back from \$475 to \$625 in installments to Columbia for the phonograph and LP library package it sold him. This will leave little desire or budget to prompt the average customer to want to go near a record store for at least a year, Judkins argued.

Judkins strongly urged that Columbia give serious consideration to his suggested solution or some other means whereby the dealer could be brought into the door-to-door sales plans as an active participant. Said SORD's president: "If Columbia persists in following its present course, its competitive influence will force the other majors to launch similar sales plans, just as Columbia's Record Club forced two other majors to start clubs of their own. Columbia, who first devised the dealer-crippling record

club concept, has now developed a new scheme that is certain to destroy what is left of our business."

As Judkins sees it, Columbia's door-to-door sales plan does not build new customers for dealers. Instead, it takes those customers out of the dealers' stores for a year or two, or until they have paid off all their installments on the equipment and records purchased directly from the manufacturer. The clubs, he said, have taken away much of the record sales, and now this plan threatens to take away the rest—"and, what's more, it's taking away phonograph buyers, too."

## Tubert Does A.R.R. for Barton

NASHVILLE—Local publishers' colony increased last week with the installation of Bob Tubert as artist and composer contact for Earl Barton Music of Springfield, Mo. Tubert has set up shop in the Parklawn Building, 2016 Terrace Place.

The Earl Barton firm, a BMI affiliate, previously paraded its wares for talent in conjunction with regularly scheduled guest-star visits to "Jubilee U. S. A." in Springfield. Since "Jubilee's" demise, a resident rep in Nashville has become a must. Tubert, who has himself written tunes for Porter Wagoner and Bobby Lord, among others, is a veteran of the scripting staff of both "Jubilee" and NBC Radio's "Red Foley Show."

## GERMAN NEWSNOTES

## Finis Bush Gets Second Gold Disk

By JIMMY JUNGEMANN

Bayerischer Rundfunk,  
Munich

Munich lyricist Finis Bush got her second golden disk this evening in Frankfurt. In January, she got it for the million-seller "Sailor." Now it's her German version of the international hit, "Never on Sunday" — "Ein Schiff Wird Kommen" something like 1.5 million records have been sold in Germany alone, most of them by Lale Andersen on Electrola... Manos Hadjidakis got a gold record, too. He flew in from Athens, Greece.

**RADIO:** German teen-age star Barbara Klein tops Elvis Presley this week at the hit tune show of Radio Stuttgart. Barbara got 39.5 per cent of all votes for her Philips disk, "Schau Nicht Auf Die Uhr," German version of the Doris Day hit, "Here We Go Again," leaving Elvis Presley behind her with his "Are You Lonesome Tonight."

**RECORD SALES:** Ron Goodwin's "Venus Waltz" has been selling well in Germany. Who said that instrumentals don't sell here?... Europe's most popular band leader, Papa Bue will get a golden record this month for his first million-seller... The Ariola label reports a strong sale of their hit tune, "Ein Boot, Eine Mondnacht, Und Du" b-w "Nacht in Rom" by singer Jimmy Makulis.

**VISITOR:** Vogue president Leon Cabat and Vogue producer, Ferreri, visited Munich to discuss music exchange with music publisher, Hans R. Beierlein.

**HOT WAX:** The Blue Diamonds recorded their first German tune: "Sing Mit Uns Das Alte Heimwehlied, Simba Joe," composed and written by Charlie Niessen. The publisher is Montana in Munich, Paul Siegel, German partner of George Pincus, has the U. S. rights.

**NEW LP's:** Electrola issued three Capitol LP's for Germany: Dean Martin and "This Time Swingin'," "The Les Baxter's "Kaleidoscope."

## NEWS REVIEW

## Stereo Fidelity Ups Stereo Sets

NEW YORK — Stereo Fidelity has done it again, with a bright new series of stereo sets featuring the now famous 101 Strings, each to sell at \$2.98. The complete package is being well promoted through a series of ads in Life.

Perhaps the two most interesting which come to hand this week are those entitled, "25 Years of Show Hits," and a second tabbed "Exodus and Other Great Movie Themes." The latter contains the brilliant orchestra in performances of themes from "The Apartment," "The Sundowners," and, of course, the title picture as well.

Also likely to garner considerable attention is the score from Lerner and Loewe's "Camelot," as performed by the master string ensemble. A fourth set finds the group reading of such light works as "Dream of Olwen," and "Starlight Rhapsody." The stereo quality and recording standards here measure up well with standard-priced merchandise and thanks to the heavy promotion behind them, they should do brisk business.

The complete group includes "Camelot," SF 13400; "Exodus and Other Great Movie Themes," SF 13500; "Rhapsody," SF 13600; and "25 Years of Show Hits," SF 13700. Ren Grevatt.

## Player Premium Brings Big Sales Of Stereo LP's for Can. Food Chain

By ARNOLD GOSEWITCH

MONTREAL—One of Canada's largest supermarket food chains recently concluded a pre-Christmas record-player premium plan that netted close to \$300,000 in stereo album sales.

Steinberg's Limited, with 80 prospering food stores in Ontario and Quebec Provinces, negotiated the record plan with George Gabor, manufacturer of low-priced disks. Jaycee Sales, headed by Jack Engels, who specialize in supermarket promotions, handled the operation for Steinberg's.

Steinberg customers were introduced to the premium offer, called the Christmas Record Club, through a heavy newspaper saturation campaign early in September. The customers were given the opportunity to purchase stereo albums valued at \$4.98 for the special club

price of \$2.98. By purchasing an average of two disks per week, the customer accumulated premium certificates enclosed inside each album.

When 24 certificates were collected, they could be redeemed at the Steinberg store for a free RCA Victor stereo portable phonograph valued at \$49.95. Customers who had not saved enough certificates by the Christmas week deadline, could still receive the phonograph by being credited \$2 for each certificate and paying the difference in cash.

The stereo LP's were pressed on the Palace label and contained a varied catalog of classics, popular and show music. Jaycee Sales provided in-store displays and an endorsement of the plan by a well-known disk jockey.

Steinberg store managers who were interviewed expressed satisfaction with the promotion. Jaycee Sales reported that final figures would show that 100,000 or more stereo albums were sold during the course of the promotion.

## Bel Canto Adds To Field Force

COLUMBUS, Ohio—Bel Canto Stereo, the national tape duplicating and distribution organization here, is adding its first field personnel as part of a growth program for 1961. Sheldon Tirk, veteran Mercury branch and most recently MS Distributing, Cleveland, salesman, has been appointed aide de camp to Pete Fabri, firm's sales manager. Warren Gray, formerly associated with BC President Russ Molloy in his Coast operation, has rejoined the firm as Western States regional manager after a year with Dooto Records. Other executive appointments will be announced soon.

To provide dealers with easier demonstration, BC is giving away a free demo disk with every 12 tape reels purchased from its February release. Fabri said that he intends to debut each new package release with a similar free demo tape. Included in the current release are "Theme From The Sundowners" by Billy Vaughn; "Last Date" and "Calcutta" by Lawrence Welk; and other tape albums by the 101 Strings; Woody Woodbury; Felix Slatkin; Spike Jones and Julie London. In addition to the demo tape, dealers also receive a few browser rack, counter cards and window streamers.

Year-end performance awards for BC reps went in order of performance to the following: Ray Williams, Dallas; Dan Neumaier, Detroit; and Fred Moulthrop, San Francisco. Fabri announced that Jack Geartner, Miami and Orlando rep, has taken on the line.

## Italy Ups Waxing Tax by 10 Per Cent

MILAN — The recording companies of Italy were taken by surprise this past week when the Italian government announced that henceforth there will be a 10 per cent tax increase on the making of phonograph recordings. At press time, companies were not available for comment but were consulting among themselves on the new levy.

## Distrib May Enter Disk Biz

NEW YORK—All-State Distributing, which operates a record and appliance-audio playback firm in Newark, N. J., and has had an appliance-audio playback outlet here the past two years, is reportedly readying for entry into the disk field thru its Gotham outlet. Sid and Mel Koenig, mahoffs of both operations, would not comment when contacted.

## BILLBOARD MUSIC WEEK

## RECORD INDUSTRY

## Source Book

## &amp; DIRECTORY ISSUE

## REVISIONS OF APRIL 25, 1960, ISSUE

The following data should be clipped and entered in your Source Book to keep it up to date pending the next edition. We invite submission of all corrections and additions as they occur. Please address Billboard Music Week Source Book, 1564 Broadway, New York 36.

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WVMC  
Mt. Carmel, Ill.  
Cee-Jay Records  
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Bronx 51, N. Y.  
Disneyland Records  
477 Madison Ave.  
New York 22, N. Y.  
El-Rio Records  
413 E. Walnut St.  
Carriers Mills, Ill.  
Fern Records, Inc.  
734 Winchester Ave.  
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## Nippon Col. Chief: Sales \$20 Million, May Double in '61

TOKYO—Y. Hata, president of Nippon Columbia Records, stated at an interview last week that during the last half of 1960 the firm achieved solid sales results in its lines of records, radios, phonos and TV. An approximate sales figure, the company's chief said, was in the neighborhood of \$20 million. Hata then went on to say that he felt the firm would do in the neighborhood of \$44 million in 1961.

Touching on other subjects, Hata said that he did not expect a reduction in retail price of records here. This in spite of imitations in some quarters that such a move was forthcoming. This price cut was expected by some, Hata said, due to the freeing of international trade restrictions being inaugurated by the government shortly.

"But finished records on name labels will not be imported in an unlimited quantity from abroad even in such a case, he said. In the event that the quantity of domestic production is increased and the manufacturing cost of records is reduced, a slash in retail prices will naturally be realized."

In the important tape cartridge field, the Nippon Columbia head said that his company has plans to manufacture the Minnesota Mining-CBS stereo cartridge tape recorder this year, "but it is hard to tell when the new device will be put on the market. It will have to wait," he said, "until the contract is formally approved by the government."

## Stafford to Re-Do Cap Folk Albums

HOLLYWOOD — Jo Stafford, who left Columbia Records after a 10-year stay (see January 30 issue), was signed by Capitol Records to re-record one of her all-time Capitol best sellers. Miss Stafford was one of Capitol's top-selling artists before moving to Columbia in 1950.

Capitol will make a stereo recording of her "Folk Songs" album which was originally released in 78 r.p.m. form and later issued as a 45 package. She will re-record the old album's six tunes and add another half dozen numbers. Paul Weston, whose orchestral setting accompanied his wife's original album, will back the new version.

## Venise Label Preems With 11 Packages

HOLLYWOOD — Tops' newly christened sister label, Venise Records, kicks off with 11 packages plus a dealer contest. Six of the albums comprise the new label's "Romantic City Series."

Dealer who provides the new line with the most impressive window or in-store display receives two round-trip tickets to the "Romantic City" of his choice plus \$1,000 in cash toward expenses.

Pictures of the displays must be sent to Tops for judging.

## Big 3's Mickey Scopp In London Pow-Wows

LONDON — Mickey Scopp, head of the Big Three publishing firm in the United States, arrived here last week (8) for conferences with Fred Day and other executives of Francis Day and Hunter, B. Feldman and Robbins, Ltd., the London affiliates that the Big Three owns in partnership with the Day interests.

Scopp plans to visit the Big Three's affiliates in Paris this week and to meet with the firm's European representative, Paddy Crookshank.

## HANOVER SETS SINGLES ITEMS

NEW YORK — Hanover-Signature Records has scheduled a variety of singles releases for the near future. These encompass such diverse items as grand opera adaptations and a throwback to Pinetop Smith.

Upcoming singles include a release of an instrumental by Ray Block titled "Two Loves," based on a theme from Wagner's "Tristan and Isolde." An all-out promotion drive is backing this one up. The side is backed by "Pinetop's Boogie Woogie." Also upcoming is a slicing by Gallic thrush, Collette Dereal, who has "Jericho" and "Ne Jous Pas." A third disking couples "Sugar Blues" and "Heartaches," cut in Germany by Ernesto Hall.

## Canteen Registers Offerings of Stock

WASHINGTON — Automatic Canteen Company of America last week (9) filed a registration statement with the Securities and Exchange Commission to register groups of stock to be offered by the company.

A group of 210,228 common shares will be offered pursuant to certain stock option plans. 10,023 common shares will be offered in exchange for all of the outstanding capital shares of Helmut Rehbock, GMGH, of Hamburg, Germany. 56,350 common shares will be offered for all of the outstanding common stock of Trimount Coin Machine Company, Trimount Enterprises, Inc., and Automatic Music Service, Inc., 500,000 common shares will be offered for the acquisition of additional businesses and properties and 127,725 outstanding common shares will be offered for public sale by the present holders who received the shares in exchange for stock of Nationwide Food Service, Inc., and certain Ohio distributors.

Net proceeds from the stock sale under the options will be added to the general funds to be available for corporate purposes, which may include the acquisitions of additional equipment, the reduction of long-term debts and the augmenting of working capital.

## Warners Acquire Norse Film Track

HOLLYWOOD — Warner Bros. Records last week moved into the foreign movie sound track field with the acquisition of the original sound track to the Norwegian film, "The Passionate Demons." The deal was concluded following negotiations conducted by the label's international director, Bobby Weiss, with the Norwegian licensee, Egil Monn Iversen A-S of Oslo. Weiss was in Oslo immediately prior to returning to Warner's Burbank headquarters for his current series of conferences.

The label will issue an EP in the Scandinavian countries consisting of four selections from the score. International release of LP's and EP's of the film music soon will follow. Iversen directed the sound track's recording which features some of the top Scandinavian jazz musicians.

## NEUMANN IS HIT COMPOSER

NEW YORK — Billboard Music Week has listed Bert Kaempfert as the composer of "Wonderland by Night" on its Honor Roll of Hits. The actual composer is Klaus Guenter Neumann with English lyrics done by Lincoln Chase.

# IT'S BIG!



## GREEN GRASS OF TEXAS

BY  
THE TEXANS

INX-001

THE ORIGINAL VERSION IS ON...



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# BILLBOARD MUSIC WEEK

# BEST SELLING

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

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

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

## BEST SELLING POP VOCAL LP'S

Listed Alphabetically

### MALE VOCALISTS

- Anka at the Copa (M)  
Paul Anka...ABC-Paramount ABC 353
- Paul Anka Sings His Big 15 (M)  
.....ABC-Paramount LP 323
- Belafonte at Carnegie Hall (M-S)  
Harry Belafonte...RCA Victor LOC 6006;  
LSO 6006
- Belafonte Returns to Carnegie Hall (M-S)  
Harry Belafonte...RCA Victor LOC 6007;  
LSO 6007
- Bing and Satchmo (M)  
Bing Crosby and Louis Armstrong...  
MGM E 3882
- Calypso (M)  
Harry Belafonte...RCA Victor LPM 1248
- Come Dance With Me (M-S)  
Frank Sinatra...Capitol W 1069;  
SW 1069
- Come Fly With Me (M)  
Frank Sinatra...Capitol W 920
- Darin at the Copa (M-S)  
Bobby Darin...Atco 112; S112
- Elvis Is Back (M-S)  
Elvis Presley...RCA Victor LPM 2231;  
LSP 2231
- Faithfully (M-S)  
Johnny Mathis...Columbia CL 1422;  
CS 8219
- Gunfighter Ballads and Trail Songs (M-S)  
Marty Robbins...Columbia CL 1349;  
CS 8158
- Heavenly (M-S)  
Johnny Mathis...Columbia CL 1351;  
CS 8152
- Buddy Holly Story (M)  
.....Coral CRL 5-7326
- Johnny's Greatest Hits (M)  
Johnny Mathis...Columbia CL 1133
- Johnny's Moods (M-S)  
Johnny Mathis...Columbia CL 1526;  
CS 8326
- Love Is the Thing (M)  
Nat King Cole...Capitol W 824
- More Gunfighter Ballads and  
Trail Songs (M)  
Marty Robbins...Columbia CL 1481
- More of Johnny's Greatest Hits (M-S)  
Johnny Mathis...Columbia CL 1344;  
CS 8150
- More Songs by Ricky (M)  
Ricky Nelson...Imperial 9122
- Nice 'n' Easy (M-S)  
Frank Sinatra...Capitol W 1417;  
SW 1417
- No One Cares (M-S)  
Frank Sinatra...Capitol W 1221;  
SW 1221
- Only the Lonely (M)  
Frank Sinatra...Capitol W 1053;
- Open Fire, Two Guitars (M-S)  
Johnny Mathis...Columbia CL 1270;  
CS 8056
- Sinatra's Swingin' Session (M-S)  
Frank Sinatra...Capitol W 1491; SW 1491
- This Is Darin (M-S)  
Bobby Darin...Atco 115; SD 115
- Warm (M)  
Johnny Mathis...Columbia CL 1078
- Wild Is Love (M-S)  
Nat King Cole...Capitol WAK 1392;  
SWAK 1392

### FEMALE VOCALISTS

- Annette Sings Anka (M)  
.....Vista BV 3302

- Brenda Lee (M)  
.....Decca DL 4039
- Connie's Greatest Hits (M)  
Connie Francis...M-G-M E 3793
- Italian Favorites (M-S)  
Connie Francis...M-G-M E 3791; SE 3791
- I've Got a Right to Sing the Blues (M)  
Eileen Farrell...Columbia CL 1465
- Latin a la Lee (M-S)  
Peggy Lee...Capitol T 1290; ST 1290
- Mack the Knife—Ella in Berlin (M-S)  
Ella Fitzgerald...Verve MG 4041;  
MGV 64041
- More Italian Favorites (M-S)  
Connie Francis...M-G-M E 3871; SE 3871
- This Is Brenda (M)  
Brenda Lee...Decca DL 4082
- Unforgettable (M-S)  
Dinah Washington...Mercury MG 20572;  
SR 60232
- What a Difference a Day Makes (M)  
Dinah Washington...Mercury MG 20479

### DUOS AND GROUPS

- Best Music On/Off Campus (M)  
Brothers Four...Columbia CL 1578
- Date With the Everly Brothers (M)  
.....Warner Bros. WB 1395
- Encores of Golden Hits (M)  
Platters...Mercury MG 20472
- Fabulous Style of the Everly Brothers (M)  
.....Cadence 3040
- From the hungry I (M)  
Kingston Trio...Capitol T 1107
- Here We Go Again (M-S)  
Kingston Trio...Capitol T 1258; ST 1258
- Kingston Trio (M-S)  
.....Capitol T 996; ST 996
- Kingston Trio at Large (M-S)  
.....Capitol T 1199; ST 1199
- More Encores of Golden Hits (M)  
Platters...Mercury MG 20591
- Sold Out (M-S)  
Kingston Trio...Capitol T 1352; ST 1352
- String Along (M-S)  
Kingston Trio...Capitol T 1407; ST 1407
- Weavers at Carnegie Hall, Vol. 2 (M)  
.....Vanguard VRS 9075

### CHORUSES

- Fireside Sing Along With Mitch (M-S)  
Mitch Miller...Columbia CL 1389;  
CS 8184
- Folk Song Sing Along With Mitch (M-S)  
Mitch Miller...Columbia CL 1316;  
CS 8118
- March Along With Mitch Miller (M)  
.....Columbia CL 1475
- Memories Sing Along With Mitch (M-S)  
Mitch Miller...Columbia CL 1542;  
CS 8342
- More Sing Along With Mitch (M-S)  
Mitch Miller...Columbia CL 1243;  
CS 8043
- Party Sing Along With Mitch (M-S)  
Mitch Miller...Columbia CL 1331;  
CS 8138
- Saturday Night Sing Along With Mitch (M)  
Mitch Miller...Columbia CL 1414;  
CS 8211
- Sentimental Sing Along With Mitch (M-S)  
Mitch Miller...Columbia CL 1457;  
CS 8251
- Sing Along With Mitch (M-S)  
Mitch Miller...Columbia CL 1160;  
CS 8004
- Still More Sing Along With Mitch (M-S)  
Mitch Miller...Columbia CL 1283;  
CS 8099

## BEST SELLING COMEDY LP'S

Listed Alphabetically

- An Evening With Mike Nichols and  
Elaine May (M)  
.....Mercury OCM 2200
- Button-Down Mind of Bob Newhart (M)  
Bob Newhart...Warner Bros. 1379
- Button-Down Mind of Bob Newhart Strikes  
Back (M)  
Bob Newhart...Warner Bros. 1393
- Down to Earth (M)  
Jonathan Winters...Verve MG 15011
- Edge of Shelley Berman (M)  
Shelley Berman...Verve MG 15013
- Inside Shelley Berman (M)  
Shelley Berman...Verve MG 15003
- Kick Thine Own Self (M)  
Brother Dave Gardner...  
RCA Victor LSP 2239
- Knockers Up (M)  
Rusty Warren...Jubilee JLP 2029
- Laughing Room (M)  
Woody Woodbury Stereoditties MW 2
- Mort Sahl at the hungry I (M)  
Mort Sahl...Verve MG 15012
- Outside Shelley Berman (M)  
Shelley Berman...Verve MG 15007
- Rejoice Dear Hearts (M)  
Brother Dave Gardner...  
RCA Victor LPM 2083
- Wonderful World of Jonathan Winters (M)  
Jonathan Winters...Verve MG 15009
- Woody Woodbury Looks at Love and Life  
(M) Woody Woodbury...  
Stereoditties MW 1

## BEST SELLING SHOW MUSIC LP'S

Listed Alphabetically

### ORIGINAL CAST

- Bye Bye Birdie (M-S)  
Original Cast...Columbia KOL 5510;  
KOS 2025
- Camelot (M-S)  
Original Cast...Columbia KOL 5620;  
KOS 2031
- Fiorello (M-S)  
Original Cast...Capitol WAO 1321;  
SWAO 1321
- Flower Drum Song (M-S)  
Original Cast...Columbia OL 5350;  
OS 2009
- Gypsy (M-S)  
Original Cast...Columbia OL 5420;  
OS 2017
- Irma La Douce (M-S)  
Original Cast...Columbia OL 5560;  
OS 2029
- Music Man (M-S)  
Original Cast...Capitol WAO 990;  
SWAO 990
- My Fair Lady (M-S)  
Original Cast...Columbia OL 5090;  
OS 2015
- The Sound of Music (M-S)  
Original Cast...Columbia KOL 5450;  
KOS 2020
- South Pacific (M)  
Original Cast...Columbia OL 4180
- Tenderloin (M-S)  
Original Cast...Capitol WAO 1492;  
SWAO 1492
- Unsinkable Molly Brown (M-S)  
Original Cast...Capitol WAO 1509;  
SWAO 1509
- West Side Story (M-S)  
Original Cast...Columbia OL 5230;  
OS 2001
- Wildcat (M)  
Original Cast...RCA Victor LOC 1060

### SOUND TRACK

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

- Carousel (M)  
Sound Track...Capitol W 694
- Exodus (M-S)  
Sound Track...RCA Victor LOC 1058;  
LSO 1058
- G. I. Blues (M-S)  
Elvis Presley...RCA Victor LPM 2256;  
LSP 2256
- Gigi (M-S)  
Sound Track...M-G-M E 3641;  
SE 3641 ST
- King and I (M-S)  
Sound Track...Capitol W 740; SW 740
- Never On Sunday (M)  
Sound Track...United Artists UAL 4070
- Oklahoma! (M-S)  
Sound Track...Capitol WAO 595;  
SWAO 595
- Porgy and Bess (M-S)  
Sound Track...Columbia OL 5410;  
OS 2016
- South Pacific (M-S)  
Sound Track...RCA Victor LOC 1032;  
LSO 1032
- Student Prince (M)  
Mario Lanza...RCA Victor LM 1837

- Theme From The Apartment (M)  
Sound Track...United Artists 3105

## MUSIC FROM MUSICALS, FILMS AND TV

- Ballads and Rhythms of Broadway (M-S)  
Johnny Mathis...Columbia C2L 17;  
C2S 803
- Broadway in Rhythm (M-S)  
Ray Conniff...Columbia CL 1252;  
CS 8064
- Camelot (Music From) (M-S)  
Percy Faith...Columbia CL 1570;  
CS 8370
- Exodus (M-S)  
Hollywood Studio Orchestra...  
United Artists UAL 3123; UAS 6123
- Film Encores, Vol. 1 (M-S)  
Mantovani...London LL 1700; PS 124
- Film Encores, Vol. 2 (M-S)  
Mantovani...London LL 3117; PS 164
- Great Motion Picture Themes (M-S)  
Various Artists...  
United Artists UAL 3122; UAS 6122
- Mr. Lucky (M-S)  
Henry Mancini...RCA Victor LPM 2198;  
LSP 2198

# ACTION

On the Charts

## MONOPHONIC

This Week	Last Week	Title, Artist, Label and Number	Weeks on Charts
1	2	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 4101	7
2	1	EXODUS Sound Track, RCA Victor LOC 1058	5
3	3	MUSIC FROM "EXODUS" AND OTHER GREAT THEMES Mantovani, London LL 3231	9
4	4	CAMELOT Original Cast, Columbia KOL 5620	4
5	6	CALCUTTA Lawrence Welk, Dot DLP 3359	3
6	7	LAST DATE Lawrence Welk, Dot DLP 3350	8
7	5	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	4
8	—	SINATRA'S SWINGIN' SESSION Frank Sinatra, Capitol W 1491	1
9	19	WONDERLAND BY NIGHT Louis Prima, Dot DLP 3352	4
10	9	BELAFONTE RETURNS TO CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6007	7
11	12	CAMELOT (MUSIC FROM) Percy Faith Orch., Columbia CL 1570	6
12	8	UNsinkable MOLLY BROWN Original Cast, Capitol WAO 1509	8
13	14	HIS HAND IN MINE Elvis Presley, RCA Victor LPM 2328	6
14	11	WALK, DON'T RUN Ventures, Dolton BLP 2003	7
15	—	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CL 1574	1
16	13	BRAMHMS CONCERTO NO. 2 Sviatoslav Richter, Chicago Symphony Orch./Leinsdorf, RCA Victor LM 2466	8
17	16	WILDCAT Original Cast, RCA Victor LOC 1060	3
18	15	TEMPTATION Roger Williams, Kapp KL 1217	6
19	—	DATE WITH THE EVERLY BROTHERS ..... Warner Bros. W 1395	8
20	—	BEST MUSIC ON/OFF CAMPUS Brothers Four, Columbia CL 1578	1

# LP'S by CATEGORY

FOR WEEK ENDING  
FEBRUARY 19

Music From Exodus and Other  
Great Themes (M-S)  
Mantovani...London LL 3231; PS 224  
Operetta Memories (M)  
Mantovani...London LL 3181  
Peter Gunn (M-S)  
Henry Mancini...RCA Victor LPM 1956;  
LSP 1956  
Theme From A Summer Place (M-S)  
Billy Vaughn...Dot DLP 3276;  
DLP 25276

## BEST SELLING PERCUSSION, SOUND LP'S

Listed Alphabetically

Bongos (M-S)  
Los Admiradores...Command RS 809;  
RS 809 SD  
Bongos, Flutes and Guitars (M-S)  
Los Admiradores...Command RS 812;  
RS 812 SD  
Persuasive Percussion, Vol. 1 (M-S)  
Terry Snyder...Command LP 800;  
Command RS 800 SD  
Persuasive Percussion, Vol. II (M-S)  
Terry Snyder and the All Stars...  
Command RS 808; RS 808 SD

Perlinent Percussion Cha, Cha (S)  
Enoch Light...Command RS 814  
Provocative Percussion, Vol. I (M-S)  
Enoch Light and the Light Brigade...  
Command RS 806; RS 806 SD  
Provocative Percussion, Vol. II (M-S)  
Enoch Light and the Light Brigade...  
Command RS 810; RS 810 SD  
Quiet Village (M-S)  
Martin Denny...Liberty LRP 3122  
Taboo (S)  
Arthur Lyman...Hi Fi SR 806

## BEST SELLING INSTRUMENTAL & MOOD LP'S

Listed Alphabetically

Always (M)  
Roger Williams...Kapp KL 1172  
Chet Atkins' Workshop (M-S)  
...RCA Victor LPM 2232; LSP 2232  
Blue Hawaii (M-S)  
Billy Vaughn...Dot DLP 3165;  
DLP 25165  
Calcutta (M-S)  
Lawrence Welk...Dot DLP 3359;  
DLP 25359

Concert in Rhythm, Vol. II (M)  
Ray Conniff...Columbia CL 1415  
Continental Encores (M-S)  
Mantovani...London LL 3095;  
PS 147

Gems Forever (M-S)  
Mantovani...London LL 3032; PS 106  
It's the Talk of the Town (M-S)  
Ray Conniff...Columbia CL 1334;  
CS 8143

Jealousy (S)  
Percy Faith...Columbia CS 8292  
Last Date (M-S)  
Lawrence Welk...Dot DLP 3350;  
DLP 25350

Let's Dance Again (S)  
David Carroll...Mercury MS 20470  
Look for a Star (M-S)  
Billy Vaughn...Dot DLP 3322;  
DLP 25322

Memories Are Made of This (M)  
Ray Conniff...Columbia CL 1574  
Music for Lovers Only (M)  
Jackie Gleason Orch., Buddy Hackett...  
Capitol W 352

Near You (M-S)  
Roger Williams...Kapp KL 1112;  
KL 1112-S

The Other Chet Atkins (M)  
...RCA Victor LPM 2175

'S Awful Nice (S)  
Ray Conniff...Columbia CL 1137

'S Wonderful (M)  
Ray Conniff...Columbia CL 925

Sail Along Silvery Moon (M)  
Billy Vaughn...Dot DLP 3100

Say It With Music (M-S)  
Ray Conniff...Columbia CL 1490;  
CS 8282

Songs to Remember (M)  
Mantovani...London PS 193

Strauss Waltzes (M-S)  
Mantovani...London LL 685; PS 118

Temptation (M-S)  
Roger Williams...Kapp KL 1217;  
K 3217-S

Theme From "The Sundowners" (M-S)  
Billy Vaughn...Dot DLP 3349;  
DLP 25349

Till (M-S)  
Roger Williams...Kapp KL 1081;  
KL 108-S

Wonderland by Night (M-S)  
Bert Kaempfert...Decca DL 4101;  
DL 7-4101

Wonderland by Night (M)  
Louis Prima...Dot DLP 3352

Young at Heart (M-S)  
Ray Conniff...Columbia CL 1489;  
CS 8281

## BEST SELLING JAZZ LP'S

Listed Alphabetically

Bernstein Plays Brubeck, Brubeck Plays  
Bernstein (M-S)  
N. Y. Philharmonic, Dave Brubeck  
Quartet-Leonard Bernstein...  
Columbia CL 1466; CS 8257

But Not for Me (M)  
Ahmad Jamal...Argo 628

Ray Charles in Person (M)  
...Atlantic 8039

Pete Fountain's New Orleans (M-S)  
...Coral CRL 57282; CRL 7-57282

Genius of Ray Charles (M)  
...Atlantic 1312

Like Love (M)  
Andre Previn...Columbia CL 1437

Time Out (M)  
Dave Brubeck...Columbia CL 1397

White Satir (M-S)  
George Shearing...Capitol T 1334;  
ST 1334

## BEST SELLING CLASSICAL & SEMI-CLASSICAL LP'S

Listed Alphabetically

Brahms: Piano Concerto No. 2 (M-S)  
Sviatoslav Richter, Chicago Ork...  
RCA Victor LM 2466; LSC 2466

Concerto Under the Stars (M-S)  
Leonard Pennario...Capitol P-8326;  
SP 8326

Gershwin: Rhapsody in Blue (M-S)  
Leonard Bernstein...Columbia ML 5413;  
MS 6091

Gershwin: Rhapsody in Blue (M-S)  
Leonard Pennario...Capitol P-8343;  
SP 8343

Grofe: Grand Canyon Suite (M-S)  
Morton Gould...RCA Victor LM 2433;  
LSC 2433

Grofe: Grand Canyon Suite (M-S)  
Philadelphia Orchestra (Ormandy)...  
Columbia ML 5286; MS 6003

Heart of the Piano Concerto (S)  
Artur Rubenstein, Krips and Wallen-  
stein, RCA Victor Sym. Ork., Chicago  
Sym. Ork. (Reiner), RCA Victor LSC 2495

Lanza Sings Caruso - Caruso Favorites  
(M-S) 'Mario Lanza, Enrico Caruso...  
RCA Victor LM 2393; LSC 2393

Mussorgsky: Pictures at an Exhibition (M)  
Philadelphia Orchestra (Ormandy)...  
Columbia ML 4700

Puccini: Turandot (M-S)  
Tebaldi, Nilsson, Bioerling, Tozzi, Rome  
Opera House Orchestra (Leinsdorf)...  
RCA Victor LM 6149; LSC 6149

Rachmaninoff: Piano Concerto No. 2 (M-S)  
Artur Rubinstein...  
RCA Victor LM 2068; LSC 2068

Rachmaninoff: Concerto No. 3 (M-S)  
Van Cliburn...RCA Victor LM 2355;  
LSC 2355

Ravel: Bolero (M-S)  
Morton Gould...RCA Victor LM 2345;  
LSC 2345

Restinhi: Pines of Rome (S)  
Phila. Orchestra (Ormandy)...  
Columbia MS 6001

Rodgers: Victory at Sea, Vol. I (M-S)  
RCA Victor Symphony Orchestra (Ben-  
nett)...RCA Victor LM 2335; LSC 2335

Rodgers: Victory at Sea, Vol. II (M-S)  
RCA Victor Symphony Orchestra (Ben-  
nett)...RCA Victor LM 2226; LSC 2226

Schumann: Concerto in A Minor (M-S)  
Van Cliburn...RCA Victor LM 2455;  
LSC 2455

Sixty Years of Music America Loves Best,  
Vol. I (M)  
Various Artists...RCA Victor LM 6074

Sixty Years of Music America Loves Best,  
Vol. II (M)  
Various Artists...RCA Victor LM 6088

Tchaikovsky: 1812 Overture; Capriccio  
Italian (M-S)  
Minneapolis Symphony Orchestra  
(Dorati) Mercury MG 50054; SR 90054

Tchaikovsky: 1812 Overture; Ravel: Bolero  
(M-S) Morton Gould...  
RCA Victor LM 2345; LSC 2345

Tchaikovsky: 1812 Overture; Romeo &  
Juliet; Marche Slav (M)  
Phila. Symphony Orchestra (Ormandy)  
Columbia ML 4997

Tchaikovsky: Nutcracker Suite (M-S)  
Boston Pops Orchestra (Fiedler)...  
RCA Victor LM 6803; LSC 6803

Tchaikovsky: Piano Concerto No. 1 (M-S)  
Van Cliburn...RCA Victor LM 2251;  
LSC 2251

## BEST SELLING TEEN BEAT LP'S

Listed Alphabetically

Encore (M)  
Santo and Johnny...Canadian-American  
CALP 1002

Especially for You (M)  
Duane Eddy...Jamie J 3006

Have Twangy Guitar, Will Travel (M)  
Duane Eddy...Jamie J 3000

Million Dollars' Worth of Twang (M)  
Duane Eddy...Jamie J 3014

Oldies But Goodies (M)  
Assorted Artists. Original Sound 5001

Solid and Raunchy (M)  
Bill Black's Combo...Hi HL 12003

Twang's the Thang (M)  
Duane Eddy...Jamie J 3009

Twist (M)  
Chubby Checker...Parkway P 7001  
Walk, Don't Run (M)  
The Ventures...Doton BLP 2003

## BEST SELLING MISCELLANEOUS LP'S

Listed Alphabetically

## RHYTHM & BLUES

Genius Hits the Road (M)  
Ray Charles...ABC-Paramount ABC 335

## COUNTRY & WESTERN

He'll Have to Go (M)  
Jim Reeves...RCA Victor LPM 2223

## RELIGIOUS, SACRED & SPIRITUAL

His Hand in Mine (M)  
Elvis Presley...RCA Victor LPM 2328

Hymns (M)  
Tennessee Ernie Ford...Capitol T 756

The Lord's Prayer (M-S)  
Mormon Tabernacle Choir...  
Columbia ML 5386; MS 6068

Nearer the Cross (M)  
Tennessee Ernie Ford...Capitol T 1005

Sing a Hymn With Me (M)  
Tennessee Ernie Ford...Capitol TAO 1332

Spirituals (M)  
Tennessee Ernie Ford...Capitol T 818

## KIDDIE

Alice in Wonderland (M)  
Cyril Ritchard...Riverside 1406

Huckleberry Hound (M)  
Sound Track...Colpix CP 202

## BEST SELLING LOW PRICE LP'S (List Price \$2.98 or less)

Listed Alphabetically

## LOW PRICE POP

Back Street Symphony (S)  
101 Strings...Stereo Fidelity SF 11500

B. B. King Wails (M)  
B. B. King...Crown 5115

Concerto Under the Stars (S)  
101 Strings...Stereo Fidelity SF 6700

East of Suez (S)  
101 Strings...Stereo Fidelity SF 11200

Ebb Tide (M-S)  
Frank Chacksfield...Richmond 20078;  
S 30078

Hawaii in Hi Fi (M)  
Leo Addeo...Camden CAL-510

John J. McCormack Sings Irish Songs (M)  
John J. McCormack...Camden CAL 407

101 Strings Play the Blues (S)  
101 Strings...Stereo Fidelity SF 5800

101 Years of Familiar Songs (S)  
101 Strings...Stereo Fidelity 2RS

Opera Without Words (S)  
101 Strings...Stereo Fidelity SF 8700

Perry Como Sings Just for You (M)  
Perry Como...Camden 440

Quiet Hours (S)  
101 Strings...Stereo Fidelity SF 10200

Silver Screen (S)  
101 Strings...Stereo Fidelity SF 7000

Soul of Spain, Vol. I (S)  
101 Strings...Stereo Fidelity SF 6600

Soul of Spain, Vol. II (S)  
101 Strings...Stereo Fidelity SF 9900

Symphony for Lovers (S)  
101 Strings...Stereo Fidelity SF 4500

You Do Something to Me (M)  
Mario Lanza...Camden 450

## LOW PRICE SPECIALTY

Good Housekeeping Reducing Off  
the Record (M)...Harmony 7143

# ALBUMS

Nine Weeks or Less

21	—	I'VE GOT A RIGHT TO SING THE BLUES	1
		Eileen Farrell, Columbia CL 1465	
22	20	NEVER ON SUNDAY	3
		Sound Track, United Artists UAL 4070	
23	21	AN EVENING WITH MIKE NICHOLS & ELAINE MAY	2
		Mercury OCM 2200	
24	24	THEME FROM "THE SUNDOWNERS"	5
		Billy Vaughn, Dot DLP 3349	
25	18	MORE ITALIAN FAVORITES	7
		Connie Francis, MGM E 3871	

## STEREOPHONIC

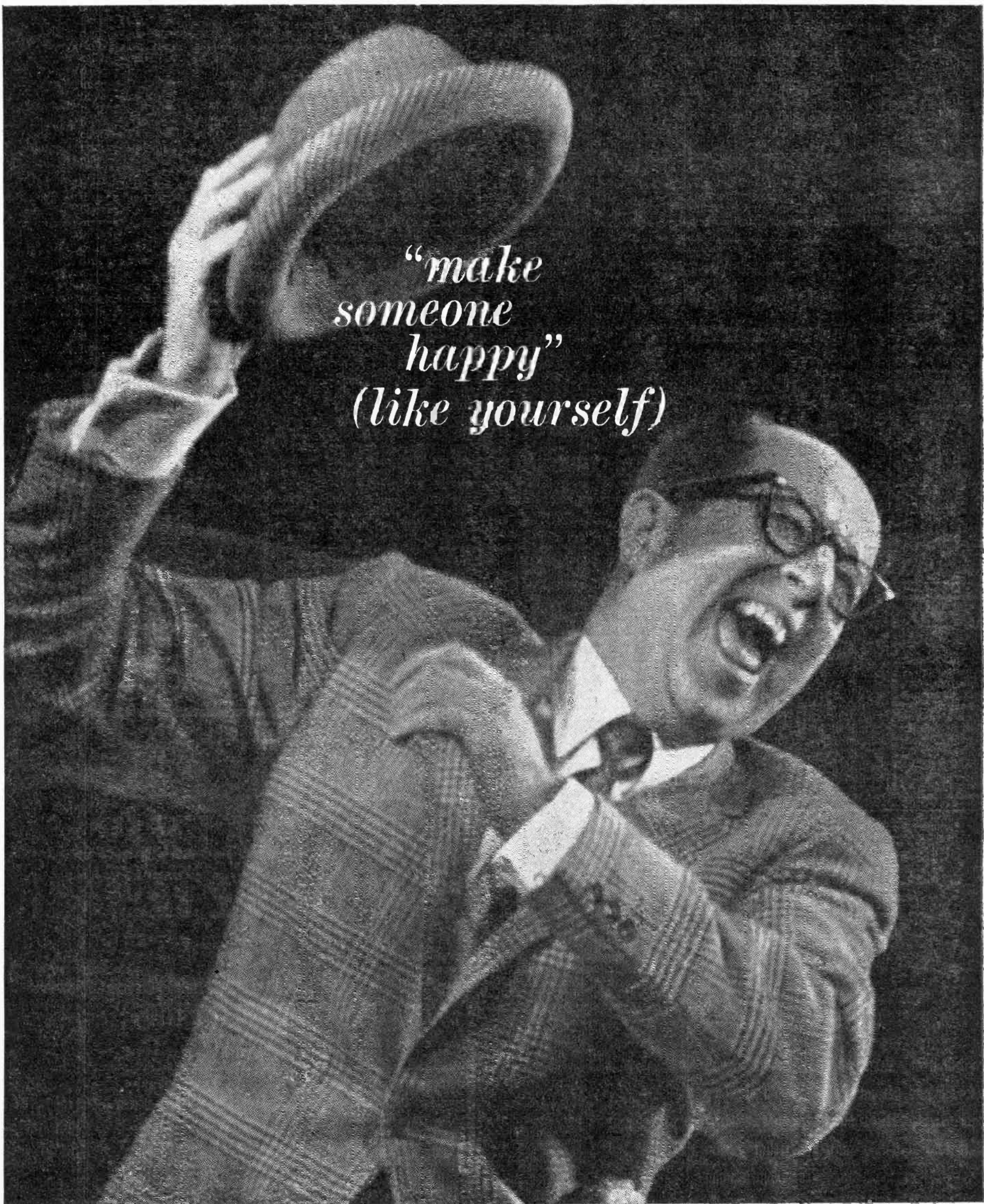
This Week	Last Week	Title, Artist, Label and Number	Weeks on Charts
1	1	EXODUS Sound Track, RCA Victor LSO 1058	5
2	7	CALCUTTA Lawrence Welk, Dot DLP 25359	2
3	3	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 7-4101	6
4	5	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	4
5	6	LAST DATE Lawrence Welk, Dot DLP 25350	9
6	4	CAMELOT Original Cast, Columbia KOS 2031	3
7	9	BELAFONTE RETURNS TO CARNEGIE HALL Harry Belafonte, RCA Victor LOS 6007	8
8	11	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CS 8211	4
9	10	THEME FROM "THE SUNDOWNERS" Billy Vaughn, Dot DLP 25349	9
10	—	CAMELOT (MUSIC FROM) Percy Faith Orch., Columbia CS 8370	2
11	12	UNSINKABLE MOLLY BROWN Original Cast, Capitol SWAO 1509	5
12	13	MORE ITALIAN FAVORITES Connie Francis, MGM SE 3871	6
13	—	CHET ATKINS' WORKSHOP RCA Victor LSP 2232	1
14	14	ITALIAN FAVORITES Connie Francis, MGM SE 3791	5
15	—	UNFORGETTABLE Dinah Washington, Mercury SR 60232	3

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**CHERRY BERRY WINE**  
CADENCE 1390

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

Strongest sales potential of all albums reviewed, this week.

Pop

**PETE FOUNTAIN PRESENTS JACK SPERLING AND HIS FASCINATING RHYTHM**



Coral CR 757341 (Stereo & Monaural)—This happy, swinging set features Pete Fountain along with drummer Jack Sperling and musicians Stan Wrightsman, Bill Russell and Conrad Gozzo, in a group of jazz classics. The tunes include "Sing Sing Sing," "Hawaiian War Chant," "Wire Brush Stomp" and "Big Noise From Winnetka." They are played with the usual Pete Fountain sparkle. Fountain is on clarinet and he's backed smartly by the combo. Album could be a big seller.

**CONNIE FRANCIS AT THE COPA**



MGM E 3913—Miss Francis wowed the critics and the customers at her recent Copa debut and here is all the excitement of that engagement captured live. The gal is at her best and the audience reaction adds a lot of interest. Miss Francis has been hot on the LP charts with earlier sets, and recent albums by other artists in live Copa performances have been top sellers. This combination of factors should bode well for this new package.

**BIG, BOLD AND BRASSY**



Enoch Light and the Light Brigade. Command RS 818 (Stereo & Monaural)—Enoch Light and the Light Brigade are back in another entrancing and exciting stereo album. This time the Light crew features bright, breezy brass percussion instead of bongos, et al., but it still makes for a mighty tasty musical album, and a solid buy for stereo fans. The marches especially, such as "Colonel Bogey," "American Patrol" and "Parade of the Wooden Soldiers" and "Rambling Wreck From Georgia Tech," are a gas. This could be another best seller for the Enoch Light gang.

**MORE JONI HITS**



MGM E 3885—Here's a follow-up package of famous Joni James singles that can do as well as earlier LP's by the gal. She's in good form with a collection of memorable tunes like "There Goes My Heart," "Be My Love," "I Still Get a Thrill," "I Still Get Jealous," etc. Her hubby, Tony Aquaviva, contributes a listenable set of ork backings. Nice cover shot, too, can add extra impact.

**DANCE ANNETTE**



Vista BV 3305—This is one of the cutest and brightest albums made by the petite Annette, as she sings about rocking waltzes, cha chas, polkas, and many more over snappy and catchy backing by the Camarata ork. Every tune is sung by the lass with sparkle and practically any side could be a single hit. Outstanding efforts include "The Hokey Pokey," "The Rock and Roll Waltz," "The Hucklebuck," "Flapper Flip," "Rock-a-Polka," "It Takes Two to Tango" and "Ballin' the Jack." A sock album for teen parties, and adults, too.

**THIS IS NORMAN LUBOFF**



RCA Victor LPM 2342—Here is the debut album of the fine Luboff choir on RCA Victor and they effortlessly maintain all their previous standards of excellence. The songs are a nicely rounded group of pop favorites, including "All the Things You Are," "Get Happy," "Of Thee I Sing," a slow but swinging arrangement of "It's Magic," and a delightful inspirational piece, "Let There Be Peace on Earth," which just possibly could be a spinnable single. Thoroughly relaxing fare, produced in a fine, professional manner. This will do business.

