February 20, 1961 50 Cents

BILLBOARD MUSIC WEEK

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

Discounting Swings From Coast-to-Coast

Grayson Bows New Disk Club

NEW YORK — James Grayson, former head of Westminster Records, has formed a new record club called Music Guild. The Music Guild is a classical club, aiming, according to Grayson, to fill the needs of the "forgotten man," the lover of good music who can no longer find the records he needs on the dealers' shelves. In fact, the records are not even in the catalog, or if they are, they are most difficult or impossible to buy.

The Music Guild intends to make and issue its own recordings of opera, oratorio, orchestral and chamber music, in addition to recordings of this type made in Europe. A collector does not have to become a member of the club to purchase records, but there is a membership at a fee each year. Members receive a special discount on records they purchase as well as the right to vote on what records should be in the club.

The advisory committee on the Music Guild include Darius Milhaud, Hermann Scherchan, Philip L. Miller and David Randolph. The first 10 records are being made available this month, with works by Bach, Handel, Purcell, Schutz, Rameau, Josquin des Pres, Okeghem, Haydn, Mozart, Beethoven, and Brahms. Music Guild is located in New York.

A LOAF, A JUG, & A JUKE BOX

West's Pop Tunes Make Life With Russian Bear Bearable

By OMER ANDERSON

EAST BERLIN—The tentative thaw in the cold war has set the Communists to splurging on Western pop music.

Communist East Germany's capital sounds like a pop music festival. Red juke boxes bear down hard on Western top tunes, the East German radio is playing Western pop almost to boredom, and East Berlin diskeries are digging it, too.

At dinner in East Berlin I listened to a juke box which played Western tunes for a solid hour, and everybody, including some Communist cops who dropped in for a glass of wine, seemed to approve heartily.

My host remarked, "We all like your new president. We think Mr. Kennedy will be just like President Roosevelt."

At this moment, by sheer coincidence, the juke began playing "Calcutta." My host beamed. "You see what I mean," he smiled.

There are still not many juke boxes in East Berlin or East Germany, but from the talk one hears on all sides the Communists appear serious about expanding coin machine production, purchasing from Western sources, and improving maintenance for existing boxes and other coin-operated equipment.

Tunes Take Over

During these days of the cold war thaw one hears little about lady tractor drivers and love down on the collective farm in East Germany. Western music seems to have taken over.

Despite frequent speculation to the contrary, there is really little or no propaganda problem connected with the Western pop for the Communists. They simply spin the tune and skip the lyrics. Or they translate the lyrics and rewrite them in such a manner as to exude a faint Marxist aura.

Diskeries are displaying a formidable list of Western pop titles, some of them still of Hot 100 vintage. Their origin remains obscure, however, most of the disks displaying off-beat labels.

Hot Wax

It is known that there is a brisk bootlegging of Western pop platters over the West-East Berlin sectory boundary. Phonograph record-running is a simple matter of riding the elevated from East Berlin to West Berlin, loading up a suitcase or briefcase, and riding back to East Berlin.

It is that simple—but not quite. There are contraband controls. But the biggest roadblock is money. Western platters are almost prohibitively expensive for the average East German, especially at the bootleg rate.

It is hardly a secret that the East Germans are pirating a good many Western pop titles. Melodies are recorded with high-fidelity equipment from Western broadcasts emanating from West Berlin. It is not even necessary to resort to roundabout methods, as platters can be purchased in West Berlin without trouble and then run through the bogus mill in East Berlin.

(Continued on page 10)

Stores' Pitches Seldom Specify What's on Sale

NEW YORK—The discounts on major label and indie label LP's (noted in BMW, February 13) at the Korvette chain in New York, are occurring almost to the same extent in discount houses across the country.

The Korvette sale last week included discounts of up to 50 per cent off list on many important labels' mono and stereo product. However, only a limited number of selections were included in the sale, even though the ads placed by Korvette indicated that the sale applied to the entire catalog.

Here is a smattering of discount sales on LP's gleaned from a sampling of advertisements in newspapers in a few major cities last week. All of these ads ran on Sunday, February 12. In San Francisco, the store, Music San Francisco ran a sale on Vanguard Records, advertising them at 40 per cent off list price for mono and stereo. The ad did not indicate how many selections were included or whether the selections were new or old material. Records listing at $3.98 were selling for $2.39; the $4.98 list records were $2.99, and the $5.98 list records were $3.59. Also in San Francisco, the Thomas Tenney chain of Hi Fi Shops were advertising the last day of a "giant" sale at its Berkeley store, with all records at 30 per cent off list. Discount Records, the discount chain with stores in Chicago, Detroit, Cleveland, Beverly Hills, New York, and San Francisco, was advertising the sale in its San Francisco store of Decca, Archive and Deutsche Grammophon Records at the following dis-

(Continued on page 7)

Jocks Move in on Sports Scene

By JUNE BUNDY

NEW YORK—Disk jockeys may yet be classified by insurance companies as "dangerous risks" if the current trend continues for jocks to participate in strenuous promotion stunts.

The exhausting marathon broadcast trend seems to have abated, but deejays across the country are busier than ever with bowling marathons, basketball games, long-distance walkathons, and—in one case—even housework.

Pat Tallman, program director-deejay at KTSA, San Antonio, completed a 43-hour bowling marathon for the Bexar County March of Dimes last week. He bowled continuously from midnight on a Friday to the following Sunday evening—"at which time" the jock says, "I was taken to a local hospital for treatment of a badly blistered hand."

A local merchant donated $1.50 for every game bowled and Tallman also took on "challengers" who donated from $1 to $100 to bowl against him. The marathon raised $1,000. It was the fourth such "Bowlathon" conducted by Tallman—the previous ones having run 24, 36 and 40 hours.

Net Results

Basketball - playing deejays at KQV, Pittsburgh, played a team of visiting disk artists February 18 with all proceeds going to the Retarded Children's Fund. The record stars included the Sky Liners, Buzz Clifford, Johnny Burnette, Brian Hyland, Lenny Welch, Al

(Continued on page 36)

WORLD'S MOST WAXED ARTIST

CALCUTTA — An almost sure way to win a bet is to challenge someone to name the most recorded artist in the world. Sinatra? Presley? Crosby? No, it's probably India's Lata Mangeshkar, according to The Gramophone Company, Ltd., sole manufacturer and distributor of records in India, and a member of the EMI group. India's catalogs, according to the firm, "abound in her film and basic repertoire (which) bear ample evidence to this. Lata has had hits in seven different Indian languages and in an uncounted number of movies." One of her disks currently ranks sixth on the Indian best-selling chart of basic domestic repertoire, and she is about to go into a production on a new musical film.

Index to Contents

General

International Music 16
Manufacturer News 4
Talent News 12

Music Pop Charts

Action Albums 20
Best Buys in Records 41
Best Selling LP's by Category ..20
Best Selling Phonographs 41
Bubbling Under the Hot 100 ..29
Chart Climbers 36
Debut Disks 36
Double Play Disks 54
Honor Roll of Hits 26
Hot 100 28
Hot C&W Sides 32
Hot R&B Sides 34
Pick Hits 36
Programming Guide—Singles by Category 52
Top Market Breakouts 29
Yesteryear's Hits 40

Reviews

LP Reviews 23
Single Record Reviews 29
Talent Appearance Reviews ...12

Radio-TV Programming

Artists' Biographies 40
Chart Climbers 36
Debut Disks 36
LP Programming 39
Pick Hits 36
Programming Panel 37
TV Jockey Profile 37
Yesteryear's Hits 40
Vox Jox 37

Music-Phonograph Merchandising

Album Cover of the Week 42
Best Buys in Records 41
Best Selling Phonographs 41
Disk Deals for Dealers 42
New Dealer Products 48
Retailing Panel 42

Coin Machine Operating

Bulk Vending 58
Coin Machine News 50
Coin Machine Price Index 56
Double Play Disks 54
Programmnig Guide—Singles by Category 52

Mid-Season Phonograph Directory begins on p. 44

Victor Will Treat Jazz Aficionados To Rare Tracks

NEW YORK—Jazz record collectors can expect three historically revealing LP's from the RCA Victor vaults due for release this spring and and summer.

One of the new sets, "The Indispensible Ellington," combines some previously unavailable tracks with other material which had not previously been on LP. One of these is the Duke's "Perfume Suite." Another album which is bound to cause much jazz comment is "The Bix Beiderbecke Legend," which contains a previously unreleased solo by the fabled cornetist.

Rounding out the historic release is an album called "The Greatest of Dizzy Gillespie," which spotlights small combo sides by the star trumpeter in 12-inch LP form for the first time.

Leslie Distrib's Creditors Hear Boorstein Tell of $50,000 Hole in Disk Inventory

30 Firms Get Bad News; Some Fire Bristling Questions; Offered 45% Cash & Merchandise

By REN GREVATT

NEW YORK — An inventory shortage of close to $50,000 worth of merchandise was given as the reason for the shaky financial status of Leslie Distributors leading one-stop here, at a meeting of the firm's creditors Monday (13). The meeting, attended by representatives of over 30 creditors, was held in the Hotel Biltmore Vista Room.

Lou Boorstein, president of the company, opened the meeting by tracing the development of the pilferage, which he said dated from last June 30. Between that time and the time of the next inventory-taking at the end of December, a pilferage loss of $40,000 worth of records was said to have occurred. At the end of January, another inventory was taken, when it was discovered that the loss had grown to $50,000.

Boorstein said that every kind of checking procedure had been instituted and that police had been brought into the case in an effort to track down the source of the loss, but to no avail.

Boorstein's attorney, Samuel Kaufman, continued the discussion by pointing out that at the present time, Leslie has assets of $250,000 against liabilities of about $200,000. Although this ratio presented offhand, a favorable picture, it was brought out that the assets included $108,000 in accounts receivable. It was doubtful, according to Kaufman, whether more than half this amount could actually be collected.

This then would have presented a corrected picture of assets of $196,000 as against $200,000 in liabilities, added to the loss of $50,000 worth of merchandise. This then would render the company insolvent, according to a lawyer, Joseph Klotz, representing Superior Distributing.

A bristling series of questions were aimed at Boorstein, his attorney and accountants by some of the creditors present. Others, however, seemed to take a much more lenient tone. In answer to a query, the list of the largest creditors was revealed as follows: Leslie of New England, $17,000; Cosnat, $16,600; Capitol Record Distributors, $15,800; Alpha, $15,000; Belock Instrument (Everest), $15,000; Superior, $14,000; Malverne, $12,500; Decca Distributing, $11,200; Bruno, $7,200; Ideal, $6,200; Action, $6,000; Mercury, $5,800; Cambridge, $4,700; Ransell Trading, $4,600, and Chips (Philadelphia), $2,800.

Also, London Record Distributors, $2,100; Beacon (Providence) $2,000; Kapp Distributors, $1,900; All State, $1,600; Coral $1,500; M & N (Buffalo) $1,400; Gema, $1,400; Portem, $1,200; Major Electronics, $1,000; Olympic, $1,-

(Continued on page 48)

Cap Unveils Compact 33's With Strong Adult Appeal

HOLLYWOOD — Capitol Records Monday (20) unveils its initial Compact 33 release to reveal a product array strong in adult appeal. It is issuing 10 seven-inch 33⅓ r.p.m. singles and 18 doubles (seven-inch 33⅓ versions of the 45 EP), all monophonic.

Capitol has dipped into its own classics catalog, as well as that of its sister label, Angel Records, to come up with several longhair singles. Classical singles, once an essential part of serious disk sales, disappeared from the scene more than a decade ago with the demise of the 78 r.p.m. records. In addition, Capitol has culled its catalog for its outstanding sellers of the past. This, too, should intensify adult interest in its compact 33 offerings. The release is amply endowed with selections of nostalgic vintage aimed at the more mature disk customer.

Capitol Records President Glenn Wallichs pledged that his firm will follow a "realistic" policy in its future seven-inch 33⅓ releases. These, he said, will be confined to those records that are sure-fire hits or have long shelf life. Wallichs pointed out that during the late '40's the industry was torn by a "battle of the speeds." Today, he said, the industry is undivided in its common effort toward returning to a single-speed basis.

Wallichs stressed that the dealer will be protected during the transitional period. One form of protection is in the care with which selections will be made from duplication in the compact 33 form. It will also come in the form of special guarantees and exchange privileges.

Protection Benefits

The initial compact 33 release comes adorned with special dealer incentives and a number of inventory protection benefits. The 18 compact doubles are being offered on an 100 per cent exchange, starting 60 days after their release (February 20). After the two-month exposure period, dealers will be allowed to exchange their compact doubles for other 33 doubles. After June 30 the entire compact double release will be accepted in exchange for any capitol product.

The 10 singles in the compact 33 release come under Capitol's controlled 100 per cent exchange privilege covering all new singles issued by the label. Dealers will be protected to the extent of their orders up to 10 copies of each single.

Singles release included Maria Callas in two Puccini arias, "O Mio Babbino Caro" and "In Quelle Trine Morbide"; Edith Piaf, with Frank Purcel, in "Milord"; Soviet Army Chorus and Band in "Volga Boat Song"; Maurice Evans in "Dear Friends" and "Doctor Brock" (from "Tenderloin"); two singles by Nat Cole, "Mona Lisa" b/w "Unforgettable" and "Illusion" b/w "When It's Summer"; Frank Sinatra's "All the Way" b/w "Witchcraft"; Tammy Grimes' "My Own Brass Bed" b/w "Belly Up to the Bar, Boys" (both from "Molly Brown"); Nancy Wilson in "My Foolish Heart" b/w "The Seventh Son"; Kingston Trio couples two of its top sellers with "Tom Dooley" and "M.T.A."

Singles will sell for 98 cents. Compact doubles will sell for $1.49. Doubles are packaged in full-color covers.

Dealers will receive six free com-

(Continued on page 49)

Disk Thievery Growing Bigger, Bolder, Broader

NEW YORK—An increasing threat to the legitimate record business was highlighted last week when a large-scale, apparently uncontrollable amount of disk pilferage brought Leslie Distributors to the point of talking with creditors.

Thievery for years has been a continuing headache for the dealer level of the business. More and more in recent years, however, the thievery has come to assume sizable big-time proportions at the warehouse level of the scene.

Last week, Lou Boorstein, president of Leslie Distributors, explained to his creditors that his financial predicament was brought about by the theft from his 10th Avenue headquarters of $50,000 worth of disk merchandise during the latter part of last year. Translated in terms of records, this would have meant about 100,000 singles, a substantial amount.

London Case

Late last fall, thieves were trapped in the act of pilfering goods from the London Records warehouse in New York. A uniformed guard and several employees were found to have been stealing packaged product over a period of months. They were apprehended at a nearby service station transferring the hot goods from one auto to another. A dealer was also taken into custody.

Also last fall, arrests were made at the RCA Victor pressing plant in Indianapolis, where a heavy amount of merchandise had disappeared over a period of months. No more than a year ago, indie distributor Jimmy Martin in Chicago had his warehouse robbed as did Associated Distributors in Hartford, Conn. Recently, there have been whisperings of systematic thefts from various distributors, in addition to Leslie, along 10th Avenue row here.

At the time of the first big disclosures of bootlegging operations during the spring and summer of 1960, there was also considerable talk about pilfered merchandise finding its way into dealer channels. With several big counterfeiting operations halted in recent months through arrests and indictments in New Jersey and California and expected indictments in Brooklyn, attention now focuses primarily on the growing theft problem.

Detection Problem

Tradesters note that thievery is a much more insidious problem than bootlegging, for one primary reason. In the case of bootlegged or counterfeited records, the phony copies can often be detected through the imperfectly copied label or in the case of an album, the cover as well. Not so in the case of stolen goods, since these are legitimate copies. Once these get into circulation it is more difficult to trace the product back to its source.

Trade observers have frequently noted lately that there is more than a passing connection between what appears to be a growing rate of systematic pilferage and the almost unbelievably low prices on disks being offered through some retail channels. These observers point out that one of the best ways to bring thievery to a halt would be to get dealers to pledge not to do business with the unknown truck operators who pull up in front of a dealer's store and offer him terrific deals. Some dealers who have questioned truckers on their source of supply have noted that the driver silently climbs into the truck and drives away.

Talent Roster Listed in Third Jazz Jubilee

WASHINGTON — The third annual Washington Jazz Jubilee to be held here March 13 will feature Maynard Ferguson, trumpet soloist, and his band; the Ray Bryant Trio, and vocalist Aretha Franklin. Consultants for the show are Willis Conover, internationally known for his Voice of America jazz programs; Felix Grant, Booker T. McGraw and Sterling Brown, jazz aficionados.

The Jubilee will be held at the Presidential Arms, in the Grand Ballroom, for the benefit of a local settlement house. Honorary chairman of the jazz fest is Mrs. Lee Metcalf, wife of the representative (D.) from Montana. List of patrons is headed by Mrs. Lyndon B. Johnson, wife of the vice-president of the United States. Tickets will range from $5 to $10.

SUBSCRIPTION ORDER FORM

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TOP RANK BIDS CLOSE; BALK AT $130,000 OFFER

NEW YORK — Top Rank Records was not accepting any further bids as of late last week, according to a source close to the scene. Largest bid was reported to be $130,000, but the firm turned it down. Report is that Top Rank executives, who are now in the U. S., have decided to sell masters to other companies, and sold a single and an album to two firms last week. It is also reported that Jack Scott is attempting to buy back his contract. Harold Friedman ended his association with the firm last week.

Kingston's Firms Move to W. Coast; Artie Mogull's Out

SAN FRANCISCO—The Kingston Trio-owned music publishing companies are being moved from New York to the groups' offices in this city and will be handled from here starting this week. The four Kingston firms, High Ridge, Flywheel, Santa Rosa and Rolling Hill, formerly under the general managership of Artie Mogull in New York, are being moved to the Coast as part of general consolidation of all their interests to their offices here. According to Sidney Rudy, lawyer for the trio, Mogull will no longer be associated with the firms.

The Kingstons have placed many of the songs they have recorded in their Capitol albums in these publishing companies. It was estimated in a story in The Billboard last year that the publishing interests of the Kingston Trio grossed between $250,000 and $300,000 in 1960.

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Album Makers Ponder Limited Store Displays

NEW YORK — Many record manufacturers are seriously analyzing the current relationship between album display in stores as against album sales. The reason for this sudden urge to correlate display to sales has come about because of the increase over the past few years of the number of racks—both in chains and supermarkets—and discount stores that are now selling records.

Discount stores and racks do not stock catalog the way the old-line dealers did (and in some cases still do). They usually handle the hot LP's or current LP's except for the few older albums that have continued to sell over the years. ("My Fair Lady," for example.) And the racks and the discount stores, such as Korvette's in New York, now do a considerable percentage of the disk business. Most of these stores, as well as many self-service dealers, display as many albums as they can, according to the store space available. Sometimes this ranges as high as 500 albums, sometimes it is as little as 50. Some tradesters think that a display of 300 albums is about average, although no one seems to know exactly.

New Album Exposure

But assuming that 300 albums are on display in the average store, whether it be a chain store, discounter or normal record shop, the question is what happens to the other new albums issued each week that are not on display. (It is estimated that 4,000 to 5,000 albums are issued yearly, or about 400 per month in the U. S.) Albums are not all over the air the way singles are, except hot albums, albums by name artists, or show or movie sets. If an album does not get either air exposure or store exposure how can the public get acquainted with it? This is the question that is worrying many manufacturers.