Jazz

**SONG OF DRUM SUITE**



Various Artists—RCA Victor LSP 2312 (Stereo & Monaural)—The RCA Victor offspring of the first "Drum Suite" album is a musically sound and a striking percussion adventure. The writing by Al Cohn is significantly adapted to stereo which allows for differentiation between the five participating drummers, Jimmy Cobb, Mel Lewis, Charlie Persip, Don Lammond, Louis Hayes or Gus Johnson. Like that first album which has sold extremely well the drumming is woven into the fabric of the music in short bursts. There are fine solos by other jazz luminaries who make up the big band playing the suite.

**WALTER, MAKE MINE BLUES**



Anita O'Day. Verve MG V 2145—Anita O'Day proves again that she is still one of the great jazz singers around today with this new album, her best in a long time. She sells a group of torch tunes with the style and feeling that have made her exciting to listen to for years and adds a new warmth that is captivating. The backings by Russ Garcia are tender and tasteful, too. Tunes include "Angel Eyes," "Detour Ahead," "Mad About the Boy," "A Blues Serenade" and "Goodbye."

(Continued on page 24)

**DANSATIONAL!**  
**"WATUSI THE VIBRATIONS"**  
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Promo 1003  
**"GINNY BELL"**  
by PAUL DINO  
Promo 2180  
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Billboard—Spotlight Variety—Best Bet Cash Box—Bull's-Eye Music Reporter—Scoop  
**CRY GUITAR**  
c/w Teen Street by Janis Martin PZ 5071  
Keep Watch for **"KILI-WATCH"** by The Cousins PZ 5070  
PALETTE RECORDS 1733 Broadway, N. Y.

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R-4322  
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**MAURICE WILLIAMS**  
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**DREAM BOY**  
Please Please Signore  
F-374  
**ANNETTE**

The pick of the new releases:

# SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

• Continued from page 23

## Country &amp; Western

## HANK WILLIAMS' GREATEST HITS



MGM E 3918—A repackaging of 14 of the master's greatest hits. Collectors whose old disks are getting worn, and new buyers who are getting hip to the greatness of the late Williams, will want this package. It includes such smash original performances as "Take These Chains From My Heart," "There'll Be No Teardrops Tonight," "I'm So Lonesome I Could Cry," and "Half as Much." One better than the other. Pure gold, as they used to say.

## WALKIN' AND A HUMMIN'



Ferlin Husky. Capitol ST 1546 (Stereo & Monaural)—Coming on the heels of his big single, "Wings of a Dove," (selling in pop and country), this should take off well. Husky's material includes many of the great Hank Williams songs, such as "I'm So Lonesome I Could Cry," "I Could Never Be Ashamed of You," and "There'll Be No Teardrops Tonight." Fine performances, and they hew close to the traditional style.

## RAY PRICE'S GREATEST HITS



Columbia CL 1566—A package of Price's greatest hits. Collectors whose old sides are worn and new buyers who are latching on to Price's import in the disk world will want this album. There's lots for the money here, including such smashes as "Crazy Arms," "City Lights," "Heartaches by the Number," and "My Shoes Keep Walking Back to You."

## Semi-Classical

## THE PIRATES OF PENZANCE



Soloists, Pro Arte Chorus (Sargent). Angel S 3609 (Stereo & Monaural)—One of Gilbert and Sullivan's sprightliest operettas, "The Pirates of Penzance," is performed on this new album by a devoted and extremely capable cast. The orchestra is led by Sir Malcolm Sargent, and this plus the Glyndebourne Festival Chorus is heard to advantage. The soloists, especially Richard Lewis and Elsie Morison, are first-rate. The stereo recording is very good, and the set includes a complete libretto. A fine album for the legion of Gilbert and Sullivan fans.

## Sound

## THE MAGIC BEAT



Richard Marino. Liberty LSS 14003—This is one of the first albums in Liberty's new Premier "sound" series and a mighty exciting one it is, too. It features the Richard Marino ork playing a group of familiar songs, in bright percussive style, featuring exciting use of stereo separation. The tunes include "High Noon," "The Trolley Song," "Colonel Bogey," "Lisbon Antigua," "Seventy-Six Trombones" and "Poor People of Paris." Smart, exciting arrangements played by the large ork make this an album for stereo fans and hi-fi bugs.

## Latin American

## RANCHERO ESPECTACULAR



Columbia EX 5029—Lovers of Latin music, particularly the Mexican genre, will find this an exceptional package. There's a lot for the money here, the performances being by noted vocalists and groups, including Cuco Sanchez, Trio Los Mexicanos, Jose Alfredo Jimenez, Los Tres Gallos, Javier Solis and Hermanas Huerta. The ranchera form has a field day here, in the fiery, authentic style.

## Spiritual

## PORTRAITS IN BRONZE



Bessie Griffin & Gospel Pearls. Liberty LMM 13002—Here is easily one of the most ambitious gospel-spiritual album projects yet undertaken. A.R. man, Bumps Blackwell, produced a night club show titled "Portraits in Bronze," and this package reproduces the gospel and spiritual portions of the score, which originally included some jazz and blues elements as well. The voices of such soloists as Bessie Griffin, Delores Addison, Jerry Moss and others with the Gospel Pearls ring out clear and true with the message. There is both fervor and warmth in this colorful set which is bookfold packaged with a top-notch die-cut cover. A unique production in this field.

## DUMPING 78's

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CINCINNATI 22, OHIO

## POP LP'S

STRONG SALES POTENTIAL

## ★★★★ THE ROCK AND ROLL STORY

Conway Twitty. MGM E 3907—Here's the fine rocker, Twitty, in a set of the great rock and roll hit of other famous artists. Ably backed by the Jordanares, Twitty offers "Spish Splash," "Whole Lotta Shakin' Goin' On," "Blue Suede Shoes," "Shake, Rattle and Roll," and his own initial hit, "It's Only Make Believe." There is a lot going on in this album and the teen element will certainly go for it, just as they'll like the cover shot of Twitty himself.

## ★★★★ TOMMY EDWARDS' GREATEST HITS

MGM E 3884—Tommy Edwards has had a string of singles successes and they are all reproduced here. Included are "Love Is All We Need," "It's All in the Game," "I Really Don't Want to Know," "Please Mr. Sun," and a flock of others. Nice, easygoing, listenable wax in young Edwards relaxed style. Fans will want this.

## ★★★★ MAGNIFICENT XII

Felix Slatkin. Liberty LSS 14004 (Stereo & Monaural)—Maestro Slatkin, who recently experienced some success on the singles charts, comes up with his second fine mood music package in Liberty's new Premiere series of super-sound sets. Taking a cue from the pic title theme, "The Magnificent VII" (included here), Slatkin expands the idea to a Magnificent XII great themes, most of them from movies, including "Laura," "The Sundowners," "Never on Sunday," "Smile," and the non-movie, "Last Date." Material is lushly orchestrated for strings and chorus and the sound is handsome. Die-cut cover, too, is a standout. This can do business.

## ★★★★ BOX OFFICE BLOCKBUSTERS

David Rose and his Orchestra. MGM E 3894—The moviegoers will want this one, both for pleasant memories of films they've seen and for mood music. Rose and the full orchestral complement tee off on a flock of motion picture themes like "Spartacus," "Cimarron," "The Alamo," "Gigi," "Exodus" and others, and the results are lush and lovely. Some are done with the suggestion of a beat, while others hew to the original picture scoring. Excellent listening all the way, with a lot of good jockey material.

## ★★★★ BROADWAY, RIGHT NOW

Mel Torme and Margaret Whiting. Verve MG 2146—As fine a vocal pairing as anyone could ask, turn to a flick of the tunes from Broadway's most recent musicals, including "Do Re Mi," "Camelot," "Irma La Douce" and "Wildcat." Miss Whiting and Mel Torme have an instinctive feeling for this kind of song material and they work very well together. Among the neatest are the gal's solo on "Make Someone Happy," from "Do Re Mi," and the lovely duet of "Far Away From Home" and "Angelina," from "Wildcat." Worth pushing.

## ★★★★ LIBERACE AT THE LONDON PALLADIUM

The London Palladium Orchestra. Coral CRL 757346 (Stereo & Monaural)—A live performance by Liberace, during his visit to London's Palladium last May. The package is full of the famed pianist's banter and jokes as he performs his show with the able assistance of Gordon Robinson and the Palladium band. Liberace opens with "Rhapsody in Blue," and from there becomes progressively lighter with "Me and My Shadow," "Mack the Knife," "Tico Tico," etc. The inevitable closer, "I'll Be Seeing You," winds up the show. The crowd laughter, reaction and applause are all there, too. Fans will like this.

## ★★★★ THERE'S A PARTY GOIN' ON

Wanda Jackson. Capitol ST 1511 (Stereo & Monaural)—The "Let's Have a Party Girl," tosses a rockin' shindig for all her fans in this bouncy, danceable selection of tunes. Opening and closing with the same basic, lowdown rock tune ("There's a Party Goin' On" and "Man We Had a Party"), the program consists of "Kansas City," "Tweedle Dee," "Bye Bye Baby," and the likes of these. A lot of good back-up sound from a rhythm combo adds to the toe-tapping aspects. Good fun here for the gal's country and pop fans.

## ★★★★ GUITAR DE AMOR

Bob Bain. Capitol ST 1500 (Stereo & Monaural)—Guitarist Bob Bain, a well-known West Coast studio man, offers his second album for the label. In this new set, Bain resorts to triple-track efforts with highly tasty results. Songs include "Dansero," "Time Was," "Adios," "Marcheta," and others of a generally romantic caste. The guitar has been superbly recorded here and fans of that instrument and mood music buyers alike will find this mighty pleasant listening. The tracks are also worthy of late evening deejay attention.

## ★★★★ OUR LOVE

Jose Melis & Ork. Sacco CELP 471—Melis, surrounded by lush strings and rhythm, does fine easy-listening piano work here that floats up gently to the ears. The set is nicely balanced between danceable standards and bouncing Latin numbers. Among the 11 tracks contained are "Our

Love," "The Things I Love," "Tonight We Love," and two Melis originals, "Forever" and "March of the Flowers."

## ★★★★ HERE'S THE ANSWER

Skeeter Davis with Jim Reeves Floyd Cramer, Ray Peterson, Hank Locklin; Eddy Arnold and Don Gibson. RCA Victor LPM 1327 (Stereo & Monaural)—A smart piece of packaging that can gather plenty of attention. Miss Davis, who has already scored with several hit answer songs, turns out a half dozen of them here, and in each case the original which is being answered is also included. For instance, Hank Locklin's "Please Help Me I'm Falling," is here, with the gal's hit reply, "I Can't Help You, I'm Falling Too." Other answers included are "He'll Have to Stay," "My Last Date (With You)," "Tell Tommy I Miss Him," "I Really Want You to Know" and "I Want to See You Too (Just One Time)," all with originals as well. Fans will dig this.

STRONG SALES POTENTIAL

## ★★★★ ACCORDION A LA MODE

Art Van Damme Quintet. Columbia CL 1563—Pleasant renderings here of a familiar group of tunes by Art Van Damme and his combo. The mood is easy and the music is very listenable. Van Damme is spotlighted on accordion on "You Stepped Out of a Dream," "That Old Feeling," "Charmaine" and "Diane." Nice wax for parties and mood music fans.

## ★★★★ (BIG) TINY'S LITTLE BLACK BOOK

(Big) Tiny Little and His Honky Tonk Piano. Coral CRL 757356 (Stereo & Monaural)—Bright, cheery instrumental renderings of a group of familiar tunes with girls' names, by Tiny Little and his honky-tonk piano. The many songs include "Margie," "Cecilia," "Dinah" and "Tummy." They are handled neatly and skillfully by the ork, and the set makes for good listening.

## ★★★★ TWO FOR THE ROAD

Peuny and Jean. RCA Victor LSP 2244 (Stereo & Monaural)—Here is the nearest thing to a female counterpart of the rash of popular men's folk-oriented groups now sweeping up the disk sales. The young ladies, both 18, do an altogether delightful job of harmonizing in clear, high voices on a neat selection of folk-styled songs, mostly of their own creation. Accompaniment is largely their own guitars with fills from various other instruments. Sample titles would include "Gypsy Laddie," "I Never Will Marry" and "Lass From the Low Country." Pleasant backgrounds are by Jack Marshall, borrowed from Capitol for this date. A talented duo.

## ★★★★ DRUMS AND MORE DRUMS

Dickie Harrell. Capitol ST 1502 (Stereo & Monaural)—Drummer Harrell, with an assist from drummer Roy Harte and an instrumental combo, has a hard-thumping set here which mixes any number of rhythmic ingredients. Jazz, rock and roll and Afro-Cuban are among the most prominent. For the most part it's a wild set full of drum-laden excitement. Titles of the tunes are as colorful as the music itself, with the likes of "Goon Bat," "Thumper-Stumper" and "Chocolate on the Rocks" among the 12 tracks.

## LOW PRICED POPULAR ★★★★★

## ★★★★ TOP POP INSTRUMENTAL HITS

Cyril Stapleton and his Ork. Richmond B 20085—Here is a mighty sharp low-price buy. Maestro Stapleton conducts a solid studio band featuring a lot of colorful brass, in such familiar movies, TV and pop hits as "Mack the Knife," "Peter Gunn," "Theme From a Summer Place" and others. Solid rock wax.

## JAZZ LP'S

STRONG SALES POTENTIAL

## ★★★★ JAZZ WINDS FROM A NEW DIRECTION

Hank Garland. Columbia CL 1572—Nashville guitarist Garland makes his formal debut as group leader on this jazz set. Both he and the vibes man, Gary Burton, appeared on Chet Atkins' "After the Riots at Newport," but neither got as intensive a hearing there as they do here. Supporting the two fine soloists are Brubeck group members, bassist Joe Benjamin, and drummer Joe Morello. The set is a highly exciting jazz collection, for Garland has a fast and fluid technique ranking him with some of the best around today.

## ★★★★ GERRY MULLIGAN MEETS JOHNNY HODGES

Verve. MG 8367—The two jazz luminaries hook up in a delightfully relaxed album of six originals; three by altoist Hodges and three by baritone sax man Mulligan. Fans of both men—who span two eras in jazz from the swing to the modern—can be expected to add this one to their respective collections.

MODERATE SALES POTENTIAL

## ★★★★ LIVE DATE

Buddy De Franco and His Septette. Verve MGVS 68383. (Stereo & Monaural)—The fine swinging sound of the Buddy De Franco clarinet is enhanced here by an all-star septet that includes such jazz names as Barney Kessel, Herb Feldman and Herbie Mann. The set is a nicely organized program of standards that vary in both mood and tempo. Included are such evergreens as "Satin Doll," "Crazy Rhythm" and "My Funny Valentine."

## ★★★★ SUNSET EYES

Teddy Edwards. Pacific Jazz PJ 14—Tenorman Teddy Edwards, and jazzmen Joe Castro, Leroy Vinnegar, Billy Higgins, Ronnie Ball, Ben Tucker and Al Levitt, turn in some mighty tasteful performances here of a group of original jazz items. Most of them were penned by Edwards himself, and the best of these are the title songs, "Teddy's Tune" and "Tempo De Blues." Edwards plays his solos with warmth and feeling and the rest of the men lend solid support. Set will interest modern jazz fans.

## ★★★★ BURNIN'

Paul Bryant. Pacific Jazz PJ 12—Electric organist Bryant (no relation to Columbia (Ray Bryant) is surrounded here by what appears to be his regular trio with the addition of guitarist Jim Hall. It's an easy swinging affair, some seven tracks long, balanced nicely with standards and originals. With the jazz organ as popular as it is, a number of sides can be expected to get jazz jock play. "Churchin'" should definitely be one of them.

## CLASSICAL LP'S

STRONG SALES POTENTIAL

## ★★★★ SOLER: SIX CONCERTI FOR TWO ORGANS

E. Powers and Daniel Pinkham (Organists). Columbia MS 6208 (Stereo & Monaural)—These six works almost anticipated stereo, although composed by Padre Soler in the mid-18th Century. The effect of two organs playing antiphonally against each other with great realism is very striking. The music is fresh and filled with a succession of fascinating devices. E. Power Biggs, one of the largest selling classical organists, is featured on one instrument, and his loyal following will surely rush to get this unique organ album.

## ★★★★ ROSSINI OVERTURES

Philharmonia (Von Karajan). Angel S 35890—Instrumental versions of the six most famous Rossini overtures are contained on this set. Besides the "William Tell," there are "The Italian Girl in Algiers," "Semiramide," "The Barber of Seville," "The Silken Ladder" and "The Thieving Magpie." The Herbert von Karajan readers are excellent as is the top-flight European recording.

## ★★★★ SONGS OF TCHAIKOVSKY

Boris Christoff. Capitol G 7236—Truly a class classical package. The 14 performances are a cross-section of Tchaikovsky's songs for solo voice. Christoff sings them in a bass voice of great quality and technical facility, to an accompaniment of piano and cello. The package includes an artistically conceived pamphlet with English translations of the songs.

## ★★★★ BEETHOVEN: SYMPHONY NO. 3 EROICA

Philharmonia Orchestra (Klemperer). Angel 35853 (Stereo & Monaural)—This edition of the famed "Eroica," was previously available in monophonic form under the No. 35328. This stereo version achieves the expected full measure of added richness and lustre with the added dimension. Despite at least a dozen competing stereo performances, the name value of the conductor and the orchestra here can provide sales worthiness.

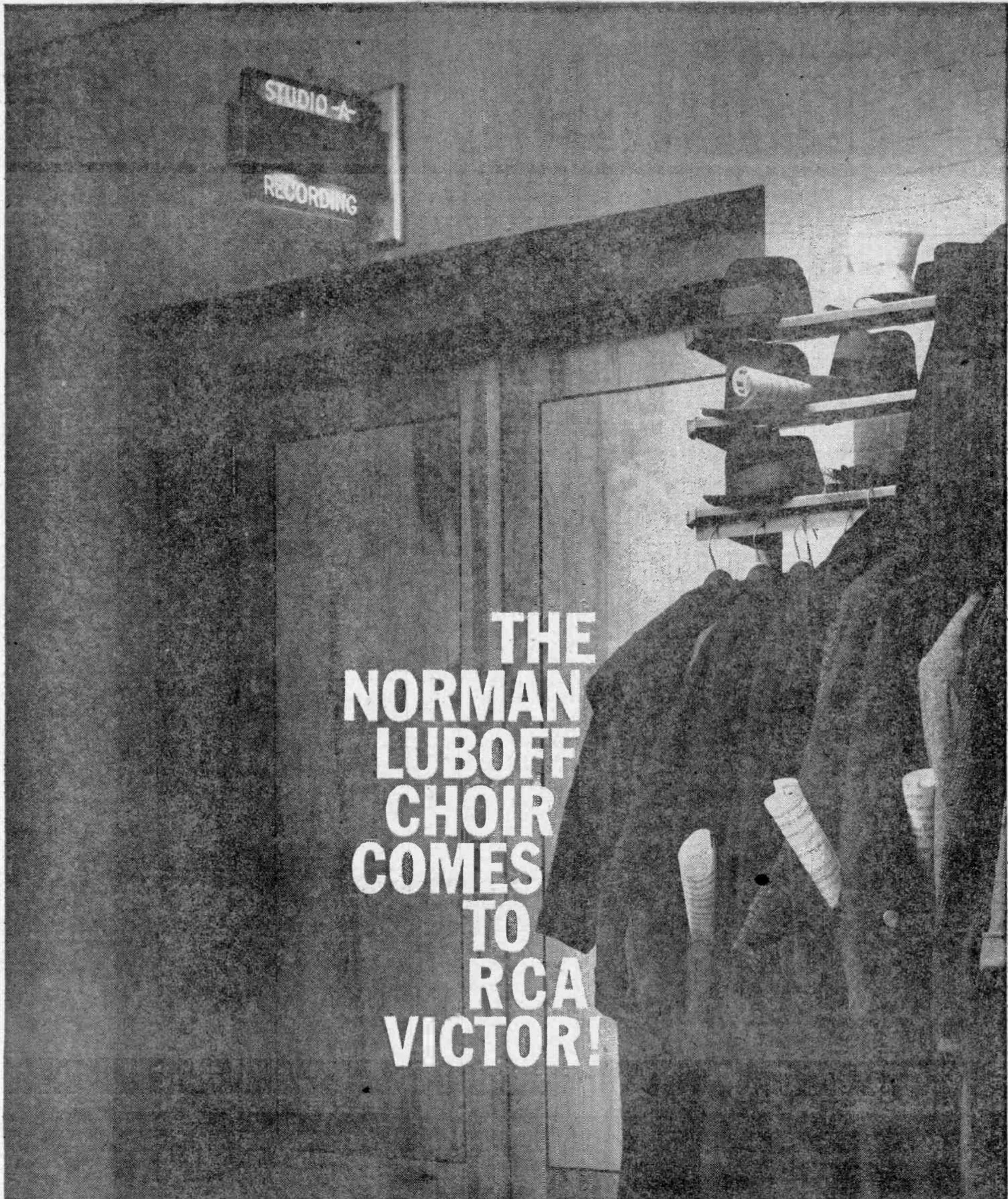
MODERATE SALES POTENTIAL

## ★★★★ HINDEMITH: SONATA FOR OBOE AND PIANO (Gomberg, Oboe; Mitropoulos, Piano)


LOEFFLER: TWO RHAPSODIES FOR OBOE, VIOLA AND PIANO (Gomberg Oboe; Katims, Viola; Mitropoulos, Piano). Columbia ML 5603—As far as can be determined, neither of these interesting, off-beat chamber works have been previously recorded. Though a contemporary composer, the Hindemith style here hews close to the classical chamber tradition. The combination of the two instrumentals is unique as scored here. The two short works by Loeffler have equal appeal with an added (Continued on page 26)

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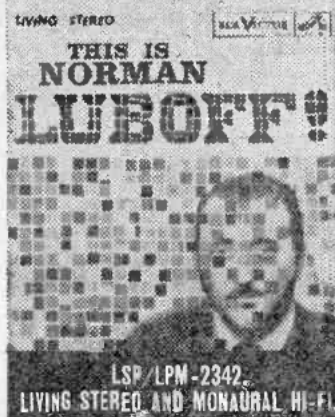
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# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING FEBRUARY 19

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	2	<b>CALCUTTA</b>	By Gaze-Bradike—Published by Pincus-Symphony House (ASCAP)	7
2	1	<b>EXODUS</b> THE EXODUS SONG (This Land Is Mine)	By Gold—Published by Chappell (ASCAP) By Gold-Pat Boone—Published by Chappell (ASCAP)	11
3	4	<b>(WILL YOU LOVE ME) TOMORROW</b>	By Carol King-Jerry Goffin—Published by Aldon (BMI)	9
4	3	<b>WONDERLAND BY NIGHT</b>	By Klaus Guenter Neumann-Lincoln Chase—Published by Roosevelt (BMI)	12
5	6	<b>CALENDAR GIRL</b>	By Greenfield-Sedaka—Published by Aldon (BMI)	6
6	5	<b>SHOP AROUND</b>	By Gordy-Robinson—Published by Jobbett (BMI)	7
7	7	<b>ANGEL BABY</b>	By Rose Hamlin—Published by Figure (BMI)	9
8	8	<b>ARE YOU LONESOME TONIGHT</b>	By Roy Turk-Lou Handman—Published by Bourne-Cromwell (ASCAP)	13
9	10	<b>EMOTIONS</b>	By Mel Tillis and Ramsey Kearney—Published by Cedarwood (BMI)	5
10	17	<b>THERE'S A MOON OUT TONIGHT</b>	By Striano-Luccisano-Gentile—Published by Rob-Ann (BMI)	3
11	21	<b>PONY TIME</b>	By D. Corvay-J. Berry—Published by Alan K (BMI)	3
12	—	<b>WHEELS</b>	By J. Parker—Published by Reis (BMI)	1
13	16	<b>WINGS OF A DOVE</b>	By Bob Ferguson—Published by B Gee Music (BMI)	7
14	28	<b>DEDICATED TO THE ONE I LOVE</b>	By Pauling-Bass—Published by Armo (BMI)	2
15	15	<b>ONCE IN A WHILE</b>	By Green and Edwards—Published by Miller (ASCAP)	5
16	30	<b>BABY SITTING BOOGIE</b>	By Torres-Stephens—Published by Dundee (BMI)	2
17	9	<b>RUBBER BALL</b>	By A. Schroeder-A. Orlowski—Published by Arch (ASCAP)	10
18	25	<b>WHERE THE BOYS ARE</b>	By Greenfield-Sedaka—Published by Aldon (BMI)	3
19	14	<b>CORINNA, CORINNA</b>	By Parish-Chapman-Williams—Published by Mills (ASCAP)	9
20	22	<b>ALL IN MY MIND</b>	By Brown—Published by Figure (BMI)	3
21	11	<b>NORTH TO ALASKA</b>	By Phillips—Published by Robbins (ASCAP)	16
22	26	<b>THE STORY OF MY LOVE</b>	By Paul Anka—Published by Spanka (BMI)	2
23	—	<b>DON'T WORRY (LIKE ALL THE OTHER TIMES)</b>	By Marty Robbins—Published by Marty's (BMI)	1
24	12	<b>MY EMPTY ARMS</b>	By Al Kasha-Hank Hunters—Published by Merrimac (BMI)	4
25	19	<b>I COUNT THE TEARS</b>	By Pomus and Shuman—Published by Brenner (BMI)	5
26	13	<b>LAST DATE</b> MY LAST DATE (WITH YOU)	By Floyd Cramer—Published by Acuff-Rose (BMI) By Skeeter Davis, Boudelaux Bryant, Floyd Cramer—Published by Acuff-Rose (BMI)	16
27	20	<b>THERE SHE GOES</b>	By E. Miller-D. Haddock-W. S. Stevenson—Published by Four Star (BMI)	3
28	23	<b>THEME FROM THE APARTMENT</b>	By Charles Williams—Published by Mills (ASCAP)	24
29	18	<b>SAILOR (YOUR HOME IS IN THE SEA)</b>	By Scharfenberger-Busch—Published by Garland Music (ASCAP)	13
30	24	<b>PEPE</b>	By D. Langdon-H. Wittstatt—Published by Shapiro-Bernstein (ASCAP)	4

## RECORDING AVAILABLE (Best Selling Record Listed in Bold Face)

- CALCUTTA** — Four Preps, Cap 4508; Werner Muller, Dec 31189; Vico Torriani, London 1965; Valiants, Col 41931; Lawrence Welk, Dot 16161.
- EXODUS**—Pat Boone, Dot 16176; Ferrante and Telcher, United Artists 274; Mantovani, London 1953; Medallion Strings, Medallion 602.
- (WILL YOU LOVE ME) TOMORROW**—Shirley, Scepter 1211.
- WONDERLAND BY NIGHT** — Anita Bryant, Carlton 537; Bert Kaempfert, Dec 31141; Louis Prima, Dot 16151.
- CALENDAR GIRL**—Neil Sedaka, Vic 7829.
- SHOP AROUND**—Miracles, Tamla 5403.
- ANGEL BABY**—Charles Brown, King 5439; Rosie and the Originals, Highland 500; Sandra Teen, Impact 4.
- ARE YOU LONESOME TONIGHT** — Al Jolson, Dec 27043; Jaye P. Morgan, MGM 12752; Elvis Presley, Vic 7810.
- EMOTIONS** — Brenda Lee, Dec 31195; Don Reno/Red Smiley, King 579.
- THERE'S A MOON OUT TONIGHT**—Pat Boone, Dot 16176; Capris, Old Town 1094.
- PONY TIME**—Chubby Checker, Parkway 818; Don Corvay & the Goodtimers, Arnold 1002; Twi-Lites, King 5461.
- WHEELS**—String-A-Longs, Warwick 603; Billy Vaughn, Dot 16174.
- WINGS OF A DOVE**—Paul Clayton, Monument 432; Ferlin Husky, Cap 4406; Kitty White, Dot 16157.
- DEDICATED TO THE ONE I LOVE**—Five Royales, King 5453; June and Joy, Dot 16134; Shirrelles, Scepter 1203.
- ONCE IN A WHILE**—Chimes, Tag 444; Sensationals, Candix 306.
- BABY SITTING BOOGIE** — Buzz Clifford, Col 41876.
- RUBBER BALL** — Bobby Vee, Liberty 55287.
- WHERE THE BOYS ARE**—Connie Francis, MGM 12971.
- CORINNA, CORINNA**—Ray Peterson, Dunes 2002.
- ALL IN MY MIND**—Torri Anders, Chief 7027; Maxine Brown, Nomar 103; Linda Hopkins, Brunswick 55202; Bobby Marchan, Fire 1035; Dakota Staton, Cap 4512.
- NORTH TO ALASKA** — Johnny Horton, Col 41782.
- MY EMPTY ARMS**—Jackie Wilson, Brunswick 55201.
- THE STORY OF MY LOVE** — Paul Anka, ABC-Paramount 10168; Conway Twitty, MGM 12748.
- DON'T WORRY (LIKE ALL THE OTHER TIMES)**—Tony Martin, Dot 16181; Marty Robbins, Col 41922.
- MY EMPTY ARMS**—Jackie Wilson, Brunswick 55201.
- I COUNT THE TEARS**—Drifters, Atlantic 2087.
- LAST DATE**—Floyd Cramer, Vic 7775; Skeeter Davis, Vic 7825; Joni James, MGM 12933; Dick Lory, Liberty 55393; Lawrence Welk, Dot 16145.
- THERE SHE GOES**—Patsy Cline, Dec 31128; Linda Lee, Shasta 146; Jerry Wallace, Challenge 59098.
- THEME FROM THE APARTMENT** — Ferrante and Telcher, United Artists 231; Jack Lemmon, Epic 9399.
- SAILOR (YOUR HOME IS IN THE SEA)**—Lolita, Kapp 349.
- PEPE**—Ronnie Aldrich, London 1951; Les Baxter Ork & Chorus, Cap 4489; Russ Conway, Cub 9084; Duane Eddy, Jamie 1175; Shirley Jones, Colpix 180; Stu Phillips, Colpix 174; Jack Pleis, Dec 31184.

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## Reviews and Ratings of New Albums

Continued from page 24

richness provided by the presence of the viola. The performers have substantial name value which can create attention for this package, if dealers chose to expose it.

★★★ **BADINGS: CAPRICCIO FOR VIOLIN AND TWO SOUND TRACKS** (Vermeuler, Violin); **GNESE (MUSIC FOR FIVE AUDIO-FREQUENCY OSCILLATORS); EVOLUTIONS-BALLET SUITE; RAJAJMAKERS: CONTRASTS**  
Epic BC 1118—This venture into electronic music is one of the most successful yet. The ballet suite, titled "Evolution," is curiously moving and begins to resemble orthodox musical forms. The other three works are of varying interest, perhaps the most striking being one which uses a violin along with the taped effects. Will appeal to the ultra-modernist and the sound-faddist. Also makes good stereo demo disk.

★★★ **HANDEL: LOVE IN BATH**  
Royal Philharmonic Orchestra (Beecham) Angel 35504 (Stereo & Monaural)—Admirers of Sir Thomas Beecham are sufficiently numerous to move this LP. The work is a compilation of various excerpts from Handel suites. The result is some distance removed from authentic Handel, but is nevertheless diverting.

★★★ **SERATA NAPOLETANA**  
I Musici, Epic BC 1119 (Stereo & Monaural)—Four works by early Neapolitan composers are played with grace and charm by I Musici, who specialize in this sort of music. The works by A. Scarlatti, Leo, Durante and Pergolesi are in turn elegant and spirited. Dealers should alert buyers of Baroque music to this set, which makes available works that are not otherwise on disk.

### SPECIALTY LP'S

★★★★ **STRONG SALES POTENTIAL**

### LATIN AMERICAN

★★★★ **JAVIER SOLIS EN NEW YORK**  
Columbia EX 5028—The chanter, who had the fabulous hit, "You Will Cry, You Will Cry," which sold a couple of million in Latin America, is recorded here with a lush background provided by Chuck Anderson. This orchestration departs from the mariachi style, and presents the artists in a more universal frame. His songs are great standards, such as "You Belong to My Heart," "Night and Day," "Siboney," "Perfidia," etc. Fine sides.

### INTERNATIONAL

★★★★ **THE HEART OF ITALY**  
Nicola Arigliano with Pino Calvi's Orchestra, Capitol ST 10266 (Stereo & Monaural)—Soft string backgrounds and smooth singing are the hallmark of this very listenable and soothing set of 12 tunes sung by Italian baritone Nicola Arigliano. Most of the tunes are sung in Italian which augments rather than hinders their romantic quality. Among the fine sides are "Impossible," "Arrivederci" and "Solo Vado." Some of the tracks are sung in English, like "Giro, Giro" and the trace of an accent adds to their charm.

★★★ **MODERATE SALES POTENTIAL**

### LATIN AMERICAN

★★★ **ELLA... LA QUE SE FUE**  
Joe Alfredo Jimenez, Columbia EX 5027—This album showcases the work of Mexican composer Jose Alfredo Jimenez, noted writer in the Latin field. Material is made up primarily of rancheras, with some corridos, huapangos, etc. The sides are mostly instrumentals, with some vocals. They are in the authentic style, accenting melody and touched with color and dramatic quality.

★★★ **MY MEXICO**  
Maria De Lourdes, Capitol ST 10249 (Stereo & Monaural)—From its Capitol-of-the-World series, the label introduces a rich-throated Mexican contralto singer of pop songs of that nation, to the colorful and striking accompaniment of a great mariachi band, known as Mariachi Jalisco. The attractive thrush bases her program on the idea of birds as a symbol of love with such translated titles as "Frisolous Swallow," "Weep, Dove, Weep," "Little Mountain Bird," etc. A most attractive performance.

★★★ **CHELO SILVA**  
Columbia EX 5030—Chelo Silva is a deep-voiced girl who uses her vocal equip-

ment to advantage in a collection of boleros. Altho a dozen songs featuring the same basic rhythm is likely to provoke a feeling of sameness, the Texas lass gets enough shading of emotion into them to provide a change of pace.

### INTERNATIONAL

★★★ **MEET HEIDI BRUHL**  
Epic LF 18011—The Continental thrush has much charm. The vocals are both in English and German, to a background which is modern and rhythmic. Material includes "Mister Love," "Suddenly" and "Lonely Guitar." The vocals have a fresh, live sound. Sides will prove worthwhile programming for jockeys seeking talent not too well known here.

★★★ **A VISIT TO SWITZERLAND**  
Various Artists, Capitol ST 10264 (Stereo & Monaural)—Tourists who have visited Switzerland will find this an authentic reminder of the music heard there. It consists of several groups performing almost every variety of Swiss music, including yodelling, waltzes and polkas, some being plain instrumentals, others vocals, and some using such native instruments as alcohorn and bells. All are well done and enjoyable.

### LOW PRICED COUNTRY & WESTERN

★★★ **THE FAMOUS CARTER FAMILY**  
Harmony HL 7280—This collection of recordings by the Carter Family, most of them waxed in 1935, will be of interest to the group's many fans and to serious followers of country music. Tunes include "My Clinch Mountain Home," "Worried Man Blues," "Can the Circle Be Unbroken" and "Keep on the Sunny Side." Good wax at the price, and most country fans will overlook the recording quality, which is somewhat inferior by today's standards.

### SACRED

★★★ **OLD TIME RELIGION**  
Wendy Bagwell and the Sunliters. (Sky-lite SRLF 5978)—Another new group is introduced to recordings by Sky-lite which has already brought forth a number of fine gospel groups in addition to LP's by the co-owners of the label, the Statesmen and the Blackwood Brothers. The group here is a trio, composed of leader Wendy Bagwell and his two female colleagues, Jerri Morrison and Jan Buckner. They sing with a listenable quality of devotion a number of gospel songs composed by Bagwell himself. Good wax for Bible Belt stores.

### FOLK

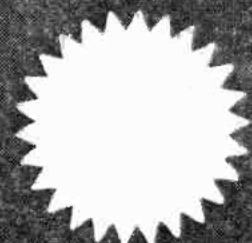
★★★ **LEISURE TIME WITH STAN WILSON**  
Verve MG 2140—Folk singer Stan Wilson sings a wide and varied program of folk-oriented music which includes such diverse items as "St. James Infirmary," the calypso "Ugly Woman," the ballade "Green-sleeves" and the poppy "Baltimore Oriole." Wilson accompanies himself throughout on guitar. The disk should sell where there is a demand for folk material.

## Jablonski Pens New Harold Arlen Tome

NEW YORK—Critic and writer Eddie Jablonski has penned a tome on cleffer Harold Arlen called "Happy With the Blues." The book is published by Doubleday & Company, and is due for release in two weeks. The book is a compendium of the songwriter's life, starting with his early life in Buffalo and taking Arlen through "Saratoga" and up to his latest show, "A Blues Opera." There are also a group of nostalgic pictures of Arlen, with musical comedy stars of the '20's and '30's. It's a fulsome tribute to one of America's top writers, who deserves to be better known than he is by the general public, who have been whistling his songs, from "Stormy Weather" to "Blues in the Night" for four decades.

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MUSIC WEEK

## HOT 100

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	STAR PERFORMERS showed the greatest upward progress on Hot 100 this week. Indicates that 45 r.p.m. stereo single version is available. Indicates that 33 1/3 r.p.m. stereo single version is available.	TITLE	Artist, Company	Record No.	STEREO	WEEKS ON CHART
1	2	2	3		CALCUTTA	Lawrence Welk, Dot 16161			10
2	1	1	4		(WILL YOU LOVE ME) TOMORROW	Shirley, Scepter 1211			13
3	4	5	7		SHOP AROUND	Miracles, Tamla 54034			10
4	5	7	8		CALENDAR GIRL	Nell Sedaka, RCA Victor 7829			9
5	3	3	2		EXODUS	Ferrante and Telcher, United Artists 274			14
6	7	6	5		ANGEL BABY	Rosie and the Originals, Highland 1011			10
7	8	8	13		EMOTIONS	Brenda Lee, Decca 31195			7
8	6	4	1		WONDERLAND BY NIGHT	Bert Kaempfert, Decca 31141			14
9	15	31	49		PONY TIME	Chubby Checker, Parkway 818			4
10	16	21	36		THERE'S A MOON OUT TONIGHT	Capris, Old Town 1094			7
11	12	12	14		ONCE IN A WHILE	Chimes, Tag 444			16
12	13	16	16		WINGS OF A DOVE	Ferlin Husky, Capitol 4406			12
13	27	47	68		DEDICATED TO THE ONE I LOVE	Shirley, Scepter 1203			4
14	24	35	55		BABY SITTIN' BOOGIE	Buzz Clifford, Columbia 41876			6
15	32	22	34		WHEELS	String-A-Longs, Warwick 603			6
16	20	30	42		WHERE THE BOYS ARE	Connie Francis, MGM 12071			5
17	21	46	67		THE STORY OF MY LOVE	Paul Anka, ABC-Paramount 10168			5
18	9	15	17		MY EMPTY ARMS	Jackie Wilson, Brunswick 55201			6
19	28	33	47		ALL IN MY MIND	Maxine Brown, Nomar 102			7
20	10	9	9		RUBBER BALL	Bobby Vee, Liberty 55287			12
21	11	10	6		ARE YOU LONESOME TONIGHT	Elvis Presley, RCA Victor 7810			14
22	18	20	29		PEPE	Duane Eddy, Jamie 1175			9
23	17	17	22		I COUNT THE TEARS	Drifters, Atlantic 2087			9
24	14	11	10		CORINNA, CORINNA	Ray Peterson, Dunes 2002			13
25	31	42	53		GOOD TIME BABY	Bobby Rydell, Cameo 186			4
26	29	34	45		SPANISH HARLEM	Ben E. King, Atco 6185			7
27	38	52	78		WHAT A PRICE	Fats Domino, Imperial 5723			4
28	48	72	—		DON'T WORRY (LIKE ALL THE OTHER TIMES)	Marty Robbins, Columbia 41922			3
29	26	26	41		THERE SHE GOES	Jerry Wallace, Challenge 59098			8
30	22	25	32		C'EST SI BON	Conway Twitty, MGM 12969			7
31	40	71	74		JIMMY'S GIRL	Johnny Tillotson, Cadence 1391			6
32	44	62	—		YOU CAN HAVE HER	Roy Hamilton, Epic 9434			3
33	33	43	—		I'M LEARNING ABOUT LOVE	Brenda Lee, Decca 31195			3

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	STAR PERFORMERS showed the greatest upward progress on Hot 100 this week. Indicates that 45 r.p.m. stereo single version is available. Indicates that 33 1/3 r.p.m. stereo single version is available.	TITLE	Artist, Company	Record No.	STEREO	WEEKS ON CHART
34	37	53	57		ANGEL ON MY SHOULDER	Shelby Flint, Vallant WB 6001			8
35	19	13	12		NORTH TO ALASKA	Johnny Horton, Columbia 41782			22
36	42	59	83		AIN'T THAT JUST LIKE A WOMAN	Fats Domino, Imperial 5723			4
37	25	19	18		SAILOR (YOUR HOME IS IN THE SEA)	Lolita, Kapp 349			17
38	41	45	44		UTOPIA	Frank Earl, Crusade 1020			9
39	49	73	93		RAM-BUNK-SHUSH	Ventures, Dolton 32			4
40	52	67	—		EBONY EYES	Everly Brothers, Warner Bros. 5199			3
41	46	51	66		NO ONE	Connie Francis, MGM 12971			5
42	35	57	62		LOST LOVE	H. B. Barnum, Eldo 111			6
43	55	56	81		GHOST RIDERS IN THE SKY	Ramrods, Amy 813			6
44	71	—	—		WALK RIGHT BACK	Everly Brothers, Warner Bros. 5199			2
45	78	96	—		GEE WHIZ (LOOK AT HIS EYES)	Carla Thomas, Atlantic 2086			3
46	66	—	—		LITTLE BOY SAD	Johnny Burnette, Liberty 55298			2
47	50	64	73		WHAT WOULD I DO	Mickey and Sylvia, RCA Victor 7811			7
48	67	83	94		APACHE	Jorgen Ingmann, Atco 6184			4
49	80	100	—		WAIT A MINUTE	Coasters, Atco 6186			3
50	94	—	—		LAZY RIVER	Bobby Darin, Atco 6188			2
51	61	66	69		AGE FOR LOVE	Jimmy Charles, Promo 1003			9
52	56	84	—		DANCE BY THE LIGHT OF THE MOON	Olympics, Arvee 5020			10
53	51	44	60		TEAR OF THE YEAR	Jackie Wilson, Brunswick 55201			4
54	36	39	35		MAGNIFICENT SEVEN	Al Caiola, United Artists 261			11
55	62	77	—		(I WANNA) LOVE MY LIFE AWAY	Gene Pitney, Muscor 1002			3
56	23	14	11		LAST DATE	Floyd Cramer, RCA Victor 7775			19
57	39	18	15		A THOUSAND STARS	Kathy Young and the Innocents, Indigo 108			17
58	58	63	85		THEM THAT GOT	Ray Charles, ABC-Paramount 10141			5
59	30	40	50		IF I DIDN'T CARE	Platters, Mercury 71749			6
60	45	41	51		DON'T BELIEVE HIM, DONNA	Lenny Miles, Scepter 1212			7
61	65	69	75		LEAVE MY KITTEN ALONE	Little Willie John, King 5452			4
62	34	23	30		HOOCHIE COOCHIE COO	Hank Ballard and the Midnighters, King 5430			11
63	53	54	61		FIRST TASTE OF LOVE	Ben E. King, Atco 6185			7
64	70	82	90		EXODUS SONG (THIS LAND IS MINE)	Pat Boone, Dot 16176			4
65	47	49	64		AT LAST	Etta James, Argo 5380			5
66	73	—	—		WHEELS	Billy Vaughn, Dot 16174			2
67	86	—	—		HAVIN' FUN	Dion, Laurie 3081			2

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	STAR PERFORMERS showed the greatest upward progress on Hot 100 this week. Indicates that 45 r.p.m. stereo single version is available. Indicates that 33 1/3 r.p.m. stereo single version is available.	TITLE	Artist, Company	Record No.	STEREO	WEEKS ON CHART
68	76	78	—		CLOSE TOGETHER	Jimmy Reed, Vee Jay 373			3
69	—	—	—		STAYIN' IN	Bobby Vee, Liberty 55296			1
70	75	80	84		WHEN I FALL IN LOVE	Etta Jones, King 5424			5
71	79	—	—		YOUR FRIENDS	Dee Clark, Vee Jay 372			2
72	90	—	—		MODEL GIRL	Johnny Maestro, Coed 545			2
73	—	—	—		THINK TWICE	Brook Benton, Mercury 71774			1
74	85	90	98		GINNIE BELL	Paul Dino, Promo 2180			4
75	77	86	—		LEAVE MY KITTEN ALONE	Johnny Preston, Mercury 71761			3
76	81	—	—		MOST BEAUTIFUL WORDS	Della Reese, RCA Victor 7833			2
77	95	—	—		ONCE UPON A TIME	Rochell and the Candles, Swingin' 623			2
78	69	81	—		CERRY PINK AND APPLE BLOSSOM WHITE	Jerry Murad's Harmonicals, Columbia 41816			7
79	84	87	87		PONY TIME	Don Corvey and the Goodtimers, Arnold 1002			4
80	87	98	—		HONKY TONK, PART II	Bill Doggett, King 5444			3
81	82	85	88		DEDICATED TO THE ONE I LOVE	Five Royales, King 5453			4
82	54	56	65		THE MUSKRAT RAMBLE	Freddy Cannon, Swan 4066			6
83	89	99	—		BYE, BYE, BABY	Mary Wells, Motown 1003			3
84	88	95	100		CHARLENA	The Seattles, J C 116			4
85	92	—	—		KEEP YOUR HANDS OFF OF HIM	Damita Jo, Mercury 71760			2
86	43	37	31		EXODUS	Mantovani, London 1953			13
87	—	—	—		YOU'RE THE BOSS	La Vern Baker and Jimmy Ricks, Atlantic 2090			1
88	64	50	56		WHAT AM I GONNA DO	Jimmy Clanton, Ace 607			6
89	59	28	19		WONDERLAND BY NIGHT	Louis Prima, Dot 16151			14
90	—	—	—		TUNES OF GLORY	Cambridge Strings, London 1960			1
91	63	38	33		YOU ARE THE ONLY ONE	Ricky Nelson, Imperial 5707			8
92	100	—	—		DON'T LET HIM SHOP AROUND	Debbie Dean, Motown 1007			2
93	97	—	—		FOR MY BABY	Brook Benton, Mercury 71774			2
94	99	—	—		COWBOY JIMMY JOE	Lolita, Kapp 370			2
95	60	36	25		LOVEY DOVEY	Buddy Knox, Liberty 55290			9
96	98	—	—		CERVEZA	Bert Kaempfert, Decca 30866			2
97	—	—	—		CHEERIE	Bobby Rydell, Cameo 186			1
98	—	—	—		A TEXAN AND A GIRL FROM MEXICO	Anita Bryant, Carlton 538			1
99	96	—	—		CALCUTTA	Four Preps, Capitol 4508			2
100	—	—	—		WHAT ABOUT ME	Don Gibson, RCA Victor 7841			1

# & TOMORROW'S TOPS

## BUBBLING UNDER THE HOT 100

1. PLEASE LOVE ME FOREVER  
.....Kathy Jean and Roomates, Valmor 007
2. A LOVER'S QUESTION  
.....Ernestine Anderson, Mercury 71772
3. BEWILDERED.....James Brown, King 5442
4. I'M TIRED.....Ray Peterson, RCA Victor 7845
5. HEARTS OF STONE.....Bill Black's Combo, Hi 2028
6. CALL ME ANYTIME...Frankie Avalon, Chancellor 1071
7. WATUSI.....Vibrations, Checker 969
8. SOME OF YOUR LOVIN'  
.....Johnny Nash, ABC-Paramount 10181
9. PONY EXPRESS...Danny and the Juniors, Swan 4068
10. HIDEAWAY.....Freddie King, Federal 12401
11. HAPPY BIRTHDAY BLUES  
.....Kathy Young and Innocents, Indigo 115
12. HOLD IT.....James Brown's Band, King 5438
13. BATTLE OF GETTYSBURG.....Fred Darian, J.A.F. 2020
14. TUNES OF GLORY.....Mitch Miller, Columbia 41941
15. CHERRY BERRY WINE...Charley McCoy, Cadence 1390
16. JA-DA.....Johnny and the Hurricanes, Big Top 3063
17. IN JERUSALEM.....Jane Morgan, Kapp 369
18. PLEDGE OF LOVE.....Curtis Lee, Dunes 2003
19. LET'S GO AGAIN (Where We Went Last Night)  
.....Hank Ballard and the Midnighters, King 5459

## TOP MARKET BREAKOUTS

### NEW YORK

- HAVIN' FUN, Dion, Laurie
- THEM THAT GOT,  
Ray Charles, ABC-Paramount
- HONKY TONK, PART II,  
Bill Doggett, King
- AGE FOR LOVE,  
Jimmy Charles, Promo
- KEEP YOUR HANDS OFF OF HIM,  
Damita Jo, Mercury

### LOS ANGELES

- ONCE UPON A TIME,  
Rochell and the Candles, Swingin'
- WHEN I FALL IN LOVE,  
Etta Jones, King
- GINNIE BELL, Paul Dino, Promo
- MODEL GIRL, Johnny Mastro, Coed

### PHILADELPHIA

- (I WANNA) LOVE MY LIFE AWAY,  
Gene Pitney, Musicor

—THINK TWICE, Brook Benton, Mercury

—BEWILDERED, James Brown, King

### PITTSBURGH

- (I WANNA) LOVE MY LIFE AWAY,  
Gene Pitney, Musicor

### MILWAUKEE

- STAYIN' IN, Bobby Bee, Liberty
- A TEXAN AND A GIRL FROM MEXICO,  
Anita Bryant, Carlton
- TUNES OF GLORY,  
Mitch Miller, Columbia
- (I WANNA) LOVE MY LIFE AWAY,  
Gene Pitney, Musicor
- CERVEZA, Bert Kaempfert, Decca

### MIAMI

- CLOSE TOGETHER,  
Jimmy Reed, Vee Jay
- THEM THAT GOT,  
Ray Charles, ABC-Paramount
- WATUSI, Vibrations, Checker

## REVIEWS OF

# THIS WEEK'S SINGLES

### HOT 100: A TO Z

A Texan and a Girl From Mexico	98
A Thousand Stars	57
Age for Love	51
Ain't That Just Like a Woman	26
All in My Mind	19
Angel Baby	74
Angel on My Shoulder	34
Apache	48
Are You Lonesome Tonight	21
At Last	65
Baby Sittin' Boogie	14
Bye, Bye, Baby	83
Calcutta (Four Preps)	99
Calcutta (Wells)	1
Calendar Girl	4
Cerveza	96
C'est Si Bon	30
Charlene	84
Cheerle	97
Cherry Pink and Apple Blossom	78
White	48
Close Together	24
Corinna, Corinna	24
Cowboy Jimmy Joe	52
Dance by the Light of the Moon	52
Dedicated to the One I Love	81
(Royales)	13
Dedicated to the One I Love	13
(Shirelles)	60
Don't Believe Him, Donna	92
Don't Let Him Slip Around	28
Don't Worry (Like All the Other	40
Times)	7
Ebony Eyes	7
Emotions	7
Exodus (Ferrante & Teicher)	86
Exodus (Mantovani)	86
Exodus Song (This Land is Mine)	64
First Taste of Love	63
For My Baby	93
Gee Whiz (Look at His Eyes)	45
Ghost Riders in the Sky	43
Ginnie Bell	25
Good Time Baby	67
Havin' Fun	80
Honky Tonk, Part II	62
Hoochie Cochie Coe	23
I Count the Tears	59
(I Wanna) Love My Life Away	59
No One	33
I'm Learning About Love	31
Jimmy's Girl	85
Keep Your Hands Off of Him	54
Last Date	50
Lazy River	41
Leave My Kitten Alone	75
(Little Willie John)	46
Leave My Kitten Alone (Preston)	46
Little Boy Sad	42
Lost Love	95
Lovey Dovey	54
Magnificent Seven	72
Model Girl	76
Most Beautiful Words	82
Muskrat Ramble, The	18
My Empty Arms	25
No One	25
North to Alaska	11
Once in a While	77
Once Upon a Time	22
Pape	79
Pony Time (Checker)	39
Pony Time (Corvay)	20
Ram-Bunk-Shush	37
Rubber Ball	3
Sailor (Your Home Is in the Sea)	26
Shop Around	69
Spanish Harlem	53
Stayin' In	58
Story of My Love, The	29
Tear of the Year	10
Them That Got	10
There She Goes	10
There's a Moon Out Tonight	10
Think Twice	10
Tunes of Glory	10
Utopia	38
Wait a Minute	49
Walk Right Back	44
What a Price	27
What About Me	100
What Am I Gonna Do	88
What Would I Do	47
Wheels (String-A-Longs)	13
Wheels (Vaughn)	64
When I Fall in Love	70
Where the Boys Are	14
(Will You Love Me) Tomorrow	12
Wings of a Dove	8
Wonderland by Night (Kaempfert)	89
Wonderland by Night (Prima)	89
You Are the Only One	91
You Can Have Her	32
Your Friends	87
You're the Boss	87

the pick of the new releases:

## SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

### Pop

#### ELVIS PRESLEY



**LONELY MAN** (Gladys, ASCAP) (2:42)—**SURRENDER** (Presley, BMI) (1:51)—Elvis Presley will continue his million hit string with this fine pairing. Top side is from his new movie, "Wild in the Country," and it is sung with warmth. Flip, just as strong, is an updated version of "Sorrento." RCA Victor 7850

#### ROSIE



**LONELY BLUE NIGHTS** (Figure, BMI)—Rosie, now on the charts with "Angel Baby," has a fine follow-up here that could also be a big one for the youngster. It's her first for Brunswick. Tune is a slow ballad and features strong vocal gimmicks. Flip is "We'll Have a Chance" (Figure, BMI). Brunswick 55205

#### JIMMY NEWMAN



**EVERYBODY'S DYING FOR LOVE** (Cedarwood, BMI) (2:00)—Here's a wonderfully happy take-off on songs about dying for love that parodies all of the tragedy records, as did "Let's Think About Livin'." Newman sells it with enthusiasm and the backing is bright. Flip is "Just One More Night" (Newkeys, BMI) (2:18). Decca 31217

#### JOE JONES



**CALIFORNIA SUN** (Tyrol-Lloyd, Logan, BMI) (2:21)—Jones could score again with this strong rhythmic tune about the chicks in California. Side also features fine band backing. Flip is "Please Don't Talk About Me When I'm Gone" (Remick, ASCAP) (2:37). Roulette 4344

#### TERRI AND THE KITTENS



**WEDDING BELLES (JUST FOR YOU AND ME)** (Podlor, BMI) (2:17)—Terri, a young thrush with a high-pitched vocal style, handles this snappy item in a bright manner, with a good assist from the group. The side has the sound to move. Flip is "You Cheated" (Balcones, BMI) (2:18). Imperial 5728

#### THE HARPTONES



**THE LAST DANCE** (Winneton, BMI)—**ALL IN YOUR MIND** (Figure, BMI)—The Harptones turn in a strong reading of something of an answer to "Save the Last Dance for Me" on this pretty ballad. Side could easily take off. Flip is an answer to the current Maxine Brown chart entry. Companion 102

### Country & Western

#### RAY PRICE



**THE TWENTY-FOURTH HOUR** (Pamper, BMI) (2:51)—**HEART OVER MIND** (Cedarwood, BMI) (2:42)—The great Ray Price has two more warm and exciting ballads. On top is a powerful weeper delivered with much heart. Flip is a confessional-type ballad that's sold with equal appeal. Watch both. Columbia 41947

#### CARL SMITH



**MORE HABIT THAN DESIRE** (Starday, BMI) (2:35)—**ARE YOU TRUE TO ME** (Cedarwood, BMI) (2:38)—Two strong chanting efforts by Carl Smith, both much in the traditional vein. First effort is a weeper delivered with telling effect while the flip is a bright rhythm ditty sold equally well. Either way here. Columbia 41948

★★★★  
**STRONG SALES POTENTIAL**

#### POPULAR

##### LINDA GREEN

★★★★ **Traded Off**—RCA VICTOR 7851 (3:33)—Linda Green turns in a first-rate performance of this sad tale of a lass traded off to another boy while her boy friend goes out with another girl. There's a recitation, too. Strong side. (Rhythm Enterprises, ASCAP) (2:23)

★★★★ **Honey Buggle**—The chantress tells this rhythm effort with enthusiasm aided by a bright rock backing. Lass can't handle a song and she could have a hit with her first outing here. (Virgo, BMI) (2:20)

##### WANDA JACKSON

★★★★ **Little Charm Bracelet**—CAPITOL 4520—A teen theme is done up in a neat, medium tempo package by the thrush. Nice, listenable wax that could grab spins. (Central Songs, BMI) (2:28)

★★★★ **Riot in Cell Block Number Three**—A wild rocker side in the blues tradition. It's an old tune by Leiber and Stoller and it has quite a sound and a story. Fine performance by the gal. (Quintet, BMI) (2:29)

##### HEIDI BRUHL

★★★★ **Ring of Gold Forever More**—EPIC 9433—Heidi Bruhl, cute young German starlet, sells this current German hit with feeling, over a warm ork arrangement. Worth spins. (Symphony House, ASCAP) (2:58)

★★★★ **Immer Will Ich Dir Gehoren (I'll Belong to You Forever)**—This tune is from the lass' latest movie, and she sings the ballad in pretty fashion, again supported well by the large ork. Two pleasant sides. (2:22)

##### SARAH VAUGHAN

★★★★ **What's the Use — ROULETTE** 4325—Miss Vaughn sounds like her old self on this attractive ballad sung with feeling and style by the thrush. A strong side with a chance. (Kahl, BMI) (3:18)

★★★★ **True Believer**—A bright, breezy novelty is handed a solid vocal by Sassy over smart backing by the ork. Sure to get a lot of exposure. (Marks, BMI) (2:27)

##### RITCHIE ADAMS

★★★★ **The Right Away**—BELTONE 1001—The singer comes through with a good (Continued on page 31)



**STARTING TO BUILD BIG!**  
**STEVE LAWRENCE • PORTRAIT OF MY LOVE** UA 291

**EYDIE GORME • YOURS TONIGHT** UA 292

**DON COSTA • THE MISFITS** UA 286

**BERTELL DACHE • NOT JUST TOMORROW, BUT ALWAYS** UA 290

**RALPH MARGERIE • TRULY** UA 284

**IT'S**

**UNITED  
ARTISTS  
RECORDS**

**ALL THE WAY!**

729 SEVENTH AVE. • NEW YORK 19, N.Y.

# Reviews and Ratings of New Records

Continued from page 29

Interpretation of a swinging rocker that is in good danceable tempo for the kids. It's a driving side that has possibilities. (Stevens, BMI) (2:26)

★★★ No Mistakin' It (I'm in Love)—The chanter turns in a warm performance on this side, too, as he sells a ballad with a lot of feeling over listenable backing. Lad's debut is noteworthy. (Stevens, BMI) (2:34)

## THE TOKENS

★★★★ Tonight I Fell in Love—WARWICK 615—The lads turn in a snappy performance here on a bright rocker that is loaded with gimmicks, and it could easily happen. Watch it. (Halkay, BMI)

★★★ I'll Always Love You—The Tokens perform this rockaballad pleasantly in an old-fashioned manner that is now undergoing a revival. Could get some spins. (Halkay, BMI)

## DORIS DAY

★★★★ Make Someone Happy—COLUMBIA 41944—From the hit musical, "Do Re Mi," comes this pretty tune by Jule Styne and Condon and Green. Miss Day starts it with a spoken bit and the verse and then comes through with a sock reading of the pretty melody. This could go. (Stratford, ASCAP) (3:34)

★★★ Bright and Shiny—Here's a happy samba rhythm ditty by Miss Day. She hands it a bright treatment to a nice arrangement. (Daywin, BMI) (2:35)

## RICHIE ALLEN

★★★★ In a Persian Market—IMPERIAL 5720—The classic is wrapped up in an effective guitar solo by Allen. Could get many spins. Watch it. (Belwin, ASCAP) (2:05)

★★★ Haunted Guitar—Pretty theme is accorded a pleasant guitar solo treatment. (Podlor, BMI) (2:20)

## FRED NEIL

★★★★ Four Chaplains—EPIC 9435—This is the story of the Four Chaplains who went down on the Dorchester during World War II. It is in the vein of many recent history records, and it is worth spins as performed here by Neil. (Arch, BMI) (3:10)

★★★ A Rainbow and a Rose—The warbler comes through with a tender performance on this country-styled tune, which he performs simply over good backing. (Aldon, BMI) (2:25)

## THE KIRBY STONE FOUR

★★★★ The Second Time Around—COLUMBIA 41945—The pretty movie tune by Sammy Cahn and Jimmy Van Heusen is done tastefully here to a shuffling beat. Femme chorus works well with the boys. A spinable side. (Miller, ASCAP) (2:20)

★★★ The Right Approach—The boys chant the title tune from an upcoming picture. They're backed by a swingin' band arrangement and a femme chorus. (Miller, ASCAP) (2:09)

## DALE HAWKINS

★★★★ I Want to Love You—CHECKER 970—Dale Hawkins handles this insinuating rocker with a lot of feeling over a wild and mighty interesting combo backing. A record that has a chance to take off. Watch it. (Arc, BMI) (2:24)

★★★ Grandma's House—A folk-oriented ballad is sung with tenderness by Dale Hawkins over very interesting guitar support. A nice side. (Arc, BMI) (2:21)

## VIC DANA

★★★★ The Girl in My Dreams—DOLTON 34—The soft-voiced chanter bows on the label with a tender performance of a pretty ballad over warm backing. This record has a chance and could happen. (Modern, BMI) (2:08)

★★★ Someone New—The singer sells this attractive ballad well over warm support

from the band again. Two good sides by Dana on his first outing. (Cornerstone, BMI) (2:20)

## CHUCK BERRY

★★★★ I'm Talking About You—CHESS 1779—Chuck Berry handles this wild rocker with his usual enthusiasm over some mighty bright guitar work of his own. The record is exciting and could grab a lot of sales. (Arc, BMI) (1:50)

★★★ Little Star—Chuck Berry changes his style here to intone a gospel-oriented ballad, aided by a femme vocal group. Flip is more in the groove. (Arc, BMI) (2:38)

## FREDDY HOUSTON

★★★★ Don't You Feel It—CARLTON 542—The high-voiced chanter comes through with a solid reading of a bright rocker that moves, even unto the bright choral work. Could happen. Watch it. (Pambill, BMI) (2:18)

★★★ No Love So True—Freddie Houston bows on the label with a modern version of a familiar classical air, "My Heart at Thy Sweet Voice," which he sells in a muted high voice that is most unusual. (Arch, ASCAP) (2:45)

## SANDY STEWART

★★★★ The Richest Girl in the World—UNITED ARTISTS 287—A pretty song, much in the country ballad tradition. Gal sings it with a good deal of style. Neat backing adds to the flavor. This one's worth spins. (Greta, BMI) (2:47)

★★★ Past the Age of Innocence—Here's a pleasant ballad from "The Conquering Hero," recently closed legit show. Miss Stewart handles it in a pleasant, soft way. (Chappell, ASCAP) (2:26)

## WHITEMORE AND LOWE PIANISTS

★★★★ Theme From "Go Naked in the World"—CAPITOL 4522—Here's a mighty listenable helping of moody wax, with duo piano and chorus, handsomely interwoven. This has a chance and qualifies as solid jock wax. (Robbins, ASCAP) (2:37)

★★★ Love Music—From the film, "The Great Imposter," Whitmore and Lowe select a pleasing melodic theme. It's also done with chorus. (Southdale, ASCAP) (2:50)

## FRANK SINATRA

★★★★ The Second Time Around—REPRISE 116—A strong ballad, from the Bing Crosby, Fabian pic, "High Time." Sinatra hands it a listenable, spinable reading, in his debut performance on his own label. (Miller, ASCAP) (2:59)

★★★ Tina—Sammy Cahn and Jimmy Van Heusen turned out this listenable ballad and Sinatra turns in a nice, easygoing reading, in the "Nancy" tradition. (Maraville, ASCAP) (2:55)

## RICHARD MALIBY

★★★★ Manhunt—ROULETTE 4328—This tune is in the vein of Maliby's hit of a few years back, "Man With the Golden Arm." Tune has a solid beat and the ork plays it with fever. Strong side. (Mansion, ASCAP) (2:31)

★★★ Dixie—On this side the band swings out with a rollicking arrangement of the South's own song. Good instrumental wax, but flip has more commercial potential. (Maltby, ASCAP) (2:33)

## THE MECHANICS

★★★★ The Fastest Thing on Wheels—NORMAN 501—This is the story of Harvey, who wanted the fastest thing on wheels, but when he got it he couldn't keep it under control. It ends in a blinding, shattering crash, that is mighty realistic. Wild wax. (Pinpoint, BMI) (2:30)

★★ Trampoline Love Affair—Slight ditty is sung in fair fashion by the group. (Pinpoint, BMI) (2:20)

standard is handed a lovely reading by the lass aided by a first-rate arrangement by the ork. Worth lots of deejay spins. (Robbins, ASCAP) (3:20)

★★★ Accordion—The British thrush turns in another of her fine vocals on this attractive piece of legit material. Good side for jockey spins. As always Miss Lynn sells the tune with style. (Leeds, ASCAP) (2:50)

## THE GAYS

★★★★ Somebody Loves You—DECCA 31209—The oldie is handed a nice, easily swinging reading by the combo here. (Morris, ASCAP) (2:01)

★★★ Promise Me—Unusual ballad receives a tender performance from the group and the backing is tasteful, too. (Stodie, BMI) (2:26)

## STEVE WALES

★★★ Boy Meets Girl—LUTE 6007—Story of the beginning of love between a young lad and a young lass, is handed a good reading by the chanter over listenable backing here. Side could move if exposed. (Karin-Balladeer, ASCAP) (2:00)

★★★ You Can't Take It With You—Steve Wales and the boys handle this happy rocker in pleasant style and the disk could get some action. (Karin-Balladeer, ASCAP) (2:12)

## THE DO RAY MI TRIO

★★★ Old Man River—STEREO-O-CRAFT 3—Bright interpretation of the Jerome Kern standard by the group here that could get deejay exposure. It's in the night clubish groove. (Harms, ASCAP) (2:32)

★★★ Saturday Night Fish Fry—The old Louis Jordan hit is sold with drive here by the trio, and it has a sentimental value, although the style is rather dated. (Preview, ASCAP) (3:05)

## CARMEN McRAE

★★★ Belonging to You—MERCURY 71764—Carmen gets a nice piece of material in this Latin ballad and she makes the most of it. Strings and chorus in the background. (Knottwood, ASCAP) (2:38)

★★★ It's So Much Fun—This Brook Benton-Clyde Otis tune gets a good reading by the thrush. It's a happy sort of ballad that might prove a good seller for Carmen. (Eden, BMI) (2:15)

## FRANK D'RONE

★★★ Yea, Yea, Baby—MERCURY 71777—The boy stomps off in swinging style on this medium-tempo tune. Story has to do with how much he digs his chick, and he sells it strongly. (Lyndale, BMI) (2:04)

★★★ Only Seventeen—This beautiful ballad is handled in sure style by the Na Cole protege. A large string ork and chorus assist. (Wood, ASCAP) (3:04)

## VINNY LEE AND THE RIDERS

★★★ Male Train—ABC-PARAMOUNT 10189—Complete with sound effects and yells Lee gets the old Frankie Lane hit off to a galloping instrumental start. (Walt Disney, ASCAP) (1:50)

★★★ Gambler's Guitar—Lee and his Riders take off on this instrumental version of the Jim Lowe tune at a quick-tempo with strong guitar out front of the small group. (Frederick, BMI) (2:25)

## THE FLORIDIANS

★★★ The Lucky Old Sun—ABC-PARAMOUNT 10185—Lead singer with the group does an exciting job of selling this old hit by Frankie Lane. Interesting rhythmic figures and an original performance might get this play. (Robbins, ASCAP) (2:09)

★★★ I Love Marie—The boys do a nice reading of the ballad on this side. (Singmo, BMI) (2:11)

## HARRY JAMES AND HIS ORCHESTRA

★★★ Jersey Bounce—MGM 12983—The old Benny Goodman hit of some 20 years ago gets a nice ride from James and the boys. Should provide swinging programming. (Lewis, ASCAP) (2:42)

★★★ Theme From Orfeu Negro—The big James trumpet sound is back again on this pleasing Latin theme. Should get a certain amount of play from jocks. (Ross Jungnickel, ASCAP) (2:26)

## CYD AND CHERI

★★★ I'm Lookin' for Blue Eyes—LUTE 6008—The two femmes spell out their search in strong accents on this hard-pushing rocka-ballad. Strong fiddle section is in support. (Kavelin-Berrenbach, BMI) (2:18)

★★★ Lonesome for You—The two gals sing the ballads nicely in a three-quarter-time style. (Kavelin, BMI) (2:28)

## RODNEY AND THE BLAZERS

★★★ Tell Me Baby—DORE 588—"Do you love me" is the theme of this effective rocker sold with warmth by the singer. May get spins. (Meadowlark, ASCAP) (1:48)

★★★ Snow White—His girl is as lovely as Snow White is the story here, and she has as many suitors as Snow White had dwarfs. Pleasant. (Meadowlark, ASCAP) (2:08)

## THE CRITERIONS

★★★ Tangi Tahiti—PRINCE 1210—The lads come through with a very smooth and insinuating performance on this instrumental item, which is in the Martin Denny groove without the gimmicks. Side is worth exposure. (Criterion, ASCAP) (2:07)

★★★ Island Fever—Listenable instrumental on an exotic island kick receives an unusual reading from the rhythm combo here. May get spins. (Criterion, ASCAP) (2:20)

## THE SHILOHS

★★★ The Ballad of the Blue & Gray—KING 5462—The story of two Civil War soldiers. It's started with a stirring narrative passage and it moves into a good vocal against harmonica and guitar. Interest can focus here due to the centennial year of the Civil War opening. (Lois, BMI) (2:11)

★★★ The Rebel Yell—An up-rhythm side, again strongly identified with the Civil War scene and about the fearsome yell of the rebel soldiers on a charge. Duo uses banjo and guitar here. (Lois, BMI) (2:12)

## MARTY HILL

★★★ Somebody—COLUMBIA 41936—Marty Hill, a fiery new singer, turns in a rousing reading here of a bright tune that has excitement. The backing is frantic, too. Could get exposure. (Ripley, BMI) (2:02)

★★★ Mr. Oracle of Love—Marty Hill, new chanter from Montreal, bows on the label with an exciting performance on an uptempo effort that features a colorful arrangement. Listenable debut. (Ripley, BMI) (2:06)

## HERMAN GRIFFIN

★★★ It's You—COLUMBIA 41951—Griffin bows on the label with a strong performance on a listenable, bluesy item. He sells the tune with emotion and if the disk is exposed it could happen. Watch it. (Jobete, BMI) (1:58)

★★★ True Love—Herman Griffin swings this wild rocker with much spirit as he sings about love and what it means to him. He is backed smartly by a femme group. Chanter is in the Ray Charles groove. (Jobete, BMI) (2:16)

## THE COUSINS

★★★ Kili-Watch (Cha Cha Rock)—PALETTE 5070—European group chant brightly (not in English) on bouncy r.&r.-style tune. Song is a big hit in Europe. (Zodiac, BMI) (2:38)

★★★ Fuego (Cha Cha)—Swing Latin theme is sung with verve by the group. (Zodiac, BMI) (2:38)

## ORLE AND THE SAINTS

★★★ Twist and Freeze U.S.A.—BAND BOX 253—Insistent rhythm marks this bouncy novelty-rhythm side with an okay vocal performance. (Band Box, ASCAP) (3:00)

★★★ King Kong—Side has a similar rhythmic feeling to the flip. Can do as well. (Band Box, ASCAP) (3:00)

## THE NIGHT BEATS

★★★ Exotic—SOUND 100—Vivid instrumental theme is wrapped up in an attractive Latin-tempo treatment with r.&r. flavor. Spinable. (Keith, ASCAP) (2:00)

★★★ Cherry Pink and Apple Blossom White—A revival of the Prado hit, more recently a success for the Harmonicats. Flip has the edge here. (1:50)

## FRANKIE BRENT

★★★ Amigos—CAMEO 187—Catchy Latin tempo ditty is sung with verve and showmanship by Brent. (Kaltmann, ASCAP) (2:21)

★★★ Hi Ho Silver—Hip r.&r. version of the 'veteran western "Lone Ranger" song with rocking vocal by Brent and solid backing. (Keith, ASCAP) (2:04)

## EBB TONES

★★★ Boogie Woogie—BEE 301—The old Tommy Dorsey hit, written by Pinetop Smith, gets a rockin' updating by the group, with a sax and guitars in the spotlight. Piano also comes in for a boogie solo spot. (Melrose, ASCAP) (2:26)

★★★ Rebel Beat—A blues instrumental by the group. Guitars predominate here. Good dance rhythm side. (Stearly, BMI) (1:47)

## JERRY COLONNA

★★★ 101 Dalmatians—VISTA 367—Colonna warbles in his own imitable fashion on a cute tune from the new Disney cartoon feature. Spinable wax for jocks with small fry dialers. (Wonderland, BMI) (1:55)

★★★ Cruella De Ville—Amusing song from the same film is sung with showmanship by the comedian. (Walt Disney, ASCAP) (2:31)

## CLEO JONS

★★★ All of Everything—RCA VICTOR 7848—Thrush sings with feeling and emotional impact on a moving gospel-flavored theme. (Roosevelt, BMI) (2:44)

★★★ The Shortest Distance—Swing tune is sung with style and personality by gal. Merits spins. (Mara, ASCAP) (2:32)

## FELICE BRYANT

★★★ I Don't Believe in Wishing Any More—HICKORY 1139—The femme half of the Bryants' clefting team bows as a singer on this disk and its a commendable performance of a warm ballad penned by herself and hubby Boudleaux. Side could get many performances. (Acuff-Rose, BMI) (2:12)

★★★ Magic World of Love—A lovely Italian tune is handed another first-rate

reading by Felice Bryant here, aided again by classy backing. Flip is stronger. (Acuff-Rose, BMI) (2:15)

## HARVEY

★★★ The First Time—CHESS 1781—A light little ballad receives a pretty performance from Harvey, aided by a large ork backing. Side presents Harvey in a new light and could get some action. (BMI) (2:40)

★★★ Mama—Harvey sells this happy novelty with a lot of spirit aided by some exciting backing. It has a chance for exposure. (BMI) (2:38)

## THE TREND-ELS

★★★ I'm So Young—TILT 779—Another reprise of a familiar teen thought, this time by a high-voiced, almost soprano chanter. It's a slow rockaballad, much in the style of older rock material that's having a revival now. (Vance, BMI) (2:26)

★★★ Don't You Hear Me Calling, Baby—A rocker blues. The lead here is a growling type of rock cat. Material is built on blues lines. (Condor, BMI) (2:25)

## TOMMY MOSLEY

★★★ My Melancholy Baby—ARVEE 5021—With the rhythm section supplying a back beat kick. Mosley takes the old standard at rockaballad gait. Background is embellished by strings and walling tenor sax. (Shapiro-Bernstein, ASCAP) (2:09)

★★★ Pretending—The boy does a commendable job on the oldie in something of a rumba tempo. String section assists. (Criterion, ASCAP) (2:25)

## MARIE ANN

★★★ High Heel Shoes—WARWICK 605—"I want a pair of high heel shoes" sings the lass on this teen-age lament. Cute song sung with spirit by Marie Ann. Worth spins. (Selma, BMI)

★★★ Dream Boy—On this side the young thrush sings of her dream boy aided by a backing from a male vocal group and trippers on the piano. (Selma, BMI)

## DOTTY WALTERS

★★★ Maybe Baby Maybe—COLUMBIA 41935—The lass comes through with a pleasant performance on the pretty ballad over warm support by the Don Rakke ork. Worth spins. (Leeds, ASCAP)

★★★ Wonder Who—Dottie Walters has a bright novelty here and she sings it with feeling aided by a vocal group in the backing. (Meridian, BMI) (2:40)

## PATSY RAYE

★★★ If You Don't Want Me To—ROULETTE 4307—Miss Raye thrushes a plaintive love ballad, aided by a chorus and a pleasant arrangement. Gal has a country sound and style. (Tree, BMI)

★★★ Toss in My Sleep—Here's an upbeat tune with a westernish rhythm in a minor setting. It's a weeper with moderate potential. Chorus again assists. (Cormar, BMI) (2:07)

## THE FRANTICS

★★★ San Antonio Rose—DOLTON 33—The Frantics come through with a bright, smart reading of the oldie featuring rhythm organ. Could get some action. (Bourne, ASCAP) (1:59)

★★★ Trees—The Joyce Kilmer tune receives a weak instrumental reading from the group with a sax in the lead. (Schirmer, ASCAP) (2:48)

## THE CONDUCTOR

★★★ Pony Train—JAMIE 1177—The Conductor follows the Hank Ballard trend with this twistin' styled disk that moves. It's got a chance for coins with exposure. (Shapiro-Bernstein, ASCAP) (2:20)

★★★ Bla, Bla, Cha Cha Cha—So-so cha cha is handed a fair go by the singer. (Shapiro-Bernstein, ASCAP) (2:05)

## TOMPALL & THE GLASERS

★★★ Yakety-Yak—RICH 1004—A pounding, rockin' revival of the Coasters' hit. The group handles it in solid style with a novelty feeling and the side could get support. (Tiger, BMI) (1:50)

★★★ Cry of the Wild Goose—The group essays the minor flavor of "Ghost Riders," in this tune by Terry Gilkyson. Okay performance but flip has an edge. (American, BMI)

## JEFF HOWARD

★★★ Please—TITAN 1713—With a chorus of femmes chirping in the background, Jeff swings into a very strong vocal of a fast rocker that moves. (Dolly Bee-Clasky, BMI) (2:28)

★★★ I Can't Understand—Slow ballad show the singer's voice off pretty well, but otherwise is weak. (Dolly Bee-Clasky, BMI) (2:25)

## JOHANNA VALENTE

★★★ Gentle Giant—TOP RANK 2098—

(Continued on page 32)

★ ★ ★  
MODERATE SALES POTENTIAL

## POPULAR

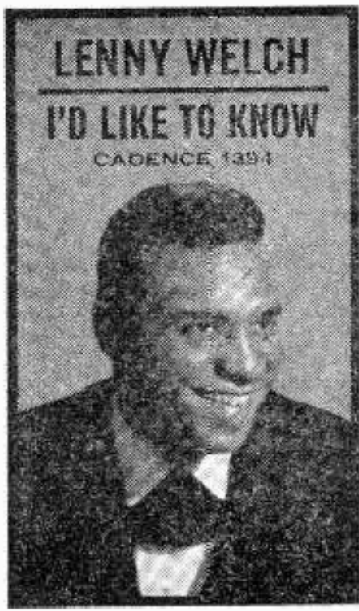
### THE HOLLYWOOD VINES

★★★ Crusin'—CAPITOL 4511—An instrumental built on a blues riff. Guitars are spotlighted. Listenable wax. (Beechwood, BMI) (2:19)

★★★ When Johnny Comes Sildin' Home—A rocker instrumental which employs the melody of "When Johnny Comes Marching Home." Fair effort. (Beechwood, BMI) (2:15)

## VERA LYNN

★★★ Again—MGM 12976—The fine



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## • Reviews and Ratings of New Records

• Continued from page 31

Cute novelty about the strong man on the sports teams. Arrangement has a nice Latin touch and the lass sings well. (Trinity, BMI) (1:55)

★★ **Lavender Doll**—The girl has lavender duds and knows how to wear 'em. Vocal chorus and compo do the backing. (Trinity, BMI) (1:52)

### ★★★★ STRONG SALES POTENTIAL

#### JAZZ

##### ART BLAKEY & THE JAZZ MESSENGERS

★★★★ **Lester's Left Town**—BLUE NOTE 1789—Here's an up-beater by the Messengers built on a simple, descending riff. There's a lot of cymbal here along with the exposition of the theme by unison horns. Title has reference to the late Lester (Prez) Young. (Ecaroh, ASCAP)

★★★ **It's Only a Paper Moon**—An out-trumpet solo begins this swinging version of the Arlen-Rose-Harburg favorite album by the group. (Harms, ASCAP) 5

##### THE THREE SOUNDS

★★★★ **Love for Sale**—BLUE NOTE 1793—Here's Cole Porter's tune done up in a new dress, beginning with a long bass solo, followed by a piano expression of the melody. Drums are the third party here. A stylish arrangement that's mighty listenable. (Harms, ASCAP)

★★★ **On Green Dolphin Street**—A slower rhythm side featuring another older melody. A lot of flashy and interesting piano work by Gene Harris here. Both takes are excerpts from an album. (Feists, ASCAP)

### ★★★ MODERATE SALES POTENTIAL

##### STANLEY TURRENTINE

★★★ **Minor Chant**—BLUE NOTE 1781—A breathy tenor saxophone breaks the way here, in an extended phrasing of the theme, in a minor setting. Tenor solo carries most of the way through, with a smattering of piano. (Groove, BMI)

★★★ **Little Sheri**—Softer, moodier blowing on this side with the horn again much in the spotlight backed neatly by piano and rhythm. (Groove, BMI)

##### J. C. DAVIS

★★★ **The Spill (Parts I & II)**—ARGO 5382—The combo takes off on a swingy driving item that rocks. It has a beat that the kids can dance to and an occasional comment by the orkster that adds life to the disk. Could get juke coins. (Arc, BMI) (2:03 & 2:20)

### ★★★★ STRONG SALES POTENTIAL

#### COUNTRY & WESTERN

##### BOBBY SYKES

★★★★ **The Image of Me**—COLUMBIA 41946—Sykes has a fine ballad sound here, reminiscent in spots of the style of Marty Robbins. The tune is a good weeper ballad by Harlan Howard. This lad deserves a listen. (Red River Songs, BMI) (2:00)

★★★★ **Memphis Address**—A happy sounding rhythm tune with a big chorus sound backing Sykes' neatly styled vocal. A good side which also merits exposure. (Cedarwood, BMI) (2:11)

##### BENNY MARTIN

★★★★ **You Are the One**—STARDAY 536—A snappy swinger well handled by Martin, an artist who's had his share of good sides before. A bright effort that can get play. (Starday, BMI) (2:05)

★★★★ **No One But You**—Good old fashioned country sound by the Martin pair. The gal contributes a good, nasal, down home quality. This can get plays too. (Starday, BMI) (2:17)

### ★★★ MODERATE SALES POTENTIAL

##### JERRY SMITH

★★★★ **As Long as I Live**—AD 5337—This fine Roy Acuff ballad is handled nicely by Jerry Smith. Interesting multi-tracking effort is achieved through the refrain. (Acuff-Rose, BMI) (2:45)

★★★ **I Can't Tell You Why**—Smith does a top reading of this tune which has a broken love affair as its theme. (Jerry Smith, BMI) (2:15)

##### GENE MACK

★★★★ **Big Blue Cloud**—LOOK 1004—Pleas-

ant warbling by Mack on a country-flavored ditty. (Be-Are, BMI) (2:30)

★★★ **It's a Habit I Can't Break**—Plaintive reading by Mack on a heartfelt country weeper. (Be-Are, BMI) (2:24)

##### LAWTON WILLIAMS

★★★★ **The Big Fire**—MERCURY 71780—World destruction through the H-bomb is the fearful subject matter of this Williams' side. A vocal group and fine country ork supply the background. (Western Hills, BMI) (2:06)

★★★ **John and Mary Doe**—The guilt of two lovers who are not free is the story of this interesting country wax. (Western Hills, BMI) (2:16)

##### JIMMIE SKINNER

★★★ **Please Don't Send Cecil Away**—MERCURY 71785—Skinner's potent vocal on this side has to do with a mother's plea for her son's freedom. Good country backing in support. (Bayou State, BMI) (2:06)

★★★ **Don't Let Love Get You Down**—Skinner does a very nice job on this story-song that has to do with finding a new love. (Jimmie Skinner, BMI) (2:27)

##### LEROEY VAN DYKE

★★★ **Big Man in a Big House**—MERCURY 71779—The story of a boy from the wrong side of the tracks. He has aspirations for wealth which lead him to prison. Strong subject matter of this Van Dyke vocal might cause it to catch on. (Pamper, BMI) (2:35)

★★★ **Faded Love**—Supported by vocal chorus and country-type combo. Van Dyke sings of unrequited love. (Hill & Range, BMI) (2:46)

##### JIMMY BLAKLEY

★★★ **Island Paradise**—D 1175—Here's a pretty ballad done in three quarter time to the sound of steel guitars set in a Hawaiian motif. Blakley and group take the vocal to the accompaniment of the western band. Pleasant wax. (Glad, BMI) (2:12)

★★★ **Honky Tonk Princess**—Blakley takes the solo vocal here as he chants to the chick. It's a light rhythmic ditty with a chorus joining in on the end of the phrases. Nice western juke wax, again in the traditional groove. (Glad, BMI) (2:10)

##### MERLE KILGORE

★★★ **Daddy's Place**—STARDAY 533—A tribute to the chanter's forebear who was a righteous man. Considerable folk philosophy here chanted against an insistent guitar beat. Femme group assists. (Bayou State, BMI)

★★★ **Just Another Song Now**—A weeper done handily by Kilgore with chorus backing. The chanter sings with much sincerity here. (Starday, BMI)

##### PAT ZILL

★★★ **Pick Me Up on Your Way Down**—SAND 336—A good weeper written by Harlan Howard. Zill works pleasantly with a chorus. Listenable performance that's worth spins. (Pamper, BMI) (2:11)

★★★ **La Mirada**—A pretty waltz melody here chanted neatly by Zill, again with choral support. Soft ballad stuff for the romancers. (Sage and Sand, SESAC) (2:15)

##### BILL MACK

★★★ **The Smoke, the Bottle, the Wine**—D 1176—A weeper about a chick who has strayed off the straight and narrow. She spends her time midst the smoke, the bottle, and the wine, as her old love looks on in remorse. A sad, sad tale, sung with feeling. (Glad, BMI) (2:27)

★★★ **Waiting for the River to Rise**—Another ballad in the traditional school. The cat is contemplating the river as he thinks of his lost love. (Glad, BMI) (2:30)

### ★★★ MODERATE SALES POTENTIAL

#### RHYTHM & BLUES

##### TONY MIDDLETON

★★★ **Is It This or Is It That**—ROULETTE 4345—Middleton comes through with a hard socking vocal on this rocker that has to do with a chick's indecision. Powerful combo swings in the background. (Zanzi-Tyrol, BMI) (2:15)

★★★ **I'm Gonna Try Love (One More Time)**—Flip is a nice enough ballad that shows off the boy's range well. (Suffolk, BMI) (2:54)

##### LARRY BIRDSONG

★★★ **Stay With Me**—HOME OF THE BLUES 116—The lad pleads for the chick

(Continued on page 34)

# BILLBOARD MUSIC WEEK HOT C & W SIDES

FOR WEEK ENDING FEBRUARY 19

TITLE, Artist, Company, Record No.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO		WEEKS ON CHART
1	2	2	2	ON THE WINGS OF A DOVE, Ferlin Husky, Capitol 4406.....	24
2	1	1	1	NORTH TO ALASKA, Johnny Horton, Columbia 41782.....	14
3	4	4	5	WINDOW UP ABOVE, George Jones, Mercury 71700.....	15
4	3	3	3	I MISSED ME, Jim Reeves, RCA Victor 7800.....	16
5	8	—	—	DON'T WORRY (LIKE ALL THE OTHER TIMES), Marty Robbins, Columbia 41922 .....	2
6	5	8	10	MY LAST DATE (WITH YOU), Skeeter Davis, RCA Victor 7825.....	7
7	6	5	4	FALLEN ANGEL, Webb Pierce, Decca 31165.....	14
8	10	10	15	LOVING YOU, Bob Gallion, Hickory 1130.....	12
9	11	20	—	FOOLIN' AROUND, Buck Owens, Capitol 4496.....	3
10	7	6	6	SWEET DREAMS, Don Gibson, RCA Victor 7805.....	12
11	9	7	8	I THINK I KNOW, Marlon Worth, Columbia 41799.....	14
12	14	13	18	I'LL HAVE ANOTHER CUP OF COFFEE, Claude Gray, Mercury 71732....	6
13	15	16	14	YOU CAN'T PICK A ROSE IN DECEMBER, Ernest Ashworth, Decca 31156..	17
14	17	12	17	WALK OUT BACKWARD, Bill Anderson, Decca 31168.....	8
15	13	9	7	EXCUSE ME, Buck Owens, Capitol 4412.....	22
16	12	11	9	AM I LOSING YOU, Jim Reeves, RCA Victor 7800.....	13
17	18	15	12	POLKA ON A BANJO, Lester & Earl Scruggs, Columbia 41786.....	11
18	16	17	16	WANTING YOU, Jimmy Newman, MGM 12945.....	15
19	19	19	19	ONE STEP AHEAD OF MY PAST, Hank Locklin, RCA Victor 7813.....	7
20	22	21	21	YOU DON'T WANT MY LOVE, Roger Miller, RCA Victor 7776.....	15
21	21	18	11	ALABAM, Cowboy Copas, Starday 501.....	33
22	26	—	—	OH LONESOME ME, Johnny Cash, Sun 355.....	2
23	—	—	—	I WANT TO LIVE AGAIN, Rose Maddox, Capitol 4487.....	1
24	20	14	13	LAST DATE, Floyd Cramer, RCA Victor 7775.....	15
25	24	23	20	FORGET THE PAST, Faron Young, Capitol 4463.....	7
26	—	—	—	I CAN'T TELL MY HEART THAT, Kitty Wells & Roy Drusky, Decca 31164..	3
27	—	—	—	IN MEMORY OF JOHNNY HORTON, Johnny Hardy, J&J 003.....	1
28	—	—	30	A WORLD SO FULL OF LOVE, Faron Young, Capitol 4463.....	3
29	23	24	24	LITTLE GUY NAMED JOE, Stonewall Jackson, Columbia 41785.....	15
30	25	30	—	DRUNK AGAIN, Lattie Moore, King, 5413.....	3

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veejay 372

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Sammy Turner  
The Ventures  
Fran Warren  
Dinah Washington  
Lawrence Welk  
Roger Williams  
Jackie Wilson  
Kathy Young

## • Reviews and Ratings of New Records

• Continued from page 32

to remain, on this rock-a-ballad with a Latin touch. Chorus of chicks chirp in the background. (Hara, BMI) (2:12)

★★★ Today — This slow rock-a-ballad gets an expressive reading from Birdsong who is in fine voice. (Hara, BMI) (2:32)

### H-BOMB FERGUSON

★★★ Rock 'H-Bomb' Rock—ATLAS 1250 —The big-voiced blues singer wails out on this rocking side which also spots some hard-driving tenor sax (Tompkins, BMI) (2:08)

★★★ O Love My Baby—Ferguson shouts out the strong blues accent on this glorification of his chick in the grand r.&b. manner. (Tompkins, BMI) (2:48)

### PATIENCE VALENTINE

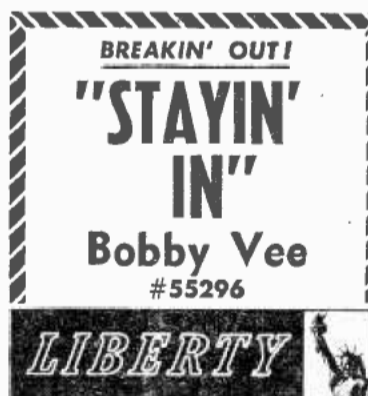
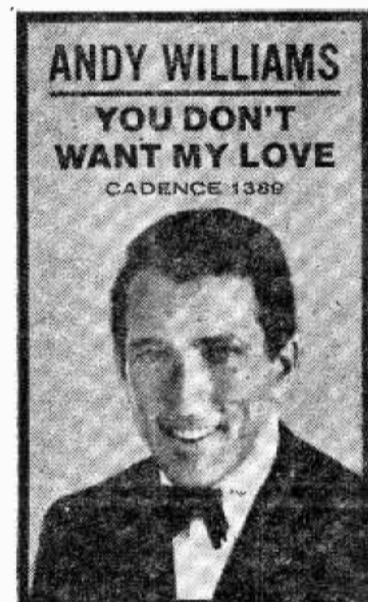
★★★ Dance and Let Your Hair Down—SAR 111—Exuberant chirping by the gal on a bouncy novelty ditty penned by Sam Cooke. Worth spins. (Kags, BMI) (2:20)

★★★ In the Dark—Feelingful reading by the thrush on a bluesy ballad. (Leeds, ASCAP) (2:55)

### BOBBY LEWIS

★★★ Tossin' and Turnin' — BELTONE 1002—Bobby Lewis tries hard on this slight piece of material, but in spite of good backing by group and chorus, it's only fair wax. (Stevens, BMI) (2:40)

★★★ Oh, Yes, I Love You—On this side the blues shouter tells how much he misses his girl on this driving rocker. Two okay sides for the blues market. (Stevens, BMI) (2:19)



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### ULYCESE HARDY

★★★ Fussin' Women—BEVERLY 752—Listenable instrumental generates some excitement, especially toward the end of the disk. For Southern markets. (Don Carlos, BMI) (3:00)

★★ Blue Notes Blues—After-hours blues receives a warm interpretation by the instrumental combo. Good box item for r.&b. areas. (Don Carlos, BMI) (3:00)

### THE EL TORROS

★★★ You May Say Yes—DUKE 333—The group talks about the unpredictability of chicks on this quick-moving side. (Lion, BMI) (2:28)

★★ Two Lips—Flip is in the same medium tempo quick step, but material is a bit thin (Lion, BMI) (2:21)

### FENTION ROBINSON

★★★ Tennessee Woman — DUKE 329 —Fast-stepping blues shows the Robinson voice off in fine style. Small combo in

support keeps things moving. (Lion, BMI) (2:20)

★★ You've Got to Pass This Way Again—Slow rock-a-ballad on the flip gets an okay reading by the boy. (Lion, BMI) (2:03)

### FAYE ADAMS

★★★ Johnny, Don't Believe Her—WAR-WICK 620—The lass pleads with her lover not to leave her on this pleasant rockaballad. Good wax. (Selma, BMI)

★★ Obey My Rules — Faye Adams sells this neat little rocker in bright style over interesting backing. Side could get some coins. (C. Shaw, BMI)

## ★★★ MODERATE SALES POTENTIAL

### POLKA

#### ROY GRAHAM COMBO

★★★ Beer Barrel Polka—HEARTBEAT 38 —A happy, and swingy version of the polka hit that could get deejay and box exposure. (Shapiro-Bernstein, ASCAP) (1:58)

★★ Blue Skirt Waltz—On this side the combo plays an old-fashioned waltz in old-fashioned style. Good music for roller skating rinks, etc. (Mills, ASCAP) (2:28)

## LIMITED SALES POTENTIAL

### POPULAR

#### NAT FOSTER

Why Do You Hurt Me So?—Something From Somewhere. JUMBO 2001.