The expansion of record sales through racks and discount houses is an indication, tradesters feel, that today many albums are impulse purchases. They are not only bought as they used to be in record shops by customers who come in to get a specific record, but often by customers who happen to see an LP display in a 5 and 10, a discount house, a Sears or A&P. And in these cases, if a manufacturer's record or records are not on

(Continued on page 10)

Tour of Continent, UA Pact Reviews Set By Talmadge

NEW YORK—Art Talmadge, vice-president of United Artists Records, leaves March 10 for Europe, where he will make a two-week swing around the Continent—meeting with UA's foreign affiliates and reviewing the label's contracts with each firm.

UA's movie theme singles and sound-track albums ("Never on Sunday" and "The Apartment") hit best selling charts in most European countries last year, and Talmadge will complete arrangements for the release of the Ferrante and Teicher single, "Exodus," and the Hollywood Studio Symphony LP, "Exodus," in London and Paris. His visit immediately precedes openings of the movie in those cities.

UA's executive vice-president, David Picker, left for Europe last week. Although he will primarily concern himself with motion picture activities abroad, Picker will also meet with UA disk affiliates during his stay.

Atlantic Releases 3 LP's by Jazz Quartet in Month

NEW YORK — February is "Modern Jazz Quartet" month at Atlantic Records. The label is releasing three LP's by the group at the same time—a double-pocket LP, "European Concert," and a regular LP, "The Modern Jazz Quartet and Orchestra."

The two-LP album, which will retail at $9.96, monaural, and $11.95, stereo, was recorded live in Scandinavia last year during the MJQ's European tour. The set features 15 selections—representing an entire concert, and marks the first time an MJQ concert album has been released.

The one-LP album unites the MJQ and a large symphony orchestra in four compositions especially commissioned for the recording. One of them — Gunther Schuller's "Concertino for Jazz Quartet and Orchestra"—will be played by the MJQ on a special TV show with the Tokyo Philharmonic in May, during the group's tour of Japan, Australia and New Zealand.

Atlantic is backing the MJQ albums with an elaborate promotional campaign, including an extensive advertising campaign in consumer and trade publications and special material for dealers.

Map Expansion Of MGM-Verve

NEW YORK — Expansion and integration of MGM and Verve sales operations were announced here last week by Sid Brandt, MGM vice-president in charge of sales and operations. The expansion includes the establishment of an MGM-Verve field sales force and an MGM-Verve sales department, plus a general co-ordination of the home office staff.

The new field sales staff will consist of Harry Hostler, one-time Columbia district sales chief; industry veteran, Sam Levy; and former Verve field men, Allen Wolk and Jim Davis. This group will work in conjunction with the sales department which finds Leon Schachere heading up Eastern and Midwestern sales; while Bernie Silverman, former Verve sales head, takes over responsibility for both MGM and Verve sales in the West.

Jess Kaye, veteran West Coast MGM a.&r. man and studio liaison chief will continue to devote full time to those functions. Sol Greenberg continues as singles sales manager in New York.

Brandt also announced two new distributor appointments, following the recent naming of Al Sherman of Records Sales, Inc., in Los Angeles. The latest appointments includes All State New Jersey to cover the entire metropolitan New York area and Harold N. Lieberman in Minneapolis. All State will open a New York office in addition to its Newark outlet. Sherman in Los Angeles also currently handles Verve

S. Calif. Dealer Committee To Favor Forming Co-Op

To Recommend Members Be Responsible For Buying Rather Than One-Stop Affiliation

By LEE ZHITO

HOLLYWOOD — Meeting of Southern California dealers to be held here Thursday night (23) will hear a committee report unanimously supporting the organization of a buying co-operative. The committee (see Billboard Music Week, February 13) was appointed to study the co-op question. It met last week and will present its report to the general meeting to be held Thursday (23) at Rodger Young Auditorium. Meeting will be open to all dealers in the area, whether or not they attended any of the previous gatherings called to study the co-op issue.

Billboard Music Week learned that the committee's findings favored (1) formation of a co-op; (2) that the co-op's dealer members be responsible for the buying and handling of all details. This decision runs contrary to the sympathies of one faction among the dealers which favored affiliating the projected co-op with one of the local one-stops. The committee ruled out this possibility in formulating its plan of organization which will be delivered at the Thursday meeting.

Plan calls for dealers to put up a specified amount of money in joining the co-op. Money is used in buying merchandise, but purchases are made only after a dealer member places his order with the co-op. It will operate on a cash-only basis, thereby holding down its bookkeeping costs. Money a dealer puts up at the time he joins the co-op will be held as a deposit against which the retailers will make their purchases.

Accordnig to plan, participating dealer will not be confined to making his purchases through the co-op only. Instead, the co-op will be used only in buying product during special promotions, in negotiating for volume buys from local sources as well as suppliers elsewhere. Dealers will elect their own buying committee which will run the co-op.

Amount of money each dealer will be required to place in deposit with the co-op will be determined at Thursday's meeting. Indications are that the sum will be within easy reach for the average dealer, thereby making participation in the co-op available to as many as possible.

Dealer committee formulating plans for the co-op's organization was headed by Howard Judkins Jr., of Garden Grove's Oliver Glas; Sally's Record Shop, Northridge; Martin's Music, of Culver City.

Csida Elected To Cap's Board; Record Hailed

HOLLYWOOD — Joe Csida, Capitol's vice-president in charge of Eastern operations, was elected to the Capitol Records, Inc., board of directors. In welcoming Csida to the board, Wallichs hailed his contributions to the company since joining it a year ago, stating that Csida "has greatly strengthened Capitol's business operations in the important Eastern market, improving our relationships with Broadway show producers, music publishers, the press and other important areas of the entertainment world.

"In addition, his efforts on behalf of Capitol's revitalized single record program, which he heads, have resulted in significant improvements in that vital facet of our company's over-all business life. As a member of the board of directors he will make an even greater contribution to Capitol's future growth and progress."

Prior to joining Capitol in March, 1960, Csida headed Trinity Music and was also engaged in talent management. Csida had been editor-in-chief of The Billboard and artist-repertoire head of RCA Victor Records.

Merc, Philips Talk Deal

By BOB ROLONTZ

NEW YORK — Mercury Records and Philips Records of Holland have been talking for the past month over the possibility of Philips purchasing the Mercury label. As of last week, negotiations were still going on.

Philips approached Mercury Records about the possibility of acquiring the American label about two months ago. Philips is interested in buying an American firm as a corollary to their current renegotiations with Columbia, whose records they distribute in Europe and other areas of the world on the Philips label. Columbia is anxious to have its records distributed on its own CBS label in Europe and throughout the world (U. S. Columbia only owns the Columbia name.) American Columbia wants Philips to distribute its CBS line, but not to continue to place Columbia releases on Philips. When the new Columbia-Philips deal materializes, as it is expected to in the spring, Philips wants to issue its own records in the U. S. under the Philips imprint. Up to now the Philips disks from Europe have been here on Epic, the Columbia subsidiary. If a deal with an American firm could be consumated Philips would have American product to issue in Europe.

If Philips and Mercury get together, however, there would be one more complication. Mercury Records are distributed throughout Europe and other areas of the world by EMI. This contract still has three years to run. This means that it will be three years or so before anyone but EMI will issue Mercury disks in Europe.

It is understood that Mercury and Philips have talked money. The price being asked by Mercury is about $6 million. Tradesters believe that Mercury grossed somewhere between $9 million and $11 million in 1960. This includes store sales, rack sales and foreign sales. This income could be increased in 1961 since Mercury last fall placed its product in the Columbia Record Club, and reports are that its records are doing well in the club.

If the Philips-Mercury talks bear fruit, and right now they might or might not, the parties would

(Continued on page 10)

Platters File Suit Against Mercury in U. S. Court

CHICAGO—The Platters filed suit against Mercury Records in U. S. District Court here last week (14) alleging breach of contract and therefore alleging that their contract with Mercury has terminated and they are now free to record for other companies.

The dispute with Mercury arose from the firm's insistence that Tony Williams sing the lead in a pending recording session. The Platters claimed they had the inherent right to choose their lead singer, but Mercury refused to record the group unless Williams sang lead.

According to Jeanie Bennett of Buck Ram's Personality Productions which manages the Platters: "When the group signed with Mercury, there was no stipulation as to who sang what—therefore the Platters and Buck Ram have been advised by their attorney that Mercury has breached the contract."

The record firm, however, denies any breach of contract on its part and intends to defend its position in the suit most vigorously.

Mercury attorney Leonard Levin said the firm believes it has as much right as the Platters to determine who shall sing lead, for the group's contract stipulates that all recordings are subject to Mercury's complete satisfaction as to manufacture and sale. Furthermore, Tony Williams has been lead singer in a minimum of 50 per cent of the Platters' recordings with Mercury, and the label sees no reason why this practice should be changed.

Results Unsatisfactory

Last November the Platters, without using Williams as lead singer, cut nine sides—the results of which were not satisfactory as far as Mercury was concerned regarding the "manufacture and sale" of these sides. The label therefore wanted Williams to sing lead in the session that brought about the present suit.

The Platters, in claiming breach of contract, are concerned only

(Continued on page 10)

the pick of the new releases:

SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

Pop

SONGS TO A SWINGING BAND

A BILLBOARD PICK

Connie Francis. MGM E 3893—The vibrant Connie Francis has another new album here that is sure to keep both her fans and the dealers very happy. On this set the lass swings over big band backing by the Richard Wess ork. The tunes range from "You're Nobody 'Til Somebody Loves You" to the old favorite "Swanee," and on them all the thrush shows off the driving way she has with a song. A set that should join the best-selling chart in short order. **(Other Album Spotlights on Page 23.)**

Lockwood: EMI 1960 Sales Up 20%

Exec Confident of Further Increases In Coming Years

By DON WEDGE

LONDON — EMI disk sales in Britain rose more than 20 per cent in 1960 compared with the previous year. This claim was made last week by Sir Joseph Lockwood, chairman of Electrical and Musical Industries, soon after returning from his annual visit to American associates.