#### DANNY FORD

Oh, Beverly—North Wind. HEIGH-HO 602.

#### GRIZ GREEN

Suzette—Costa Brava. ACAMA 123.

#### DOUG DAVIDSON

Letter Returned (Address Unknown)—Long Distance. MUSIC OF AMERICA 1004.

#### JESS JAMES

Do the Pony—Image of Love. KETO 101.

#### GIL SHELTON

Shirley My Love—A Penny in the Wish-ing Well. LUTE 6004.

#### DOUG POWELL

The Love We Feel—Atlanta. KETO 102.

#### BILLY CARR

Play It Cool—Someone Else. WINSTON 1053.

#### LILLIAN BROOKS

Lead On Mr. President—First Lady of America. B & F 1345.

#### ROGER SMITH

Aloha, Miss Hawaii — Margie Now. RONNIE 1010.

#### TOMMY BARNES

If You Ever Let Me Go — The Story of Rock and Roll. RONNIE 1011.

### COUNTRY & WESTERN

#### BOBBY EDWARDS

I'm a Fool for Loving You — You're the Reason. CREST 1075.

#### CURLY CULPEPPER

Two of a Kind — Don't Give the Blame to Me. McDOWELL 409.

#### CHARLES DURHAM

Devil in an Angels Disguise — Teenage Beat. JAMBOREE 900.

#### SKIP WILEY

Hill Country Music — Fast Livin'. MOJO 2169.

#### BILLY HALL

Headin' for the River — Once in a While. GLENN 1003.

#### RUDY THACKER

Ballad of Johnny Horton—Tomorrow Is My Last Day. Del-Ray 236.

#### JAY & MICKIE DEE

The Color Is Blue—You're Not Mine (Anymore). ALTO 1507.

#### CALVIN BOLES

How Can I Pretend?—I'm Sorry for You. YUCCA 128.

### RHYTHM & BLUES

#### ROSCOE SCULLY

Come Back, Baby—How Come My Dog Don't Bark? (When You Come 'Round). CREST 1077.

#### SNAKE SIMS

White We're Apart—Milk Train. PICO 525.

### Caedmon Names New Distributors

NEW YORK—Two new distributors have been appointed by Caedmon Records and its subsidiary label, S.R.S. (Shakespearean Recording Society). In St. Louis, the new Caedmon outlet is Commercial Music. In Pittsburgh, Bill Lawrence will handle the line.

### Promo Mails

• Continued from page 1

materials ruling in their particular case. A national record association could undertake the job and send the information out to its members.

Also, in the larger cities like New York and Chicago post offices have a classification section which can interpret the ruling on the basis of samples of the items in question.

"It would be impossible for the post office to interpret matters like this over the phone," a spokesman pointed out, "because of the variety and individuality in types of enclosures." For example, material relating solely to the record being mailed should be allowed to go in with the record at the special educational rate. But when the blurb or leaflet extends to mention other product, or future releases, or other promotion, then it requires acknowledgment. It can go as a separate enclosure or attachment, with the additional postage to cover it, while the records themselves would continue to go at the special educational rate on the weight basis.

# BILLBOARD MUSIC WEEK HOT R & B SIDES

FOR WEEK ENDING FEBRUARY 19

TITLE, Artist, Company, Record No.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	WEEKS ON CHART
1	1	1	1	SHOP AROUND, Miracles, Tamla 54034.....10
2	2	2	2	(WILL YOU LOVE ME) TOMORROW, Shirelles, Scepter 1211.....7
3	3	5	24	ALL IN MY MIND, Maxine Brown, Nomar 102.....4
4	4	4	22	AT LAST, Etta James, Argo 4003.....5
5	6	12	12	ANGEL BABY, Rosie & the Originals, Highland 1011.....5
6	8	10	16	EXODUS, Ferrante & Teicher, United Artists 274.....8
7	14	—	—	YOU CAN HAVE HER, Roy Hamilton, Epic 9434.....2
8	10	—	—	I PITY THE FOOL, Bobby Bland, Duke 332.....2
9	7	6	17	I COUNT THE TEARS, Drifters, Atlantic 2087.....4
10	13	—	—	THEM THAT GOT, Ray Charles, ABC-Paramount 10-141.....2
11	20	—	—	THERE'S A MOON OUT TONIGHT, Capris, Old Town 1094.....2
12	11	28	15	WONDERLAND BY NIGHT, Bert Kaempfert, Decca 31141.....10
13	5	3	4	HOOCHIE COOCHIE COO, Hank Ballard and the Midnighters, King 5430.....5
14	12	—	—	CLOSE TOGETHER, Jimmy Reed, Vee Jay 373.....2
15	16	25	28	SPANISH HARLEM, Ben E. King, Atco 6185.....4
16	29	—	—	PONY TIME, Chubby Checker, Parkway 818.....8
17	9	8	5	I IDOLIZE YOU, Ike & Tina Turner, Sue 735.....9
18	—	—	30	BYE, BYE, BABY, Mary Wells, Motown 1003.....6
19	27	—	—	GEE WHIZ (LOOK AT HIS EYES), Carla Thomas, Atlantic 2086.....2
20	17	14	—	CALCUTTA, Lawrence Welk, Dot 16161.....3
21	21	—	—	WALK SLOW, Little Willie John, King 5428.....2
22	—	—	—	TEAR OF THE YEAR, Jackie Wilson, Brunswick 55201.....1
23	22	11	13	STAND BY ME, Little Junior Parker, Duke 330.....4
24	—	—	—	AIN'T THAT JUST LIKE A WOMAN, Fats Domino, Imperial 5723.....1
25	26	—	—	DON'T GO TO STRANGERS, Etta Jones, Prestige 180.....11
26	—	13	10	CRY, CRY, CRY, Bobby (Blue) Bland, Duke 327.....18
27	—	—	—	WON'T BE LONG, Aretha Franklin, Columbia 41923.....1
28	25	19	11	TROUBLE IN MIND, Nina Simone, Colpix 175.....6
29	30	—	—	A THOUSAND STARS, Kathy Young, Indigo 108.....4
30	—	—	—	I DON'T WANT TO CRY, Chuck Jackson, Wand 106.....1

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& **"TRAVELING"**

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HOONIE-BOONIE  
Savoy 1594  
COAL MINER  
by NAPPY BROWN

**SAVOY** 

# MUSIC AS WRITTEN

Continued from page 4

music trade circles, has joined WSAI here as program director. . . . **Jerry Weiner**, head of RCA Victor record sales here, lists as his best current sellers "What Would I Do," by **Mickey and Sylvia**; "The Most Beautiful Words," by **Della Reese**; "Make Someone Happy," by **Perry Como**, and "Calendar Girl," by **Neil Sedaka**. A tune that seems to be breaking through now in the territory, say Weiner, is "Danny," by **Marilyn Michaels**, which was released early in December but which seemed to get lost in the tinsel at Christmastime.

Cadence Records chief **Archie Bleyer** in town over the weekend with artist **Lenny Welch** to make the promotion pitch to area deejays. On Monday (13), Welch makes a guest shot on the **Ruth Lyons** "50-50 Club" over WLW-T and Crosley Broadcasting's four-city television network. . . . **Joseph A. Sadd**, divisional manager for Liberty Records, with headquarters in home town of Charleston, W. Va., was in Cincy last Tuesday and Wednesday (7-8) to make the rounds of local deejays accompanied by **Tom Moore**, former Decca promotion man here and now with **Is Nathan's** Hit Distributing Company of Cincinnati. Sadd, now doubling on sales and promotion for Liberty, left town Thursday (9), with stops skedded in Cleveland and Buffalo before returning to Charleston. . . . **Allen Dean**, until recently with General Electric in Dayton, Ohio, has joined the sales staff of **Ike Klayman's** A. & I. Record Distributing Company here to cover the Ohio and Indiana sector. Klayman reports that he unloaded more than 500 copies of **Arthur Lee Simpkins'** "I Believe," on the Miranda label, following the latter's guest appearance last week on the **Ruth Lyons** "50-50 Club" over WLW-T and affiliated stations. **Bill Sachs**.

## ollywood

How many **Frank Sinatra** albums will the singer's own Reprise label issue this year? As previously reported in these columns, the first Reprise package, "Ring-a-Ding-Ding," features the Thin Singer but after that Reprise will play-it-by-ear as to the number of Sinatra LP's it will issue. Problem: Sinatra will still be appearing on a nonexclusive basis on the Capitol label, and will want to time his own Reprise releases so as not to be competing with himself; nor would he want to create an overabundance of new FS's on the LP market.

The **Six Fat Dutchmen**, for many years on Victor's roster, will soon appear on the Dot label. Dot's **Dick Overstake** recorded the **Harold Loeffelmacher** group in Chicago, with the first album scheduled for spring release.

**Mel Bly** has been named a vice-president of Challenge Records. He's been the label's national promotion director for the past two years. . . . **Dennis King Jr.** has wound up a comedy LP for **Norman Houle's** Bec label. . . . The new Wow label's first release features **Tommy Boyce**, formerly with Dot, and the **Sterling Sounds** in "Little One" b/w "Is It True." **Rendezvous Records** is handling national distribution for them.

**Bernice Mason's** Mermason Music has formed a new label, Berma Records. Initial release is "So Deep" b/w "Nothing But the Night People." . . . Capitol's **Stan Gortikov** is interviewing applicants to head CRDC's merchandising department. Exec post requires one who knows the record business and disk merchandising. **Lee Zhito**

## ronto

Canadian Music Sales, headed by **St. Clair Low**, is releasing two new Italian singles on the Bravo label in which he is partnered with **Johnny Lombardi**, local Italian radio personality. **Pino Ubaldi** leads the orchestra which backs artists **Andrea Zazzano**, **Merison de Luca**, **Touietta** and **Enrico Farina**. Lombardi is attending the San Remo Song Fest in Italy in order to pick up material for the label. . . . **Phil Anderson** of Arc Sound has acquired the Omega record line. . . . LeGree Records of Hollywood has taken over a **Billy Van Four** recording of the BMI tune, "Last Sunrise." Tune was penned by Toronto symphony trumpeter **Johnny Cowell**, who was also responsible for "Walk Hand-in-Hand." . . . Rodeo recording artist **Slim Gordon** has taken on a half hour daily country music show on CKLB, Oshawa. . . . **Don Stevens** has moved into Montreal to open a branch office there for Arc Sound, Ltd. . . . **Harry Shaw** is taking over sales duties for Quality Records in Northern Ontario.

**Frank Jones** of Columbia Records of Canada recorded a couple of singles with the **Romeos**. The group, who work on the CBC-TV "Juliette" show, was backed by a group headed by **Gino Silvi**. The two singles will be released only in Canada. Jones is planning a special deejay mailing with pictures. . . . **Jack Boswell**, sales manager, Phonodisc, resigned and has been succeeded by **Ron Newman**. Boswell's parting was friendly, but he left because he is anxious to get into something else for himself. . . . **Billy Vaughn** in for a p.a. at Robert Simpson Company, Ltd., missed his train because of the many obligations in the city which included a cocktail party in his honor hosted by Quality Records Company, Ltd., which handles Dot in Canada. . . . Heintzman's Store in the downtown district has joined the discounters. Others in the area are **A & A** and **Sniderman's**. . . . Spring Festival Committee in London, Ont., enlisted the co-operation of **Frank Jones** of Columbia Records in the promotion of the Cleveland Symphony Orchestra under **George Szell** for the end of April. Artists appearing with the University of Western Ontario-sponsored concert will **Leon Fleisher** and **Rise Stevens**. . . . **Whitey Haines** of Capitol Records working on promotions for "Fiorello" and "Drop of a Hat," scheduled for entry into O'Keefe Centre for the Performing Arts. **Harry Allen Jr.**

## ontreal

**Armand Bayard**, RCA Victor's Quebec district sales manager, has retired after 40 years with the firm. **Phil Trudel**,

## Best Selling Sheet Music in U. S.

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 (Chappell) .....	1	12
2. CALCUTTA (Pincus-Symphony House) .....	2	7
3. LAST DATE (Acuff-Rose) .....	4	14
4. THEME FROM THE APARTMENT (Mills) .....	5	30
5. ARE YOU LONESOME TONIGHT (Bourne-Cromwell) .....	6	11
6. WONDERLAND BY NIGHT (Roosevelt) .....	3	10
7. NORTH TO ALASKA (Robbins) .....	8	8
8. CALENDAR GIRL (Aldon) .....	11	2
9. HEY, LOOK ME OVER (Morris) .....	10	3
10. SAILOR (YOUR HOME IS IN THE SEA) (Carland Music) .....	12	9
11. GREEN LEAVES OF SUMMER (Feist) .....	7	15
12. CLIMB EVERY MOUNTAIN (Williamson) .....	14	52
13. MISTY (Octave) .....	15	35
14. A THOUSAND STARS (Bryden) .....	9	7
15. EMOTIONS (Cedarwood) .....	—	1

former district appliance sales manager, has assumed Bayard's position. . . . **Lee Mendel**, Quebec district record sales manager at RCA for the past seven years, has resigned and left for California. **Yvon Chartier** has filled his position.

**Aaron Eichler**, of New York, was in town last week checking on distributors for his Counterpoint and Esoteric labels. . . . **Abbey Smollan** and **Art Young**, formerly with Morris Distributing and Phonodisc, Ltd., have opened their own company called Zirkon Records. Thus far they have four hits on the Canadian charts including "Flamingo Express," and are handling a number of West Coast jazz labels like World Pacific and Pacific Jazz. Smollan has just set up distribution in Toronto.

**Aaron Lipsin**, Musimart, Ltd., sales manager, has announced that the Vox label will shortly press the complete Beethoven symphonies for exclusive Canadian distribution. The symphonies will be packaged in Vox Boxes and sell at a special price. Musimart is also offering an extra 5 per cent discount on its Puli line of diamond needles. . . . **Tony Chomo**, sales rep with Records Affiliated, is leaving this week to set up his own distribution of French language hits and albums. . . . Capitol Records distributors who handle the Walco needle line in Canada are offering a new dealer price cut on diamond needles. **Arnold Gosewich**.

## S. Calif. Committee to Study

Continued from page 3

Week that the dealers are pleased by the invitations from Eastern co-ops to buy from them, but that any co-op formed here would be morally bound to give the local distributors the first consideration in bids for the combine's business. In the event distributors here cannot competitively meet the prices available through the Eastern co-ops, the local group would then turn to the established co-ops in the East for help.

Dealers represented on the committee laying the groundwork for the formation of a co-op here included **Del Lear**, of Bixby Knolls Music Center, Long Beach; **Oliver Glas** of Sally's Record Shop, Northridge; **Martin's Music**, Culver City.

Judkins echoed the feeling of local dealers here in response to Eastern critics of the Coast co-op movement by stating that dealers here are facing a crisis with the intensified invasion of discounters in this market. Dealers in the East

have enjoyed the benefits of co-op buying for sometime. Judkins also welcomed **George Marek's** (RCA Victor vice-president and present president of the Record Industry Association) hopeful outlook for a better climate within the industry. However, Judkins hastened to point out that once the better climate envelopes the industry the conditions which are now forcing dealers to take refuge in co-ops will have disappeared, and with them will go the co-ops. Until that time arrives, he added, dealers must resort to some form of mass buying to enjoy the same price benefits as their competing discounters. Dealers, he added, cannot survive today with the hope of a better tomorrow—they must have a solution to the problems that confront them now.

## A SMASHEROO!!

Merv Griffin

"BANNED IN BOSTON"

CARLTON 540

## Record City in FTC Consent To Cease Top Sales Claims

WASHINGTON — The Federal Trade Commission has accepted stipulation agreement from Record City, Inc., and its officers, **Milton**, **Anna** and **Sidney Swiller**, of this city, that the retail outlet will stop claiming it is the largest seller of phonograph records at discount prices in the country.

The firm also stipulates that it will not in any way misrepresent the company's volume of business or misrepresent prices or alleged savings in its advertising.

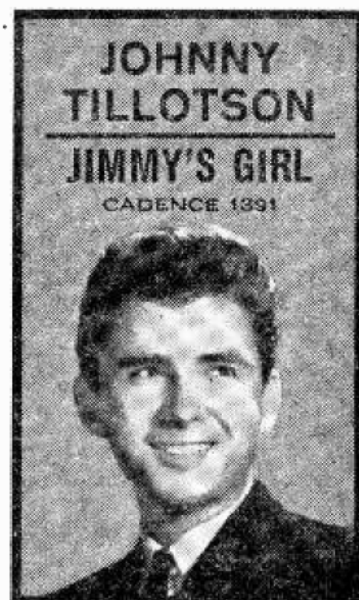
FTC points out that the agreement does not constitute admission of guilt.

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DEBBIE DEAN  
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## DJ PROGRAMMING CHARTS

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

### CHART CLIMBERS

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

Chart Climber Rank	Hot 100 Rank	Title, Artist, Label
1	9	Pony Time, Chubby Checker, Parkway
2	10	There's a Moon Out Tonight, Capris, Old Town
3	13	Dedicated to the One I Love, Shirelles, Scepter
4	14	Baby Sittin' Boogie, Buzz Clifford, Columbia
5	15	Wheels, String-A-Longs, Warwick
6	19	All In My Mind, Maxine Brown, Nomar
7	27	What a Price, Fats Domino, Imperial
8	28	Don't Worry (Like All the Other Times), Marty Robbins, Columbia
9	32	You Can Have Her, Roy Hamilton, Epic
10	39	Ram-Bunk-Shush, Ventures, Dolton
11	40	Ebony Eyes, Everly Brothers, Warner Bros.
12	43	Ghost Riders in the Sky, Ramrods, Amy
13	44	Walk Right Back, Everly Brothers, Warner Bros.
14	45	Gee Whiz (Look at His Eyes), Carla Thomas, Atlantic
15	46	Little Boy Sad, Johnny Burnette, Liberty
16	48	Apache, Jorgen Ingmann, Atco
17	49	Wait a Minute, Coasters, Atco
18	50	Lazy River, Bobby Darin, Atco
19	51	Age for Love, Jimmy Charles, Promo
20	67	Havin' Fun, Dion, Laurie
21	69	Stayin' In, Bobby Vee, Liberty
22	72	Model Girl, Johnny Mastro, Coed
23	73	Think Twice, Brook Benton, Mercury
24	77	Once Upon a Time, Rochell and the Candels, Swingin'
25	87	You're the Boss, LaVern Baker and Jimmy Ricks, Atlantic
26	90	Tunes of Glory, Cambridge Strings, London

### 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
69	Stayin' In (Acuff-Rose, BMI)—Bobby Vee, Liberty
73	Think Twice (Play, BMI)—Brook Benton, Mercury
87	You're the Boss (Progressive-Trio, BMI)—LaVern Baker and Jimmy Ricks, Atlantic
90	Tunes of Glory (Unari-Sidmore, BMI)—Cambridge Strings, London
97	Cheerie (Lowe, ASCAP)—Bobby Rydell, Cameo
98	A Texan and a Girl From Mexico (Brenner, BMI)—Anita Bryant, Carlton
100	What About Me (Acuff-Rose, BMI)—Don Gibson, RCA Victor

### 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

ELVIS PRESLEY: Surrender (Presley, BMI) (1:51)—Lonely Man (Gladys, ASCAP) (2:42) RCA Victor  
 ROSIE: Lonely Blue Nights (Figure, BMI) (—) Brunswick  
 JIMMY NEWMAN: Everybody's Dying for Love (Cedarwood, BMI) (2:00) Decca  
 JOE JONES: California Sun (Tyrol & Lloyd-Logan, BMI) (2:21) Roulette  
 THE HARPTONES: The Last Dance (Winnerton, BMI) (—)—All in Your Mind (Figure, BMI) (—) Companion  
 TERRI AND THE KITTENS: Wedding Bells (Just for You and Me) (Podior, BMI) (2:17) Imperial

#### COUNTRY AND WESTERN

RAY PRICE: The Twenty-Fourth Hour (Pamper, BMI) (2:51)—Heart Over Mind (Cedarwood, BMI) (2:42) Columbia  
 CARL SMITH: More Habit Than Desire (Starday, BMI) (2:35)—Are You True to Me (Cedarwood, BMI) (2:38) Columbia

#### RHYTHM AND BLUES

No selections this week.

## B'dcast Parleys Stage Joint TV, Radio Sessions

WASHINGTON — An increase in the amount of time given to joint radio-television sessions during the 39th annual convention of the National Association of Broadcasters is another indication of the importance of music in broadcasting. The convention, to be held at the Sheraton Park Hotel here from May 7 to May 10, will also feature a special reception for government leaders which is expected to pull a large attendance of legislators from Capitol Hill.

The NAB pointed out that it has joint radio-TV sessions planned for one full day and a half, in contrast to separate sessions in other years. The new convention format is indicative of the way radio has made its comeback on the broadcasting scene. With new FM stereo developments waiting to make their official entrance and add to the uplift, the importance of the "listeners" as well as the "viewers" in modern electronic entertainment will also be evident during the broadcasting equipment exhibit which opens Sunday, May 7, at the convention.

Sunday, May 7, has been designated as FM Day at the convention. Members of the National Association of FM Broadcasters will meet Saturday, May 6, and Sunday morning, with additional programming on FM matters to be provided by NAB.

The long-awaited decision by the Federal Communications Commission on standards for multiplex stereo equipment in FM broadcasting should have been made by the time the convention opens. Competing firms now anticipate a decision in March or April, although the original target date was for January or February.

## Pepsi-Cola Uses Old 'Whoopee' Hit As Jingle Theme

NEW YORK — Pepsi-Cola is using the melody of a 32-year-old song, "Makin' Whoopee," as the theme for its 1961 campaign, tagged, "Now It's Pepsi for Those Who Think Young." The jingle, which utilizes the above slogan in special lyrics, has been recorded by 20-year-old Joanie Sommers for a variety of Pepsi radio and TV spots. "Makin' Whoopee" was penned by the late Gus Kahn and Walter Donaldson for Eddie Cantor's hit musical "Whoopee."

Coca-Cola uses several different versions of an original theme, "Coke Zing," for its "Hi Fi Club" radio and TV deejay shows across the country. It's interesting to note that a Dixieland version of the tune recently made the "Top 20" list of most-requested disks on Paul Braden's "Hi Fi Club" over WMIK, Middlesboro, Ky.

## WCBS Ballyhoos Radio Free Europe

NEW YORK — Station WCBS here inaugurated the 11th annual fund-raising campaign for Radio Free Europe last week by broadcasting from a special "bubble" studio at Pennsylvania Station.

In addition to airing a number of WCBS shows from the "bubble" the outlet served as the center for the production of 20 Radio Free Europe programs, thereby giving the U. S. public its first glimpse of Radio Free Europe Broadcasters as

## Jockeys Tripp, Freed Due in Court On Payola Charges; Other DJ's Slated

• Continued from page 1

due to begin March 13. Then, the trials are expected to be held for a number of other jocks, including Tommy Smalls and Hal Jackson; radio record librarians, Ronny Granger and Joe Secone and ex-WINS program chief, Mel Leeds. Both Freed and Leeds are now active in the Los Angeles area, while Tripp is on the air in San Francisco.

The Tripp trial was originally scheduled to begin in January but the filing of several motions by Tripp's attorney has delayed the start. In the first motion, attorneys sought to have the information dismissed on the ground that Tripp, during his WMGM tenure, was an independent entrepreneur rather than an employee. The commercial bribery charge can apply only to an employee. In a second motion, Tripp, through his lawyers, asked for a jury trial.

Judge Joseph Sarafite, who recently conducted the well-known Hulan Jack conflict-of-interests case here, received final briefs on this motion last week and has reserved decision. Trial will begin Wednesday provided Judge Sarafite renders an opinion on the latest motion by that time.

Tripp is accused of accepting about \$35,000 from various record companies during a two-year period in return for his alleged agreement to play certain recordings of those companies on the air. The penalty for each count of commercial bri-

bory is up to one year in prison and/or up to \$500 in fines.

During the months that Tripp and Freed have been operating out of their new West Coast outlets, traders have noted a coincidental upsurge in disk breakout activity there. In some circles, the two jocks are being credited with injecting the kind of fast-talking excitement into the disk scene there that results in increased disk movement. Gone are the days when such a statement as "it's breaking in Cleveland, Detroit, and Philly," was tantamount to having a hit. Today many eyes look to the far West to find out the initial score on a new disk.

## Cap Builds On Album Catalog To Aid Stations

NEW YORK—Capitol Records has launched a new supplementary album service (in addition to its current programming subscription services) designed to help stations and deejays round out their LP libraries with catalog items. The plan applies to both pop and classical packages on Capitol and Angel.

To subscribe to the supplementary album service, a station must first be a subscriber to the regular album service which corresponds to the service he wants. Subscribers may choose from 600 monophonic LP's and more than 32 stereo items.

Three different services are offered on Capitol pop catalog LP's: (1) Five LP's per month over a six-month period, \$36. (2) Ten albums per month over a six-month period, \$66. (3) Twenty-five albums per month over a six-month period, \$120.

No. 1 and 2 plans also apply to Capitol classical catalog packages and Angel catalog items. However, the No. 3 plan for these labels is: Fifteen albums per month over a six-month period, \$78.

## MEMORY SHOP HAPPY ABOUT OLDIE FORMAT

NEW YORK — Arnold Jacobsen, who runs the Memory Shop in Grand Rapids, Mich., is in full accord with the recent trend toward the programming of oldies by radio stations across the country.

The Memory Shop deals in out-of-print phonograph records, specializing in 78 r.p.m. original vocal and operatic disks going back as far as 1895. The store also carries a wide variety of old vaudeville, jazz and musical comedy waxings.

Jacobsen, who acquires many of his nostalgic items by buying old record collections, includes in his catalog more than 150 different original Caruso disks, plus collector's items by Chaliapin, Galli-Curci, Schumann-Heink, Mildred Bailey, Nora Bayes, Boswell Sisters, Russ Columbo, Duncan Sisters, Happiness Boys, Ipana Troubadors, Helen Kane, Ruth Etting and many others.

## KSAY Launches Full C&W Format For Calif. 'Billies'

SAN FRANCISCO — Californians have more than a little hillbilly in their musical souls, according to a recent survey conducted by KSAY here, last month. It showed that over 60 per cent of the Bay area would listen to country and western music if given the opportunity and that over 50 per cent of the population has a Western heritage.

As a result, KSAY has switched to a 100 per cent country and western format ("Western Music for Western People") making it San Francisco's only all-c.w. outlet. Two Southern deejays have been added to the staff for prime-time morning and afternoon shows—Charlie Williams, who was born in Mississippi and brought up in Texas, and Jolly Joe Nixon of Tennessee.

Another California station—XEAU, Chula Vista—is also playing up c.w. music strongly (blended with pop disks), starting this month. New jocks at XEAU include Buck Bradley, program director formerly with KOWL, Lake Tahoe, Calif.; Lucky Knight and Billy Guitar.

they beam music and commentary to listeners behind the Iron Curtain.

Stanley Smialowski, chief of production for Radio Free Europe, supervised production and programming of the RFE shows. Six Polish, eight Czech, three Bulgarian, two Rumanian and one Hungarian programs were aired during the week, plus broadcasts by WCBS deejays Jack Sterling, Ed Joyce and Oscar Brand. The WCBS "bubble" studio is an air-supported structure made of transparent vinyl-coated fabric.

# VOX JOX

By JUNE BUNDY

**GIMMIX:** Pat Patterson, program director of WAMS, Wilmington, Del., writes, "Acknowledging the fact that most airmen are frustrated singers, WAMS decided to give everyone their chance to vocalize on the air. The 'Seven Secret Singers', consisting of five deejays and two newsmen, were heard every hour with an appropriate musical background. The voices were bad but the mail-pull results were good." . . . The airing of "The Hat" sound track (from the old Ginger Rogers-Fred Astaire movie) by Rege Cordic on KDKA, Pittsburgh, last week was cancelled when it was discovered that KDKA-TV had only purchased rights to the film for TV—not radio.

**NEW HEADQUARTERS:** Several stations have moved into new headquarters during the past few weeks, including WLOL, Minneapolis; KMNS, Sioux City, Ia.; WKDA, Nashville; WERE and KYW, Cleveland. Don Frost, program director of KMNS, notes that deejays at the new building will broadcast in full view of potential dialers, since the main studio has a large window looking out on the street. An official "grand opening" for the new building will take place sometime this month. . . . The move to new headquarters now puts WLOL's office, sales traffic, promotion and broadcasting personnel under one roof for the first time. This outlet, too, is readying an official housewarming celebration sometime this month.

The two Cleveland moves were both on the spectacular side. Station WERE's new home, described by that outlet as "Cleveland's first building designed and built exclusively as a radio station," is a \$500,000 two-story structure with elaborate new technical installations and four studios with individual control rooms. Station KYW has taken over three floors in a newly remodeled building, housing both radio and TV facilities for KYW and its sister station KYW-TV.

**CHANGE OF THEME:** Five new directors have been appointed to head up various departments at WBWC, the Baldwin-Wallace College station, Berea, Ohio. They are Joe Johnston and Bill Thomas, technical directors; Bob Allen, public relations director; Ray Lewis, sales manager. Retaining their former posts are W. Terry Stuart, program director; Candy Lee, ex-WDOK, Cleveland, spinner, and currently a member of WBWC production staff, who has been appointed musical director. She will continue her 2-5 p.m. Friday afternoon deejay show.

Bernyce Thau, formerly in radio-TV spot commercials at Young & Rubicam Agency, has joined deejay Art Ford's office at WNBC, New York, as co-ordinator for his four and a half hour daily radio show. She will also assist in the production of his video shows for WNBC-TV. . . . Bob Leonard, program director of WKNB, Hartford, Conn., has been upped to assistant manager of that outlet. He will continue his 10 a.m.-noon deejay show for the station.

Joe Rico, who has hosted jazz record shows on several New York State stations during the past few years, has joined WGR-TV as promotion assistant. He formerly served as promotion manager for WEBR, Buffalo. . . . Spook Beckman, formerly with WTVN, Columbus, Ohio., has returned to WVKO, Columbus, in the 8 a.m.-noon, Monday through Saturday time period.

Station WIL, St. Louis, started its 40th year of broadcasting February 9. The outlet first went on the air February 9, 1922—the first commercial radio station in St. Louis and the first commercial radio station west of the Mississippi River. . . . Roy M. Schwartz, program manager of WIBG, Philadelphia, has been named operations manager, responsible for all studio operations and personnel, including programming promotion traffic and technical. . . . Jeff Andrews has joined WGN, Knoxville, in the noon-3 p.m. time slot. He will broadcast under the name Jay Western.

Don Tillman, WMRI, Marion, Ind., this month celebrated the first anniversary of his daily 15-minute "Coca-Cola Hi Fi Club" show on Saturday mornings. The jock, who emceed some 80 record hops in 1960, recently invited all the cheer leaders and drum majorettes from local schools to appear on his program. Station CHUM, Toronto, is now offering its listeners a daily report and critique on radio's natural rival, TV. Four times daily Roy Shields gives his TV roundup. Shields has written many plays for TV and has also adapted several U. S. plays for Canadian TV.

Personnel changes at KIRL, Wichita, Kan., line up as follows: Bill Miller is new program director and Dale Wehba is production director. Wehba now emcees a 3:30-8 p.m. show; while Miller stays in his 6-9 a.m. time period. . . . Stan Richards, WINS, New York, has been appointed national chairman of the Disk Jockeys Cancer Crusaders by the American Cancer Society. April is Cancer Control Month, and Richards will direct the co-operation of deejays across the country in support of the drive. . . . Lynn Hollings is now spinning jazz disks on "Holiday in Jazz," WSBC-FM, Chicago, Monday through Friday, 6-7 p.m., and on "World of Jazz," Saturdays, 7-9 p.m.

Bud Brees, singing disk jockey at WPEN, Philadelphia, is back in the nitery business, doubling between his mike chores and the spotlight at the Trade Winds, center-city after-dark spot. . . . Phil Sheridan, WFIL, and Portia Perry, WHAT, Philadelphia, have been named co-chairmen of "Heart Sunday" February 26 and will plan a series of teen-age and adult group appearances with other show folk to boost contributions to the Heart Fund.

## PROGRAMMING PANEL

### THE QUESTION

As a veteran broadcasting executive, what are the outstanding qualities you look for in a disk jockey?

### THE ANSWERS

**JOEL CHASEMAN**  
Radio Program Manager  
Westinghouse Broadcasting Company

The outstanding modern radio personality should be: A whole human being who enjoys what he does. A man (or woman) who lives in a real world and reacts to it with wit. An experienced professional who understands the importance of pace and self-control. A cheerful person who thinks about what he'll say before it's said.



**TED COTT**  
Vice-President,  
Owned and Operated Stations,  
National Telefilm Associates, Inc.

Today the dial is more important than the smile. Consequently, in looking for a disk jockey today one no longer looks for the entertainment abilities of the announcer but rather for his versatility and his basic ability to be a chaperone for records while he dovetails his air work into the pattern of the station. A major ingredient for a disk jockey is an agile mind coupled with agile fingers.



**DON KEYES**  
Vice-President, Programming  
The McLendon Stations

Personality, real personality! Not the staccato, youthful voice cramming call letters, time and - tempera- and - the word 'wonderful' into each gasping breath. The McLendon Stations encourage personality in deejays whether this manifests itself in a warm, friendly voice; a sense of humor; production aids; or occasional topical commentary. Personality in the presentation is the primary requisite.



**JOHN V. B. SULLIVAN**  
General Manager,  
WNEW, New York  
Vice-President,  
Metropolitan Broadcasting

A "projectable" personality. Desirable ingredients: a good and eager mind, an active imagination, an awareness of the many facets and varied interests of a big audience, an acceptable voice. Our featured talent must communicate with listeners



(covering a broad age span) in many areas over and above music—which is one reason we haven't called our performers "disk jockeys" in years. Last but not least, they must be aware of, and part of, and believers in the station's total effort and over-all public image.

## 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.

### RECORD WAGON

Starring Clay Cole

WNTA-TV, Newark, N. J.

Saturday 6-7 p.m.



Clay Cole

"Record Wagon" has been carried on WNTA-TV since September 10, 1959. The show originally ran Monday through Saturday, but recently was cut to a Saturday-only hour seg. Don Luftig is producer and director, while Cole and a group of teen-agers select the records played on the show—from 18 to 20 disks.

The program follows the usual record hop format; teen-agers dance on camera and recording stars make guest appearances and frequently lip-sync their latest hits. Students from different high schools often participate in dance contests. Records played on the show include pop, novelty, rock and roll, rhythm and blues, standards, folk and occasional foreign items.

Unlike most TV jockeys, Clay Cole, who records for Roulette Records, augments his emcee chores with regular song-and-dance numbers on the show. Although barely out of his teens, Cole has been active in TV for several years. He formerly handled disk hop programs on TV outlets in Youngstown, Ohio, and Providence.

Although Cole does off-camera hops on a regular basis, he will not do them for profit—only charity-sponsored dances. The spinner opines that a New York deejay garners enough extra exposure from radio and TV guest shots and theater shows. In line with this, Cole recently emceed the Christmas-week stage-show at the Brooklyn Paramount Theater and broke all attendance records.

Cole will emcee an Easter-week stageshow this year at the same theater on a bill headed by Jackie Wilson. He also will emcee the first rock and roll show ever presented at the Concord Hotel in the Catskills, February 21, 22, 23 and 24.

One of the most interesting features of the Cole show is an innovation which calls for the sale of spin time to record manufacturers, music publishers and distributors—thereby solving a crucial problem in the limited budget TV record show field. The plan is applicable only in cases where an artist appears on the show and lip-syncs his own record.

The lip-sync spots are priced \$108 per artist on the hour-long show. The \$108 figure represents AFTRA scale rates for artists in that time period. Payments are made directly to AFTRA, and the station also takes care of pension and welfare fund payments for the artists. From three to six artists are usually featured on the show. The lip-sync spots are not identified as commercials until sign-off time, when a brief acknowledgement is made.

Participating advertisers on the Cole show include Thom McAn Shoes, Blem-Stick, Dr. Pepper, and Chiclets. Cole works closely with his sponsors and frequently attends dealer meetings and store openings in connection with products advertised on his program.

Station WNTA-TV's coverage extends throughout the New York, New Jersey and Connecticut areas. According to an ARB report, the "Record Wagon" audience is 50 per cent adult and 50 per cent teen-agers.

## WITH THE COUNTRY JOCKEYS

Charlotte Harden, of WMRP, Flint, Mich., reports that the station is featuring a new country music platter show each afternoon. She describes it as the only country deejay program in Flint and says her programming problems would be eased if diskeries and artists would send through their new releases. . . . Mike McCormick, new general manager of KWCL-Radio, Oak Grove, La., typewrites, to wit: "Our station has been on the air a little over a year and we are badly in need of records. Our air time consists of 40 per cent country and gospel and 60 per cent popular. In my seven years in radio I have learned that if anyone can get records to a radio station it's Billboard Music Week."

Bud Morris, program director of KDAN, Eureka, Calif., postals that the station has just expanded its c.&w. programming as a result of listener demand, and is in dire need of new c.&w. releases to further its new policy. . . . Scooter Bill Mann, of Lebanon, Tenn.,

typewrites that he is scouting for a full-time job after serving two and a half years as extra c.&w. deejay on WCOR, Lebanon, and one and a half years at WRKM, Carthage, Tenn. . . . Tommy Good (Tom Goodwin), of KCKC, San Bernardino, Calif., asks artists and deejays to send him their addresses to go on a mailing list for a new twice-monthly country music news letter he is putting out.

Neal Bunch, erstwhile c.&w. platter spinner, is now operating his own country music publicity and promotion firm, Country Music Promotions, Route 1, Box 544, Suffolk, Va. He invites c.&w. deejays to write in for free samples of country music records. Neal also asks c.&w. artists to send in photos for use in a weekly column on records which he does for a Suffolk newspaper. . . . Si West is spinning the country sounds on his "Dinner Bell" program, heard daily, noon to 1 p.m., over WAVL, Apollo, Pa.

# AVAILABLE AGAIN

"CERTAIN TO BE ONE OF THE  
BEST-SELLING CLASSICAL  
PIANO DISCS OF THE SEASON  
" BILLBOARD

ML 5600

COLUMBIA  
MASTERWORKS

SVIATOSLAV RICHTER

Moussorgsky: Pictures at an Exhibition

Live recording from a dramatic recital in Sofia, Bulgaria, on February 25, 1958.  
Winner of Grand Prix du Disque in 1960



"The greatest piano performance  
of the 'Pictures' I have ever heard,  
on records or off!"

Harris Goldsmith—HIGH FIDELITY MAGAZINE

THE BEST-SELLER BY THE  
INTERNATIONALLY ACCLAIMED  
SOVIET PIANIST

# SVIATOSLAV RICHTER

**MORE POWER-PACKED FEBRUARY FEATURES**  
★ **TOP ARTISTS** ★ **TOP PERFORMANCES** ★

Brahms: Symphony No. 1  
Leonard Bernstein/N.Y. Philharmonic  
MS 6202/ML 5602\*  
"...The finest Brahms  
interpretation I have  
ever heard from him."  
Richard Sabin/Musical America

Vivaldi: Four Concerti for  
Two Violins and Orchestra  
David Oistrakh and Isaac Stern  
with The Philadelphia Orch./Eugene Ormandy  
MS 6204/ML 5604\*  
"...among the truly 'great'  
duet performances of this era."  
Albert Goldberg/Los Angeles Examiner

Bernstein: On the Town  
OS 2028/OL 5540\*  
"...Leonard Bernstein at  
his show-music best and  
lyricists Comden and Green  
at their satirically gayest."  
N.Y. Herald Tribune

More of Hal Holbrook  
in Mark Twain Tonight!  
OS 2030/OL 5610\*  
"...there can hardly be  
as satisfactory a way of  
enjoying the wit and  
wisdom of Mark Twain."  
Irving Kolodin/Saturday Review

ON COLUMBIA RECORDS

# DISCOURSE

FROM BILLBOARD MUSIC WEEK SALES DEPARTMENT

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

**FRANKIE AVALON's** new one from Chancellor Records, *Call Me Anytime* b/w *All of Everything*, wins himself a place in Billboard Music Week's Spotlight Circle. He comes through with two strong vocals on interesting material. Having won himself a place on the screen via *Guns Of Timberland* and *The Alamo*, Frankie is presently in Hollywood working on his third film, *Voyage To The Bottom Of The Sea*, which will keep him busy for the next seven weeks. The next step for the young man from Philadelphia is—in his own words "to get into a Broadway musical when I'm 22 or 23."

**BOBBY DARIN** is getting chart action on his latest, *Lazy River*, a fast climber on Billboard Music Week's Hot 100 this week. Bobby and his manager, Steve Blauner, last week formed their own motion picture company.

**BIRTHDAYS OF THE WEEK:** Feb. 13, Gene Ames (Ames Brothers), Tennessee Ernie Ford, Dorothy McGuire (McGuire Sisters) and Lily Pons. Feb. 14, Elliot Lawrence, Phyllis McGuire (McGuire Sisters). Feb. 15, Hank Locklin. Feb. 16, Patty Andrews (Andrews Sisters), Bill Doggett, Vera Ellen, The Kalin Twins, Wayne King. Feb. 17, Tommy Edwards, Dottie Stevens, Margaret Truman, Alec Wilder. Feb. 18, Pee Wee King. Feb. 19, Stan Kenton.

**MARK DINNING**, who scored with *Teen Angel*, is on the scene with what Billboard Music Week calls "one of the best novelty records since Let's Think About Living." Title of the MGM release is *Top Forty, News, Weather and Sports*, about radio's Top 40 tunes and current events. It's handled in an infectious style. Mark and his singing sisters inherited musical inclination from his father, an evangelist song leader.

**DION's** fans are havin' fun with his new Laurie release, *Havin' Fun*, and his first LP, *Alone With Dion*. The album includes his first recording as a solo performer, *Lonely Teenager*, as well as *Little Miss Blue*, *Close Your Eyes*, *One For My Baby*, *Fools Rush In*, *P.S. I Love You*, etc.

**FATS DOMINO**, one of the top million-sellers artists, opens at Sciolla's in Philadelphia Feb. 27 thru March 4. You can expect him to perform his new Imperial single, *What A Price* b/w *Ain't That Just Like A Woman*.

**GREAT MOTION PICTURE THEMES:** It had to happen! The success of theme music has led United Artists to packaging the more popular ones in an album, *Great Motion Picture Themes*. Included are the famous Ferrante & Teicher Theme From *Exodus*, Theme From *The Apartment*, Don Costa's *Never On Sunday*, *The Unforgiven*, etc. Only three weeks on Billboard Music Week's Action Album Chart, the LP jumped to the 5th position last week.

**HENRY JEROME** and his orchestra are responsible for the "Brazen Brass" sound that's making the airwaves. Latest from Decca's a.&r. director is "Brazen Brass" *Plays Songs Everybody Knows*. You'll recognize the old songs, *Margie*, *Near You*, *On The Sunny Side Of The Street*, etc., played in swinging, percussive style.

**KINGSTON TRIO**, who recently received four gold disks representing \$4 million in LP record sales, have made way for their latest album—the eighth—*Make Way*. The boys are cur-

rently on a Far East tour that will play Japan and Korea, followed by a trek in Australia and New Zealand. They will close the excursion with a week's vacation in Fiji and Tahiti beginning Feb. 28. A complete guide to their records and p.a. successes was carried as a special insert in last week's Billboard Music Week.

**MITCH MILLER** and your listeners will be singing along to the tune of the Beard's newest in the series, *Happy Times—Sing Along With Mitch Miller And His Gang*. Great nostalgic items include *Side By Side*, *My Melancholy Baby*, *That's My Weakness Now*, etc. Interestingly, Mitch has a single working for him, *Tunes Of Glory*, a catchy military march theme similar to his hit *Bridge Of The River Kwai*.

**GENE PITNEY**, writer of a number of today's pop hits, is making it as a vocalist on his first outing, *I Wanna Love My Life Away*, a climber on Billboard Music Week's Hot 100 this week. Gene is 19.

**ELVIS PRESLEY:** On Oct. 30, 1960, in Nashville, RCA Victor cut Elvis' new release, *Surrender*. It's a handsome ballad set to the tune of *Come Back To Sorrento*. It was done under the watchful eye (and ear) of RCA's a.&r. director, Steve Sholes, who's been producing the Presley sessions since the well-remembered, epic-making *Heartbreak Hotel*.