"I think the figure will turn out to be about 24 per cent," Sir Joseph told Billboard Music Week. "I expect we shall make further increases in coming years.

There was a natural expansion to be considered and the "bulge," caused by the high birth rate of the immediate postwar years, was still to take its full effect on the disk business. "I am confident we shall maintain our place within that expansion," he added, "and that disk sales will continue to rise."

Referring to his month-long American visit, he felt that some of his views on the importance of classical repertoire had been misquoted during his stay in Hollywood.

Classical Views

Much classical music—but by no means all—was acceptable almost anywhere in the world and was therefore an international commodity. Few pop artists could guarantee sales in virtually every country. Additionally, if there was ever a major recession, he felt that the classical market would be

(Continued on page 15)

Mercury Appoints Brazilian Licensee

CHICAGO—A new licensee in Brazil was signed last week by Mercury Record Corporation, according to an announcement by Irwin H. Steinberg, executive vice-president of the parent diskery.

The firm is Industrias Electricas E. Musicais Fabrica Odeon S.A., Rio de Janeiro, headed by Harold E. Morris, general manager.

The Brazil territory was formerly handled for Mercury by Rozenblit, Ltda.

The new Mercury licensee is one of the leading firms in the record industry in Brazil. It has two operating depots, one at San Bernardo and the other near Rio. Some 25 salesmen cover Brazil's estimated 1,200 record dealers. The firm has a plant which houses 32 presses and is using such technical advances as nickel plating and groove guarding. Odeon has also begun work in the stereo field.

LAZARE TESTS WEE-HOUR WITS

NEW YORK—Deejay Jack Lazare, WNEW, here is testing the comedy talents of the current best-selling comics on a new half-hour segment of his all-night show, "Milkman's Matinee."

From 3 to 3:30 a.m., Lazare now plays the top comedy LP's and novelty singles in a seg tagged "Funnybone." The test will be to determine exactly which artists sound funny to dialers at that hour of the morning. Lazare is playing Bob Newhart, Stan Freberg, Spike Jones, Shelley Berman, Lou Carter, David Seville, Raymond novelties and others.

20th Fox Names Four Distributors, Extends LP Deal

NEW YORK — Twentieth Fox Records has announced four new distributor appointments, accordto sales chief, Irv Stimler, who made a whirlwind trip last week to finalize the changes.

In Buffalo, 20th has named Fay Miriti's M & N distributorship, while Rocky Wolf's Pelican Distributors has taken over in Houston. Pelican in New Orleans was also named, along with Godwin Distributors, Atlanta.

Stimler also announced an extension of 20th's current album deal in which $7.98 and $8.98 two-pocket sets are being sold for $4.98 and $5.98. This applies to sets of Glenn Miller, Tommy Dorsey, Shirley Temple, Art Tatum, the Harry Simeone Chorale and the cast album for "Greenwich Village, U.S.A."

Camden Kid Disks Due Buitoni Promo

NEW YORK — RCA Camden has blueprinted a campaign to gain big exposure for kiddie albums through a joint promotion with the Buitoni Foods Corporation. Buitoni will offer a promotional record on two million boxes of their new spinach macaroni.

The record, pointed out H. R. Clark, Camden planning and merchandising chief, will contain selections from four albums, two of which star "Popeye." The Popeye cartoon figure is featured on the record jacket and on the Buitoni boxes. The disk contains selections from "Popeye's Favorite Sea Shanties and Other Songs," "Popeye's Favorite Stories," "45 Songs Chil-

(Continued on page 15)

Wood Announces Changes in EMI Marketing Action

LONDON — Despite what was probably the most successful year in the company's history, EMI Records' managing director L. G. Wood has announced a reorganization in the firm's selling activities. It takes effect April 1 and is designed to give greater concentration and increase considerably EMI's share of the British market.

"Dealers may look forward to an even better service from EMI's depots and representatives which must result in further increase in dealers' sales and profits," Wood said.

Key factor in the move is the appointment of four area sales managers — one each in London, Birmingham, Manchester and Glasgow. They will control local depot sales through supervisors and area representatives.

New Appointments

From April 1, R. N. White will be appointed general marketing manager and will be responsible

(Continued on page 15)

Reprise Posts Full Distributor Roster

HOLLYWOOD — Here is the complete list of distributors for the new Frank Sinatra Reprise label. It is interesting to note that fully half of these distributors also handle Verve. Verve's ex-comptroller, Mo Ostin, left that label to join the Reprise firm as administrative head.

Distributors for Reprise are: Dixie, Atlanta; Bonanza, Billings, Mont.; Music Suppliers, Boston; Metro, Buffalo; Berto's Sales, Charlotte; M-S, Chicago; Supreme, Cincinnati; M-S, Cleveland; Big State, Dallas; Davis, Denver; Arc, Detroit; Eastern, East Hartford, Conn.; H. W. Daily, Houston; Polynesian, Honolulu; Record Sales, Los Angeles; S. W., Memphis; Record Distributors, Miami; Garmisa, Milwaukee; Jather, Minneapolis; Music City Records, Nashville; Wendy, Newark, N. J.; All-South, New Orleans; Action, New York; B. & K., Oklahoma City; David Rosen, Philadelphia; Phoenix Record Sales, Phoenix, Ariz.; Standard, Pittsburgh; Roberts, St. Louis; Melody, San Francisco; Music Distributors, Seattle; Schwartz Bros., Washington.

Promo Managers For Five Regions

NEW YORK — Columbia Records has named five men to newly created regional promotion managers posts. Appointments were made by Bill Gallaher, Columbia vice-president in charge of sales.

Harry Ascola, promotion manager at the diskery's Philadelphia branch operations office for the past five years, has been named Eastern region promotion manager. Zin Zemeral, for the past four years promotion manager for Columbia's Baltimore branch, has been named promotion manager for the Southeastern region. Ernest Coleman, formerly with London and Decca records, has been appointed promotion manager for the Northeastern region. Paul Cook, formerly with Fred Randall Advertising in Detroit, joins Columbia as promotion manager for the North Central region. Bob Thompson, former publicist for a Denver Theater chain, is the new promotion manager for the Mountain Pacific region.

Nippon Disk, Juke Box Mfrs. Sight Europe Sales Targets

HAMBURG — The Japanese phonograph record producers and juke box manufacturers may invade the Western European market through the building of factories in the Common Market area.

This is no Oriental pipe dream, according to Tatsuzo Mizukami, director of Japan's foreign trade council and vice-president of Mitsui-Bussan Kaishi, a top Tokyo trading company.

Mizukami has led a task force of Japanese trade and industrial experts on a three-week-long reconnaissance of the European industrial scene. The party included representatives of the music and electronic-juke box industries.

The Mizukami party hinted at a strong Japanese coin machine drive. "What should be so difficult about our competing for the European coin machine market as well as other markets?" asked one of Mizukami's experts. "Is there anything that says Japanese may produce tape recorders and record players—but not juke boxes?"

Transistor Box

Mizukami's man was asked about reports the Japanese soon will bring out a miniaturized

(Continued on page 54)

MUSIC AS WRITTEN

New York

Don Costa, the United Artists arranger-conductor-a.&r. man, is recuperating from an auto accident in which he cracked three ribs.... Philadelphians **Bernie Lowe** and **Ed Cohn** are recuperating from broken legs suffered in falls on the snow.... The Liban label in Cleveland is releasing Lebanese, Syrian and Mideastern music disks.... Attorney **Daniel Herscher** became father of a boy a few weeks ago. Grandfather is cleffer **Lou Herscher.**... Pluggers **Johnny White** and **Jack McCoy** of Music Publishers Holding Corporation are retiring after many years of service.... Godwin Distributors are now handling the Cadence label in Atlanta and the Georgia-Alabama territory.... Producer-writers **Lou Stallman** and **Sid Jacobson** are currently creating records for Shell, Laurie, Amy, Strand and Seeco Records.

Donald Shauer is the new West Coast account executive for Columbia Record Productions.... **Allan Cohen** of Cameo Records became the father of a girl a week ago.... **Elvis'** next flick will be called "Pioneer, Go Home." Everest Records has signed orkster **Russ Morgan.**... Mala Records has purchased a master titled "Star Crossed Lovers" with **Eddie and Teddy,** made by **Sammy Kaye's** disk production firm, and will issue the disk this week.... The **Freddy Price-Jimmy Day** Global Booking Associates is not connected with VCB Records.

Bob Rolontz.

Hollywood

Imperial's **Lew Chudd** paid "in excess of $100,000" for Fairway Music, according to **Fred Stryker,** who sold him the 15-year-old BMI catalog. Sale was concluded four weeks after negotiations were started.... World Pacific will be looking for a new comptroller. **Ronald Kass,** who has held that slot, leaves next month for London, where he joins **Jack Lewerke's** Interdisc operation which manufacturers and distributes American jazz lines in the European market, World Pacific among them. Others include Contemporary, Fantasy and Riverside. World Pacific's president is **Dick Bock.**

Dynamic Records here is changing its name to Dynamite. Ardco-distributed line is pushing "I Pity You, Fool," an answer disk to the **Bobby Bland** recording.... Skyway label, also in the Ardco distributing fold, named Philadelphia's Flying Record Distributing Company to handle the label.... **J. J. Jackson** and **Jeckles** are recording "Let the Show Begin" b/w "Oo-Ma-Leddii" for the new Storm label, distributed by Candix Records.... **Shari Sheeley,** who penned **Ricky Nelson's** "Poor Little Fool," just had two special cleffings recorded by Gary Clarke for RCA Victor.... Colpix's **Stu Phillips** is here to promote **Jimmy Darren's** single from "Gidgit Goes to Hawaii." **Harold Pounds,** of Canada's Spartan Records, is concluding north-of-the-border distribution arrangements for **Normand Hould's** Bec Records. Label's first release is **Maggie Woodward's** "Gou' Gou' Gou'" b.w. "I've Never Loved Before."

ON THE SOUND TRACK: Larry Gordon scored and conducted Wilding Pictures' "The Big Step," the **Janis Paige-George Murphy** starrer. Gordon recently backed Frankie Avalon's run at Las Vegas' Sands and is now preparing Eleanor Powell's February 28 opening at the Sahara there.... **Jimmy McHugh** will score **Sophia Loren's** "Two Women" for Joseph Levin (Levine-McHugh). Music International is the publisher.... Actor **Peter Breck** turned songwriter for "Written in Sand" and "Stranger Things Have Happened," with Rhodes Music handling the publishing.

Lee Zhito.

Chicago

Mercury Records re-signed **Rex Allen** to a recording contract last week. Allen, who left Mercury two years ago to go with Disney, will cut his first waxing under the new contract early next month in Nashville.... **Stan Pat,** RCA's Midwest head, has been touring the radio and TV circuit with **Norman Luboff** (RCA). Pat continues on the road Wednesday (22) with the **Limeliters** ("Tonight in Person"-RCA LP).

Band leaders **Russ Carlyle** and **Dan Belloe** reecntly formed their own record companies—Regis Records and Spectra-Sound Records—respectively. Belloc has just signed an exclusive management contract with Orchestras, Inc.... **Bobby Christian** ("Percussion Big Band Jazz"-Audio-Fidelity LP) re-signed with Orchestras, Inc., after leaving that firm last summer to go with MCA. Christian recently cut 12 more sides in New York for another percussion album to be released by Audio-Fidelity in April.

Conrad Hector is the new Mercury Records promo man for the Minneapolis territory covering St. Paul, and all of North and South Dakota, as well. Hector will work directly for Mercury.... **Max Cooperstein,** Chess Records, is back in town after a business trip to Milwaukee.

Cincinnati

In town last Wednesday (15) to promote their companies' wares among local deejays and music trades folk were **Saul Cohen,** of Laurie Records, and **Hugh Dallas,** of Command Records, both of whom operate out of New York. This was Cohen's first trip around the circuit to cement good will among Laurie distribs. He came in from St. Louis and spent Thursday (16) in Pittsburgh before returning to New York. Saul is hot on the **Nomad's** new release, "Bounty Hunter," on the Rust label, Laurie subsid. Following his Midwest swing, Dallas heads for the Oklahoma territory. He reports prime early reactions to his firm's new one, "Waltzing Matilda," as done by **Enoch Light.**

(Continued on page 15)

Javits Bills Hit Live-Show Head Tax, Ask Subsidies for Performing Arts

WASHINGTON—The live musical and dramatic show must go on without hampering admissions taxes, Sen. Jacob Javits (R., N. Y.) told the Senate last week while introducing a bill to end the tax. Live performances should be promoted at a federal level through creation of a U. S. Arts Foundation set up exclusively to advance the performing arts, the Senator said.

The Javits bills to promote performing arts, paralleled by a number of fairly similar bills in Senate and House, shows a more candid approach to government subsidy than some of the old "culture" legislation which has been cropping up on the Hill for many years. However, hard heads in commercial show business still think the foundation and/or advisory-council-type of approach is impractical. They term the bills too "vague" and the sponsorship spotty, occasional, and always by the same few legislators rather than by endorsement of several hundred.

Javits has restricted his proposed Arts Foundation to cover only the performing arts, rather than the broader field of all art forms covered in "advisory council" bills introduced by Senator Humphrey (D., Minn.), Representatives Celler (D., N. Y.) and Thompson (D., N. J.). He also has proposed a higher fund of $10,000,000 annually in government "matching" money to seed some $50,000,000 in performances by State and municipal groups.

Javits would set up a survey of performing arts in the U. S., and have a register of all personnel and theaters kept for reference. Javits suggests some of the government money promote more tours abroad, since America has received enormous international prestige from the Armstrongs and the Van Cliburns "long before it put Discoverer 1 into orbit."

Bills by other legislators to bring more foreign artists over here, to grant States funds for promoting the arts and to boost live music and drama in Washington to put it on a cultural par with European capitals have been dribbling steadily into legislative hoppers. Javits has asked for early hearings by the Senate Committee on Labor and Public Welfare, on his or anyone else's bill—the main object being to get things moving early in the session.

Seeburg 'Artist' Plan Gains Nod Around Europe

NEW YORK — The latest developments in American juke box product are already being greeted with enthusiasm by operators and location owners in various European countries, according to Arnold Silverman, record department manager of the Seeburg Corporation.

Silverman, who has just returned from an extended tour of England, Germany, Switzerland, France, Denmark and the Benelux countries, said that specifically the Seeburg artist - of - the - week phonograph with the personalized slot for locations, is already in many spots in those countries. So far, according to Silverman, Seeburg has been the sole supplier of the 33 speed stereo singles employed by these boxes for the artist of the week plan.

The company supplies the disks on a custom export order basis for jukes only. However, Silverman held conferences with the major disk firms in all of the countries he visited and as a result of these meetings he is hopeful that some European companies will begin making 33 single disks of their own artists available for the juke box trade within 90 days.

In Silverman's view, the implementation of the 33 speed single as the basic single of the business, may be actually easier in Europe than in the United States. There, he noted, most 45's come with the regulation small hole center. The center can be popped out for use on the wide 45 spindle. However, he pointed out, the Europeans are already oriented to the small hole, which means that the 33 single could make the big break in the market there faster than here.

Silverman also noted that distributors all over Western Europe have shown great interest in pushing the artist-of-the-week coin phonograph.

Vanguard Albums On Serious Bent

NEW YORK—Vanguard is releasing seven albums this month, six of which are on the serious side. Sets include a new recording of "Songs of the Auvergne" sung by Netania Davrath, an album of works by Samuel Barber, a set with Roy Harris' "Folksong Symphony 1940," an album with Aaron Copland's "Fanfare for the Common Man," an album of Kreisler favorites played by Mischa Elman, and an album featuring counter-tenor Alfred Deller on the Bach Guild label. The light set is a new Stanley Holloway waxing titled, "Join in the Chorus."

Andy Gibson, King A.&R. Dir., Dies in Cincy

CINCINNATI — Albert (Andy) Gibson, 47, a.&r. director of King Records Company here, died of a heart attack at Jewish Hospital here Saturday (11). He had been in ill health for some time and had suffered two previous attacks. Gibson joined King Records as a.&r. man in New York in 1956 and joined the King organization here a year ago.

A native of Zanesville, Ohio, Gibson joined the old Zack White band there at the age of 15 and soon gained prominence as an arranger. He handled arrangements for the Lucky Millender and Charlie Barnet orchestras for a number of years. He was also a composer and songwriter of note, his best-known tune being "Hucklebuck." He also wrote "Try Me," which James Brown cut for King, among others.

Gibson was also staff arranger, a.&r. man and part owner with King interests of the Wisto Publishing Company, with headquarters here. Gibson was instrumental in a great degree for resurgence of popularity of such artists as Little Willie John, Hank Ballard and James Brown.

Funeral services were held Thursday (16) at the Union Baptist Church, Zanesville, with interment in Woodlawn Cemetery there. He is survived by his widow, Rosemarie, and a son, Albert Jr., residing in California, and a sister, Mary Catherine Price, of Cleveland.

NEW YORK — Johnny Marks, head of St. Nicholas Music, has named Mack Wolfson as general professional manager of the firm. Wolfson was formerly associated with J. J. Robbins, Eddie Kassner, Frank Sinatra and the Famous-Paramount publishing interests. Most recently he was with Moe Gale's publishing operations.

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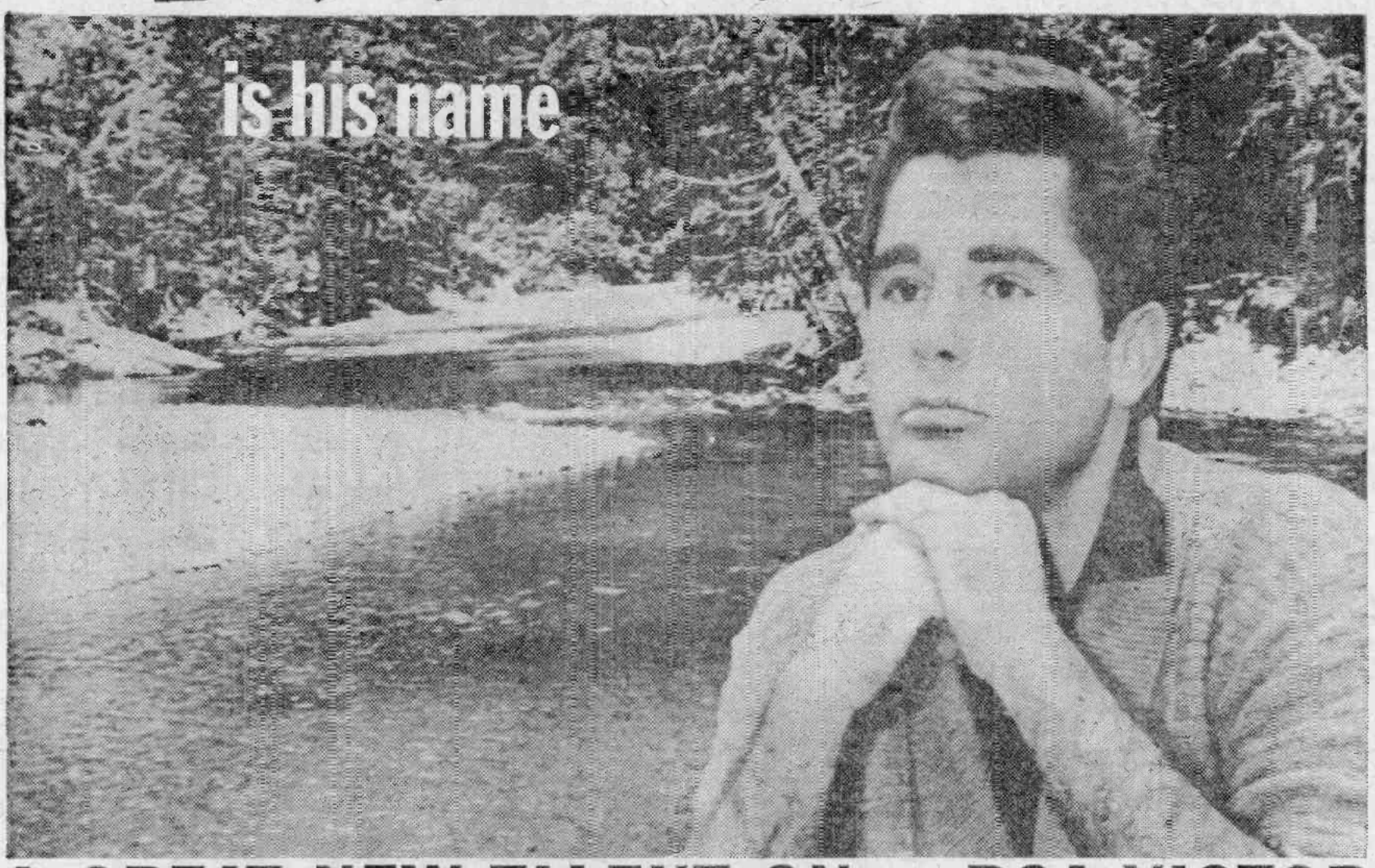