**MARTY ROBBINS** may have been worried about his new release, but early indications put his mind at ease. Titled *Don't Worry (We Won't)*, the tune is a fast climbing Star Performer on the Hot 100 this week. Marty's million-sellers on Columbia were *El Paso* and *A White Sport Coat*.

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

**DINAH SEORE** is performing her new Capitol Records wax, *I Ain't Down Yet*, at the Desert Inn, Las Vegas, Nev., till Feb. 21.

**TERRY SNYDER**, United Artists Records' Mister Percussion, is producing the big sound on their subsid label, *Ultra Audio*. Terry worked as a vibist and drummer at sessions conducted by top conductors and with top vocalists, who all maintained that percussion should play a more important role in music. It was these conversations which led him to experiment with—then develop—his *Persuasive Percussion Sounds*, which could be interwoven with pop standard tunes. It was this tremendous new development which led Art Talmadge, U.A.'s V.P., to call on Terry when the firm's new Sound label was formed.

**PROMOTION DAYS & WEEKS:** Feb. 12-22 are National Defense Days. Feb. 14 is Valentine's Day. Feb. 15 is Ash Wednesday. Feb. 15 begins National Advertised Brands Week.

Have a Percussion Week.

Tom Rollo.

## THIS WEEK'S NEW Money Records

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

### SINGLES

**ALL OF EVERYTHING**—Frankie Avalon .....Chancellor  
**CALL ME ANYTIME**—Frankie Avalon .....Chancellor  
**HEARTS OF STONE**—Bill Black's Combo .....Hi  
**LOVELY BLUE NIGHTS**—Rosie .....Brunswick  
**MAKE SOMEONE HAPPY**—Doris Day .....Columbia  
**WE'LL HAVE A CHANCE**—Rosie .....Brunswick

### ALBUMS

**DEDICATED TO YOU**—Ray Charles .....ABC-Paramount  
**DO-RE-MI**—Original Cast .....RCA Victor  
**GENIUS SOUL—JAZZ**—Ray Charles .....Impulse  
**THIS IS NORMAN LUBOFF**—Norman Luboff .....RCA Victor

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!

## LP PROGRAMMING

A description of the LP programming philosophies and techniques of leading radio broadcasters with specific illustrations of how these are put into practice. Stations with original approaches to the use of LP's for programming are invited to submit details for publication here to Lee Zhitto, Billboard Music Week, 1520 N. Gower St., Hollywood 28, Calif.

Station WRFM, Woodside, N. Y., aims its programming sights at a mature, quality audience. It carefully selects the music it plays to please an audience averaging in age from 20 to 50 years old.

One hundred per cent of the music programmed on the station is from LP's. WRFM's policy calls for "good familiar music," running the gamut from lush standards by Mantovani, Percy Faith and Melachrino during the daytime hours to well-known classical selections in the evening. The classical portion of its programming is presented in a three-hour nightly block.

The popular, semi-classical and classical music selected for broadcasting is the type of repertoire that WRFM Program Manager Fred Barr best describes when he says, "We never intrude." As Barr explains it:

"Station WRFM is not a 'gimmick station,' since we don't feel we appeal to a 'gimmick-type' audience. Our music is carefully chosen. Nothing is too bright and bouncy, nor is it too serious during the dinner hour. Nothing is too far out at any time of the day, whether the selection is a current release, a standard or part of classical repertoire. Our chief objective is to program Station WRFM so that it makes for pleasant, easy listening all day long. We want it to be the kind of station that you can keep your dial set on all day long. We want programming that will soothe and not intrude upon the listener."

WRFM's "do not disturb" policy also applies to the commercials it broadcasts. Just as the station avoids loud music, it similarly rules out loud commercials. It does not believe in subjecting its listeners to a finger-in-the-chest sales pitch. Instead, it has found that the soft-sell approach proves to be the most rewarding for its sponsors.

Just as the toned-down commercials policy is paying off for the station's advertisers, so is its type of programming paying off in listener loyalty. According to Program Manager Barr, WRFM is the highest rated FM-only operation in the New York City area, based on the latest FM Pulse Survey. Aside from audience rating studies, the station knows from first-hand experience that it is registering with the type of listener group it seeks to reach. Barr says that many of its listeners take time out to write to the station and state their opinion.

The direction that WRFM's programming has taken is based largely on its listeners' wishes, its program manager hastens to point out. A considerable portion of the station's mail pull is devoted to its audience's requests and suggestions. Thus, Barr explains, the type of music played largely reflects the expressed wishes of its listeners.

WRFM's desire "not to intrude," is carried over into its method of presenting commercial announcements. Music is broadcast uninterrupted for full 15-minute intervals. Commercials, time signals and weather reports are given during station-break periods. News broadcasts will vary from two-minute news headlines and weather reports to a maximum-length, five-minute newscast and stock market report. News is carried on half-hour intervals. The exception to this is during the three-hour classical time block in the evening, when no news broadcast is scheduled. Of course, programs are interrupted in the event of a hit news break. This gives the listener the feeling that he will be covered for any important breaks on the news fronts should they occur.

The result is that the audience enjoys programming fare that places full emphasis on music and tones down as much as possible on superfluous chatter. Listeners have learned that they can remain informed on local and world happenings without being subjected to excess talk or without sacrificing the pleasure of continuous music.

The station acquires some of its albums by subscribing to the various record company LP plans. It buys the Angel, Capitol, Columbia, Epic and RCA Victor Classical services. Another source for its library is exchange deals made with several local shops. These stores will allow WRFM to select the albums of its choice in return for spot announcements advertising the dealers. Thus, the station is provided with a solid array of LP programming fare from the major labels that are heavy in album releases, and it can still select the releases of its choice through the exchange arrangements made with the various local dealers.

Reflecting a further hold on its hard core, loyal listening group, the station publishes a monthly Program Guide. This carries WRFM's complete programs for the month, and carries the pledge that "the programs listed herein are strictly adhered to except for special events beyond our control." The Guide is a 36-page booklet, printed in 5½ by 8½-inch size, with a heavy-stock cover. In addition to containing a complete listing of a month's programming, it also features a full index, broken down according to composers and compositions played during the month.

Station WRFM was established in December 1953. It operates on 20,000 watts of power. Its broadcast day is from 6 a.m. to midnight.

A typical WRFM program was its "Hi Fi in the Morning" show broadcast at 9 a.m. Tuesday, January 21:

"Music from Jerome Kern," Stanley Black Orchestra (London LL 579).

"The Sound of Music," Percy Faith Orchestra (Columbia CL 1418).

"Orchids to My Lady," Wayne King Orchestra (Decca DL 8876).

"Soft Lights and Sweet Music," Victor Young Orchestra (Decca DL 8789).

"Golden Instrumentals," Billy Vaughn Orchestra (Dot DLP 3016).

"May I Have This Waltz," Gainsborough Orchestra (Decca DL 8585).

Lee Zhitto

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

## ARTISTS' BIOGRAPHIES

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

### THE STRING-A-LONGS

The group known as the String-A-Longs consists of Don Allen, drums; Aubrey Lee de Cordova, base and guitar; Richard Stephens, guitar; Jimmy Torres, lead guitar, and Keith McCormack, vocal and rhythm guitar.

The boys started playing together in high school at local dances and parties. Last fall the group auditioned and recorded for Norman Petty in Clovis, N. M. Petty liked what he heard and brought their master of "Wheels" to the Warwick label. The String-A-Longs were soon signed to a contract and now their hit version of "Wheels" is riding high on the "Hot 100."

Currently, the boys are making a personal appearance tour at record hops and on radio and TV. Their first album is called "Pick a Hit."



H. B. Barnum was born July 15, 1936, in Houston and is descended from a long line of show people. At the early age of two, Barnum began singing the gospel and traveling with his Baptist minister father billed as "The Barnum Wonder Boy." They soon settled in Los Angeles where Barnum completed his education and continued his career through radio and TV appearances. Barnum plays many instruments, including trumpet, sax, piano, bass, drums and the flute. In addition, he has done arranging for such names as Count Basie, June Christy, Lloyd Price and Little Willie John.

Barnum has recorded for many labels and is currently under contract to Eldo Records. His disk, "Lost Love," on the Eldo label is rapidly moving up on the "Hot 100."

## YESTERYEAR'S HITS

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

### 5 Years Ago

FEBRUARY 18, 1956

1. Rock and Roll Waltz, Kay Starr, RCA Victor
2. Lisbon Antigua, Nelson Riddle, Capitol
3. Great Profender, Platters, Mercury
4. Memories Are Made of This, Dean Martin, Capitol
5. No, Not Much, Four Lads, Columbia
6. See You Later, Alligator, Bill Haley & Comets, Decca
7. Band of Gold, Don Cherry, Columbia
8. Sixteen Tons, Tennessee Ernie Ford, Capitol
9. Poor People of Paris, Les Baxter, Capitol
10. I'll Be Home/Tutti Frutti, Pat Boone, Dot

### 10 Years Ago

FEBRUARY 17, 1951

1. Tennessee Waltz, Patti Page, Mercury
2. My Heart Cries for You, Guy Mitchell-Mitch Miller, Columbia
3. Be My Love, Mario Lanza, RCA Victor
4. If, Perry Como, RCA Victor
5. You're Just in Love, Perry Como & the Fontane Sisters, RCA Victor
6. Roving Kind, Guy Mitchell-Mitch Miller, Columbia
7. So Long, Gordon Jenkins & the Weavers, Decca
8. Tennessee Waltz, Guy Lombardo, Decca
9. I Taut I Taw a Puddy Tat, Mel Blanc, Capitol
10. Would I Love You, Patti Page, Mercury

## WQXR to Air Rodgers Fete

NEW YORK—The New York Times station, WQXR, will air "A Valentine to Rich Rodgers," a two-part special, today (13) and Tuesday (14) from 8:05 to 9 p.m. Rodgers will participate in both shows, reviewing his 35 years in show business with emcee Alfred Simon and WQXR Music Director Abrams Chasins. Monday's program will feature music covering Rodgers' years of collaboration with the late Lorez Hart from 1925 to 1942. Tuesday's show will trace Rodgers' years from 1943 to 1960, covering the composer's collaboration with the late Oscar Hammerstein.

### Boisseau WKRC Editorial Chief

CINCINNATI — Pat Boisseau has been appointed editorial director for the WKRC stations by L. H. Rogers II, vice-president in charge of all Taft Broadcasting Company stations. In his new capacity Boisseau will be responsible for all research, writing and presentation of editorial features on WKRC-TV and radio in Cincinnati on a schedule recently expanded to five days a week. The WKRC

## Folk Talent & Tunes

• Continued from page 10

Enough Yet," by Ray Sanders, and "Someone's Gonna Get Hurt," by Al Brumley.

John Milton Hagen, writer-composer of numerous collections of folk songs published here and abroad, is the author of a new book of light verse titled "The Shrewd Nude (And Other Light Verse—and Dark)," to be released next month by A. S. Barnes & Company, New York. Most of Hagen's folk and cowboy tunes were written under his pen name, Sterling Sherwin. . . . Clu Gulager, who portrays Billy the Kid on the "Tall Man" TV series, has inked a Capitol recording pact. His first release, "Billy's Love Song," was written by Billy Strange and Central Songs' general professional manager, Joe Allison. Tom Morgan produced the date for Capitol.

stations have been presenting editorials on radio and TV in Cincinnati on a regular and continuing basis for the past year. Boisseau, WKRC news director for the past four and a half years, will continue in that capacity.

## PROGRAMMING TIP OF THE WEEK

"Love me, love my dog," may be an old saw, but several stations around the country evidently take it seriously, including WINS, New York; KISN, Portland, Ore., and KILT, Houston. All of these outlets cater to canine-minded dialers with various promotions and special promotion segments.

For example, deejay Mike Phillips, KISN, Portland, Ore., broadcasts hourly reports on pets, lost, strayed or stolen in the Portland area. Red Jones, KILT, Houston, features a "Canine Corner" on his daily show, which is "dedicated to wayward dogs" and also helps listeners find their lost pets.

One of the funniest bids for dog-loving audiences was a recent stunt conducted by WINS, New York, whereby a panel of dogs awarded blue ribbons to humans. Tagged "WINS's First Annual Dogs of America Awards to Humans Show," the promotion was staged for sponsor Rival Dog Food.

For weeks jocks on the station touted the contest with copy reading, "If you are a person, if you can fetch and retrieve, roll over, do tricks, send a postal card to 'The Dogs.' On the back of the card write and tell us about the best trick you can do."

Although the contest was obviously tongue-in-cheek, thousands of dialers submitted entries based on their abilities to perform in "human field trials." The dog jurists at the finals showed approval by barking (registered through an audio meter) for favorite contestants. Winner was Arnie Rubin, who delighted the shaggy jury by dancing a spinning basketball on his fingertips. He received \$100, while the rest of the finalists won \$20 each, plus blue ribbons.

## Chi Jockey Backs New FM Format

CHICAGO—Lynn Burton, Chicago deejay and radio personality, is getting behind a new-type FM program with a musical theme aimed at bringing "big-time programming" planning to the FM airwaves.

Called "Chicago in Orbit," on WCLM (101.9), the show will be aired from 8 a.m. to 8 p.m. on Saturdays and 2 p.m. to 8 p.m. on Sundays, and will feature celebrity interviews by phone or in person, tie-ins with community newspapers and other extras such as a fashion hour.

Main emphasis, however, is on music, and in Burton's words: "Classics, jazz, pop and everything but rock 'n' roll will be played." Burton himself will handle the emcee duties for the entire show in what appears to be a marathon stint by even deejay standards—a full 12 hours on Saturday and six hours on Sunday.

### Wider Audience

Purpose of the entire thing, according to Burton, is to bring a wider audience to the FM band. Previously, the Chicago veteran points out, FM programs have been confined to the classics and a few public-service-type airings. "We're trying to introduce real program planning to the FM band and interest the man on the street in our product," he said.

Advertising will be in the form of a maximum of eight spots per hour with a definite soft sell, Burton says. The station is also working on a new sound concept that will attempt to closely duplicate the effect of stereo and reverberation. Multiplexing, however, will not be involved.

## Wallichs Stores Offer Charge Service

• Continued from page 1

press, International, and BankAmericard.

Music City's own credit card will encompass two charge plans. While it expects that most of its customers will pay their bills in full each month, Music City provides for an optional charge plan whereby partial monthly payments will be accepted. It will charge 1½ per cent on the unpaid balance at the close of the preceding statement period. Thus, a regular charge account automatically becomes a revolving account if a month's charges are not paid in full.

Credit cards will be issued on a highly selective basis to customers with a well-established credit rating and whose purchases average at least \$25 per month. Store feels it won't be worth while to maintain an open account for those customers whose purchases are infrequent or small in dollar volume. Cards issued to new accounts will expire after six months. Cards issued to old and proved customers or strong commercial accounts will be good for a year.

Music City expects to make extensive use of its charge account list with bi-weekly mailings to its

customers informing them of new releases or special sales. Promotional mailings will be used to stimulate the customers' use of their charge accounts by exposing them to new product. Continuing direct mail campaign aimed at charge customers will complement Music City's heavy use of radio advertising. Music City is one of the largest buyers of radio time in Los Angeles using as much 40 hours per week on the various stations in this market.



Let's Keep Rolling Ahead

Coming in the  
**MARCH 27 ISSUE...**  
... a brand new low-cost  
**CLASSIFIED MART!**



## THAT'S ACCEPTANCE!

On June 27, RSI announced a new service for radio and television stations that play records:

Ten new singles each week . . . Billboard Music Week "Spotlight Winners"—the best of the new releases as selected by Billboard Music Week.

In five months, over 572 stations—from every section of the United States and Canada—subscribed to RSI. This swift acceptance is an accurate measure of the great value broadcasters place on this unique record service.

**AND IT IS A GREAT VALUE.\*\*\* RSI SUBSCRIBERS GET THE BEST OF THE NEW RELEASES\*THEY GET THEM FASTER\*THEY GET THEM AT A LOWER PRICE\*AND THEY GET THEM WITH AN UNCONDITIONAL GUARANTEE OF COMPLETE SATISFACTION!**

Six Record and Album Services Available

If you play records — and you're not yet a subscriber — you owe it to yourself to look into the many record services stations have asked RSI to provide. For today, in addition to the "Hot 100," you can get weekly "Easy Listening" and "Country Music" singles from RSI . . . new monthly popular and classical albums . . . an LP Catalog Album service.

Write to Hal Cook for the full story. No obligation, of course. Just a wonderful opportunity to find out how you can get better records — faster and cheaper. Write today.

**RSI**

Record Source, Inc.  
833 East 46th Street  
New York 17, N. Y.  
Telephone: YUkon 6-0155

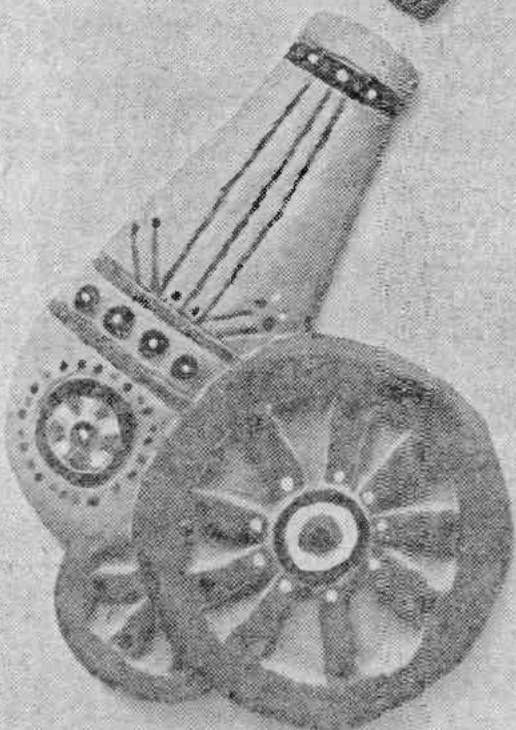
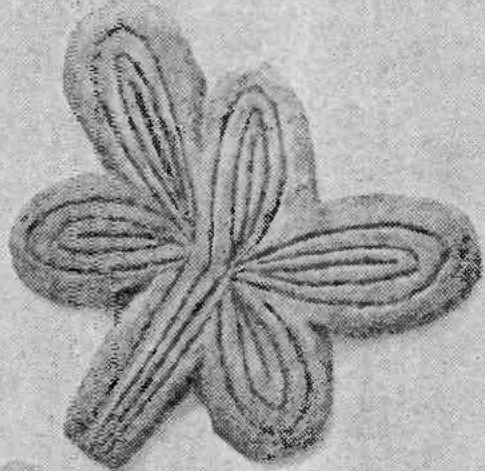
Hal B. Cook Executive Director



**FAST DELIVERY** is a Custom at RCA! When you have a record breaking big, you have to have all the records you need, when you need them. When Mr. RCA Custom handles things... brother, you got 'em! What's the key to RCA's speedy supply lines? Sure-fire three-plant service. With one factory on each coast—in New York and Hollywood, and one centrally located—in Indianapolis, RCA Custom offers you over-night shipping to any point in the nation. Call Mr. RCA Custom now, and watch his speed!

## RCA CUSTOM RECORD SALES

New York: 155 E. 24th St., MU 9-7200/Chicago: 445 N. Lake Shore Drive, WH 4-3215/Hollywood: 1510 N. Vine St., OL 4-1660  
Nashville: 800 17th Ave., S., AL 5-6691/Canada: RCA Victor Co., Ltd., 1001 Lenoir St., Montreal; 225 Mutual St., Toronto



## Big Stores Strut Phono, Record Lines With Barnum-Type Showmanship Flair

### Macy's Annual TV, Music Fest Brings Jazz to 34th St.

NEW YORK—In a way it was like a reincarnation of Newport on 34th Street. That was the scene as R. H. Macy and Company kicked off its annual TV and music festival Wednesday morning (8). The festival itself was due to last 10 days.

In one of the most ambitious one-day music-record-phono dealer merchandising stunts, Macy's named Lionel Hampton as special jazz co-ordinator and emcee for a series of shows which began at 10 a.m. More than 9,000 fans had jammed into the Seventh Avenue end of the 5th floor toy department section by the time the last jazz performance started at 5 p.m.

The annual affair finds all eyes focused on Macy's parade of bargains in equipment and records, through a series of full page ads running in all leading New York dailies. Plenty of advance plugs were also forthcoming from deejays Jack Lazara of WNEW, and Mort Fega of WEVD.

Highlight of the continuing stream of jazz personalities on the stand was a reunion of the Benny Goodman quartet which fractured the 11 a.m. crowd of better than 3,000. Following this and a noon show, a special luncheon was held in the executive offices for the press and the artists.

Later, the whole troupe was again herded back to the fifth floor stand where another stomping session took place with close to 4,000 fans on hand. In addition to the Goodman quartet (composed of Goodman, Hampton, Teddy Wilson and Gene Krupa), the passing parade of artists included Julian (Cannonball) Adderley, Stan Getz, Dizzie Gillespie, Milt Hinton, J. J. Johnson, Gerry Mulligan, Buddy Rich, Jo Jones, Jimmy Rushing, Larry Elgart and Arthur Godfrey.

Part of the inspiration for the jazz scene was provided by Joe Liebman, senior vice-president in charge of sales promotion for the Bamberger division of Macy's.

### Walco Kicks Off Promo With New Displays, Catalog

NEW YORK—Walco Electronics Company, Inc., has kicked off a new three-step merchandising campaign including a newly designed counter-top merchandiser, an attractive hard plastic needle container and a revised needle catalog. In addition, the company took an active part in the annual Macy's Music Festival here last week, with the presence there, at Walco's needle clinic, of Miss Walco 1961, Karolee Bennett.

The counter-top unit houses 160 needles and has a double-thick unbreakable glass top and is used as a counter work space. It's available from distributors upon purchase of a small selection of the needles. All orders now will be filled utilizing the new package. The catalog shows needles used in all late model phonos in addition to the standard listing. Also included are descriptions of Walco disk accessories.

### MGM ACTION BIG AT MACY'S MUSIC SCENE

NEW YORK—MGM Records was much in the picture as Macy's put on its annual Music Festival this week. The company, through both MGM and Verve labels, already boasts current or past affiliations with many of the jazz artists who appeared in the all-day bash opening the Festival. Beyond this, the firm rushed out a special single by Lionel Hampton to tie in with the Festival.

Hampton, who starred as emcee and co-ordinator of the jazz sessions, recorded two tunes, including "Forbidden," and "Cry of the Blues (Theme from Macy's Jazz Festival)," the previous week. Mixing was done Tuesday (7) and pressings were rushed to Macy's from the Bloomfield, N. J. pressing plant to the New York store at 7 next morning. All 400 copies were sold the first day and the label promptly shipped in another 1,000 copies.

Liebman is, by his own admission, a music bug in the full sense of the word, and has to credit the scores of two upcoming motion pictures, "Force of Impulse" and "Pity Me Not." For the former, Lionel Hampton and company recorded the sound track.

MGM Records was rushing out a special Lionel Hampton single for release in New York to tie in with the Macy Festival, consisting of two tunes written by Liebman. The tunes are "Cry the Blues (Theme From Macy's)," and "Forbidden."

This was the first year in which Macy's undertook a promotion based on jazz artists. Preliminary indications were that this was the right diet to offer to bring in the crowds. Whether these jazz-oriented fans would necessarily turn into disk and equipment buyers as a result of having been drawn into the store was being watched with interest by store executive personnel and the dealer trade in general.

### Col. Phonographs Opens L. A. Office

HOLLYWOOD—Columbia Phonographs has opened its own phonograph distributing branch here, giving the CBS subsidiary company-owned branches in the New York, Chicago and Southern California market areas. Craig Corporation, which had been distributing Columbia phonos here the past four and a half years, was forced to resign the line when it acquired Motorola. Craig bought Kierulff Electronics, the Motorola distributor. Craig, however, will continue to handle the Columbia phono line throughout the Northwest and in Hawaii.

Jack Stimson, for 15 years with Craig, was named to head the Columbia phono branch here, which has opened headquarters at Columbia Records' Garfield Avenue branch. Branch's territory goes from San Luis Obispo, halfway mark to San Francisco, to the Mexican border, and Yuma, Ariz., to the East.

### Chi's Polk Bros. Stages Week-Long West'house Promo

By NICK BIRO

CHICAGO—Polk Brothers, the giant discount outlet whose boss, Sol Polk, is to retailing what P. T. Barnum was to show business, launched a week-long razzle-dazzle promotion last week tying in the Westinghouse phonograph and television line with home clothing fashions and home furnishings.

The Polk project included four staged shows at the giant parent store each day, and between 2,500 and 3,000 persons from Polk's own selected mailing list fought for reservations to attend.

The whole show was based on Polk's philosophy of dramatic merchandising, promotion and always selling at a discounted price—a practice it also applies with considerable success to its record department.

#### Models

Polk showed off selected models from Westinghouse's new line—each tied in with a complete room of home furnishings matched to the period of the phonograph or television set. An attractive girl-type model, dressed to match the room's decor, added a pleasant finishing touch.

The entire business was on a revolving stage that gave four different scenes for each of the four daily shows. As the stage revolved, a panel that included Dorsey Connors, fashion expert, and Ausby E. Lee, Midwest president of the National Society of Interior Designers, discussed the styling.

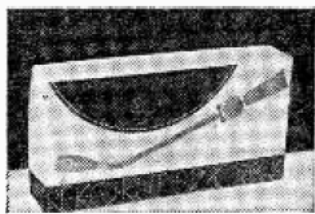
Each day, an editor from a leading trade and consumer magazine joined the pair as the third panelist.

#### Think Promotion

If the Polk project was a bit too ambitious for the average dealer, the thinking behind it certainly wasn't. The whole point of the promotion, a Polk official indicated, was to get the public to think of phonographs and television as part of the decor in a home.

"People today are more period conscious—they want nice homes. The old-time phonograph and television set was just a box. Today, manufacturers are making sets that blend into a home—we at Polk are trying to make the public aware of it and use the idea in our sales technique," Polk officials said.

Partly on the basis of enthusiastic response and good sales results, (Continued on page 45)



**PACKAGE WINS CITATION.** Industrial Design's Annual Design Review has cited New York's Rek-O-Kut Company's micropoise S-220 stereo tone-arm package as "one of the best-designed products from all of American industry." The package was formulated for Rek-O-Kut by Richard Schiffer of the George Nelson Company. Coloring for the micropoise package is black and white, with an abstraction of the tone arm itself printed in red. Rek-O-Kut has been cited for the second straight year for its attractive packaging by Industrial Design.

## DEALER INVENTORY CHARTS

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

### BEST-SELLING PHONOGRAPHS

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

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

#### PHONOS LISTING BETWEEN \$151 and \$200

RANK	BRAND	% OF TOTAL POINTS
1	Magnavox .....	28.3
2	Columbia .....	15.3
3	RCA Victor .....	13.5
4	Webcor .....	13.3
5	Motorola .....	6.6
6	Voice of Music (V-M) .....	5.9
7	Decca .....	4.6
8	Zenith .....	4.3
9	Capitol .....	3.1
	Others .....	5.1

### BEST BUYS IN RECORDS

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

#### POP

**GHOST RIDERS IN THE SKY** ..... Ramrods  
(Morris, ASCAP) Amy 813

**APACHE** ..... Jorgen Ingmann  
(Regent, BMI) Atco 6184

**\* WAIT A MINUTE** ..... Coasters  
(Trio-Progressive, BMI) Atco 6186

**GEE WHIZ (LOOK AT HIS EYES)** ..... Carla Thomas  
(East, BMI) Atlantic 2086

**\* LITTLE BOY SAD** ..... Johnny Burnette  
(Cedarwood, BMI) Liberty 55298

**\* LAZY RIVER** ..... Bobby Darin  
(Peer, BMI) Atco 6188

#### C&W

No Selections This Week

#### R&B

**THERE'S A MOON OUT TONIGHT** ..... Capris  
(Rob-Ann, BMI) Old Town 1094

**\* PONY TIME** ..... Chubby Checker  
(Alan K, BMI) Parkway 818

## Disk Buying a Hazard In East Berlin Stores

By ROBERT SCOTT

The plush record shops of West Berlin, filled with colorful jackets and an atmosphere of service are only six stops away by elevated train from the understocked, understaffed, relatively unattractive record shops of East Berlin.

At No. 1 Alexanderplatz, stands a combination book-and-record shop. The building is new, attractively styled in the modern manner, with large display windows.

The one devoted to records contains perhaps two dozen jackets set in three straight rows across the window. They include Russian made sets in new two-and-three color jackets, East German set with somewhat more attractive covers, and Czech Supraphon disks in what are perhaps the most artistic and colorful of all Iron Curtain jacket designs.

Inside, the customer is confronted (Continued on page 44)

You Are Now Reading The **NEW Billboard** . . .

50 Cents

# BILLBOARD MUSIC WEEK

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

***Exclusively For The Music-Coin Industry***  
 . . . combining two full time editorial staffs . . . boasting  
 one of the largest, most experienced businesspaper editorial  
 staffs ever assembled to serve an industry.



**SAM CHASE**  
 Assistant Publisher  
 and Editorial Director



**PAUL ACKERMAN**  
 Music Editor



**AARON STERNFIELD**  
 Coin Machine Editor



**KATHLEEN AUSTING**



**NICK BIRO**



**JUNE BUNDY**



**HERB FEINBERG**



**REN GREVATT**



**MILDRED HALL**



**KEN KNAUF**



**JACK MAHER**



**TOM NOONAN**



**DELORES NEWCOMB  
POE**



**BOB ROLONTZ**



**BILL SACHS**



**NIKI KALISH SACHS**



**SEYMOUR STEINBICLE**



**ANDY TOMKO**



**LEE ZHITO**

## BILLBOARD MUSIC WEEK

New York • Washington • Cincinnati • Chicago  
 St. Louis • Hollywood • Great Barrington



A view of the window of Das Gute Buch, one of three retail outlets for records in East Berlin. Window shows both books and records, although it is reported that few of the records thus displayed are necessarily available for purchase in the store.

## Disk Buying a Hazard In East Berlin Stores

• Continued from page 42

with a cluttered, ill-lit, crowded room. Their backs to the window, two clerks struggle manfully to cope with a dozen or more customers. Separating store personnel from customers is a counter on which are two tall piles of records.

"I saw a set in the window I'd like to buy," says the unwary Westerner. "Which one is that?" a pleasant gray-haired lady behind the counter asks. The customer tells her. "Oh," she replies, "we don't have that set." "Where can I get it?" the customer continues. "I don't know. We're out of it," she replies, hurrying off to help another customer. It develops that the window displays bear little resemblance to what actually is in stock.

The customer begins to leaf through one of the piles of records, which consists primarily of classical Czech Supraphon titles. Jack-ets, labels and program notes are printed entirely in English. "It is forbidden to buy from that pile. You must buy from this pile," says the other clerk, a dour-faced youth. The second pile consists entirely of Soviet popular and classical LP's in their blue jackets bearing landscapes of the Soviet Union. The customer notes that while the jackets are printed only in Russian (there are no program notes), the labels are printed in Russian and English.

Across the Alexanderplatz, at the

**BEST SELLING!  
LOWEST PRICES  
HIGHEST QUALITY  
BIGGER PROFITS**



**GENUINE  
DIAMOND  
NEEDLES**

**TRANSCRIBER CO., INC.**  
WRITE DEPT. C,  
P.O. BOX 478, ATTLEBORO, MASS.,  
FOR ORDERING INFORMATION

beginning of Leninallee, is another state-owned book-and-record store, Das Gute Buch. Here, the stock is much greater, including Polish, Hungarian and Roumanian disks in addition to the large stock of Soviet titles. Here no display, no sign in the window, indicates that records are for sale. The East Berliner is aware, however, that if he wants music on records, it is one of three places in the entire zone to which he can come to buy. In addition to word-of-mouth, other government-owned stores direct customers to Das Gute Buch, and the store runs advertisements in the East German newspapers. "We announce new arrivals from the Soviet Union or Hungary," said a member of the store staff when asked what the ads included.

Das Gute Buch is not a new store; the building in which it is located apparently survived World War II. Like No. 1 Alexanderplatz, it is ill-lit by a few lamps on the very high ceiling which are turned on only toward dusk. The pigeon-holes behind the counter contain the store's entire record inventory, arranged by special code numbers.

To aid customers, there are two large loose-leaf typed catalogs on the counter. The customer finds what he wants in the catalog, and takes the store's code number, typed or written next to the catalog number of the record. Then he asks one of the two elderly ladies behind the counter whether it's in stock. If it is, she writes out a slip, giving the amount, which the customer takes to a cashier at the front of the store. He pays for his record and returns with the slip properly stamped. The clerk hands him his record, wrapped in a sheet of brown paper cleverly folded into the form of a bag; and he leaves.

Rarely, however, are transactions this simple. A customer may ask for three or four titles before hitting on something that's in stock. The Iron Curtain countries press records in runs of a million, a clerk told me; but they are distributed to every library and workers' club in the Soviet sphere. The remainder are distributed among the stores. A store may get half a dozen copies or 50; there's no real way of knowing in advance. The title stays in the catalog as long as there are records on the shelf, which may be several years. When the store sells its last copy, frequently the clerk forgets to make a note of it and the title continues on in the catalog. If enough demand builds up, or if the producers think a disk is particularly worthy, there'll be another run of a million—but that may take

(Continued on page 45)

## RETAILING PANEL

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

### QUESTION

Teen-age business—do you encourage it?

### THE ANSWERS

**MRS. TOMMIE GRIBBLE**  
Sixth Avenue Records  
Portland, Ore.

We encourage it by lining the front wall with the top 100 singles, new releases, and we put out a "Hit Parade" sheet listing these, which we mail and also use as a counter giveaway. We control teen activity with a sign indicating a 10-cent charge for each single played and not

purchased. The LP charge is 50 cents. The money goes to the University of Oregon Medical School for eye research. It makes drifters—especially some of the youngsters—respect the records and our store.



**JACK SEADER**  
Village Music  
Ridgewood, N. J.

We want all the teen business we can get. Teens are the main buyers of singles and pop LP's and they're the adults of the future. It's a dealer's responsibility to lead them along and develop their tastes for they may well be the classical buyer of tomorrow. One of our local merchants sponsors a teen-age club and frequently I drop by their meetings and speak about records. Getting to them, out of the store, like this, is very effective.



**PETE DUCHER**  
Ratner's  
San Diego, Calif.

We encourage them because they are tomorrow's regular customer for records, players and TV sets, after they marry and set up their own homes. We separate teens from adults by keeping our classical section on the mezzanine where 45 listening is not allowed. We advertise singles on radio station KDEO. We also handle teens with kid gloves because they'll remember discourtesies years later.



**AL LEVINE**  
Record Bar  
Erie, Pa.

Teens are important. They buy the bulk of pops, which is 30 per cent of our business, and they are buyers of many accessories like batteries, radios and carrying cases. They also influence the buying of moms and dads. We build tomorrow's customers for phonos and TV sets by catering to teens now. Their behavior and pilferage are a problem, but by removing listening booths we cut stealing and upped our profits.

## 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.

**ROULETTE**—Expires February 15, 1961. Started January 1, 1961.

Special fifth anniversary half-price bonus sales program. One album from the catalog at half-price with one purchased at full price. Includes all LP's on Roulette, Tico and Roost, plus all new January releases on each label. Also there is an extra 10% discount allowed on purchases of low-price Forum line. See page 3, December 31 issue, for details.

**MERCURY**—Expires February 15, 1961. Started January 9, 1961.

One album free for every 10 albums purchased in Mercury catalog including new January releases. See page 52 and insert in January 9 issue for details.

**TIME**—Expires February 15, 1961. Started January 1, 1961.

For every \$5 worth of album product purchased, \$1 worth of obsolete stock can be returned. Dated billing 30-60-90 days. See pages 18-19, January 9 issue, for details.

**CAMEO, SWAN and PARKWAY**—Expires February 24, 1961. Started January 16, 1961.

Promotion deal is on five albums in catalog; three by Bobby Rydell and two by Chubby Checker. Dealers offered 15% discount on every album ordered and 100% exchange privileges. A sixth album soon to be included in the program is "The International Pop Orchestra." See pages 8, 12 and 13, January 16 issue, for details.

**VEE JAY**—Expires February 24, 1961. Started February 1, 1961.

Buy ten, get one free. Plan applies to seven new February releases plus catalog.

**CADENCE**—Expires February 17, 1961. Started January 15, 1961.

"Spring Restocking Program" offers a 10% discount on complete catalog including January-February releases. Details available from Cadence distributors.

**MGM**—Expires February 28, 1961. Started January 16, 1961.

Distributors are being offered 20% bonus in merchandise (buy 100, get 20 free). Deferred billing: 30-60-90 days, provided account is current. Discount with dating: 2% cash discount with each payment, in accordance with above dating plan. 100% exchange privilege within the January "Twenty-One Gun Salute" release. Terms also apply to all purchases of LP's in the new MGM, Metrojazz and Cub label catalogs. See last page of insert, January 16 issue, for details.

**ANGEL**—Expires February 28, 1961. Started January 30, 1961.

Program offers a 10% discount on complete catalog including January release. 90-day deferred billing on a limited 100% exchange privilege. Exchange deal available on 100 best selling LP's plus all February releases up to five copies of any specific album. Exchanges will be accepted between April 1 and June 30. Payments must be made in two equal installments on 10th of April and May. Minimum order of 50 Angel disks is required to qualify.

**CAPITOL**—Expires February 28, 1961. Started January 30, 1961.

Program offers a 10% discount on complete pop and classical catalog, plus 90-day deferred billing. Also includes limited 100% exchange privilege. Limit on exchange is placed at five copies of any specific album with the exception of the new Kingston Trio and Frank Sinatra albums ("Sinatra's Swinging Session" and "Make Way"), which Capitol will back up with a full exchange up to 25 copies purchased. Plan covers only purchases between January 30 and February 28. Exchanges will be accepted between April and June 30. Payments must be made in two equal installments on 10th of April and May. See page 60-61, January 30 issue.

**CHESS & CHECKER**—Expires February 28, 1961. Started February 1, 1961.

Special discounts for dealers. Details available from label's distributors.

**ABC-PARAMOUNT**—Expires March 31, 1961. Started January 16, 1961.

Winter merchandising plan offers straight 12 1/2% discount off the face of the invoice and specific dated billing for qualified dealers. Plan applies to 11 new ABC-Paramount albums, four initial LP's in the label's new jazz series, Impulse and Chancellor LP product. See page 4, January 16 issue, for details.

**STRAND**—Expires April 30, 1961. Started February 1, 1961.

"Major LP Expansion Program." Plan applies to complete Strand line plus new Elite percussion series. Details available from Strand's distributors. 90-day deferred billing with normal 2% discount for prompt payment.

**DECCA**—No expiration date. Started January 1, 1961.

An incentive plan, details of which are available from Decca factory branches. Also, a new 10% exchange privilege for dealers, effective with album purchases on or after January 1 of this year. Plan applies to all Decca, Coral or Brunswick product on a dollar-for-dollar basis. Complete details of new plan will be sent dealers when the exchange becomes available next July 1. See page 16, January 23 issue for details.

**RIVERSIDE**—No expiration date. Started February 6, 1961.

Dealers buying the Riverside Pre-Pack, a browser box containing 100 jazz singles, will receive a bonus of four albums from the LP catalog. See page 49, February 6 issue, for details.

**DUO**—Offer for "Limited time only." Effective immediately. Buy one LP, get one free. Introductory offer to dealers and distributors covers all comedy LP's.

## ALBUM COVER OF THE WEEK



**SONGS OF BILLY YANK AND JOHNNY REB** — Jimmie Driftwood, RCA Victor LPM 2316. Attractive cover with full-color pic of the artist and black and white pic of the Yanks and Rebs on a white background. Prime display item.



**THE MUSICAL WORLD OF RODGERS AND HAMMERSTEIN** — State Light Symphony Orchestra (Ornade MGM 2E6. Classy and colorful cov with a full-color photo by Robert Radall of various symbols of R&H show placed on a bright blue background Socko display material.

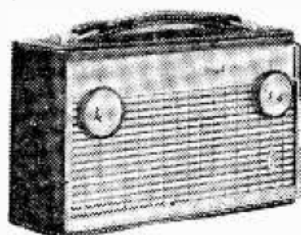
when answering ads . . .

Say You Saw It in Billboard Music Week

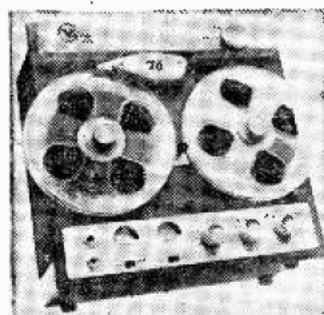
# NEW DEALER PRODUCTS

## Powerful Portable Transistor

The accent is on power in the Zenith Royal 710. The set is an all-transistor unit that carries 500 milliwatts of power output for playing without distortion at high volume. An earphone attachment is available at optional cost. The unit comes in a perma-wear covered case in chocolate brown. Six C type batteries power the 710 which sells for \$59.95 less batteries.



## Compact Record-Play Tape Set



The Viking Corporation of Minneapolis is now offering what it considers a budget-priced tape recorder that sells for \$199.50. The Compact 76, as the unit has been called, is a quarter-track machine with simplified operation in two speeds: 7½ and 3¼. The unit has jacks for high level input, monitor output and playback output at the rear. The set also has VU meters to balance sound during recording.

## Added Life for Radio Battery

That Alidden radio line of American Industries has a new six-transistor, portable radio that, the company claims, has three times more battery life. The unit operates on Penlite cells and is referred to as the AL6Z and lists for \$29.95.

## Pocket-Sized Two-Way Radio

A talk and listen two-way transistorized radio weighing half a pound and just larger than a pack of cigarettes has been introduced by Ross Industries of Seattle. The set is 5½ inches high a bit more than 2 inches wide and 1½ inches in depth. It retails for \$69.50.

## Pocket Tape Calls Italy Home

The fine Italian hand has turned out a pocket-sized transistor tape recorder that has been introduced to the American market by GBC, headquartered in Milan, Italy. This small set is called the Trans-voice and measures 5¾ inches by 8¾ inches by 3¾ inches.

The set utilizes a 2¾-inch speaker and tape revolves at the 3¾-inches-per-second speed. It uses 4½-volt batteries which the company claims will keep the machine operating for 100 hours.

The Trans-voice is list-priced at \$129.50 with a carrying case available at \$7.50. Special 3½-inch reels of tape can be purchased at \$2.25 and optional accessories are available.

## Speaker-Amp for Tape Recorder

A four-pound auxiliary speaker-amplifier is being offered by the Matthew Stuart Company for use with Phono-Trix tape recorders made by that firm.

The new addition is being priced at \$39.95 and has a 6 by 4-inch speaker. It is powered by eight standard flashlight batteries. The price also includes a leatherette carrying case that comes with the set.

## Four-Speaker System on Way

The TF-3 is a new four-speaker system in furniture cabinet being debuted by the Jensen Company of Chicago. The unit contains a 10-inch woofer, two special mid-range horns and a new hemispherical tweeter. Its four sides are finished in either oiled walnut (at \$99.50) or unfinished gum hardwood (\$79.50).

## East Berlin Disk Buying Hazardous

Continued from page 44

eral years; or it may never happen. For the Soviets, the business consists in roughly equal parts of classical and folk music (pops are virtually nonexistent), and the market single-speed. LP's are available in two tunes on each side of an eight-inch record, or on 10 or 12-inch LP's. The communists have learned a great deal about disk purchases. For example, a customer wanting a selection of songs by Shostakovich will get "Lenin Hills," an anthem of the International Students' Union, "We're for Peace," "Moscow-Peking" thrown in as good measure. A collector of songs will get "Lenin Is Always with You," "The Party Is Our

Helmsman," and "Our Strength Lies in Our Just Cause" with a selection of more orthodox folk songs on a single LP.

East Berlin's third store, the Czechoslovak Pavilion, bears a marked similarity to its Western cousins. The building is new, the store attractively styled and tastefully decorated. A low record bar, similar to the type used in many American record stores, runs some 20 feet along one wall. At one end are mounted two turntables for auditioning, together with earpieces patterned after those used by Electrola in its West Berlin store. On the counter itself, the Czech Supraphon catalog is mounted under glass. Customers could order by

## Motorola Bids For Stereo \$\$

CHICAGO — Motorola Corporation has launched a comprehensive merchandising campaign designed to acquaint potential customers with the concept of stereo. W. E. Laswell, Motorola national stereo and radio sales manager, is in charge.

Laswell explained that the entire effort is aimed at giving personal stereo demonstrations to hundreds of thousands of prospects during February and March. More than 3 million factory-prepared direct mail flyers have already been mailed by dealers to prospects.

The flyers outline a contest whereby prospects can compete for a 12-day trip to Europe for two by listening to the dealer demonstration and filling out a special entry blank. Everyone hearing the demonstration can also purchase a number of imported "around the world" premiums described in the flyer.

Motorola has also prepared a 15-piece, in-store and window display package of promotion material for dealers, highlighting the consumer contest, the premium offer and a special, sales-closer record offer. Dealers are supplied with a special six-minute disk for the demonstration.

## Jingle Firm in Disk Biz

NEW YORK — Music Makers, one of the nation's largest jingle firms for radio and TV commercials, is forming its own record label, also called Music Makers. Bob Schwaig, formerly with Portem Distributors here, has been named general manager of the new label handling both a.&r. functions and sales manager's duties.

catalog number. Here, only one clerk, a pleasant, attractive woman in her 40's, tried to wait on perhaps 10 customers.

The store uses no record display material outside, and decorates the storage space behind the record bar with a few jackets. The Supraphon catalog is primarily classical, but it contains what little American pops and jazz are available legitimately behind the Iron Curtain. It also includes the few Eastern European 45 r.p.m. disks available. Prices for disks are slightly more in this well-lit, tastefully decorated shop than at Das Gute Buch—running up to about 90 cents for a 12-inch LP. "There's a good reason why they're more," I was told back in West Berlin. "The Czechs make the best records."

Another reason is the popularity of American-style popular music in both parts of Berlin. Even Supraphon cannot be said to have a swinging catalog, with items by the Karel Vlach and Dalibor Brazda orks including "Stompin' at the Savoy," "St. Louis Blues," "Night and Day," and a number of other American favorites. The arrangements sound strange to American ears, but it's about as close as an East Berlin hipster can legally come to American popular music. Out of 470 Czech LP's, three are devoted to American pops.