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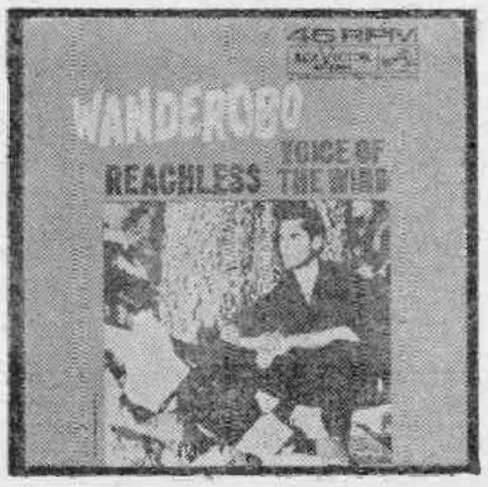

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Discounts Swing Coast-to-Coast

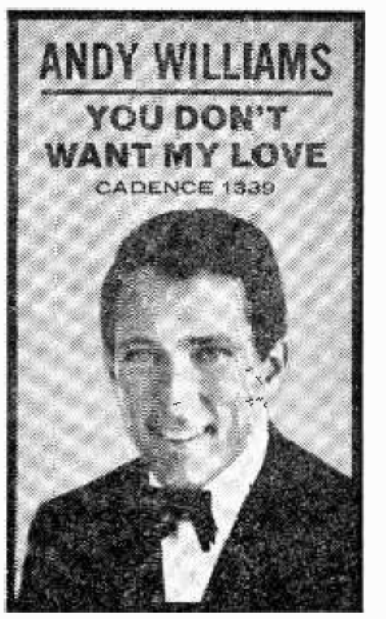
• Continued from page 1

counts: $3.98 list were $2.65; $4.98 list were $3.32; $5.98 list were $3.97; $6.98 list were $4.65. Meanwhile, Doughty's Records in San Francisco was advertising a record sale of $1 off all records, with the quote "Complete selection of all leading labels."

The Melody Shops in Dallas, a chain of three stores in the downtown section of the city, advertised only one record Sunday, February 12. This was the new Mitch Miller disking, "Happy Times Sing Along With Mitch." The chain was advertising this new recording at $2.49 in mono or stereo, a substantial saving over the $3.98 mono list and the $4.98 stereo list.

Discount Records in Chicago was running last week what they called a "Blockbusting Record Sale!" For one week only, February 13 to 18, the store offered 40 per cent off on records, as follows: $3.98 lists were $2.39; $4.98 lists were $2.99; $5.98 lists were $3.59; and $6.98 lists were $4.19. The ad went on to say, "Buy Long Playing Records Below Dealer's Cost." The labels listed were RCA Victor, Decca, Angel, London, Mercury, Capitol, Vanguard, Bach Guild, Verve, Elektra, Columbia, Westminster, Epic, Kapp, ABC-Paramount, and Monitor. The ad also carried this note: "All records new and guaranteed."

It has been suggested by many in the trade that there ought to be a rule that when records are placed on sale, ads should carry a notice as to whether the selection of records is complete or not as far as catalog is concerned, and whether the records are new releases or not, whether they are cut-outs or not. This would be similar to sales in clothing stores which usually carry a note such as "not all sizes in all styles" or broken lots, etc.



Musicor Picks World Distribs

NEW YORK—Aaron Schroeder, whose initial Musicor release—Gene Pitney's "I Wanna Love My Life Away" is No. 43 on "The Hot 100" this week—has set deals for distribution of his label with 28 foreign firms covering some 17 countries.

Altho at this time Musicor's only release is the Pitney single, Schroeder said that in each case guarantees are included in the arrangements with the foreign affiliates. Musicor is distributed here by United Artists Records but is an entirely independent operation.

Schroeder, who owns several publishing firms which he purchased from Dick Clark, has made deals with foreign publishers, including Sydney Bron, British Isles and Eire; and Edition Intro in Germany, Austria, and Switzerland. In addition to the Pitney tunes, Schroeder publishes two other "Hot 100" hits—"Rubber Ball" by Bobby Vee (No. 36) and Frank Gari's "Utopia" (No. 34). Wally Gold was named general manager of the publishing firms last week.

Musicor's new foreign affiliates include Decca Records, Ltd., British Isles and Eire; Teldec, Schallplatten, GME, Germany and Austria; Musikvertrieb, Switzerland; Compo Co (Apex), Canada; Trutone Africa, Ltd., South Africa; arousel (Joker) Denmark, Sweden, Iceland, Finland, and Norway; C.G.D. Records, Italy; Australian Record Company, Ltd., Australia; Pelgrim and Fonior S.A., and Hollandsche Decca Distributis, Benelux; Associate Francaise Du Son, France; King Records, Japan; Grammophone Company, Ltd., India; and H.M.V., Ltd., New Zealand.

Meanwhile, Musicor has taken new and larger quarters here in New York to house all of Schroeder's interests — label, publishing, and talent management. Schroeder is currently concentrating on building Musicor's artist roster with an eye toward signing only singers and instrumentalists who also are songwriters.

In line with this, Schroeder last week signed 17-year-old twins, the Darby Sisters, both of whom write songs as well as sing; and instrumentalists - writers Cuckles Finnegan and Frankie Brown.

Emerson Makes Radio Price Cut

NEW YORK — Emerson Radio and Phonograph President Benjamin Abrams took the firm's annual stockholders' meeting at the Plaza Hotel last week to reveal price cuts and the dropping of particular units from the Emerson line. The company will manufacture its own transistor radios with American-made parts exclusively.

Abrams said that the company was reducing by 20 per cent the price on virtually all of its radios, and that it has dropped its Japanese transistor radio line which carries the Jefferson Travis banner. Only a very few of the firm's TV sets were due for reduction, however.

The Emerson president also said that the firm was currently using a new polyester finish that needs no periodic waxing, and prevents scratching, staining and marring on three new wood TV cabinet models.

Miller-Newmark Working Radio Promo for Operators' Locations

By HAL REVES

DETROIT — The Miller-Newmark Distributing Company, local outlet for the AMI juke box, has worked out a music machine promotion with WQTE, a two-year-old radio station here.

Briefly, the plan involves the distributor buying a block of time covering the period when people are normally driving to and from work. The distributor then sells individual spots to juke box operators, who in turn plug their juke box locations.

Because the distributor gets a low time rate based on frequency, the cost to the operator is fairly low. The theory is that by building traffic in the location, collections are bound to go up for the juke box operator.

And while the location owner receives the entire direct benefit of the advertising, the good will built up by the operator because of this gesture is a strong intangible.

Each location involved gets one spot commercial a day. A typical spot announcement would be, "When in the neighborhood of Green and Grand, why not stop in and enjoy your favorite beverage and relax at the Old City Bar?"

A bonus to assure location cooperation is being offered. Operators will register the names of locations showing a marked busi-

(Continued on page 52)

Mogull Acquires Overseas Rights To 'Pony Time' Hit

NEW YORK—Ivan Mogull has purchased the foreign rights to the hit tune, "Pony Time," for the world excluding the U. S. and Canada through his Harvard Music firm.

"Pony Time" was penned by Don Corvay and J. Berry and published by Alan K. Music. Hit record of the tune is by Chubby Checker on Parkway, now No. 4 on Billboard Music-Week's "Hot 100" chart. Mogull has also picked up the foreign rights to "You Can Have Her," penned by Bill Cook, which is currently happening through the Roy Hamilton record on Epic, now No. 31.

Mogull has had a lot of success with the tune he has picked up for overseas recording. Last important copyright he handled was "Itsy Bitsy . . . Bikini" for overseas.

Secunda Reclaims Song in 28th Yr.

NEW YORK—Sholom Secunda, who 28 years ago, sold "Bei Mir Bist Du Shoen" for $30 reclaimed the right to that song this past week. The tune which has sold in the neighborhood of 250,000 copies of sheet music, and 2.5 million records, reverts back to Secunda under the Federal Copyright Law which says that a copyright can only be renewed by the author or his appointee after 28 years.

It is estimated that the copyright, which has been handled by Harms Music since 1937 has grossed $3 million. Secunda has kept the song with Harm's under a new pact which will bring him about $5,000 in royalties a year. He started to collect performance money on the tune in 1954 when he joined ASCAP. Those royalties have reached $4,325.72 since 1954.

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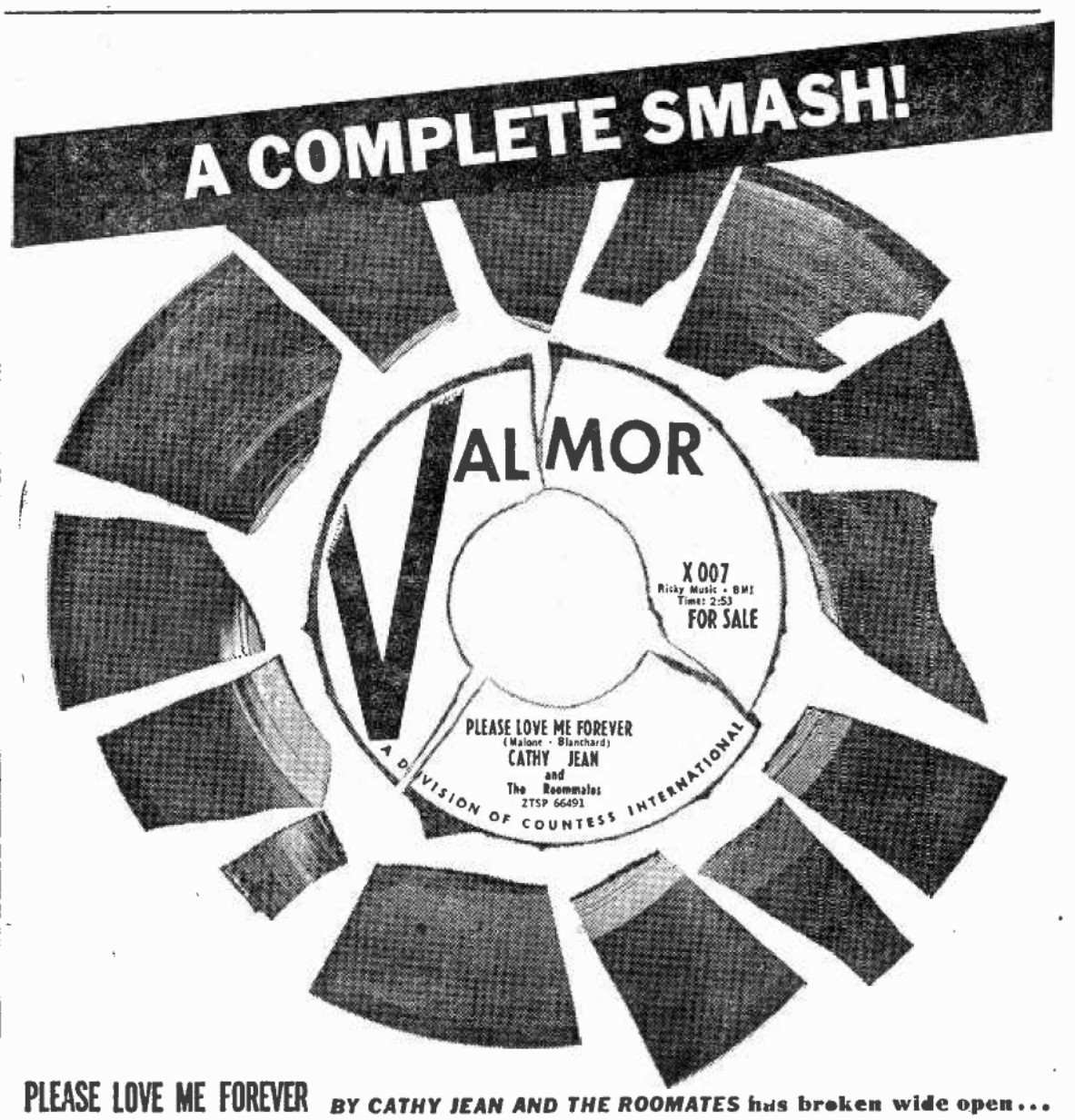

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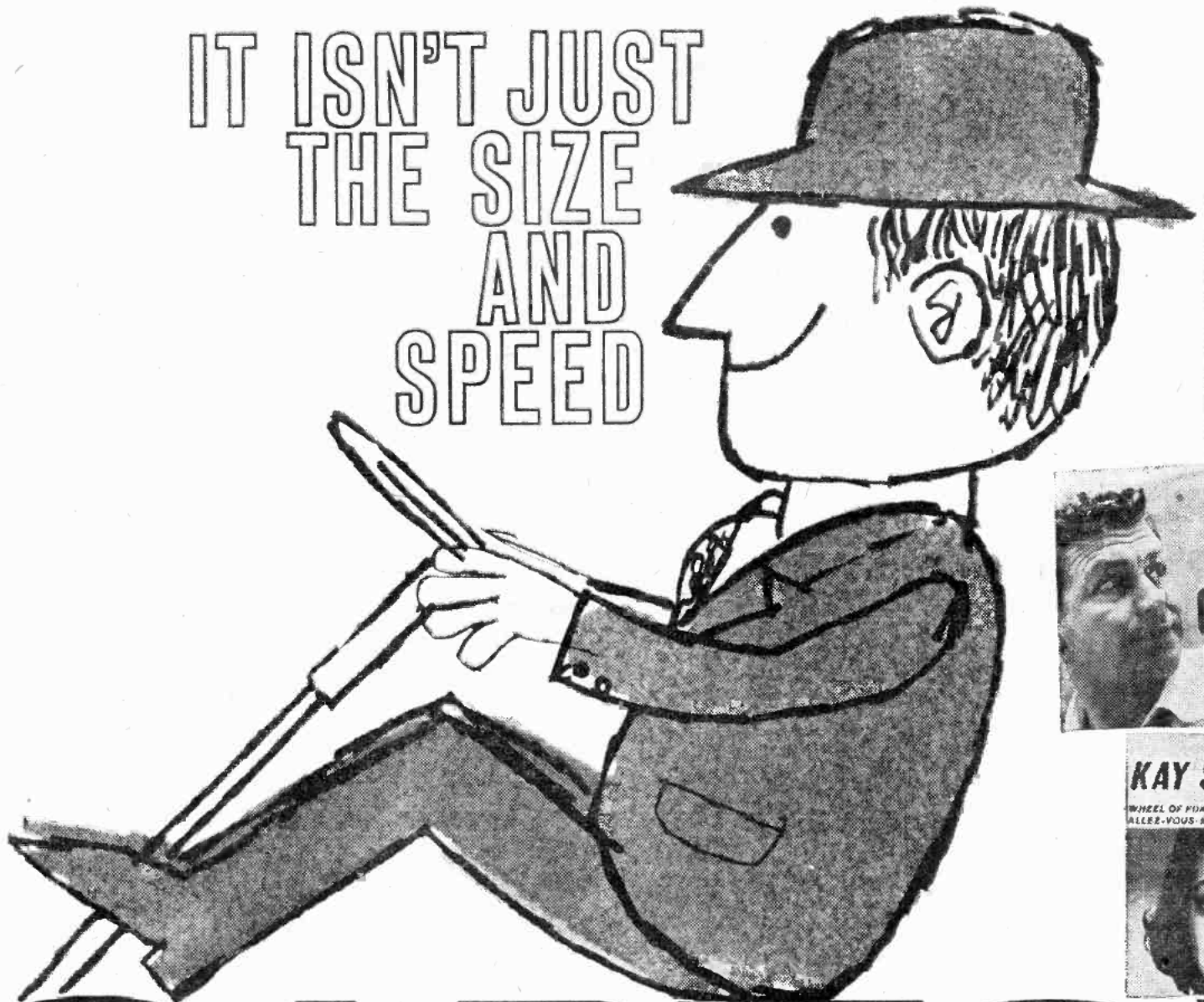

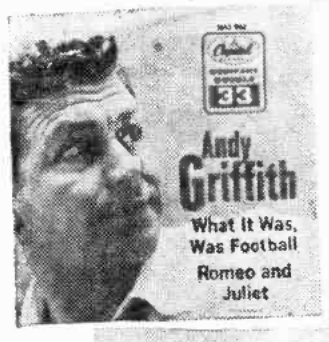

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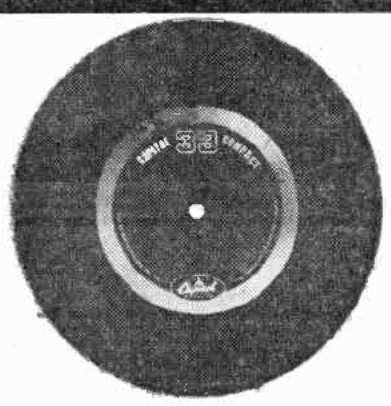

COMPACT SINGLES (2 selections)

KINGSTON TRIO — M4514
Tom Dooley • M.T. A.