Although it may take half an afternoon to buy a record; and although the customer may have to settle for a third or fourth choice, when he finally gets it, the price will be right. Because of the difference between Eastern and Western currency, West Berliners buying records at Das Gute Buch pay about 75 cents for a 12-inch record. East Berliners pay about \$3, still a modest sum compared to the cost of Western records. Why then do so few West Berliners buy communist records? "It's worth the difference in price to buy in the West," a young housewife told me. "Our records just sound so much better. You have to strain to hear the music through their surface noise."

## LETTER LIST

Letters and packages addressed to persons in care of The Billboard Publishing Company will be advertised in this list two times only. If you are having mail addressed to you in our care, look for your name EACH WEEK. To be listed in following week's issue, mail must reach Cincinnati office by Tuesday morning.

Adams, Blackie	Donatto, Lillian	Jones, Floyd	Poole, William
Adams, Dorothy	Doolittle, H. Rushmore	Kaplan, Jack	Porter, Ernest
Adams, Leo R.	Dover, Al (Shorty)	Kelly, Catherine	Portman, Ocia
Adkins, Robert	Dover, Paula	Kennedy, Annie	Radford, Ronell A.
Albanese, Richard	Downing, Wilbur E.		Ralph, W. C.
Algut, Hyman	Doyle, Henry M.	Kensinger, Mary Jane	Rash, Silas
Allen, Ira	Dudley Jr., S. A.	Kessle, Harper	Ray, Sid
Anderson, Chris	Duval, Sylvia	Kilgore, William E.	Rayboid, Rajah
Annin, James	Eads, Valerie Lynde	Kinder, William C.	Reichert, Frank
Anthony, Milo		King, R. E.	Reynolds, Duke
Armond, Billy	Eagle, Nate	Knapp, Jimmy	Reynolds, Russell Earl
Arnolds, Otis	Earle, Beatrice	La Pearl, Jack	Riley, William Edward
Arnold, Woodrow	Ehler, Richard	Lacy, Charles Monroe	Rillo, Loretta
Baake, Fred	Ellerman, Edgar	Lane, Sherri	Robbins, Dave
Backer, Mrs. Earl	Emmon, Bob	Laurence, Larry	Roberts, John Bruce
Bagwell, C. L.	Endfoley, C.	Lawrence Shows	Robins, Carol Ann
Baker, Suzen Arlene	Erickson, Tommy & Lucie	Le Blanc, Jack	Robinson, Bob
Balke, Donald F.		Le May, Peaches	(Robinson's Greater Shows)
Barakman, Mervin	Erwin, Lee	Leche, Virgil	
Barnes, J. O.	Estell, Allen	Lee, Alberta	Robling, Emory
Basskin, Ben	Evatt, Beatrice Lillian	Lee, Billy	Roe, Larry
Bateman, Charles	Evatt, William Gerald	Lenover, Joe	Rogers, O.
Bates, Tiny	Fitzgerald, Arthur	Leonard, Arthur Lee	Rooney, James F.
Baude, Clinton	Forkum, Bill	Levine, J. (Joseph Bernard)	Rose, Cecil
Beaudaun, Gerald	Fowler, Freddie		Ross, Robert
Becker, Larry	Frankie, George	Lisenbee, Tom	Rossi, Joe (Band Leader)
Beckwith, Gerard L.	Frawley, Dennis	Little, Robert	
Belk, Tom	Freedmen, Henry	Lizett, Jack	Rothman, J.
Bender, Charles Arthur	Friday, Clifford	Lusson, Leo	Ruder, Melvin
Bensleum, Jack & Mrs.	Friskie, Lowell E.	Lutherdale, Ronnie	Russell, William Harry
Benson, H. E. & Mrs.	Frobess, Harry	McCafferty, Robert Eugene	Scatton, D. T.
Berkheimer, C. S.	Fuller, Robert		Schilling, Herbert
Bertel, Richard	Gallager, Frank	McClain, D. C.	Schroeder, William L.
Bertrand, Cleo & J. J.		McDaniels, Lucky	Sears, John R.
Biggers, Curtis	Gann, Wm. (Bill)	McDermott, Hal	Seawright, David
Bishop, Brownie & Mrs.	Gates, James	McDermott, William	Seiber, Dave
	Geiger, Rose	McGovern, Roy	Shaffer, Carl Frederick
Blake, Don	Gentry, Harry O.	McKinley, Norman	Shamrock, Mrs. Vivian
Bodin, Johnny	Gilmore, David	McNeil, Scottie	Sheehan, Edward P.
Boegere, Mignon	Gladieux, Bill & Lou	McVey, James	Shelford, William
	Goad, A.	Mack, John	Shepherd, Aonzo
Botwin, Paul	Gordon, George	Mann, Lawrence	Shinos, William
Bourbon, Michelle	Gosh, Byron (All American Shows)	Mannes, Jay S.	Showers, Jim
Bowling, A.	Goslin, Eliab	Marks, John H.	Silva, Larry
Bowman, Clyde	Graham, John L.	Marquis, George	Slosman, Ev
Boyle, Charles	Grayson, Floyd		Smith, Harold Leon
Brown, D. E.	Green, Kayo	Marshall Jr., Walter G.	Smith, Marvin
Brown, Tony	Green, Tommy J.	Martin, Jean	Smith, Melvin R.
Browning, Frank	(C/o Russell Green)	Martin, Kay	Smith, Sammy
Buckley, Lenard Herbert	Grish, John W.	Martin, Robert	Soble, George
Burnett, Jim	Grissom, Jackie Norman	Martin, William C.	Stains, J. L.
Bush, Willie	Hacker, Ray	Martini, Toney	Starks, Wesley
Bus, Harold Emil	Hackett, Edw. J.	Mason, Snow	Stein Bros.' Circus
Byer, Lillian	Hall, Louise Woods	Maxson, Clarence	Stevens, William
Canter, Homer	Hans, Grant		Stevenson, Jack
Carlisle, George	Hansen, Arthur	Meador, J. Patrick	Stone, Kay
Carpenter, Walter E.	Harleman, Irvin	Melton, Edgar	Stone, Thomas
Carr, F. F.	Harmon Alva Lee	Meredith, Ronald	Story, James Melvin
Carroll, Randy	Harmon, Betty	Milanes, Joseph	Sutton, James Harland
Cash, John Lester	Harmon, Lowell	Miller, Mrs. Katherine	Swan, Jack
Cave, Lester Gene	Harp, James	Miller, Lloyd C.	Swank, Harry
Chandler, Ray	Harriman, Gabe	Miller, Stanley	Sweet, Arthur
Chapman, Frank	Harris, Lenard	Minton, H. L.	Tammamy, J.
Choate, Billy (Bisbees Comedians)	Hart, Everett	Molnor, Pete & Mrs.	Taylor, Alton
	Haynes, Frank	Monroe, George	Taylor, Carol
Clark, Ernest Edward	Henry, E. D. (Jew)	Moody, A.	Taylor, Otis
Clark, Fred Willis	Henshaw, Lewis Glen	Moore, Frank (c/o Mrs. Bee Qualls)	Teahan, John J.
Clark, Gerald	Herman, Al J.	Moran, Eddie (Rabbit Foot Minstrels)	Terry, Mrs. Corene
Clark, Samuel	Herman, Woody	Moreno, Gus	Teter, Melvin
Cobb, Paul	(Band Leader)	Morgan, Lornie	Thorne, Willard Wesley
Coffee, Phillip	Herrington (Footlong Truck Concessions)	Morgan, Mrs. Colene	Thorp, Paul
Colbert, Tommy	Hester, Billie L.	Morton, A.	Tifford, Benny
Collins, Jess	Hickman, Clifford E.	Morton, Carlyle	Turner, Jerrie
Collins, Jimmie	Hill, Marshall N.	Mosely, Paul	Vance, Harry
Collins, Robert	Himes, Mrs. Vera	Munroe, Preacher	Vandergriff, Fats
Conboy, Donald	(Circus General Agent)	Murray, Joseph	Vinson, Jack
Conway, Martin W.		Musante, Albert	Voigt, Robert A. & Mrs. (Bob Top & Lauren)
Cook Jr., James Robert		Newcomer, Lewis E.	Vonderheid, George
Cook, Monty	Hines, Jack	Newingham, Lyman	Wall, Joe
Cooper, Ray (Bobby)	Hoag, Wesley	Nickolson, Charlie	Wayne, Harvey
Cox, Walter & Mrs.	Hobbs, Carly	Noe, Henry H.	Weber, John H.
Coyne, Thomas J.	Hockenberry, Robert	Nonnenmacher, Martin	Wellington, Rodney J.
Cupid, Joseph	Hoffman, Harry M.		Wesley, Chas. D.
Cutler, Mrs. Louis	Holland, Lynn		Whalley, Dick E.
	Holoboff, Peter		Whitley, Benjamin
Cutter (Cutler?) Joann	Houck, Harry & Mrs.		
Dacchille, Leonard	Houston, L. R.		Williams Jr., James Pernal
Dale, Honey Bob	Hughes, William		Williams, Joe P.
Dare, Lonnie			Willoughby, Alvin
Darling, Christine	Hughes, Gary		Wilson, Mary & Robert (Woody)
Davenport, Mrs. D. K.	Humphrey, Robert D.		Winkleman, Eugene
Davidson, Eugene Verle	Hurley, Thomas G.		Winters, J. G.
Davis, Charles W.	Jabara, Mrs. E. L.		Winters, Tim
Davis, H. T.	Jackson, Eunice		Wood, Terry
Davis, Scotty (Clown)	Jacobs Jr., Carroll		Wright, Hugo (Jimmy)
DeLo, Carl, Lucky	James, J. P.		Wyly (Scientific Hand Analyst)
De Lock, David	Jestice, Jackie		
Demetry, Peter	Johnson, Earl D.		
Dempsey, John	Johnson, Eugene L.		
Devaney, Jack	Johnson, Harry		
Devreaux, Paul	Johnson, Lyle D.		
Diablo, Miss	Johnson, W. L.		
Dimaglio, M.	Jones, Earl		

## Polk Bros. Stages Week-Long Promo

Continued from page 42

Polk indicates they will expand the use of the staged promotion to other areas of their store.

**Records Next?** Officials indicated that the record field was a definite possibility for such moves although Polk already conducts an extensive campaign in this area.

The store regularly sells albums and singles at a discount. A \$3.98 album, for example, sells for \$2.88, a \$4.98 LP is sold for \$3.89.

In addition, Polk is now conducting a "Penny Sale," which means the customer buys one album at the regular Polk price and gets the next one for 1-cent. A pair of regularly priced \$3.98 albums, which Polk sells for \$2.88, can thus be bought for a total price of \$2.89 plus tax.

## Select Merchandise

The penny sale applies to a select group of merchandise and is restricted mostly to stereo items.

A store official summed up the problem in the record business as he saw it: "We've found that when a person buys a new phonograph, he generally spends an equal amount of money the first year on

records. But then the sales taper off. We try to do something to keep stimulating his buying and keep the customer from losing interest. Our current penny sale is an example of such stimulation—we're always working on others."

Polk is constantly on the lookout for special deals and bulk purchases. As one official said, "a penny sale can be pretty expensive, unless you can buy the merchandise cheap."

## Bulk Buying

Officials, however, stressed that they don't get any deal that any other retailer couldn't get—but that they do concentrate in buying large volumes of merchandise.

A Polk executive pointed out that often manufacturers or distributors are stuck with a big inventory of an item. When this happens, Polk generally tries to work something out. The store has a reputation for being able to move large volumes, and often as not, are contacted by the seller.

Although many deals originate with manufacturers though, a Polk official said, the store deals strictly with the distributor.

# TALENT TOPICS

Continued from page 10

night (7) and relieved six guests of \$1,357 in cash and jewelry valued at \$3,550. Miss Rafalo was for years featured at the Cat and Fiddle nitery here, owned by her brother, Herman Rafalo.

Sportscaster Al Helfer will handle the emcee chores at the reception and dinner to honor Station WLW at the presentation of the first annual Mike Award by the Broadcast Pioneers at New York's Latin Quarter February 26. Among other personalities who have

accepted invitations to attend the affair are Bill Nimmo, Douglas Browning, Virginia Payne, Dan Dowd, James Gaylord, Phil Davis, Charles Woods, Durward Kirby, Charles Goodwin, Tom Slater, Bill McCord and Ann Ryan, Burt Farber, the King's Jesters (Johnny Ravenscroft), Jack Fulton, Dick Noel, Jeff Sparks, Ed Byron, Floyd Mack, Barbara Cameron, the McGuire Sisters, Rod Serling, Andy Williams, Dick Williams, John Sinn, Ralph Brown, the Modernaires, Jack Brown, the Smoothies, Corky Robbins, Jack Zoller, Mike Stewart, Rikel Kent and Bess McCammon. Bill Sachs.

## BOSTON

Shelley Berman stormed into town (3), filling Symphony Hall to its 2,600 capacity, giving Verve sales a real shot in the arm and racking up some \$11,000 in a one-night stand which starts his national tour. With him were the Cumberland Three. Berman had a big promotion with 1,000 school kids lined up, and donated a typewriter for the best story on the interview. . . . Sammy Davis Jr. finished a week's stand at the 1,700-seater Blinstrub's Village, making Mr. Blinstrub very happy with his SRO crowds which he entertained with hour-long shows. Decca's chief, Alan Ross, shared in the happiness.

Columbia's promotion man, Sal Ingeme, has been kept busy with the label's artists popping into town. Guy Mitchell did a two-night stand here, the Brothers Four have started a New England tour from the Totem Pole at Norwembega. Miles Davis did a week at Storyville, with Lambert, Hendricks and Ross and Aretha Franklin to follow.

The Statler-Hilton appears to have hit the mark with its "Show Toppers" under Ruby Newman's direction. Presently, a "Salute to Rudolph Friml" is the attraction with Sammy Dale's orchestra. . . . Marie Houlihan, 20 years with radio Station WEEI as publicity chief, was given a retirement party last week (3). She was with CBS in San Francisco before coming to Boston.

Liberace, winding up a 10-day stand at the Monticello, Framingham, drew only 17 patrons in a blizzard last week (4). But the pianist gave his usual show in the 1,200-seater club. Two of the attendees had come from New Hampshire. Cameron Dewar.

## PITTSBURGH

Sir Walter Raleigh, the WAMO deejay, hopes the proverbial third time will be the charm. He had booked Jackie Wilson into the Town House night club for a one-nighter last December 11, but the event had to be canceled because of snow. He had rescheduled Wilson and also Linda Hopkins for February 5, but the snows in New York prevented their coming here. Now he has them both coming in February 19, and has his fingers crossed that they will arrive this time.

A nice gesture on the part

## Sparkman's Bills Could Aid Smaller Music Operations

WASHINGTON — Manufacturers of records and phonos and sound equipment who qualify as small business operations will welcome tax breaks and depreciation allowances proposed by Sen. John J. Sparkman (D., Ala.). Sparkman, who is chairman of the Senate Small Business Committee, has introduced a number of bills to help the small, growing firm to expand.

One bill would authorize tax deductions for money reinvested in depreciable assets, inventory and accounts receivable for the small or medium-sized business. Another would amend the internal revenue code to permit depreciation methods to apply to purchase of used as well as new equipment. A third bill would allow qualified individuals to set up retirement plans, allowing deductions up to 10 percent of his income, or \$1,000, whichever is less, annually, toward a retirement fund.

Sparkman has pointed out that the small businessmen cannot get long-term loans, and even when they might obtain the loan, the tax rates would not allow them to keep enough earnings to make repayments on the loans. The Sparkman Bill (S.2) to relieve the tax bite on small business is co-sponsored by more than 20 senators.

of Nat King Cole was his refunding of a substantial amount of money to Rose Calderone, owner of the Twin Coaches, when the worst snows in local nitery history caused a flock of cancellations while Cole was playing the spot. In addition, Cole has promised Mrs. Calderone a late-summer return date to compensate for her losses. . . . Jack Hakim, a salesman for Cosnat Records, has been upped to promotion man in this area.

Booker Zeke Nicholas, who instituted the "prom" policy here back in 1954 and has the largest prom agency in this area today, is negotiating for such record names as Johnny and the Hurricanes, the Crests, Danny and the Juniors and the Strings Alongs for May and June dates.

Lennie Mendlowitz.

## TORONTO

Salli Terri worked under a throat disability during her appearance at Eaton Auditorium with Laurenda Almeida. . . . Lionel Hampton joined with Teddy Wilson in his appearance at the Town Tavern here. Hampton was in for a one-night appearance on CBC-TV. . . . Regina Romanoff, wife of Ivan, died after a long illness. Ivan is known for his Columbia album, "Rhapsody With Romanoff." . . . Pianist-singer Eve Smith is handling the chirper chores at Room at the Top of the Gaslight Restaurant here. . . . Richard Dyer-Bennett joins Mario Bernardi and Abe Galper on "Music in Miniature" on the CBC-TV network. . . . Accordion-player Charles Camilleri has confused his fans by having them mix him up with Charles Camilleri, manager for Columbia Records here. . . . Jacqueline Jourdan has opened at the Franz Josef Room at the Walker House here. . . . Norm Amadio backs Marge Dodson at the Town Tavern for a week. . . . Waiters who sing operatic selections at the Gaslight Restaurant are advance students at the Royal Conservatory of Music and help finance their musical education by singing and waiting on tables nightly. Alex Boettcher, vocal coach, Canadian Opera Company, accompanies them at the restaurant and plays classical piano solos. Harry Allen Jr.

## Midwest Braves the Cold Wave

Continued from page 2

weather, said Goldman, is that he was having trouble bringing in merchandise from the East, and, as a result was severely back-ordered on numerous items.

Martin is currently running a 1-cent sale on its Stereo Fidelity label and the city's dealers are, in most part, passing on the discount to consumers. Martin is also running co-operative advertising in the consumer press with the dealers on the project.

The distributorship is also running a 10 per cent discount sale on London and a special promotion on its Dot label, tying in a line-up of Lawrence Welk LP's with the current Welk chart topper, "Calcutta." The promotions, Goldman noted, are going great, but the record supply has failed to keep pace.

### No Drop

At Garmisa Distributing Company Myron Schulz notes his firm

## 5 Reprise Outlets

Continued from page 2

will be responsible for Illinois and Indiana.

In Milwaukee, Garmisa Distributing Corporation, headed by Leonard Garmisa, will handle the line. Arc Distributing, headed by Henry Droz, will handle the line in Detroit, and Jather Distributing Company, headed by Jack Taylor, will represent Reprise in Minneapolis.

### Other Changes

In other distributor changes in Chicago, M-S also took on the Roulette line and will represent the label in Illinois and Indiana. M-S' Cleveland outlet is not involved in the Roulette transaction. Arnold Distributing, headed by Morrie Price, formerly handled the Roulette line in the Windy City.

Reprise, headed by Moe Ostin, general manager (formerly with Verve) and Jay Lasker, sales manager (formerly with Kapp), has just released its first single by Frank Sinatra, "Second Time Around" and "Tina." The firm is working on a Sinatra album release for March titled "Ring-A-Ding-Ding."

Other artists signed by the label, besides Sinatra, are Joe E. Lewis, Mavis Rivers and Ben Webster. Lewis will introduce a comedy album sometime in March, with Rivers and Webster expected to release about the same time.

## Rock 'n' Roll Oldies

Continued from page 2

as well as number of Ray Charles' hit songs.

### Writers Move Up

What is also noteworthy about the rock and roll tunes turning into standard fare is the growing importance today of writers who started their careers in the rock and roll field. It would be hard to think of today's pop cleffer field without mentioning Jerry Lieber and Mike Stoller, Doc Pomus and Mort Shuman, Clyde Otis, Brook Benton, Billy Myles, Berry Gordy, Hank Ballard, Winfield Scott, Paul Anka, J. P. Richardson, Ollie Jones, Fats Domino and Dave Bartholomew, Otis Blackwell, Elvis Presley, Lloyd Price, Chuck Berry, Ray Charles, Aaron Schroeder, Sid Wyche, Julius Dixon, Harold Logan, Bobby Darin, Neil Sedaka, and Frank Saly and Bob Crews, to name a few. All of these writers developed out of the rock and roll field, and there are many more on their way to bigger things from this field.

As these rock and roll hits of a few years back again gain even wider acceptance and they become more valuable, the bidding for these copyrights will grow even more competitive.

has had no appreciable drop in business from several snowfalls and cold snaps in Illinois and Wisconsin.

Schulz said that dealer buying was normal and that dealers didn't appear to have been hurt to any degree from the unfavorable weather. The firm's business for January and February was slightly above last year, due mostly to some strong album sales, says Schulz—"It's necessarily a trend, we just have some good ones."

At M-S Distributing, Phil Skaff notes that business for the first year is a little down from last year, but due primarily to a slow Christmas—not the weather, which generally has been quite good.

### Blame Christmas

Skaff noted that Christmas merchandise was slow and that dealers were making a lot of return. Heavy Christmas inventories were also contributing to dealer caution, noted Skaff, possibly accounting for slower-than-usual sales.

Another of Chicago's indie distributors, who asked not to be quoted, said business was slightly up, due maybe to the fact that "we've had a couple of hit singles . . . or that our salesmen have put out a concentrated effort . . . that we're getting better acceptance from dealers—a lot of things. But the winter hasn't been so severe as to hurt business to any degree," he said.

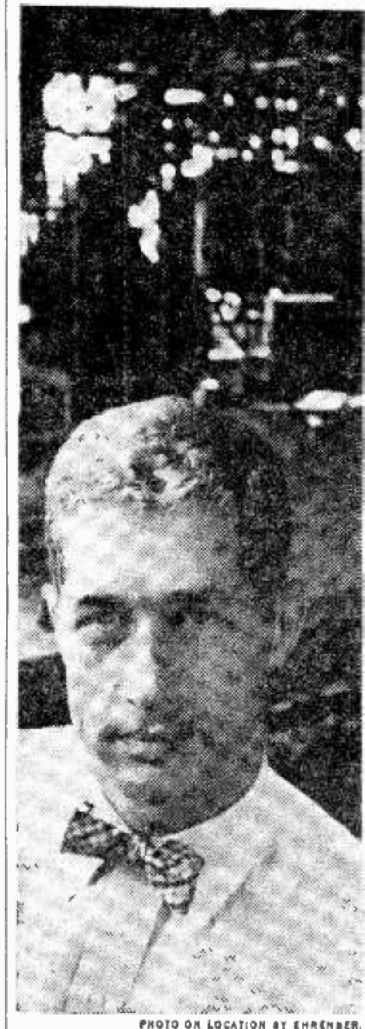


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**R. RATAJACK**, Music Operators of America's new managing director, looks over papers at opening of MOA's Midwest offices here last week (BMW, February 6). Looking on are MOA President George Miller and Jackie Persinger, staff assistant.

## 500 Attend Baltimore Fete, As Mayor Cites Coin Trade

**BALTIMORE**—Some 500 hardy souls braved one of the worst winters the East Coast has ever seen to attend the 13th annual dinner of the Amusement Machine Operators Association of Greater Baltimore at the Lord Baltimore hotel here Sunday night (5).

The normal large contingents from Chicago, New York and other coin machine centers could not make the affair, as major East Coast airports were closed and train schedules were completely altered.

But just about everyone who is anyone in the Baltimore area did make the scene, including Baltimore Mayor J. Harold Grady. Mayor Grady addressed the group briefly and cited the contributions of the local operators to the economic and cultural life of the city. City, State and federal officials

attended in profusion. The guest list included former Mayor Thomas D'Allesandro, Chief Magistrate Paul Dorf, City Corporation Council Meyer Cadin, City Solicitor H. L. Winters, congressmen George Fallon, Edwards Garmetz, Samuel Friedel, Marvin Mandell and Edgar Silver; City Councilman Saul Liss, and State's Attorney Saul Harris.

Irvin Goldner, AMO president for 12 successive terms, was toastmaster. He was introduced by Irvin Rosenthal, chairman of the banquet committee.

Stan Bridge and his orchestra provided the dance music and backed the floorshow, which featured Al Kasha, Brunswick artist; Johnny Preston, Mercury performer; Totie Fields, comic, and Stan Fisher, harmonica virtuoso.

The evening was kicked off with a cocktail hour.

## Urban Renewal Turns Locations to Rubble in Cleveland Metropolis



**BITING THE DUST** is a downtown Cleveland Restaurant that once contained music and bowling machines. The business will not be moved and the location is gone forever.

By **BOB SUDYK**

**CLEVELAND**—The walls are tumbling down upon more than a dozen coin machine operators as the city's urban renewal and interbelt highway projects gather momentum.

Wrecking balls and the gnashing iron teeth of bulldozers are chewing away the old sections of the city and operator income is falling as surely as brick and mortar.

The losses may cost the coin industry here in excess of \$200,000 a year in gross income by the time all work is finished.

### Lost Locations

Some of the taverns are moving, but many of them, small restaurants, short-order spots and carryout stores will not relocate because of financial reasons and because of restrictive city ordinances.

Plans call for 14 per cent of the total land area of the city to be leveled and rebuilt. This will include 125 acres of downtown Cleveland, 1,500 acres in the Western Reserve University and Hough Avenue areas and 5,000 additional acres on the near West Side.

Coin-machine operators throughout the country should take note of what is happening here, said one prominent music operator. Enthusiasm for urban renewal programs have swept the nation like the hula-hoop fad and redevelopment projects are rolling from New York to Los Angeles.

"We think urban renewal is a good thing, of course," said Alexander Witalis of Western Music Company. "But operators who are heavy in these areas must make plans to make up the losses elsewhere, or find themselves in difficult financial positions."

Samco Amusement Company, which has lost some locations to redevelopment, will lose nearly 20 per cent of his entire business when the Hough Avenue project begins.

"This means a loss of 30 accounts," said Sam Soloman. "If we are going to survive, we will have to extend ourselves to the suburbs."

Modern Music Company will lose 10 per cent of its locations in the same area, in addition to some already lost in other areas.

James W. Burke, president, said, "These are (Continued on page 49)

## Germans Watch U.S. P-R Moves

By **OMER ANDERSON**

**WEST BERLIN**—West Germany's king-pin coin machine manufacturers are avidly absorbing information about the U. S. Coin Machine Council, with the intention of launching a similar venture in this country.

It is possible that the CMC has come in the short span of its existence the best-known U. S. industry helping-hand organization down to the German trade.

This interest in the CMC stems mainly from the void in West Germany's coin machine industry which the council is filling in the U. S.

### Mfr. Group

The German organization of manufacturers, the Federation of German Coin Machine Industry, has taken in a new member, the Firma West-Automaten Guenther Hiltgens KG, of Moers, in the Rhineland, and expanded to 12 major members.

Aside from Hiltgens, the Federation roster now reads: Canteen Aunatenbau, Neu-Isenberg; Hannover Automaten Hermann R. Volbracht, Hannover; Thomas Bergmann & Company, Hamburg; Beromat Aunaten, West Berlin; Loewen Aunaten, Bingen; Nova Apparate-Gesellschaft, Hamburg; NSM, Bingen; Helmut Rehbock, GmbH, Hamburg; Erich Schneider, Hamburg; G. Wiegandt & Sons, West Berlin; Guenther Wulff Apparatebau, West Berlin.

The producers (VDAI) enjoy the

support of five other major coin trade organizations of national format: the Association of German Coin Machine technicians (VDA); the Federal Association of Automatic Merchandising Operators (BWA); the German Coin Machine Wholesalers' Federation (DAGV); the Federation of Coin Machine, Sport, and Amusement Hall Proprietors (VDASB), and the Central Organization of Coin Machine Operators (ZOA).

### 3,000 Operators

The ZOA represents about 3,000 operators tightly organized into 11 State organizations.

West Germany's coin machine industry is thus as tightly organized as that in the United States. The present problem is not one of organization, but of channeling the resources of the German industry into efficient and effective projects of public relations importance.

Some critics of the German industry assert, indeed, that it is over-organized and suffers from "Parkinson's Law"—the more the industry organizes, the more organizing energy is consumed in maintaining the organization.

Coin Machine Council projects presently up for consideration in Germany focus on:

1. A real effort to cultivate the daily press and periodicals.
2. Assistance to youth organizations and social welfare agencies.
3. Philanthropy on a carefully calculated and judiciously executed scale.

4. The forging of contacts with television and the motion picture industry, the aim being to obtain fair play for the coin machine industry.

### Press Relations

Experience has shown that when the coin machine trade co-operates warmly and fully with the press, the daily press tends to reciprocate. Surveys have shown that much of the so-called "press hostility" is not hostility but exasperation at the industry's cumbersome, and often high-handed, handling of its public relations.

When the coin trade admits to its fallibility and works to meet legitimate press requests, the result inevitably is satisfactory, if not highly gratifying, to the industry.

German advocates of a CMC-type program have been publicizing the PR coups scored by the U. S. CMC in wooing the press. There is particular interest here in The New York Times editorial bestowing a benediction on the pinball machine.

The International Edition of The New York Times circulates in West Germany and other Continental countries, and the article stirred a sensation. Frankly, it had never occurred to the German trade that it was remotely possible to coax a plug from the world's best newspaper (most Germans agree).

The Germans have been impressed by the CMC's energetic preparation of press material. Nothing like it ever has been attempted in this country, and the

magnitude of the U. S. industry's endeavor boggles Bonn's burghers.

### Youth Activities

The Germans are beginning to master the technique of lending discreet assistance to youth activities. Coin machines are being tactfully presented to youth organizations. Juke box dancing is becoming popular and respectable; even church organizations are coming around to viewing the music box as an ally—not a foe—in the fight against juvenile delinquency.

Philanthropy has been a favorite German public relations device. It is effective and is being expanded as rapidly as resources and oppor-

tunity permit. It is necessary, however, to exercise considerable circumspection in ladling out coin machine cash for charity.

Such funds may be assigned to dubious organizations; and contributions can backfire into charges that the coin machine industry seeks to "buy respectability."

### Motion Pictures

On another front, there long has been bitter complaint that the industry is slandered and pilloried by TV and motion pictures. However, examination has shown that the industry is doing very little to right the record as far as these media are concerned.

Instead of indulging in broadaxe recrimination, the industry is trying the sophisticated can't-we-be-friends approach. It has been discovered (Continued on page 49)

## Rock-Ola, World Wide Hosts to 40 Ops, Servicemen at School Session

**CHICAGO**—Rock-Ola Manufacturing Company and its Chicago distributor, World Wide Distributing Company, jointly hosted some 40 operators and servicemen at a factory service school here last week.

Emphasis was on Rock-Ola's new 45-33 mechanism as well as a review of the firm's current line. Jack Barabash, Rock-Ola engineer, directed the session held last Tuesday (7), from 7 to 11 p.m., in the factory's service room. He was assisted by Rock-Ola engineer Frank Schulz.

Other representatives of the factory were E. G. Doris, vice-president; F. Mitchell, director of sales; Les Reick and Jerome Wiczorik. Len Micon and Fred Skor were on hand from World Wide.

Firms represented at the session were Arist-O-Matic Music Co., Apex Amusement Co., Eastern Music Co., World Wide Music, Vern's Phonograph Service, Chicago Music, Champion Music, Melody Music Corp., Allied-ABC Music, Western Automatic Music, Automatif Music, Banner Vending Co., All State Music and Larry Kaschek Co.

# PROGRAMMING GUIDE

Record sides in the chart below are broken down into basic categories for easy programming. They are derived from this week's "Hot 100" and "Bubbling" charts. When a side falls into more than one category, it will have a multiple listing.

## EASY LISTENING

A TEXAN AND A GIRL FROM MEXICO, Anita Bryant, Carlton 538  
 ARE YOU LONESOME TONIGHT, Elvis Presley, RCA Victor 7810  
 CALCUTTA, Four Preps, Capitol 4508  
 CALCUTTA, Lawrence Welk, Dot 16161  
 CERVEZA, Bert Kaempfert, Decca 30866  
 CHERRY PINK & APPLE BLOSSOM WHITE  
 Jerry Murad's Harmonicats, Columbia 41816  
 CORINNA, CORINNA, Ray Peterson, Dunes 2002  
 COWBOY JIMMY JOE, Lolita, Kapp 370  
 EXODUS, Ferrante and Teicher, United Artists 274  
 EXODUS, Mantovani, London 1953  
 EXODUS SONG (THIS LAND IS MINE), Pat Boone, Dot 16176  
 IF I DIDN'T CARE, Platters, Mercury 71749  
 LAST DATE, Floyd Cramer, RCA Victor 7775  
 LAZY RIVER, Bobby Darin, Atco 6188  
 MAGNIFICENT SEVEN, Al Caiola, United Artists 261  
 MOST BEAUTIFUL WORDS, Della Reese, RCA Victor 7833  
 MY EMPTY ARMS, Jackie Wilson, Brunswick 9-55201  
 SAILOR (YOUR HOME IS IN THE SEA), Lolita, Kapp 349  
 THINK TWICE, Brook Benton, Mercury 71774  
 TUNES OF GLORY, Cambridge Strings, London 1960  
 WHEELS, Billy Vaughn, Dot 16174  
 WHEELS, String-A-Longs, Warwick 603  
 WHEN I FALL IN LOVE, Etta Jones, King 5424  
 WHERE THE BOYS ARE, Connie Francis, MGM 12871  
 WONDERLAND BY NIGHT, Bert Kaempfert, Decca 31141  
 WONDERLAND BY NIGHT, Louis Prima, Dot 16151

## TEEN BEAT

APACHE, Jorgen Ingmann, Atco 6184  
 A THOUSAND STARS, Kathy Young and the Innocents, Indigo 108  
 ANGEL BABY, Rosie and the Originals, Highland 1011  
 ANGEL ON MY SHOULDER, Shelby Flint, Valiant WB 6001  
 BABY SITTIN' BOOGIE, Buzz Clifford, Columbia 41876  
 CALENDAR GIRL, Neil Sedaka, RCA Victor 7829  
 C'EST SI BON, Conway Twitty, MGM 12969  
 CHARLENA, Seattles, J C 116  
 CHEERIE, Bobby Rydell, Cameo 186  
 DANCE BY THE LIGHT OF THE MOON, Olympics, Arvee 5020  
 DEDICATED TO THE ONE I LOVE, Five Royales, King 5453  
 DEDICATED TO THE ONE I LOVE, Shirelles, Scepter 1203  
 DON'T LET HIM SHOP AROUND, Debbie Dean, Motown 1007  
 EBONY EYES, Everly Brothers, Warner Bros. 5199  
 EMOTIONS, Brenda Lee, Decca 31195  
 FOR MY BABY, Brook Benton, Mercury 71774  
 GEE WHIZ, Carla Thomas, Atlantic 2086  
 GHOST RIDERS IN THE SKY, Ramrods, Amy 813  
 GINNIE BELL, Paul Dino, Promo 2180  
 GOODTIME BABY, Bobby Rydell, Cameo 186  
 HAYIN' FUN, Dion, Laurie 3081  
 HOOCHIE COOCHIE COO  
 Hank Ballard and the Midnighters, King 5430  
 HONKY TONK, Part II, Bill Doggett, King 5444  
 I COUNT THE TEARS, Drifters, Atlantic 2087  
 (I WANNA) LOVE MY LIFE AWAY, Gene Pitney, Musicor 1002  
 JIMMY'S GIRL, Johnny Tillotson, Cadence 1391  
 LAST DATE, Floyd Cramer, RCA Victor 7775  
 LAZY RIVER, Bobby Darin, Atco 6188  
 LEAVE MY KITTEN ALONE, Little Willie John, King 5452  
 LEAVE MY KITTEN ALONE, Johnny Preston, Mercury 71761  
 LITTLE BOY SAD, Johnny Burnette, Liberty 55298  
 LOST LOVE, H. B. Barnum, Eldo 111  
 LOVEY DOVEY, Buddy Knox, Liberty 55290  
 MODEL GIRL, Johnny Mastro, Coed 545  
 MUSKRAT RAMBLE, Freddy Cannon, Swan 4066  
 NO ONE, Connie Francis, MGM 12971  
 ONCE IN A WHILE, Chimes, Tag 444  
 ONCE UPON A TIME, Rochell and the Candles, Swingin' 623

PEPE, Duane Eddy, Jamie 1175  
 PONY TIME, Chubby Checker, Parkway 818  
 PONY TIME, Don Corvey & Goodtimers, Arnold 1002  
 RAM-BUNK-SHUSH, Ventures, Dolton 32  
 RUBBER BALL, Bobby Vee, Liberty 55287  
 STAYIN' IN, Bobby Vee, Liberty 55296  
 STAY, Maurice Williams and the Zodiacs, Herald 552  
 THE STORY OF MY LOVE, Paul Anka, ABC-Paramount 10168  
 THERE SHE GOES, Jerry Wallace, Challenge 59098  
 UTOPIA, Frank Gari, Crusade 1020  
 WALK RIGHT BACK, Everly Brothers, Warner Bros. 5199  
 WHAT A PRICE, Fats Domino, Imperial 5723  
 WHAT AM I GONNA DO, Jimmy Clanton, Ace 607  
 WAIT A MINUTE, Coasters, Atco 6186  
 YOU ARE THE ONLY ONE, Ricky Nelson, Imperial 5707  
 YOUR FRIENDS, Dee Clark, Vee Jay 372  
 YOU'RE THE BOSS, La Vern Baker and Jimmy Ricks, Atlantic 2090

## COUNTRY & WESTERN

ARE YOU LONESOME TONIGHT, Elvis Presley, RCA Victor 7810  
 DON'T WORRY (LIKE ALL THE OTHER TIMES)  
 Marly Robbins, Columbia 41922  
 EBONY EYES, Everly Brothers, Warner Bros. 5199  
 LAST DATE, Floyd Cramer, RCA Victor 7775  
 NORTH TO ALASKA, Johnny Horton, Columbia 41782  
 WALK RIGHT BACK, Everly Brothers, Warner Bros. 5199  
 WHAT ABOUT ME, Don Gibson, RCA Victor 7841  
 WINGS OF A DOVE, Ferlin Husky, Capitol 4406

## RHYTHM & BLUES

A THOUSAND STARS, Kathy Young and Innocents, Indigo 108  
 AGE FOR LOVE, Jimmy Charles, Promo 1003  
 AIN'T THAT JUST LIKE A WOMAN, Fats Domino, Imperial 5423  
 ALL IN MY MIND, Maxine Brown, Nomar 102  
 ANGEL BABY, Rosie and the Originals, Highland 1011  
 ARE YOU LONESOME TONIGHT, Elvis Presley, RCA Victor 7810  
 AT LAST, Etta James, Argo 5380  
 BYE, BYE, BABY, Mary Wells, Motown 1003  
 CLOSE, TOGETHER, Jimmy Reed, Vee Jay 373  
 DANCE BY THE LIGHT OF THE MOON, Olympics, Arvee 5020  
 DEDICATED TO THE ONE I LOVE, Five Royales, King 5453  
 DEDICATED TO THE ONE I LOVE, Shirelles, Scepter 1203  
 DON'T BELIEVE HIM, DONNA, Lenny Miles, Scepter 1212  
 DON'T LET HIM SHOP AROUND, Debbie Dean, Motown 1007  
 FIRST TASTE OF LOVE, Ben E. King, Atco 7185  
 FOR MY BABY, Brook Benton, Mercury 71774  
 GEE WHIZ, Carla Thomas, Atlantic 2086  
 HOOCHIE COOCHIE COO  
 Hank Ballard and the Midnighters, King 5430  
 HONKY TONK, Part II, Bill Doggett, King 5444  
 I COUNT THE TEARS, Drifters, Atlantic 2087  
 IF I DIDN'T CARE, Platters, Mercury 71749  
 KEEP YOUR HANDS OFF OF HIM, Damita Jo, Mercury 71760  
 LAST DATE, Floyd Cramer, RCA Victor 7775  
 LEAVE MY KITTEN ALONE, Little Willie John, King 5452  
 LOST LOVE, H. B. Barnum, Eldo 111  
 MOST BEAUTIFUL WORDS, Della Reese, RCA Victor 7833  
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 PONY TIME, Chubby Checker, Parkway 818  
 PONY TIME, Don Corvey & Goodtimers, Arnold 1002  
 RAM-BUNK-SHUSH, Ventures, Dolton 32  
 SHOP AROUND, Miracles, Tamla 54034  
 SPANISH HARLEM, Ben E. King, Atco 6185  
 TEAR OF THE YEAR, Jackie Wilson, Brunswick 55201  
 THEM THAT GOT, Ray Charles, ABC-Paramount 10141  
 THERE'S A MOON OUT TONIGHT, Capris, Old Town 1094  
 THINK TWICE, Brook Benton, Mercury 71774  
 (WILL YOU LOVE ME) TOMORROW, Shirelles, Scepter 1211  
 WAIT A MINUTE, Coasters, Atco 6186  
 WHAT WOULD I DO, Mickey and Sylvia, RCA Victor 7811  
 WHEN I FALL IN LOVE, Etta Jones, King 5424  
 WHAT A PRICE, Fats Domino, Imperial 5423  
 YOUR FRIENDS, Dee Clark, Vee Jay 372  
 YOU'RE THE BOSS, La Vern Baker and Jimmy Ricks, Atlantic 2090

# EUROPEAN NEWS BRIEFS

## Duty Cuts May Aid U. S. Export

GENEVA. — The six nations of the European Common Market are ready to make tariff concessions to the outside world which show some promise of benefiting U. S. juke box exporters. The Common Market, after several years of progressive tariff cuts among the six member nations, has now proceeded with the erection of a common tariff wall against the outside world. This tariff wall began taking shape last January 1, when the six Common Market nations simultaneously reduced intra-community tariffs by a further 10 per cent, but failed to pass on this cut to non-member nations. Since last October the Common Market has been negotiating with the other 30 members of the General Agreement on Trade and Tariffs, including the United States and Canada. Common Market juke box producers candidly state their intention of striving to wall off U. S. competition. The manufacturer majority view is that competition among West Germany, French, and Italian juke box producers is adequate, and that U. S. competition should be discouraged. This trend of thought is stimulated by the failure of European boxes to gain a beachhead in the American market, and by the waxing U. S. export volume to Europe.

## Danes Want Clear Payout Code

COPENHAGEN — Danish coin machine operators are seeking legislation to clarify this country's tangled laws regulating—or failing to regulate—payout machines. Existing legislation is so vague as to keep operators embroiled in court action with police authorities. The law leaves it to local authorities to regulate payouts, but fails to spell out the scope of such local jurisdiction. Danish operators favor a law establishing uniform regulation for the entire country and spelling out, precisely and in detail, the extent and mechanics of such regulation. Many operators feel that payouts could be operated successfully together with juke boxes and games, if the regulatory problem can be resolved.

## Liechtenstein Sees Phono Hike

VADUZ, Liechtenstein—This postage-stamp principality is preparing for a juke box boom in 1961. The year, it is confidently expected, will establish this Alpine paradise as a tourist mecca. Liechtenstein will install 12 new boxes at the minimum, and this figure could mount to 20 if the tourist rush meets maximum expectations. If such microscopic figures are only good for a laugh outside Liechtenstein, they are taken seriously here. For Liechtenstein, where the cows outnumber the people (13,447 cows versus 12,201 people), now boasts 52 juke boxes in the entire principality, including standby boxes and boxes in repair. The Germans are transporting West Germany's juke box boom to this cow country, demanding juke boxes in bars, coffee shops, and hotels. Faron Edward von Falz-Fein, major-domo of Liechtenstein tourism, predicts tourist traffic will climb steeply next winter, when Liechtenstein—until now only a summer resort—starts operating winter hotels and ski lifts in the Malbun Valley, 5,000 feet above sea level. According to the baron's calculations, the ski hotels should require at least 15 juke boxes and nearly as many coin games.

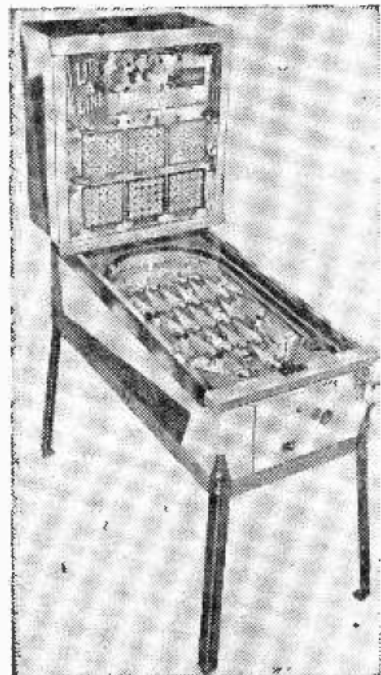
## Oxygen Machine Holds Potential

FRANKFURT — The oxygen-dispensing coin machine looms as a potential hot American export item to West Germany. Operator survey indicates a big market for the oxygen "health bar"-type machine. German interest at the moment centers in the oxygen dispenser as a tool for reducing this country's fantastic traffic carnage. Automobile safety organizations are urging that oxygen machines be installed at highway and autobahnen gasoline stations and motels. The Germans endorse the theory that a whiff of oxygen could prevent many collisions caused by exhaustion. The oxygen machine is being promoted in this country as a means of giving relief quickly for headaches, nausea, sea sickness, air sickness, excessive fatigue, and over-eating and over-tipping.

## Sky Taxis Ease Service Tasks

BONN—The development of "air taxi" service in West Germany is permitting juke box operators to extend and expand vastly their area of operations. Typical of the "air taxi" service being offered German operators is a Gummserbach (a hamlet near Bonn) organization with a fleet of Dornier DO-27 sky taxis. The DO-27 is a short take-off and landing aircraft, abbreviated to "STOL," and is made available to operators on virtually the same terms as a road cab. A network of "STOL" landing strips now cover West Germany, and where there is no strip, the DO-27 is landed on meadow or road surface. It is literally possible to set the DO-27 down on nearly any level surface. Such sky taxi service permits operators to centralize their technical services in a large city—Duesseldorf, Frankfurt, Hamburg, or Munich—and fly maintenance crews to outlying operating areas. Sky taxi transportation is particularly important

(Continued on page 49)



LITE-A-LINE

## Bally Delivers Lite-A-Line Pin, 6-Card Bingo

CHICAGO—Bally begins deliveries this week on Lite-A-Line, new six-card bingo pin game, Bill O'Donnell, general sales manager of the firm, announces.

Lite-A-Line is patterned after Bally's familiar Lotta-Fun and Barrel o' Fun in-line games with line-lighting features. Several new attractions are also added. Lite-A-Line is entirely based on in-line scoring for replays without the high-score feature of earlier six-card games.

Mystery selection of cards is another new feature. The player may select the first three cards by depositing a coin for each. Additional coins after the first three may give the player the fourth, fifth and sixth cards in which the highest scoring opportunities are concentrated.

A separate schedule of three-in-line, four-in-line and five-in-line replay scores is posted for each of the six cards.

### Germans Watch

Continued from page 47

that the "bury 'em with friendship" gambit can pay off handsomely.

It is frequently possible to persuade TV and film producers to delete entire sequences of material unfavorable to the industry—provided it can be shown the material is inaccurate and unfair. And, on the other side of the coin, friendly counseling has led to the insertion of pro-coin machine sequences.

It is planned to send a German mission to the U. S. to study operation of the CMC and to establish liaison with the council. The Germans, after what industry self-critics term a long period of public relations hibernation, are becoming keenly interested in U. S. industry PR techniques.

It is felt that most of these wow-'m devices can be adapted and adopted to the German situation.

Effort will be made to sort out common problems and to establish machinery for taking a joint approach to joint problems.

Briefly, the new approach is to dry the industry's eyes of tears of self-pity and buckle down to a hard-headed analysis of what went wrong—and why.

ADVERTISING IN  
BUSINESS PAPERS  
MEANS BUSINESS

## Coin Machine Exports

November, 1960

Country	New Phonographs No.	Value	Used Phonographs No.	Value	Amusement Games No.	Value	Totals No.	Value
United Kingdom ..	60	\$ 42,335	—	—	1,500	\$402,232	1,560	\$ 444,567
West Germany ...	525	337,728	33	\$ 12,565	129	58,433	687	408,726
Belgium .....	186	106,195	254	77,681	553	78,321	993	262,197
France .....	100	79,353	57	32,322	379	70,631	536	182,306
Canada .....	85	61,472	19	6,035	561	59,714	665	127,221
Australia .....	25	17,467	36	8,907	170	27,268	231	53,642
Venezuela .....	22	16,587	—	—	68	29,167	90	45,754
Chile .....	55	32,670	—	—	14	6,435	69	39,105
Sweden .....	22	15,318	—	—	32	12,938	54	28,256
Netherlands .....	—	—	25	6,125	110	18,108	135	24,233
Nan Island .....	21	17,400	—	—	11	5,000	32	22,400
Finland .....	12	8,617	—	—	47	2,544	59	11,161
Lebanon .....	10	4,940	—	—	124	2,170	134	7,110
Other Countries ..	162	114,449	76	20,850	260	65,188	498	200,487
Totals .....	1,285	\$854,531	500	\$164,485	3,958	\$838,149	5,743	\$1,857,165

## Nov. Exports Fairly Heft for '60

NEW YORK—Juke box and coin game shipments from the U. S. slipped back into the 1960 rut during November after an October period that showed some promise of a climb. While October's exports just missed breaking the \$2 million mark (which has come to be the mark of a successful export month), November's total fell a full \$100,000 behind its predecessor. The actual figures: \$1,857,165; compared to \$1,956,592.

All three export categories—new juke boxes, used boxes and games—dropped off from the October levels.

New phonographs notched \$854,531 (compared to October's \$894,034); used phonographs hit \$164,485 compared to \$195,860; games made \$838,149 compared to \$866,698.

Both the October and November game shipments were unusually high, while juke box shipments fell off the 1960 pace during these months.

The three October leaders—United Kingdom, West Germany and Belgium—in that order, retained their front positions in November. United Kingdom's leading \$444,567 total was slightly off from its October posting, also relatively low for a

market leader. West Germany was close behind in November, as it was in October, while Belgium slid off its October pace, still keeping third position.

U. S. Department of Commerce figures showed West Germany leading all the markets for new juke boxes, running a volume of \$337,728 in November. Next best was Belgium's \$106,195, and Belgium monopolized the used phono imports, taking a volume of \$77,681.

In the game field, United Kingdom turned up a fat total of \$402,232 during this peak period in its new-found boom in U. S. imports. This figure represented nearly 50 per cent of total game dollar value for the month.

With the top-bracket markets remaining about status quo during the month, a few fresh banners unfurled in the lower echelons. Chile—not seen on the market parade in some time—broke out into eighth position on a run of \$39,105, mostly in new phonographs. Australia continued strong, although she slipped from fourth to sixth during the month, with France and Canada moving ahead of her. Mexico, a here-again-gone-again market, didn't show any strength in November.

## Why Did Tenn. Solon Introduce Bill to Outlaw Pinball Machines?

By ELTON WHISENHUNT

NASHVILLE — Rep. Millard V. Oakley of Livingston introduced a bill in the House last week which, if passed, would classify pinball games as gaming devices and would do away with them in Tennessee.

The bill is not expected to pass, but some legislators were discussing the proposed law and wondering why the representative from Livingston, who is an attorney, introduced it.

His only reply, when asked by another legislator, was that he wanted to "control" pin games.

### Outright Ban

But the proposed bill would not only "control" pin games in the State—it would abolish them. For, by classifying pin games as gaming devices, they would be outlawed, since another law prohibits gaming devices in the State.

The simple, one-page bill of Oakley's is a proposed amendment to Section 39-2033 of the

Tennessee Code Annotated, which is the State gambling law.

In Item 2, the words "pinball machines" are used in the present law by stating that they are not a gaming device. In Oakley's first paragraph, he proposes to delete the words "pinball machines."

In Item 4 of the present gambling law, it explains that a replay on a pinball game is not gambling and is allowed because it is not to be considered a "thing of value."

Oakley's proposed amendment would strike that part of the present law and substitute this language:

"... and in the application of this definition any right or privilege of replay conferred mechanically or otherwise on players of pinball machines and similar devices shall be held to constitute a thing of value."

Rep. Frank L. White of Memphis, who furnished this reporter a copy of Oakley's proposed amendment, said if it passed it would make pin games gaming devices and thus outlaw them in the State.

(Continued on page 59)

## Cleveland Locations Lost to Urban Renewal

Continued from page 47

our best locations. They earn about \$50 a week and we figure on losing 10."

By the time all redevelopment projects are completed Attewell Music Company will lose 25 per cent of its locations.

"I'm a small operator and the loss of income from 15 machines hurts," explained Alfred Attewell. "Many of these businesses don't relocate. But we try to follow those that move out to the suburbs."

Attewell pointed out that the tavern business isn't too good either. Bars that once sold for \$30,000 are selling for half that figure today, he said.

Ben Mart, manager at J. B. Music Company, reports the loss of a few locations, especially the small confectionery and restaurant variety.

Sanford Levin's Atlas Music Company expects to drop about five, but so far has not been hit.

"We have got to follow the trend to suburbia and hold onto our locations as they move," said Hyman Silverstein, head of Excel Phonograph Company, in alerting the industry here. He lost

seven locations and expects to drop 10 more which are going out of business.

Prospect Phonograph Company lost about four locations according to George Zillos, president.

Ed Curry, head of Curry Music Company, reports the loss of a few; James Ross' J. R. Music Company will drop some locations; A & I Music Company lost two last month, according to Albert Liggins; Associated Enterprises saw several fall, said Thomas Miller, and S. L. & L. Clary Company recently lost one downtown stop, according to Mrs. Robert K. Williams.

Altho Joseph Abraham has held onto some taverns which moved, Lion Distributing Company has dropped five other spots due to the development program.

Edward Kenny of Kenny's Amusement Company lost three in one day: a tavern and two eateries.

Final figures in the survey reveal the loss or expected loss of well over 100 locations within the metropolitan Cleveland area.



OPERATOR IN COLUMBUS, Ohio, together with Shaffer Music Company, local Seeburg distributor, installed a phonograph gratis in the lobby of the Deshler-Hilton Hotel there, with all proceeds from the machine donated to the Franklin County Christmas Seal Campaign. Hotel patrons were asked to "Fight TB and Enjoy Your Favorite Christmas Records." The donation amounted to \$212.75.

## Standard Financial's Earnings Increase

NEW YORK — The Standard Financial Corporation increased its earnings to \$1,265,816 in 1960 from \$1,102,341 the previous year. SFC, which specializes in coin machine paper, handled \$305 million worth of business for the year.

Per share earnings in 1960 increased for the sixth straight year to 74 cents on the 1,664,265 average shares outstanding. This compares with 72 cents a share the previous year. Net profits increased for the 10th straight year.

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Completely Reconditioned

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TRAIN—KEWPIE DOLL—SPOT-A-  
CARD—CAPT. KIDD—LITE-A-  
CARD—ATLAS—MELODY LANE.

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## City Decals No Longer Required On Los Angeles Bulk Venders

LOS ANGELES — Bulk vending operators were advised that City of Los Angeles no longer requires decals on each unit. The announcement was made at a dinner-meeting of the Western Vending Machine Operators Association.

When the decals were ordered a year ago, the cost was 25 cents each. This year they were to be 5 cents each. Operators opposed the indirect per-machine tax as

well as the problem of attaching and keeping the decals attached.

The meeting, which attracted nearly 40 operators and their wives, was conducted by Daniel F. Lally, WVMOA president. Reports on taxation were made by Leo Weiner, a past president, with William Siegle, immediate past president, discussing the alleged illegal installation of machines in outlying areas.

As this was the first session since November, much of the time was devoted to an informal discussion of problems, mainly commissions. Also discussed to bring events up to date was the matter of unfair licenses in the Los Angeles environs.

President Lally welcomed Mr. and Mrs. Al Martino, Earl Osborn, and Earl Spivak to the meeting.

At the conclusion of the business session, M. R. Hasha showed a sound movie, "American Airlines Flagship Newsreel," which highlighted the company's jet program. The sound movie was in both black and white and color.

### BARGAINS FOR THE WEEK

Capital DeLuxe	\$170.00
Clipper DeLuxe	125.00
Regulation DeLuxe	210.00
Lightning	145.00
Lightning DeLuxe	165.00
Banner	75.00
Ace	75.00
Congress	195.00
Congress DeLuxe	200.00
ABC	145.00
ABC DeLuxe	245.00
C. C. Bowling Team	125.00
C. C. Rocket (2 Player)	100.00
C. C. Rocket (1 Player)	75.00
United Small Ball Bowler	175.00
United Advance (16 Ft. Bowler)	595.00
United League (16 Ft. Bowler)	645.00
United Handicap Bowler	695.00
Bally Lucky Alley	375.00
Bally Trophy Bowler	325.00
Bally ABC Bowling Lane	175.00

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## 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.

EMOTIONS AND I'M LEARNING ABOUT LOVE	BRENDA LEE Decca 31195
WHERE THE BOYS ARE AND NO ONE	CONNIE FRANCIS M-G-M 12971
MY EMPTY ARMS AND TEAR OF THE YEAR	JACKIE WILSON Brunswick 55201
RUBBER BALL AND EVERYDAY	BOBBY VEE Liberty 55287
ARE YOU LONESOME TONIGHT AND I GOTTA KNOW	ELVIS PRESLEY RCA Victor 7810
SPANISH HARLEM AND FIRST TASTE OF LOVE	BEN E. KING Atco 6185
GOOD TIME BABY AND CHEERIE	BOBBY RYDELL Cameo 186
WHAT A PRICE AND AIN'T THAT JUST LIKE A WOMAN	FATS DOMINO Imperial 5723
EBONY EYES AND WALK RIGHT BACK	EVERLY BROTHERS Warner Bros. 5199
THINK TWICE AND FOR MY BABY	BROOK BENTON Mercury 71774



A NEW BOWL-A-RAMA INSTALLATION set up in Paris by Paris-Swing, new distributor in France for United Manufacturing Company. Drinks and foods are served at the tables and customers can bowl in the foreground. The entire establishment is keyed around the bowlers, which the owners say are especially popular with women, who prefer the game to large, full-sized bowling alleys.



A BUSY NIGHT IN THE NEW PARISIAN BOWL-A-RAMA establishment. Virtually every age group is represented. After the bowling, patrons stick around to eat, drink and dance. The alleys were supplied by United's new French distributor, Paris-Swing, which recently took a shipment of 27 Bowl-A-Ramas by air.

## Flying Hobby Blooms to Business Asset for Beer Town Op, Bartnik

By BENN OLLMAN

MILWAUKEE—Frank Bartnik, Banaco Music, is a keen aviation enthusiast. But he believes in keeping his feet on the ground when it comes to his business practices.

Air-minded Bartnik got his pilot's license back in 1947. Since then he has logged many hours on flights in his own plane all over the continent. Pheasant hunting in South Dakota; summer weekends in his small fishing lodge near International Falls, Canada, accessible only by air, or a quick flight to visit relatives in Cleveland — are all simple when Bartnik hops in his private plane.

"I started flying 12 years ago as a lark," says Bartnik. "At first it was strictly a hobby, but in recent years it has developed into a business asset."

"Flying my own plane helps me develop and improve customer relationships. I have been able to help out location owners who had to get to some points hundreds of miles away when illness struck someone in their family. I've also taken a number of my customers on hunting and fishing trips with my plane. Last fall a couple of location owners flew with me to Aberdeen, S. D., for pheasant hunting."

### Small Operation

No high-flyer in the juke box business, Bartnik limits his operation to between 50 and 60 machines.

"I have learned that 50-60 locations is the optimum number I can handle. Keeping my route at this level enables me to maintain personal contact with all of my customers. They feel that when I come in their place to service the equipment that they are receiving personal attention from the boss himself," he explained.

Bartnik follows on the trend to diversification among coin machine operators. He prefers to specialize in juke box equipment.

"I used to operate games as well as music machines for a while," he says. "But experience has shown me that as an individual operator, I could not do justice to both music and games. I found myself spreading out too far: both my capital and my ability to service and maintain a variety of machines became strained. After all, this is the age of specialization and I can do better for myself and my customers by limiting myself to juke boxes."

### Family Affair

Bartnik and his son, Gerald, his "number two boy," cover the route and handle all of the route maintenance and moving work. His wife, Evelyn, also takes an active role in the family business. During World War II, while Bartnik put in long hours in a local war plant, Mrs. Bartnik took care of location service and kept the business going.

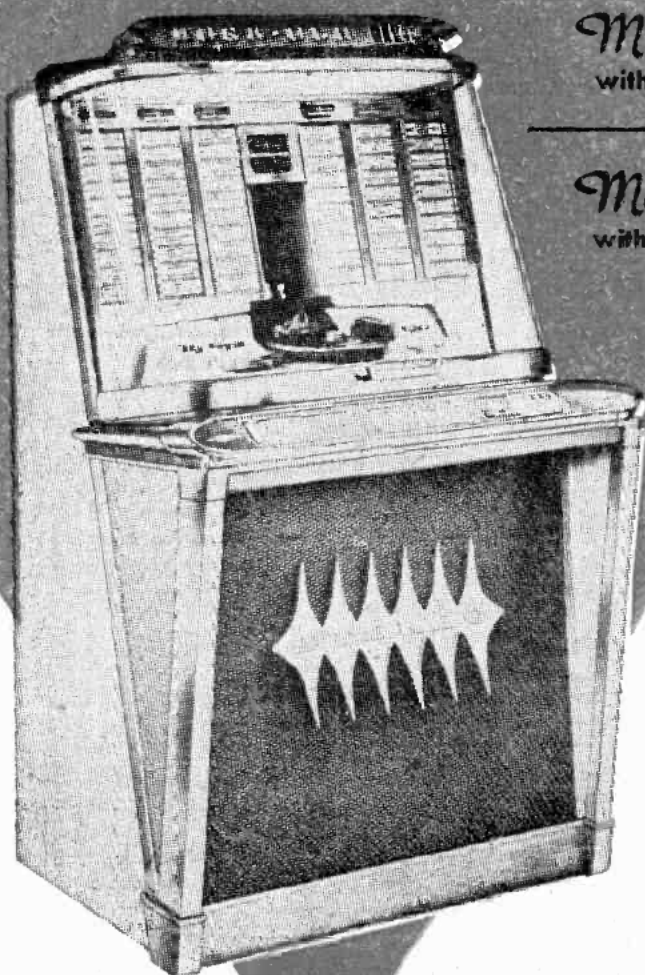
Mrs. Alice Antczak, currently on maternity leave, has been an employee of the Banaco Music firm for about 20 years. During her absence the disk buying and route booking chores are being taken over by Mrs. Bartnik.

Looking back, Bartnik recalls how he entered the juke box business. "I'm a graduate of the old digger machine days," he says.

"Suddenly the State outlawed them. So there I was with a lot of unusable equipment on my hands and no job in view."

"My brother-in-law, Al Witalis, who runs Western Music Company in Cleveland was active as one of the early juke box operators there. He sent me a shipment of 10 phonographs when he learned that I had been forced to close out my digger machine route. So, I put those 10 machines out on location, and I've been at it ever since."

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with 200 Selections

*Model 1488*  
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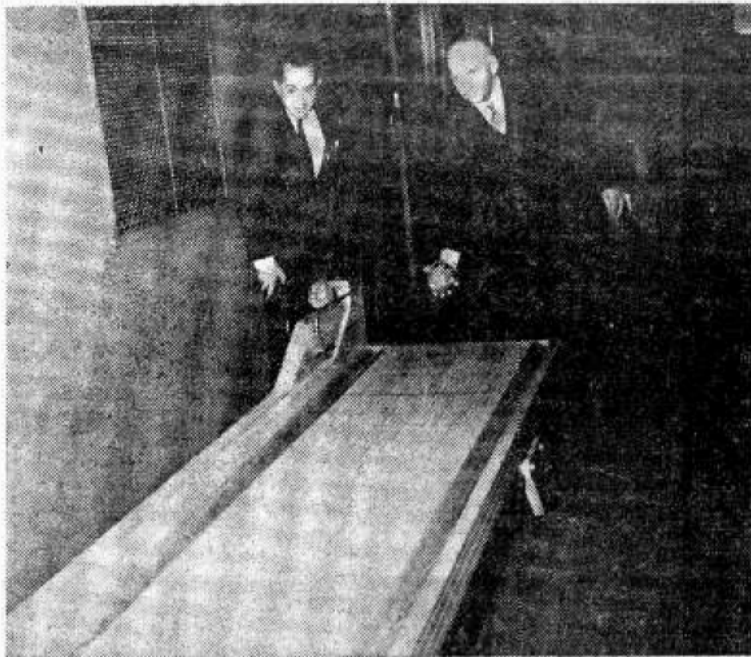
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WMS. 57 BASEBALL ..... 245.00  
GE. HOROSCOPE ..... 245.00  
MUTO. LORD'S PRAYER ..... 125.00  
MUTO. VOICE-O-GRAPH  
(Late Model) ..... 695.00  
CC DROP BALL ..... 175.00  
CC CRISS CROSS HOCKEY ..... 245.00  
BALLY ALL STAR ..... 125.00  
MONKEY SHINE ..... 195.00  
SET SHOT BASKETBALL ..... 125.00  
STANDARD METAL TYPER ..... 195.00  
SEE. COON HUNT ..... 125.00  
GE. WILD WEST ..... 195.00  
EX. POP GUN ..... 225.00  
EX. TREASURE COVE ..... 225.00  
UN. PIRATE GUN ..... 225.00  
GE. RIFLE GALLERY ..... 150.00

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JEAN PARICAT, head of Paris-Swing, new distributor for United Manufacturing Company in Paris, tries out the United Bowl-A-Rama on a recent visit to the U. S. Looking on is Frank Craeynest, also of Paricat's Paris firm.

**Canteen Gives Canadian Company  
Coin Machine Manufacturing Rights**

By GLORIA MANLONG

CHICAGO—Automatic Canteen Company of America, already the world's largest vending machine operating company, with extensive holdings in the United States and in Europe, is launching an invasion of the Canadian market.

Canteen last week signed an agreement with A. V. Roe Canada, Ltd., granting that firm exclusive rights to manufacture Canteen's vending machines, coin-operated phonographs and background music equipment in Canada.

Avro Aircraft, Ltd., a Roe subsidiary, will produce vending machines of Rowe Manufacturing Company, Inc., and juke box and background music equipment of Automatic Music, Inc., both Canteen subsidiaries.

**Foreign Ties**

The firm was a pioneer in jet aircraft in Canada and, more recently, manufactured aluminum boat hulls for power cruisers.

Avro's decision to produce the Canteen equipment will tie the U. S. firm even closer to its licensed manufacturer of vending machines in England, the Hawker Siddeley Group, Ltd. This firm

controls Roe—a giant holding company—the biggest industrial complex of its type in Canada, with 45 Canadian subsidiaries.

Though the Canadian vending industry presently imports most of its equipment from the United States, Canteen spokesmen voiced hopes that the national distribution of Canteen products by Avro will put the firm on equal footing with its counterpart here and in Europe.

**Separate Agreement**

A separate agreement will be announced soon under which Avro will manufacture for Canadian distribution the currency-detecting equipment made by Canteen's ABT division. This includes the ABT \$1 and \$5 bill changers.

Avro said it expects annual sales of vending machines to reach nine to \$10 million within five years, and there is the likelihood that Avro-produced equipment will be distributed in this country.

Automatic Canteen's entrance into the Canadian industry is in line with the company's efforts in recent years to develop overseas markets. Last December it announced plans to enter markets in South America and Asia.

**Waitresses Help Boost  
Weekly Game Tourney**

PHOENIX, Ariz. — There is no better method of stimulating bowler play than to operate a weekly competition — provided the management in the location will take the trouble to supervise such events, according to Arizona Stereo Music Systems.

The Phoenix phonograph and amusement machine firm has an ideal example in the Mag's Ham Bun, outstanding restaurant in downtown Phoenix, which features thick ham sandwiches exclusively. Here, Arizona Stereo Music Systems installed one of United's Savoy 16-foot bowlers directly opposite a bar seating 30, which offers both sandwiches and bar service.

Signs spaced along the back bar and a large poster over the machine itself suggest "Win a 6-Pack of Beer for High Score." To compete, the player asks one of the waitresses on duty behind the bar for a score slip, and then, after he has finished the game, scribbles in his score and

turns it over to the nearest waitress with his name and address.

Each, naturally, checks to see whether the posted score of the machine is the same as the player has entered on the slip, and then drops the finished slip into a handy box maintained for the purpose alongside the cash register.

Because of the weekly six-pack give-away, the bowler shows almost twice the normal amount of play, and has become one of the most profitable locations in Arizona Music Systems' route. Few locations, however, according to the Phoenix firm, will co-operate as wholeheartedly as the Mag's Ham Bun management.



**MEN WHO READ  
BUSINESS PAPERS  
MEAN BUSINESS**



**East**

**NEW ENGLAND NOTES**

The music business was shocked to learn of the untimely death of James Geracos of National Music and Radio Company, Dorchester, a veteran music operator and first president of the Music Operators' Association of Massachusetts. Jim had been in the hospital for two weeks with a heart condition and was expected to get better. He was a personable and friendly gentleman who was liked by all.

The trek to Europe seems to be catching on with music operators in these parts. Ever since Louis Donati of Manchester, N. H., spent three months doing the Continent, others listened to his romantic stories and followed suit. Freddie Faretta of Concord, N. H., decided he'd heard enough and wanted to see for himself, so off he went for a spell.

Among the latest arrivals from Gay Paree and points east are Louis Taube of Manchester, N. H., and Tom Libbey of Haverhill, Mass.

All have vowed they'll take another trip as soon as feasible. . . . Dave Baker of Melo-Tone Vending Company, Inc., Arlington, returned from Bermuda to take all the help out for a belated New Year banquet at the Bavarian Hoffbrau in Boston. A fine time was had by all, a chorus of satisfied workers says.



David Baker

Bob Rome of Automatic Music Service, Newton Mass., qualified in a regional bridge tournament and got as far as the semi-finals before he was stopped. . . . The response to the new United bowler, Dixie, and shuffle alley, Line-Up, is making Trimout Automatic Sales Corporation very happy according to Marshall Caras, who also notes that the business in background and commercial music is highly satisfactory.

Si Redd of Redd Distributing Company, Allston, Mass., reports 1,000 units of the firm's Skil Card have moved in the last few weeks. The game is not only going well locally, but is catching on in fine style throughout the nation.

The annual banquet of the Music Operators' Association of Massachusetts has been postponed from its February 21 date to some time yet unscheduled in November, according to Cyrus Jacobs, president. Headline talent lined up for the event canceled out and the officers felt it better to delay the affair rather than make do with less than the best.

But at least the wives who bought new outfits won't be disappointed. A ladies' night has been arranged for February 21 at the big Monticello night club in Framingham, with the men holding a short business meeting before the dinners.

The value of an association was shown at the monthly meeting of the MOAM last week when two operators with a grievance against each other laid their case before a committee headed by Henry Gladstone of Paramount Music Company, Roxbury. The difficulty was resolved and the two operators left good friends and with a better relationship.

Cameron Dewar

**CONNECTICUT CAPERS**

Albert Waxman of Capitol-Reliable Coin Machine Company, Hartford, and Mrs. Waxman find themselves appointed to committees constantly. Latest activity has them as members of the arrangement group for a dance sponsored by the Sisterhood of the Agudas Achin Synagogue of Hartford.

Mac Perlman of Atlantic-New York Corporation and Mrs. Perlman were in New York on a recent Saturday night for a nephew's wedding. They were accompanied by their daughter, Gail, and their future son-in-law, Bernie Gaer of West Hartford. The latter duo will walk down the aisle in March.

Allen M. Widen

**PHILADELPHIA SCENE**

Sid Ballin, general manager at the Model Distributing Company reports that collections are up by one third at locations now featuring the new "10 top plays for 5 cents" feature. He also reported his firm is still busy presenting its new "lease" plan to operators. . . . Sid DeAngelis, manager of the Eastern Pennsylvania Amusement Machine Association, reported about 35 persons attended the January meeting of the organization. He said Model displayed the new Wurlitzer 2500 music machine at the parley.

**HARRISBURG HAPPENINGS**

Leon Taksen, manager of the Pennsylvania Amusement Machine Operators Association, announced that the February meeting of the group was called off due to bad weather. He said the boys have had trouble coming to the State capital due to poor travel conditions. The next meeting will be March 1. . . . Taksen is recuperating from a fractured arm. He said it is out of the sling but is "still a little sore."

George Metzger

**West**

**ROCKY MOUNTAIN NOTES**

News from Rawlins, Wyo., has it that Jack Wells, of D & J Music Company, has been hospitalized in Salt Lake City, following a short illness, but is on the mend. . . . Another operator recently hospitalized was Chuck Morrison, of Leadville, Colo., whose stay, however, was brief. Morrison operates "the highest juke box route in the United States" with most of his spots well above timberline.

Notable at the end of 1960 was the remarkably small amount of vandalism and amusement machine theft, according to the members of the Colorado Music Merchants, Inc. During a time when crime is

General was definitely on the increase there was almost no recorded instance of forced cash boxes, or deliberate vandalism where amusement machines or vending machines are concerned. *Bob Latimer*

# LOS ANGELES ANGLES

Jack Simon, of Simon Distributing in Los Angeles, is back at his desk following a visit to Oakland where he attended the dedicatory activities for the new building for Associated Coin Amusements Company, Inc., of which he is a vice-president. While Simon was away, the Simon Distributing store was kept by Sonny Lomborg and Jack Freeman. . . . Orville Kindig, Long Beach operator, spent a recent weekend at the mountain cabin-hideaway of Charles Koski, another Long Beach operator. Kindig was impressed by the quiet and the fact that there were no telephones there. . . . Lee Wirt, Los Angeles operator, is telling everyone about his new cabin cruiser.

Clayton Ballard, Wurlitzer branch sales manager, is back from a sales trip that took him through the Los Angeles environs. . . . Bob Auer, Wurlitzer factory representative, and Gary Sinclair, who represents the firm in the Western States from his headquarters in Redwood City, had their stay in Los Angeles cut short because of a late arrival. Their plane was delayed during the take-off from the San Francisco International Airport by fog. After the visit here with Ray Barry, local manager, and John Scarvada, auditor, they took off for El Paso. . . . Dean McMurdie, Seeburg sales manager in the Western States, is off on a business trip to the Northwest. . . . Leo Simone of the Seeburg Distributing Company is back from Cleveland where he attended the wedding of his son, Joe, to Barbara Ganim, daughter of the Joe Ganim, operators of the Colony Bowling Lanes in that city. Joe Simone is a senior at the University of Miami and receives his degree in business administration in June. . . . John Ruggiero, manager of the Seeburg branch, was chairman of the Father-Son Banquet of the Villa Preparatory School in Ojai, Calif., and held at the Beverly Hills Hotel. Ruggiero was named to the post because his son, Philip, attends the school. On the program were Columbia Records artists, Mike Clifford, a protégé of Johnny Mathis, and Hanna Dean. . . . Ralph Magan, of the Seeburg branch, made a fast trip through the territory, visiting Las Vegas, Phoenix, Tucson and San Diego. . . . The "Seeburg youngsters" met in Fran's Fantasy Room at the office. "Seeburg youngsters" is the West Coast counterpart of the factory's "Seeburg youngsters." Money received for coffee and doughnuts goes into a fund and the "Youngsters" have a ball from time to time.

John Ruggiero

A few of the more fortunate operators and distributors have been coming on and returning from winter vacations. Harold Lieberman, president of Lieberman Music Company, Minneapolis, and his wife, were on an extensive trip in Africa. . . . Mark Hughlan, operator at Mankato, Minn., is back on a vacation in Miami. . . . Don Hazelwood, operator at Aitkin, Minn., also enjoyed the warm weather in Florida. . . . Jack Karter of Midwest Novelty Company, St. Paul, was on a company-sponsored trip to Nassau where he stayed at the British Colonial Hotel. He also did some deep sea fishing and reports that he almost got a big one, but it slipped away after a half-hour fight. . . . Fred Grohs, St. Paul operator, was on his way to Florida when he had an automobile accident in Alabama and suffered a broken arm. He is confined to a hospital there and was scheduled to return to St. Paul. . . . Bob Leonard of Roberts Music, Minneapolis, also was a Florida vacationer.

# Midwest

## OUT MINNESOTA WAY

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Ray Brown of Bros Bros., Inc., Minneapolis one-stop, and his wife and Sol Rose, sales manager of Sandler Distributing Company, Minneapolis, attended the meeting January 15-16 of the South Dakota Phonograph Operators Association in Huron, S. D. . . . Ted Lawn of L & M Sales, Minneapolis, has been confined to Mount Sinai hospital, Minneapolis, with a heart ailment. . . . Fred Dahlin, St. Paul operator, is sporting a new Cadillac. . . . Irv Sandler, president of Sandler Distributing, was in Monmouth, Ill., to see his son, Ron, play basketball for Grinnell College against Monmouth College and in Galesburg, Ill., where Grinnell played Knox College. He also attended his firm's showing of the new Wurlitzer in Davenport, Ia.

The Duluth Air Force base exchange has been advertising in the Minneapolis newspapers for a concessionaire to operate amusement machines and juke boxes at the base exchange at the Snelling Air Force station in St. Paul. Applicants were requested to contact A. N. Johnstone, civilian exchange officer at the Duluth air force base.

Out-State operators in the Twin Cities included Nibs Peterson, Neola, Wis.; Harry Anderson, Fredric, Wis.; Warren Olson, Holka, Minn.; Tom Matthews, Osakis, Minn.; Lloyd Williamson, Winona, Minn.; Don Bolier, Baldwin, Wis., and John McMahon, Eau Claire, Wis. . . . Family Playland, a new family recreation center, has been opened at 1639 University Avenue in the Midway district of St. Paul. Don Lyons

## CLEVELAND CLOSE-UPS

Morris Gisser, chief of Cleveland Coin Machine Exchange Company, reports that the firm's first shipment to the Virgin Islands moved out of the city last week. The load is headed for a New York port. If the arctic weather continues another week, Cleveland coin machine switch to dog sleds, confides Gisser.

In Lake County, bordering Cuyahoga County and metropolitan Cleveland, relief rolls are highest since the depression of the 1930's. An increase of 23 per cent since January is made up of persons who are exhausted State unemployment compensation. This is in the backyard of Helen Dugan's Dugan Music Company. Collections are

(Continued on page 58)



BILLBOARD MUSIC WEEK is looked over by Paricat as he relaxes in offices of Bill DeSelm, United vice-president. Paricat spent the week there recently looking over facilities at the United plant and getting familiar with the American coin machine industry.

## Texas Judge Dismisses Charge Of 'Owning a Pinball Machine'

PORT ARTHUR, Tex.—After a five-hour examining trial, Justice of the Peace Lloyd Blanchard dismissed a charge of "owning a pinball machine" against N. H. Helms, owner of the Jefferson Novelty Company. A total of 102 of the machines were seized here, 45 from a moving van and 57 from a warehouse.

Judge Blanchard dismissed the charge for "lack of evidence." Evidence in the case included one of the pinball machines, which had been taken from a vanload of 45, but the machine, as re-assembled by a member of the district attorney's office, would not work when set up in the courtroom.

Pat Hayes, an assistant district attorney, testified that he had re-assembled the machine, including one of the digital counters, which had been seized along with the 45 machines.

Defense Attorney Joe Goodwin, prior to Judge Blanchard's ruling, had questioned legality of the seizure, in that police officers and Ranger Harvey Phillips, who intercepted the van, did not have a search warrant; that it was not shown that the machine and the reel attachment exhibited belonged together; that the machine in any way had been connected to Helms and that the machines, at the time of interception, were in interstate commerce.

## Keating Teams With Wiley Bill Hitting Games

WASHINGTON—Sen. Kenneth Keating (R., N. Y.) has signed up as co-sponsor of the Wiley (R., Wis.) bill to outlaw the shipment of gaming devices in interstate or foreign commerce.

The lawmaker also has added his name to a long list of senators co-sponsoring the Kefauver (D., Tenn.) bill to establish a national advisory commission on interstate crime. Proposed commission would make a full, complete and continuing study and investigation of organized crime, and the adequacy of federal laws to prevent it.

Commission would consist of seven members, five appointed by the President. Other two would be the Attorney General and Director of the Federal Bureau of Investigation, who would serve ex officio.

Senator Keating has long advocated a full-scale attack on organized crime and racketeers. He is senior Republican member of the Senate Judiciary Committee, the group that will study and report on the bill, and there is every indication that he will push for approval and passage of the measure.

Assistant District Attorney Thomas A. Thomas, in presenting the State's case, argued that previous court rulings held that the intent of the machines was a legal point in question, not whether one of the machines would work.

He also argued that any machine that yielded "a free game, a premium or any goods of net worth is a gambling device."

Thomas said he would confer with the district attorney concerning disposition of the pinball machines now being held by police.

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## WIS. OPS' TOPIC: STATE TAXES

MILWAUKEE — The Wisconsin Music Merchants Association, Inc., State juke box trade group, meets today (6), at the Eagles Club here. Top item on the agenda will be a discussion of the threat of a State tax on coin-operated equipment. Members will also discuss possibilities of introducing a State bill permitting free play on pin games.

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Big Bronco Pony	350.00
Champion Pony	375.00
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Lane Merry-Go-Round	\$275.00
Lee Merry-Go-Round	275.00
Capitol Merry-Go-Round	210.00
Deco Merry-Go-Round	225.00
Texas Kiddie Ride Merry-Go-Round	225.00

**SPACE SHIPS**

Bally Space Ships	\$150.00
Atomic Jet	125.00
Space Ranger	275.00
Space Patrol	125.00
Super Jet	240.00
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**VARIETY EQUIPMENT**

Sea Skate	\$250.00
Duck	175.00
Bull-Rabbit-Dog	150.00
Austin Car	175.00
Hawes Sea Saw	100.00
Turtle	125.00
Old Smokey Train	240.00
King Choo Choo	175.00
Elsie the Cow	190.00
Dale Pistol Gallery	75.00
Exhibit Pistol Gallery	75.00
Exhibit Rifle Range	115.00
HVD Metal Typer	175.00

\*All Rides are offered in a used, as is condition, with all parts complete. (For reconditioned equipment add \$50.00 to the price indicated.) All equipment listed is subject to prior sale. DISCOUNT TO DISTRIBUTORS, VOLUME BUYERS.

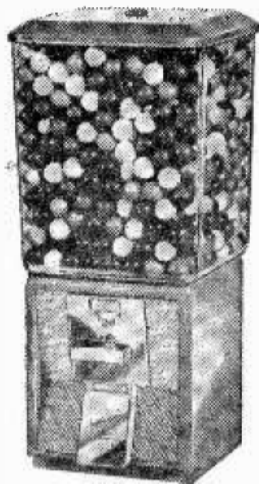
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N.W. DeLuxe 16 or 56 Comb.	12.00
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## MERCHANDISE & SUPPLIES

Golden Non-Pareil Almonds, 5-lb.	\$ .85
Vec. pack fin. per lb.	.75
Pistachio Nuts, Jumbo Queen, Red.	.70
Pistachio Nuts, Jumbo Queen, White	.72
Pistachio Nuts, Large Tulip	.63
Pistachio Nuts, Vendor's Mix	.57
Pistachio Nuts, Sheik, Red	.72
Cashew, Whole	.66
Cashew, Butts	.75
Indian Nuts	.42
Peanuts, Jumbo	.32
Spanish	.30
Mixed Nuts	.30
Baby Chicks	.32
Rainbow Peanuts	.32
Boston Baked Beans	.28
Jelly Beans	.28
Licorice Gems	.47
M & M, 550 ct.	.47
Hershey-ets	.47

Rain-Blo Gum, 72 ct.	\$ .30
Malt-ette, 100 ct.	.35
Rain-Blo Ball Gum, 140 ct., 170 ct.	
210 ct.	.30
Rain-Blo Ball Gum, 100 ct.	.32
300 lb. minimum prepaid on all	
Rain-Blo Ball Gum	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
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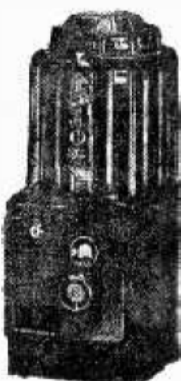
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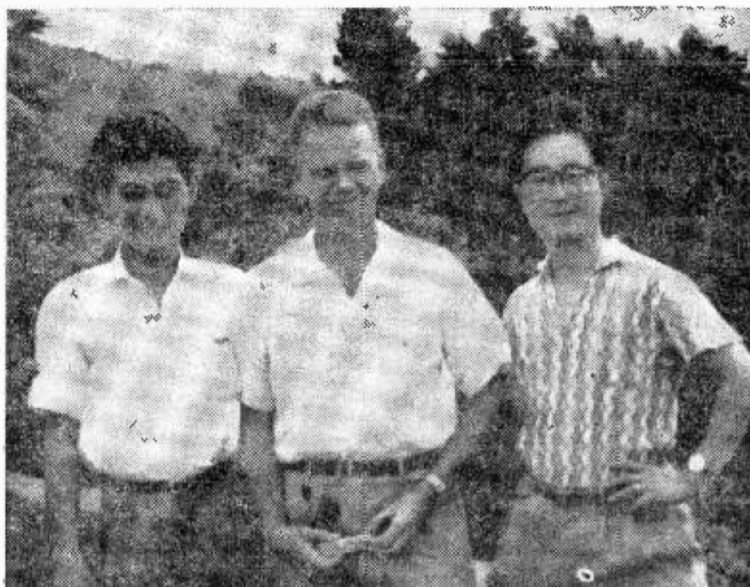
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## BILLBOARD MUSIC WEEK

## BULK VENDING

FEBRUARY 13, 1961

# Penny King's Hardman Hits Back Hard At Criticism of Foreign Charm Imports



LES HARDMAN and associates from Penny King's Hong Kong plant stop for pictures during a recent visit in the Orient.

PITTSBURGH — The use of foreign charms was vigorously defended last week by Les Hardman, owner of the Penny King Company here, who announces that his firm has been importing charms from Hong Kong for about a year with excellent results.

Hardman, however, made one important qualification—his charms were manufactured in his own factory under his firm's direct supervision. The charms were not copies but items originated by Hardman's firm. The factory at all times conforms to the strictest sanitation requirements.

### Better Charms

Hardman termed his Hong Kong operation a program toward better charms for the bulk vending industry. He said he is able to produce quality charms in Hong Kong at a far cheaper price than he can produce the same item here or in another plant that he has had in Puerto Rico some nine years.

Among items he has imported from Hong Kong in the past year

are such popular sellers as yak-yak teeth, telescope, picturescope, magnifying glass and roulette wheel.

The telescope, for example, is sold by his firm for \$12.50 per 1,000. Hardman estimated the same charm could not be sold for less than \$20 per 1,000 if he had produced the item in Puerto Rico. His magnifying glass and roulette wheel also sell for \$12.50, and Hardman estimated they would list at \$17.50 and \$18-\$20 respectively if they were produced in Puerto Rico and higher if made in the U. S.

### Cites Teeth

He cited a pair of teeth produced by a rival charm manufacturer at \$15, which Hardman had redesigned, added a tongue, sealed with scotch tape and was able to sell profitably at \$12.50.

Hardman indicated that cheap labor available in Hong Kong enabled him to utilize hand-work in making charms that resulted in unique items that could not profitably be made here in this country.

Looking into the future, the veteran manufacturer indicated that overseas production would ultimately be used by other manufacturers. Said Hardman: "This is nothing new. Overseas operations have been used by other industries for years. It's not exactly a new idea to have goods produced by American manufacturers in foreign factories. Numerous arrangements are made—licensing, contract or outright ownership."

### Defends Method

Hardman defended his method—owning his own factory in Hong Kong—as being the most effective and economical. He said he had tried importing charms from importers or having them produced on contract, but that he had found the system unsatisfactory. He noted that by owning his own factory, he is able to effectively control quality and get a first-class product.

Hardman stressed the fact that his Hong Kong operation was devoted entirely to production of charms. No other items are produced in the factory. He said he had even noted cases where items introduced by his firm were being introduced by other importers.

The veteran Pittsburgh bulk vending trader went on to say that his firm is embarking on a policy of introducing a larger quantity of new items than ever before and that he will utilize both his Puerto Rico factory and his Hong Kong facilities for charms.

### Miniature Items

He said one thing his firm is trying to do is to re-design everyday items into miniature products suitable for bulk machine charms.

Going into the background of his thinking, Hardman said that nine years ago his factory in Puerto Rico was set up to meet rising costs and squeezed profits in his business, and that some two years ago the same situation forced him to consider the Hong Kong operation.

"Every good new item we have ever produced in the past has been copied in Hong Kong," Hardman noted, pointing out that these were always "poor imitations, cheaply produced from poor molds, not the kind of merchandise we want."

(Continued on page 61)

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Silver King Bulk 1c or 5c.....8.50  
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Premiere 1c Card Vendors.....14.50  
N.W. Model 33, 1c.....6.50  
Mills Tab Gum.....14.50  
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NEW 2-Col. 5c Trading & Hobby Card Vendors.....19.50  
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### Merchandise

Cashews, 400-500 count.....69c lb.  
Deluxe Mixed Nuts.....56c lb.  
Spanish Peanuts.....30c lb.  
Virginia Splits.....35c lb.  
Special Jumbo Red Pistachios.....78c lb.  
Rainbow Peanuts.....28c lb.  
Boston Baked Beans.....28c lb.  
Confection Mix.....28c lb.  
Licorice Lozenges.....28c lb.  
Cinnamon Imperial.....28c lb.  
Baby Midget Chicks (520 count) (chicle base).....40c lb.  
Special Pistachio Nuts, Argans.....58c lb.  
(The above are packed in 30 lb. cartons)  
Hersheyettes.....47c lb.  
M & Ms.....50c lb.  
Leaflets.....37c lb.  
(Above are packed in 25 lb. cartons)  
Rainbow Bubble Gum, 210, 170, 140 count (packed in 25 lb. cartons).....30c lb.  
Maltettes, 100 count (packed in 15 lb. cartons).....35c lb.  
Rainbow Centuries (packed in 18 lb. cartons).....32c lb.  
300 lb. or more shipped PREPAID on Rainbow Ball Gum only.

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## EPHY: BALL GUM COLORS AFFECT SALES RESULTS

NEW YORK—Bulk vending operators could use a little more imagination in their use of color, according to Sam Eppy, local charm manufacturer. Eppy maintains that the wide variety of color in ball gum fill is often confusing to the child. He added that a little planning could well result in more ball gum sales.

For example, he said, red gum—associated with warmth—could be used in winter, while green gum would be appropriate for spring. Russet shades catch the spirit of autumn, and yellow is a good summer color.

One such experiment was tried—and it laid an egg. All white ball gum was used for fill, to convey the impression of cleanliness. However, the results were poor.

At the annual convention of the National Vendors Association in Chicago next month, the subject will be discussed in some detail. A professor at the University of North Carolina, working with a federal grant, has made a study of reasons for children's buying habits in bulk vending machines. The report will be read at the convention, and the conclusion will show that color plays a major role in these purchases.

## Op Paints Cigaret Unit To Match Stops' Decor

HILL CITY, Kan.—Cigaret route operators have found it profitable to refinish even brand - new machines to match the decor of the location in which they are spotted. The same idea works out well with bulk vending machines as well, says Al Tepper, bulk route operator here.

Shortly after he went into the field a dozen years ago, Tepper found that restaurant and cocktail lounge owners were likely to refer to bulk venders for charms, gum, nuts, as being too gaudy. Other drawbacks, of course, were the spilling of nuts and confections on the floors and the nuisance of making change for children. By and large, however, the principle objection of good potential location owners was the appearance of the machine.

Tepper, who was a commercial artist before he went into wheat ranching, and into coin machines as a sideline, picked out one of his most obstinate prospects, and finished four machines on a single stand in soft gray and green, the same color scheme used throughout the restaurant.

Carrying the actual finished machines in with him on his next call, he called attention to the paint job and advised the location owner, "See how these look to you with your own color scheme." The location owner was enthusiastic, and the four machines went in, where they

have been operating for more than nine years.

Since that time, Tepper has finished at least 150 machines in varied color schemes to fit specific locations. Not once has it been necessary to remove machines through location owner complaint, probably because each appreciates the extra effort which the Kansas operator undertook to please him.

Tepper does the work with extremely soft camel's hair brushes, and has a gallery of enamels in small glass bottles which makes it easily possible to duplicate almost any color or theme with a minimum amount of effort. He even has chrome-plated parts on all machines where the location owner was notably more interested in chrome than in color. Net results have been much better location owner co-operation from location owners and better collections.

PHILADELPHIA — Joe Silverman, manager of the Amusement Machine Operators of Philadelphia, announced this week that the coin machine industry has gone 45 per cent over last year's contribution to the Allied Jewish Appeal.

More than 200 persons attended a dinner given by the Philadelphia operators for the benefit of the AJA on January 23 at the CR Club.



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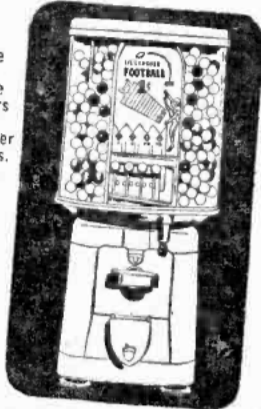
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All Oak machines are available with 1c, 5c, 10c and 25c coin mechanisms or a combination 1c - 5c coin mechanism, and optional slip clutch handle.

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The bases are loaded with profits for the smart operators who install Oak's Li'l Leaguer on key locations. The machine provides a fun filled game while it vends ball gum. Adaptable to any seasonal game and also to present Oak equipment.



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**OAK SALES OF FLORIDA**  
1121 - 71st Street  
Miami Beach, Florida

**OPERATORS VENDING**  
1023 South Grand Avenue  
Los Angeles 15, California

**QUEBEC VENDING CO.**  
109 Commissioner St. West  
Montreal, Quebec, Canada

**RAKE COIN MACHINE EXCH.**  
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Philadelphia, Pennsylvania

**JACK SCHOENBACH**  
715 Lincoln Place  
Brooklyn, New York

**SIEGEL DIST. CO. LTD.**  
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**SOUTHERN ACORN SALES**  
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**STANDARD SPECIALTY CO.**  
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**STAR VENDING SUPPLY CO**  
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Houston 21, Texas



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Penny-Nickel ATLAS MASTER Vendors

GIVE TO DAMON RUNYON CANCER FUND



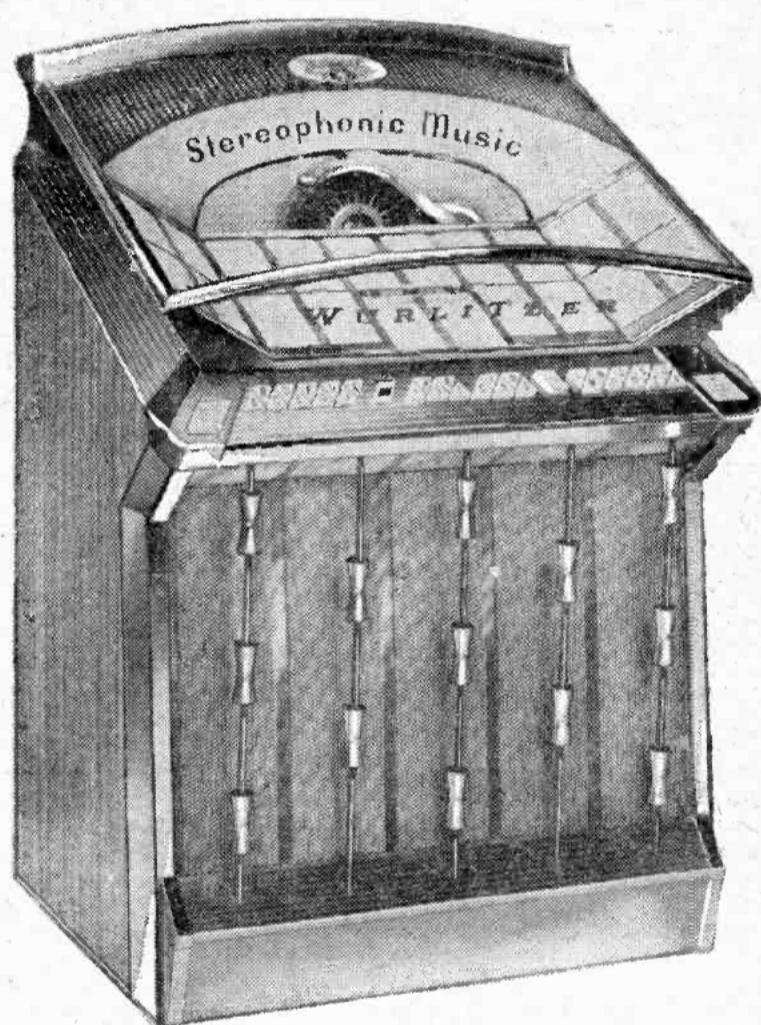
# BILLBOARD MUSIC WEEK

# 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		UNITED		GOTTlieb		Reno 10/57		Deuces Wild (Kaye)		St. Christopher (Muto)	
1500 (104), 1952		\$ 90		Ace High 2/57		\$ 80		10/58		12/58	
1500A (104), 1953		125		Add-A-Line 7/55		70		Dodge City (Fran)		Satellite Tracker	
1800A (48), 1954		185		Annabelle 8/59		230		12/58		(B-L) 12/58	
1700 (104), 1954		255		2 Around the World		300		100		Drivemobile (Muto)	
1800 (104), 1955		320		7/59		70		135		8/58	
1900 (104), 1956		395		2 Atlas 5/59		290		175		5th Inning (Un) 6/55	
2000 (200), 1956		405		Auto Race 9/56		70		125		3/58	
2100 (200), 1957		465		2 Brits Star 4/58		205		185		Spot Pool 6/59	
2150 (200), 1957		480		Classy Bowler 7/56		80		100		Starfire 3/57	
2250 (200), 1958		575		4 Contest 10/58		315		110		Steeple Chase 11/57	
2204 (104), 1958		610		2 Continental Cave		155		90		Super Score 9/56	
2200 (200), 1958		645		7/57		155		90		4 Surf Rider 7/56	
2300-S (200), 1959		875		Criss Cross 3/58		155		130		3-D 11/58	
2300 (200), 1959		815		Derby Day 5/56		65		75		Three Deuces 8/55	
2304 (104), 1959		745		2 Double Action 1/59		245		160		Tic-Tac-Toe 1/59	
2304-S (104), 1959		810		2 Duet 3/55		80		90		Tim-Buc-Tu 1/58	
2310 (100), 1959		790		Easy Aces 12/55		65		135		Top Hat 2/58	
				2 Fair Lady 11/58		110		170		Turf Champ 8/58	
				4 Falstaff 11/57		245		50		Wonderland 5/55	
				2 Flag-Ship 1/57		145					
				Frontiersman 11/55		65					
				2 Gladiator 1/56		105					
				2 Gondolier 8/58		210					
				Gypsy Queen 2/55		65					
				Harbor Lites 3/56		60					
				Hi Diver 4/59		190					
				4 Jubilee 5/55		150					
				Lightning Ball 12/59		255					
				2 Mademoiselle		305					
				11/59		250					
				4 Malestic 4/57		110					
				2 Marathon		220					
				2 Picnic 6/58		225					
				Queen of Diamonds		85					
				6/59		250					
				2 Race Time 3/59		100					
				Rainbow 12/56		155					
				4 Register 10/56		160					
				Rocket Ship 5/58		120					
				Roto Pool 7/58		110					
				Royal Flush 5/57		155					
				2 Sea Belles 9/58		155					
				Silver 10/57		120					
				Sittin' Pretty 11/58		190					
				Sluggin' Champ 4/55		70					
				Southern Belle 6/55		60					
				Straight Flush 12/57		155					
				Straight*Shooter		200					
				2/59		185					
				Sunshine 9/58		75					
				4 Score-Board 4/56		200					
				2 Super Circus 9/57		365					
				4 Sweet Sioux 9/59		110					
				2 Toreador 6/56		105					
				2 Tournament 8/55		55					
				Twin Bill 1/55		235					
				Universe 10/59		200					
				2 Whirlwind 2/58		60					
				Wishing Well 9/55		105					
				World Champ 8/57							
				</							



# WURLITZER 2500

**The Big  
Point is  
this**

● The Wurlitzer 2500 on location is the ultimate in automatic music. The ultimate in beauty, in sound, and in dependability . . . producing the absolute all-time high in earning power.

**WANTED**

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Steady work. Write  
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Games Inc. Wildcat.....	\$220
Keeney Criss Cross Diamond..	220
Games Inc. Skoot Shoot.....	\$125
Games Inc. Double Shot.....	125
Keeney Little Buckaroo.....	245
Keeney Big Three.....	345
Bally Skill Score (new).....	195
Bally Skill Derby (ts).....	295
Auto Bell Circus Play Ball.....	115
Auto Bell Circus Wagon Wheel.....	115
Auto Bell Galloping Dominoes.....	125
Auto Bell Mermaid.....	145
Auto Bell Horoscopes (fl. samp.).....	125
Midway Joker Ball.....	195

**MUSIC**

Rock-Ola 1432 (45 rpm).....	\$ 75
Rock-Ola 1485, 200 sel. (new).....	795
Wurlitzer 2000, 200 sel.....	345
Wurlitzer 2200, 200 sel.....	495
AMI C-40 (45 rpm).....	65
Seeburg 100 B.....	195
Seeburg 100 BL.....	225
Seeburg V-200 (conv. to VL with speed read program holder).....	245

**ARCADES**

Bally Lucky Alley, 11'.....	\$375
Bally Trophy Bowler, 14'.....	325
Bally Strike Bowler, 14'.....	195
Bally Champion Shuffle Bowler, 8 1/2'.....	75
Bally Jet Shuffle Bowler, 8 1/2'.....	65
Bally Club Bowler, 8 1/2'.....	395
Bally ABC Bowler.....	195
Bally Big Inning.....	195
Bally Golf Champ.....	95
United Royal Bowling Alley, 13'.....	245
Keeney True Score Bowler, 14'.....	125
Bally Twin Pony (floor sample).....	445

Rush deposit for



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\$10.00  
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like mad. Kids can apply them to  
cheeks, foreheads, shirts, etc., and  
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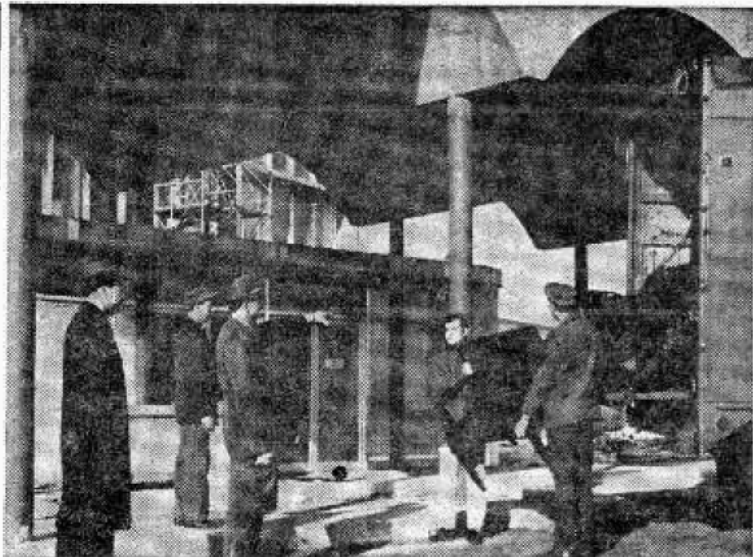
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1/3 With Order, Balance  
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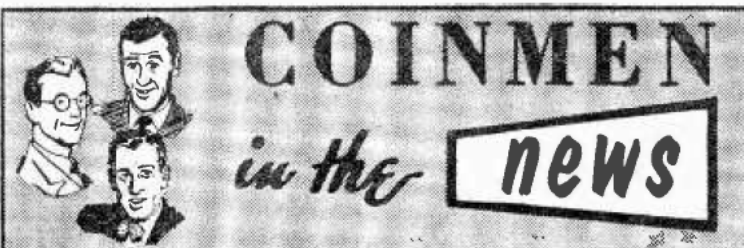
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IT'S MOVING DAY as the administration offices of Gottlieb Memorial Hospital are transferred to the hospital site in Chicago's Melrose Park. Officials are now pointing toward a late spring opening date for the hospital's entire facilities.



Continued from page 53

about 20 per cent below last year's 10 per cent drop. But Helen is taking it in stride. She's sunning herself in Acapulco.

James W. Burke, head of Modern Music Company, reports his top locations earning about \$50 a week. He is also the boss of Modern Record Service.

Complaining about the effect of the freezing temperatures on collections are Alexander Wtalis of Western Music Company and Louis Pearlman, president of L & N Music, Inc. . . . Out-of-towners visiting Joseph Abraham's Lake City Amusement Company recently were Roy George of Roy George Music Company, Painesville; Mario Cipolla of Lorain Music Company, Lorain; Stanley Lucas of S & J Amusements, Akron; Paul Tuttle of Paul Tuttle Music and Vend of Painesville; Buck Green of Niles and Paul Sauer of Madison Music Company of Wooster.

Re-elected officials of the Phonograph Merchants Association for 1961 are Jack Cohen of J. C. Music Company, president; Charles Comella of Cadillac Music and Amusement Company, vice-president, and Sanford Levine of Atlas Music Company, secretary-treasurer.

Walter Demeduk of Shaffer Music Company is back in town, after several days in Chicago where he visited the Seeburg factory. . . . George Zollos, head of Prospect Phonograph, reports collections up about 15 per cent, in a recent interview. He said paying close attention to records (lots of new stuff) and switching equipment is all there is to it.

Tom Miller, boss at Associated Enterprises, is taking over Helen Dugan's route while she is on vacation. . . . "It's as bad as I have ever seen it," said Edward J. Curry, Curry Music Company chief, when asked about the winter weather and then about collections.

Looking for a significant pick-up at Easter time is Arnold Lief, president of Lief Music Distributing Company. . . . Sidney Ader of Metro Music Company, Inc., reports that the gain and loss of locations last year left him where he started.

Rhythm and blues disks are best sellers for A & I Music Company, according to Albert Liggins. He complains about a lack of this music on the 33-speed records. Bob Sudyk.

**Edward Newell  
New Prexy of  
Memphis Assn.**

MEMPHIS—Edward H. Newell, 47, owner of Or-Matt Amusement Company, a veteran of 25 years in the business, was elected president of Memphis Music Association last week at the group's monthly meeting.

The term is for one year. He succeeds Drew J. Canale, owner of Canale Amusement Company and Canale Tobacco Company, Inc.



EDWARD H. NEWELL

Other new officers for 1961 are Vice-president: Alan M. Dixon, general manager of S & M Sales Company.

Secretary: Klyce Perry, office manager of S & M Sales Company.

Treasurer: Charles V. McDowell, general manager of Southern Amusement Company.

Newell is a civic and church leader. He has served in the vestry of St. John's Episcopal Church and was recently elected as a kinsman. He is vice-president of Eastern Memphis Lions Club.

Newell, who attended Louisiana State University, started in the business in 1936, working for R. Williams. Williams for many years operated a music and game room and was Wurlitzer distributor in Memphis, in addition to other enterprises.

Newell went into business for himself in 1956 with Or-Matt Amusement Company, 1269 Madison. Several years ago he became branch Wurlitzer distributor for the area for Standard Automatic Distributing Company of Little Rock.

Newell and his wife have three children: Linda, 19, a sophomore at Southern Methodist University, Dallas; Ginger, 15, a sophomore at East High School in Memphis; and Edward Jr., 9, fourth grade student at East.

**BUY! METAL TYPERS**

VENDING ALUMINUM IDENTIFICATION DISC

**WHY!**

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2. TROUBLE-FREE OPERATION
3. ONLY 18"x18"

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**EXPERTS IN EXPORTS****GUNS**

Ex. Space Gun.....	\$ 95
Ex. State Fair.....	225
Gen. Circus.....	310
Muto, Atomic Bomber.....	125
Mid. Shooting Gallery.....	450
Seeburg Coon Hunt.....	175
United Bonus.....	225
Un. Sky Raider.....	295
Wms. Vanguard.....	325
Wms. Hercules.....	375
Wms. Crusader.....	425

**KIDDIE RIDES**

Auto Test.....	\$425
Bally Champion.....	395
Bally Space Ship.....	250
Bally Toonerville.....	425
Trolley.....	425
Driveyourself Mobile.....	375
Round World Trainer.....	295
Sandy Horse.....	395
Zoo Ride.....	210
Chuck Wagon (new).....	550
Twirly Bird (new).....	995
Model T Ford.....	395

**ARCADE EQUIPMENT**

C.C. Goalee.....	\$100
Gen. Champion Baseball.....	100
Gen. Quarterback.....	100
Gen. Motorama.....	175
Gen. Space Age.....	195
Keeney League Leader.....	175
Auto Photo #9.....	950
Auto Photo #11.....	1,850
Cap. Midget Movies.....	125
Cap. Panorams.....	295
Mills Panorams.....	525
Lord's Prayer.....	175
Miniature Golf.....	85
Miniature Football.....	85
Phil. Toboggan Skee.....	325
Sci. Pitch'm & Bat'm.....	100
Wms. Crane.....	125
Wms. Ten Strike.....	150
Set Shot Basketball.....	225
Key Team Hockey.....	175
Bally All Star.....	150
Stand. Metal Typer.....	225
Harv. Metal Typer.....	210
Evans Hole in One.....	150
Decca Grandma.....	225
Genco Grandma.....	195
Mercury Floor Grips.....	65
Sidewalk Engineer.....	125
Horoscope Vendors.....	100
Evans Bat A Score.....	125

**BINGOS**

Atlantic City.....	\$ 65
Beach Beauty.....	75
Big Time.....	65
Pixie.....	65
Miami Beach.....	65
Starlet.....	65
South Seas.....	65
Yacht Club.....	65
Variety.....	65
Mexico.....	65
Broadway.....	75
Cabana.....	65
Caravan.....	75
Manhattan.....	75
Nevada.....	65
Nite Club.....	75
Rodeo.....	65
Ster Dust.....	65
Tropic.....	65
Tahiti.....	65
Variety.....	65
Show Time.....	95
Havana.....	65
Hawaii.....	65
Parade.....	75
Pixie.....	75
Sun Valley.....	150
Miss America.....	150
Cypress Garden.....	210
Key West.....	95

Distributors for WURLITZER,  
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**CLEVELAND COIN**

MACHINE EXCHANGE

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All Phones: Tower 1-6715



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MARCH 27 ISSUE

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**CLASSIFIED  
MART!**

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**WHO  
LIVES  
HERE?**

A child... one of tens  
of thousands who need  
your help. Please give  
generously to the

**MARCH FOR  
MUSCULAR DYSTROPHY**

MUSCULAR DYSTROPHY ASSOCIATION  
OF AMERICA, INC.  
1790 Broadway, New York 19, New York

## Mid-South Distributor Plans Vending School

MEMPHIS — D. V. (Cotton) Pennington, partner in Sammons-Pennington Company, distributor turned from Chicago last week here he attended a service school the new Seeburg four-flavor cold drink vending machine with finished ice.

George Sammons, president of the company, said Pennington will instruct the staff of six in a service department on all aspects of repair and maintenance of the new machine.

Sammons said the new machine will be put on the market soon. It is distributor for it in the Mid-South area, which comprises Arkansas, Northern Mississippi and Eastern Tennessee.

"After our service staff is schooled," Sammons said, "we will then conduct schools around the Mid-South area for the service staffs of operators who will have the machine on location."

## WANTED

Salesman to sell coin machine operators in Illinois, Indiana, Ohio, Pennsylvania, etc. Must know trades on amusement games and music machines. References required. Write: Box 328, Billboard Music Week, 1564 Broadway, New York 36, N. Y.

America's Largest and Oldest

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RECORD SERVICE!

45 RPM 60c

11 LP's—Regular Distributor. Wholesale—Nothing Over.

SAME DAY SERVICE

THE  
MUSICAL SALES CO.

The Musical Sales Bldg.  
Baltimore 1, Maryland

IF  
IT'S  
COIN  
OPERATED

WE  
HAVE  
IT!

Tell us know your needs

SCOTT CROSSE CO.

1641 No. Broad Street  
Philadelphia, Pa.  
Center 6-4444

# Shaffer Service School Slogan: 'Forget Theory; Keep It Simple'

By BOB SUDYK

CLEVELAND—A repairman's bible, complete with pictures and diagrammed information, has been a revelation in Shaffer Music Company's new, highly successful approach to service school training. The 50-page manual that presents a grade-school-simple procedure of trouble shooting is drawing enthusiastic apostles from throughout Northern Ohio. Between 40 and 50 trainees attend each monthly session: one meeting is devoted to vending equipment and the other to music machines.

"Our school is different. Instead of teaching mechanical and electrical principles which must be retained by the serviceman, our method teaches him to recognize and identify a malfunction and to follow a step-by-step procedure prescribed in the manual to correct it," said Larry Hornbeck, head of Shaffer Music of Cleveland. Shaffer is Seeburg distributor for Northeastern Ohio.

## Own Manual

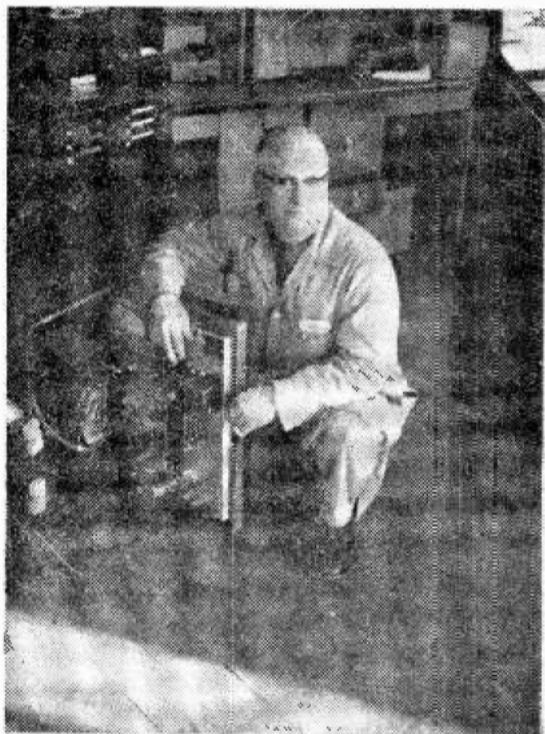
"It's foolish to expect a serviceman to retain everything he has been exposed to in a service school, so we provide him with a service manual of his own," Hornbeck added.

Here is how Shaffer-taught trouble shooting works:

First, the serviceman must be cognizant of the malfunction.

Second, he finds a cartoon drawing in the manual which matches the trouble in the equipment.

Third, the cartoon then describes the problem and directs the serviceman to another index in the book which explains the procedure for repairs. The repair procedure is described in a step-by-step detail with accompanying diagrams.



TEACHING BY THE BOOK is Clarence Sorber, service manager for Shaffer Music Company of Cleveland. With 25 years of servicing Seeburg equipment behind him, Sorber handles Shaffer Music's new training school for Northwestern Ohio operators.

"The usual service school of blackboard diagrams and technical lectures falls short," believes Hornbeck.

## Anyone Can Learn

Hornbeck said he could pull any high school boy off the street who could read and knows what a screw driver and pliers are for and make an acceptable serviceman out of him.

The Shaffer method is also a timesaver. A serviceman who repaired a malfunction one way yesterday may approach a seemingly similar problem the same way today, only to find himself unsuccessful. The instruction manual prescribes the exact cure for each equipment ailment and hurdles the trial and error approach.

All that a Shaffer-trained serviceman needs is the repair manual, a flashlight, piece of wire and a test light that sells for 45 cents, plus the tools he carries in his pocket—screw driver, pliers.

## Evening Meets

Shaffer's service schools have been held on Thursday evenings, beginning at 7:15 and officially ending about 9:45. A 15-minute coffee break splices the evening's study. Hornbeck plans to hold sessions on Wednesday nights in the future.

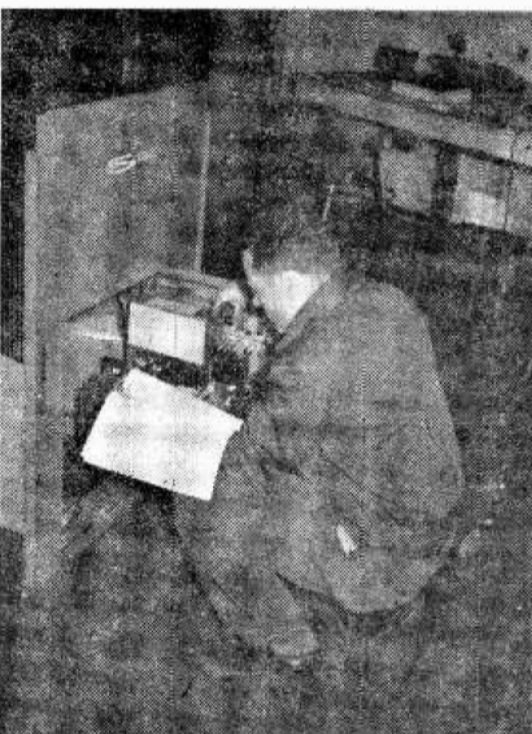
"The men enjoy themselves so much that they usually hang around until about 10:30 discussing mutual problems in a kind of bull session," Hornbeck added.

There are about 7,600 music machines in the Northeastern Ohio area and as long as there is a desire for knowledge Shaffer will supply it.

## Electricity Course

The Seeburg distributor is planning a course in basic electricity. It will come at the end of this series of sessions. It would teach the functional use of components in an electrical circuit.

These twice-monthly sessions are attracting Northeastern Ohio servicemen from as far away as 60 miles. The meetings are announced by postcards mailed each month by Shaffer Music.



"MANUAL" LABOR is the servicing method used by Robert Perkins of Advance Music Company, a student of Shaffer's training school. Here he makes repairs on a Seeburg unit with the aid of the booklet.

## Tennessee Bill to Outlaw Pin Games

Continued from page 49

"Needless to say, I am opposed to the bill," said White, a Memphis attorney, "and will fight to defeat it."

White is a member of the following committees in the House: business, insurance and banking, judiciary and local government.

Oakley is the representative who introduced a bill three weeks ago relative to pin games, withdrew it the next day and said he would amend it and introduce it again.

This first proposed amendment would have outlawed amusement games which give recorded free play—and pin games are among the few in that classification.

A second amendment proposed in Oakley's first bill would have changed the classification of a recorded free play from a thing "without value"

to a "thing of value," thus putting in it in the classification with gaming devices.

When Oakley withdrew this proposed amendment, he did not give a reason and the whole situation then was somewhat shrouded in mystery. This reporter talked with Representative White on his return to Memphis that weekend, and he said he did not know why Oakley withdrew the bill.

White said last weekend, "If this new amendment comes to any of the committees I am on, I am going to do everything I can to kill it in committee so it will never get to the floor."

"I understand what the proposed Oakley bill would do, and I will explain it to my fellow committee members in such a way that they will understand and I believe it will die in committee. At least, that is my hope and intent."

## Say N. J.'s 35c King-Size Cigs To Drop in Price

TRENTON, N. J.—Monore A. Lewis, executive director of the New Jersey State Tobacco Distributors' Association, said last week that the 35-cent price being charged for king-size cigarettes at many locations was just temporary.

He said that as soon as the federal government can put three billion more pennies in circulation, the price will drop to 33 cents. But at the same time, regular size smokes, which are still being vended for 30 cents, will jump to 32 cents.

Lewis explained that the operators figure that by keeping the regular cigarettes at 30 cents and the king-size at 35, the loss on the one and the gain on the other balances out.

All smokes were being vended for 30 cents but the State added another penny levy to the tax to pay for new institutions.

Lewis explained that once the pennies are available, many operators have a new machine for placing them on the package as change. He said the machine places a cellophane strip over them.

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### CIG VENDERS

SEEBURG E-1	\$249.00
CORSAIR	
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SEEBURG HFR	375.00	AMI J 200 M	545.00
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VALLEY  
6-POCKET POOL TABLES  
and KAYE'S  
6-POCKET POOL TABLES  
Brand New 1961 Models

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Wms. 1957 BASEBALL	215
Genco HI-FLY	85
Bally CYPRESS GARDENS	215
Bally CARNIVAL QUEEN	285
Bally BEACH TIME	275
DELUXE BIG TENT	\$235
DOUBLE SHOT	145
WAGON WHEEL	115
C.C. RED PIN	\$445
Bally SPEED BOWLER	365
C.C. 14' BOWLING LEAGUE	175
Un. 14' BOWLING ALLEY	175
C.C. 16' CLASSIC	375

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## BACK TO SHOOL FOR OP; SEEKS ELEC. ENG. DEGREE

FAYETTEVILLE, Ark.—Eddy Boyce, 29, who made a switch from operator to electrical engineer, is doing well at the University of Arkansas here and expects to graduate in June to begin a new career.

Boyce was a music and games operator for several years before selling last summer to Bud Strickland, Strickland Amusement Company at Bald Knob. Boyce had built up a good-sized route (about 100 phonographs and games) for his area.

Boyce had three years of college and needed only one more year. His wife has a teaching job at Bald Knob High School. They have three children.

But Boyce couldn't get completely out of the music operating business after he sold his route. He has taken a part-time "college" job in the service department with Tri-State Amusement Company at Fayetteville, owned by Tobe Gage.

## EUROPEAN NEWS BRIEFS

• Continued from page 48

to operators in labor-short West Germany, where a skilled juke box repairman is worth his weight in top tunes. Sky taxis are also thriving in the United Kingdom, particularly in linking such out-of-the-way corners as the Orkneys and Shetland Islands with mainland urban technical centers.

## Eye Output of Transistor Boxes

HAMBURG — Several West German manufacturers are weighing projects to develop transistor juke boxes in the wake of an announcement from Tokyo that the Japanese government has approved a slash in transistor export prices. The cuts range up to 20 per cent and make a transistor juke box project too attractive to West German producers to be ignored. This is particularly so since at least one Japanese firm is known to have a transistor box under development. This latest price slash gives the Japanese a long competitive lead in the transistor field. It threatens to inundate the German market with Japanese transistors, which already dominate the trade here. Six giant Japanese firms are affected by the order, these firms controlling the transistor trade in Japan. The transistor juke box concept appeals to producers here for the same reason the transistor radio caught on: for bandbox-size locations and locations financially unable to support bigger boxes.

## Selected Specials!

- ★ 14' and 11' Bowling Alleys.....\$175.00
- ★ Rocket Shuffles ..... 69.50
- ★ Auto Bell Deluxe Hialeah..... Write
- ★ Auto Bell Magic Mirror Horoscope.. Write
- ★ Bally Beauty Contest ..... 175.00
- ★ Bally Beach Queen (new) ..... 275.00

**Empire COIN MACHINE  
EXCHANGE**

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**VALLEY**

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## WANTED Experienced Mechanics

Men who are willing to relocate to the New York-New Jersey area for a secure future with a top service company. Must be able to repair juke boxes, shuffles, pin balls, wall boxes, stepers, etc. This is an excellent opportunity for the right man who wants to advance himself in a coin-operated business. State age, marital status, personal resume, references, salary expected and enclose small photo for identification purposes if available.

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Write to the attention of  
Harold Levine, Personnel Manager

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Wurl. 1900	395.00
Seeburg KD	425.00
AMI-H-200	410.00
Wurl. 2100	345.00

### WALL BOX SPECIALS

See. 200 Sel. W.B.	\$67.50
50 Sel. Rock-Ola W.B.	10.50
120 Rock-Ola W.B.	22.50

### UPRIGHTS

Pointmaker	\$295.00
Big Horn	125.00
Circus Days	90.00

### ARCADES

C.C. Rocket Shuffle	\$ 65.00
Genco Motorama	195.00
Bally Strike Bowler	165.00
Un. Deluxe Bonus Gun	145.00
Undersea Raider	95.00
Speedway Bomb Sight	95.00
Bally Magic Shuffle	85.00
Williams Safari	165.00
Genco Big Top	165.00

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11-Col. NATIONAL (Mod. III).....\$185  
9-Col. NATIONAL.....95  
22-Col. EASTERN.....135  
13-Col. NATIONAL.....195  
12-Col. EASTERN.....115  
10-Col. EASTERN.....75  
CONTINENTAL CORSAIR "20".....215  
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MASTER LOCKS AVAILABLE FOR ALL PHONOGRAPHS AND CIG.

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# Westchester Guild Sets Annual Dinner

PORT CHESTER, N. Y.—The Westchester Operators' Guild is holding its 10th annual dinner Tuesday evening, April 18, at the Tropical Acres Restaurant, 1111 Central Avenue, Yonkers, N. Y. The spot is a branch of the Florida establishments at Dania, Boynton Beach and Pompano Beach.

Seymour Pollak is general chairman and has appointed the following to serve with him: tickets, Carl Pavesi; entertainment, Nathan Bensky and Lawrence Crane; journal, James Smith and Harold Rosenberg; seating, Edward Goldberg and Walter Swanson; treasurer, Louis Tartaglia. Malcolm Wein, Guild counsel, will be toastmaster.

Talent is now being lined up and tickets are being distributed. Closing date for the journal is April 8.

### Hardman Hits Back

Continued from page 54

had educated our customers to expect from us."

**Not Disaster**

He noted the system he had set up in Hong Kong enabled him to mail off-the-mold samples to the factory and have them produced under American standards. "We are now in a position to introduce at least 30 new American-designed charms every year, more if the operators want them," said Hardman.

"If this is a 'disaster policy,' Penny King feels it certainly is not one for the bulk vending operators. It could spell disaster for manufacturers who prefer to hide their heads in the sand and refuse to face the facts," he concluded.

# Rock-Ola Pamphlet Tells Ops How to Rig Phono Wall Box

CHICAGO—Rock-Ola last week issued a service pamphlet on rigging the firm's phonograph for wall-box reception. The pamphlet discusses Rock-Ola's current Model 1738 receiver and how it can be adapted to receive from any make wall box.

### PIN GAMES

(Shopped—Ready for Location)

Around the World (2 Player).....\$315.00

Atlas (2 Player).....290.00

World Beauties.....270.00

Majestic (4 Player).....225.00

Straight Shooter.....195.00


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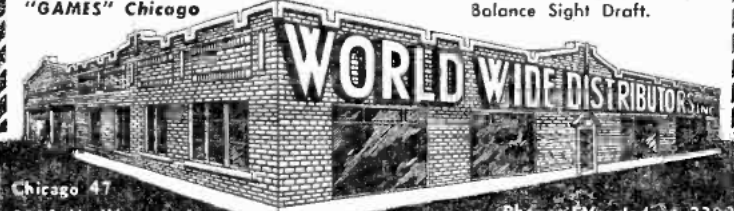
### PHONOGRAPHS

SEEBURG	ROCK-OLA
222 SH.....\$825	1478—120 Stereo.....\$775
220 SR.....775	1468—120 Stereo.....675
201 SH.....745	1468—120.....645
161 S.....675	1475—200.....675
KD-200.....425	1465—200.....475
HF-100R.....415	1458—120.....475
HF-100G.....345	1454—120.....395
V-200.....250	1448—120.....345
M-100C.....225	1438—120.....215
M-100B.....175	

A. M. I.	WURLITZER
H-120.....\$425	2150.....\$395
G-120.....325	2104—104.....395
F-120.....275	1900—104.....375
G-200.....275	1650.....95
E-120.....145	1500.....95
D-80.....110	

**All Phonos Completely Reconditioned**

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- ★ Twin Roto-Targets score 10 times indicated value when matched
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- ★ Side rollovers spin Roto-Targets individually
- ★ Spotted lights indicate top triple rollover values

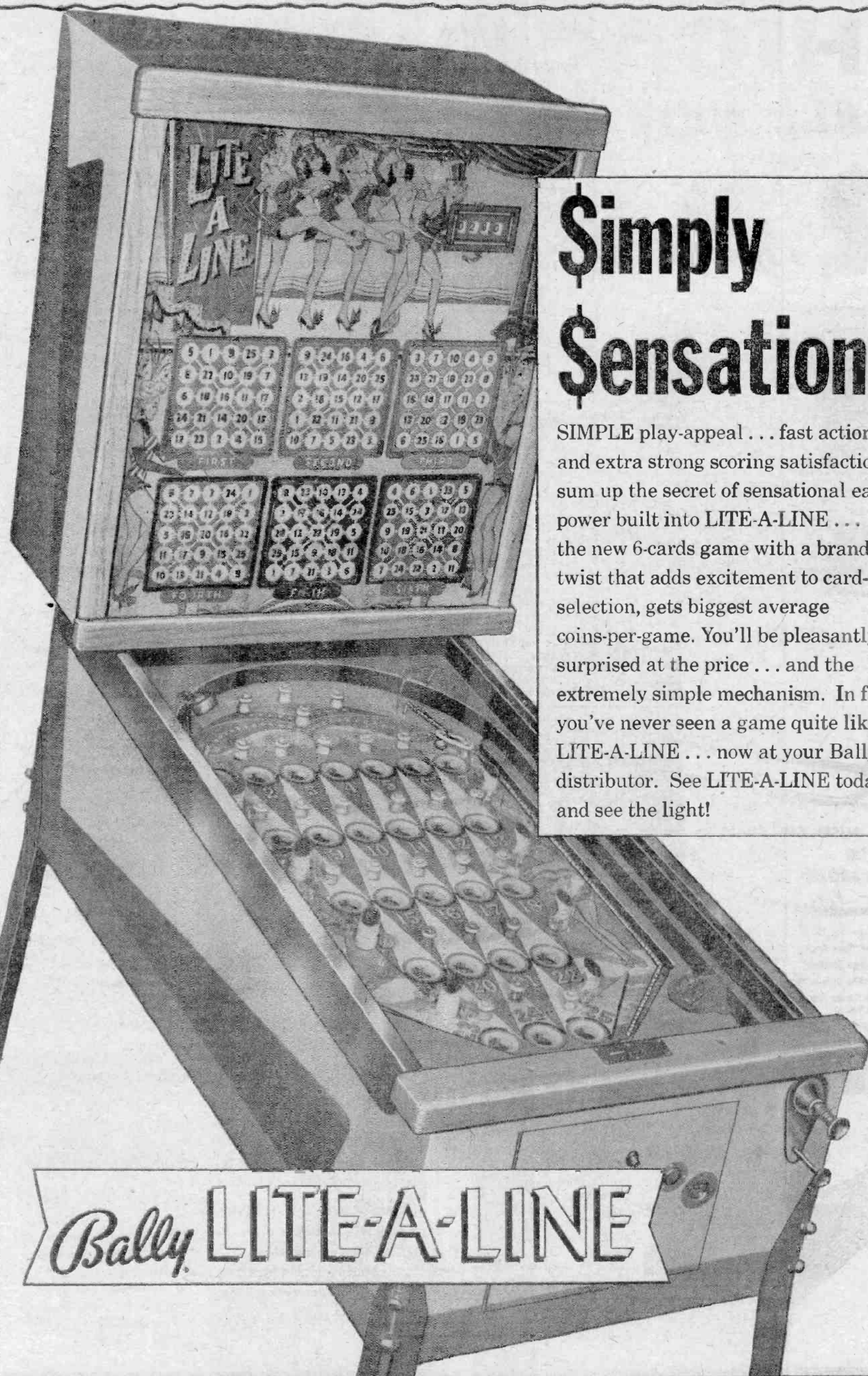
**Tomorrow's Design Today!**

- ★ High, wide and handsome canted light-box
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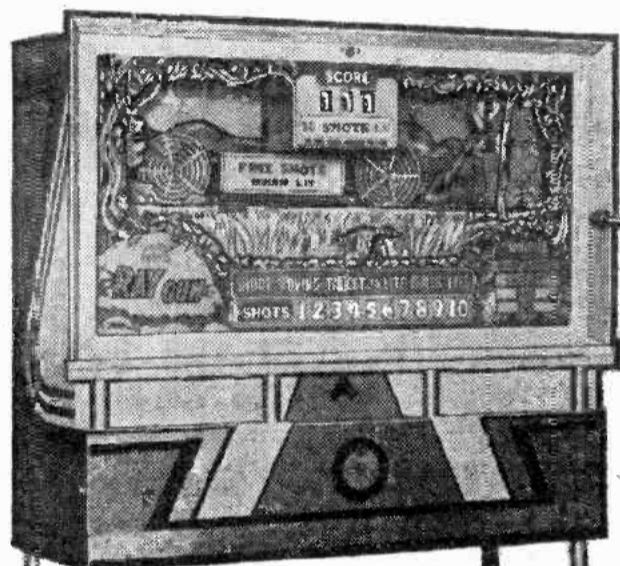
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Flash  
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- Adjustable — For 10, 15 or 20 Hits Per Game!
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- Modern Steel Tubing Stand (Cabinet Also May Be HUNG On Wall)!
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New — TRANSISTOR Type  
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New LIGHTWEIGHT  
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— SHOTS SINGLE or  
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4 MOVING and 2 Stationary  
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FITS ALL LOCATIONS —  
Minimum Space 6 Feet!  
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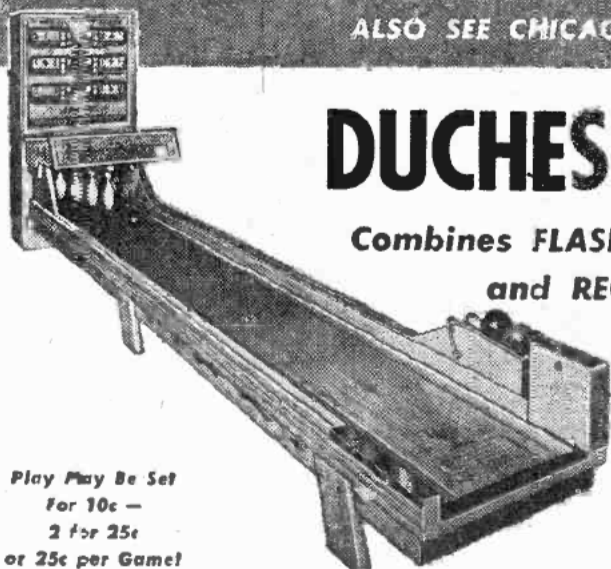
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POSSIBLE 100 BONUS SHOTS!!

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Combines FLASH-O-MATIC, ALL-STRIKE  
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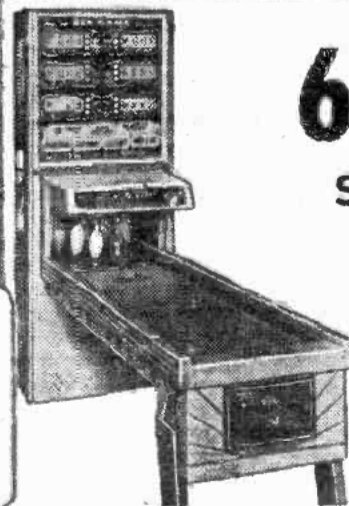


Play May Be Set  
For 10c —  
2 for 25c  
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Companion to DUCHESS —

## DUKE BOWLER

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1. ALL STRIKE Bowling!
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WEEK OF FEBRUARY 13

**SEEBURG**

**ARTIST OF THE WEEK**

TEN-SELECTION  
33 1/3 STEREO ALBUM RECORD PACKAGES

**HANK THOMPSON**

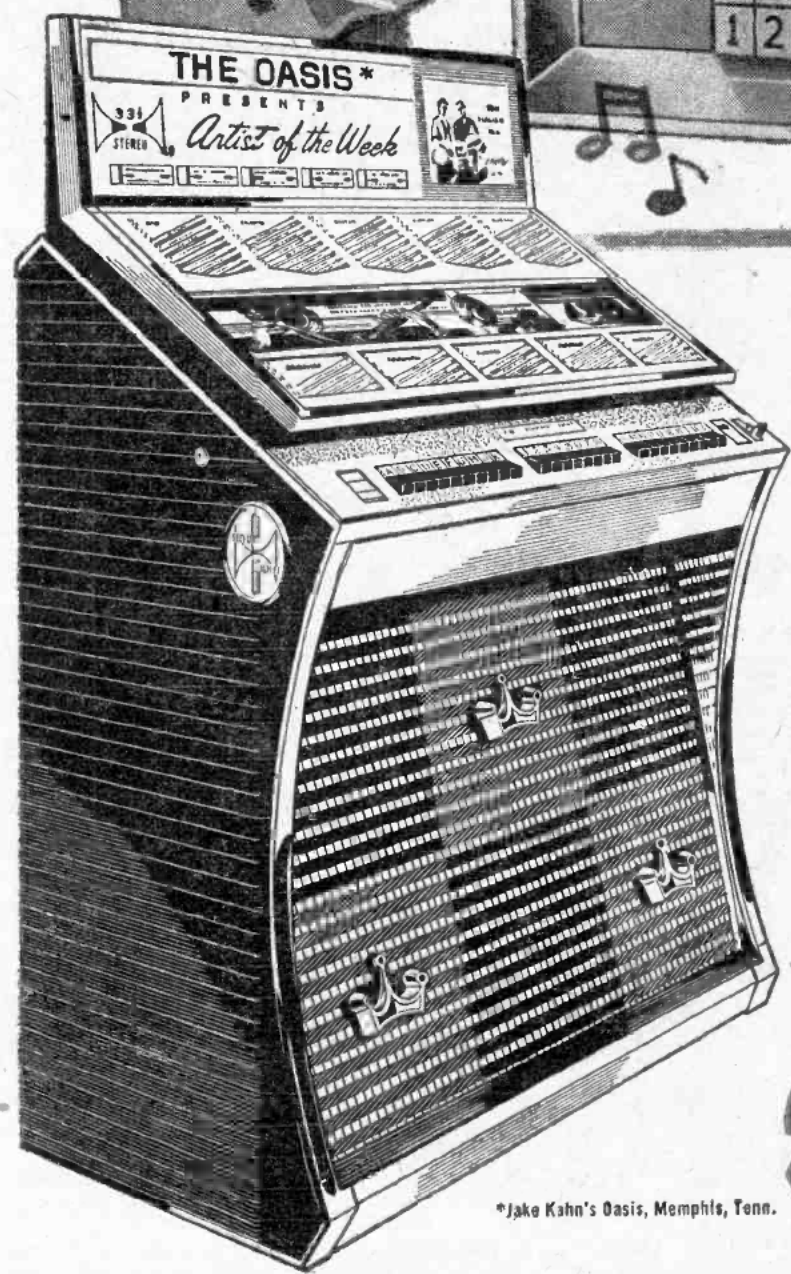
THIS BROKEN HEART OF MINE (CAPITOL)

**THELONIOUS MONK**

AT THE BLACK PAWK (RIVERSIDE)

**ARTIST OF THE WEEK**

A B C D E F G H J K  
1 2 3 4 5 6 7 8 9 0

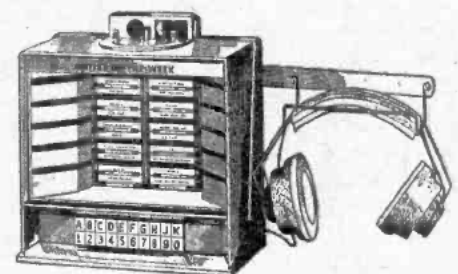


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The Seeburg Wall-O-Matic "100" is a brightly lit, persuasive *music salesman*. With the Seeburg Artist of the Week phonograph, it stages each week's new artist, generates more plays, more revenue.

Add the fabulous **KOSS STEREOPHONES** to the Wall-O-Matic "100," and you have an extra money-making accessory. (No coin—no music. No free rides!)

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