NAT KING COLE — M4515
Mona Lisa • Unforgettable

FRANK SINATRA — M4516
All The Way • Witchcraft

MARIA CALLAS — F4529
Gianni Schicci; "O Mio Babbino Caro" • Manon Lescaut; "In Quelle Trine Morbide"

MAURICE EVANS — M4528
Tenderloin • Dear Friends • Dr. Brock

TAMMY GRIMES — M4527
Unsinkable Molly Brown • My Own Brass Bed • Belly Up To The Bar, Boys

SOVIET ARMY CHORUS AND BAND F4530
Volga Boat Song • Tipperary

EDITH PIAF — M4493
Milord

FRANCK POURCEL — M4493
Milord

NANCY WILSON — M4509
My Foolish Heart • The Seventh Son

NAT KING COLE — M4519
Illusion • When It's Summer

COMPACT DOUBLES (4 selections)

KINGSTON TRIO — MA 1-1577
The Tijuana Jail • A Worried Man • Bad Man's Blunder • Raspberries, Strawberries

ANDY GRIFFITH — MA 1-962
What It Was, Was Football • Romeo and Juliet

NAT KING COLE — MA 1-1579
Too Young • Answer Me, My Love • Pretend • A Blossom Fell

DEAN MARTIN — MA 1-1580
That's Amore • Memories Are Made Of This • Volare • Return To Me

TENNESSEE ERNIE FORD — MA 1-1380
Sixteen Tons • Mule Train • Shot-Gun Boogie • The Cry Of The Wild Goose

GUY LOMBARDO — MA 1-738
Humoresque • Everywhere You Go • Boo Hoo • The Third Man Theme

FRANK SINATRA — MA 1-1583
Three Coins In The Fountain • Learnin' The Blues • Young At Heart • Love and Marriage

KAY STARR — MA 1-1584
Wheel Of Fortune • Side By Side • Allez-Vous-En, Go Away • If You Love Me

LES PAUL & MARY FORD — MA 1-1585
Vaya Con Dios • How High The Moon • Lover • Tennessee Waltz

LES BAXTER — MA 1-1388
April In Portugal • The Poor People Of Paris • Blue Tango • Quiet Village

RAY ANTHONY — MA 1-1587
Dragnet • Peter Gunn Theme • Slaughter On Tenth Avenue

LOUIS PRIMA & KEELY SMITH — MA 1-1531
That Old Black Magic • I've Got You Under My Skin • Buona Sera • I Wish You Love

STAN FREBERG — MA 1-1589
St. George And The Dragonet • Banana Boat • John And Marsha • The Yellow Rose Of Texas

HANK THOMPSON — MA 1-1590
The Wild Side Of Life • Humpty Dumpty Heart • A Six Pack To Go • Squaws Along The Yukon

PEGGY LEE — MA 1-1591
Manana • Golden Earrings • Fever • Alright, Ok, You Win

STAN KENTON — MA 1-1592
Laura • Artistry In Rhythm • September Song • Artistry Jumps

ROGER WAGNER — FA 1-8324
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"LEAVE MY KITTEN ALONE"
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See page 15

U. S. Pop Hit Tunes Perk Up Life, Warm Hearts Behind Iron Curtain

• Continued from page 1

East Berlin is the crossroads for the Western and Communist worlds, and the East Berlin pop music boom seems general throughout the Communist bloc. Abundant reports are reaching here of the heavy play pop is getting in nearly every country behind the curtain.

Poland, in particular, is becoming known as a Western pop platter paradise. Western travelers report that there is a fantastic demand among the Poles they meet for phonograph records. Disks have become a fast-moving black market item.

Authorities are battling clandestine shipments of records landed from vessels in the Polish ports of Gydnia and Stettin. Apparently, the disks are smuggled into Poland by ship crews.

The official Polish attitude toward this contraband tends to be ambivalent. The economic factor is relatively unimportant, and there is no longer strong ideological barriers to Western pop. Thus, at the moment, officials tend to look the other way.

Such official tolerance applies to ship-borne contraband, but not to the disk dealings of Western tourists, some of whom seek to turn some fast zlotys. This type of avarice falls clearly under the category of black market currency dealings, and offenders are punished severely. Polish authorities tend to be tolerant, however, of disks given to Poles as outright gifts.

Czechoslovakia is less enamored of Western music than East Germany and Poland, but the Czechs are going along with it.

Czech night clubs are still discouraged officially from playing pop, but there is no outright ban and no punishment of Czech pop zealots. The Czech radio so far has been vary sparing of its airing of pop, but the trend is toward increasing exposure.

Oddly, in view of the 1957 uprising, Hungary seems almost wild about pop. Officials seems to be encouraging its playing. Hungary has been wooing Western tourists and, as a come-on, is increasing juke boxes in locations frequented by Americans and other Western tourists.

The Hungarians appear to take seriously President Kennedy's Irish lineage, and Irish pop melodies are receiving heavy current Budapest juke box play. Radio Budapest seems to have been the bellwether for this Irish outpouring.

Hungary is embracing pop so fervently that there is actually grousing among bistro habitues lest pop be permitted to silence the country's gypsy violins.

Album Makers Ponder Store Displays

• Continued from page 3

display, he can't get this type of sale.

Manufacturers who have tried to examine this merchandising aspect of the record business find that the display question has two sides, the first being the correlation between display and sales, and secondly, and perhaps more important, how to get a line displayed, whether it be in a regular record store, on racks or in a discount house. This is similar to the problem faced by paper-back book manufacturers. They, too, have display problems, since new paperbacks come out almost as regularly as record albums, and the return problem faces them as well. There is a definite limitation to the number of paper-back books that can be placed in a wire island display, too.

What some manufacturers feel is that the display limitations in discount stores, as well as on racks, indicates that the days of uninhibited releasing of album product has seen its day. They feel that the only albums that can get valuable display space today are sets by name artists, show and movie tracks and best sellers. They believe that display limitations are reason to cut down releases and issue only blockbuster album product. They don't deny that there will still be much product that can be merchandised well through the genuine record store, where salespeople help the sale and a record can be played on a machine first. But they insist that disks aimed at most markets require display.

To this end, some manufacturers and distributors are shoring up their contacts with stores of all types to secure that valuable display space for product. These manufacturers think that having an album displayed in the majority of dealer, discount and rack accounts across the country is an integral part of today's record merchandising, and that if they can convince the dealer or store manager to display their album, then they have achieved the first step to get the consumer interested in purchasing it.

Platters File Suit Against Mercury

• Continued from page 3

with Mercury's insistence upon choosing their lead singer. No personal differences between Williams and the Platters are involved in the suit, and they may do a session together in the future.

To add to the problems facing the Platters with Mercury, Levin noted that a recent Personality Productions news release included an "editorial" by Jeanie Bennett stating that Williams had already cut a single which was soon to be released by another firm. She further stated that Paul Robi and Zola Taylor of the Platters also had plans to record as singles.

Levin said that the contract suit recently won by Tony Williams is now pending in the Court of Appeals, and if the decision in the Williams suit should be reversed, Mercury will seek damages from those who may have recorded Williams on grounds of inducing a breach of Williams' contract with that label.

Levin also said that if other individuals of the group should attempt to cut singles with Williams' case still pending, Mercury will not only sue them for damages, but also anyone who may record them for violation of contract.

In the Williams suit, the decision rendered by Judge Igoe of the U. S. District Court, stated that Williams —signed to record for Mercury as a member of the Platters—is nevertheless free to appear as a soloist or member of another group, in personal appearances or recording dates for another label. (BMW, February 6).

Mercury, Philips

• Continued from page 3

be careful not to disturb any existing arrangements from either a recording catalog, distributing or merchandising standpoint. First of all, Epic would still continue to issue Philips-made records that they already have in the catalog for many years to come. They would not get new Philips items. Mercury, in turn, would continue to issue its records abroad through EMI for at least the next three years. And Mercury's U. S. and Canadian distributors would still handle Mercury Records, as well as the new Philips line. American Columbia products, on the new CBS label, would be handled abroad by Philips, and Philips would retain on its label the American Columbia products that are now in the Philips catalog.

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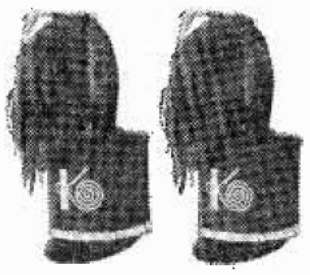

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... Billboard—Spotlight Winner

"This dramatic religious item, certainly unusual in content, style, presentation and length, has many exciting characteristics that will earn for it considerable deejay attention"... *Cash Box*

"Kapp records has come up with a spiritual winner with Jane Morgan... Exodus made it big. So should Jerusalem"
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TALENT TOPICS

NEW YORK

Merv Griffin is making deejay rounds from Boston to St. Louis over the next few weeks to plug his new Carlton waxing of "Banned in Boston." . . . **Buddy Johnson** and his ork open at the Regal Theater, Chicago, February 24. . . . **Jimmy Clanton** and **Freddie Cannon** were in Philadelphia last week to do a "March of Dimes" show over WIBG. . . . Actor **Paul Randal** did the Roulette Records spoof of "I'm Lonesome for You" as an answer disk to **Elvis'** click. . . . **Horace Silver** and the Quintet open at the Minor Key, Detroit, February 28. . . . **Bobby Darin** opened at the Copa in New York last week (16). . . . Roulette has signed thrush **Barbara McNair** and petite chanteuse **Peggy King.**

Jo Ann Perry is working hard, seeing jocks on her new recording of "Cool Cat." Tina Robin is now at the Chase in St. Louis. . . . Sal Salvador and his ork are set for two more appearances on the NBC - TV show "Saturday Prom." . . . The Modern Jazz Quartet is appearing with a symphony orchestra in the Midwest. . . . Monte Kaye, manager of the MJQ, has set a jazz package with Art Blakey and Herbie Mann, plus thrush Gloria Lynne, for Washington's Howard Theater February 24. . . . The Barry Sisters head to England, France and Israel the end of February. . . . Patti Page will open at London's Pigalle, May 18. . . . The Bombers (formerly the Jive Bombers) are now at New York's Pillow Talk club. . . . Vic Damone's father, Rocco Farinola, passed away last week.

Bob Rolontz.

HOLLYWOOD

With the exception of several benefits, **Elvis Presley** will concentrate his talents on picture-making and records. He appears in Memphis Saturday (25) for a home-town charities benefit, and will donate his services in Hawaii for the Pearl Harbor Day Memorial being built over the sunken U.S.S. Arizona. Presley starts production on Paramount's "Blue Hawaii" film in March. He also has signed a four-picture deal with Metro. First will be the **Edmund Grainger** production of "Chautauqua," a film that will lean heavily on old-time tunes.

Jane Morgan has signed to headline a two-week run at Dallas' Statler Hilton, starting April 27. She is now at Elmwood Casino, Windsor, Ont. . . . Johnny Burnette flies to Pensacola, Fla., Tuesday (21) for the start of his tour with Brenda Lee. Twosome has one-nighter bookings in Dothan, Ala., and Jacksonville, Fla., with a three-night stand in Miami Beach, Fla. Burnette will return here for a Liberty singles session February 28 and an album session March 1. . . . Art Kassel orchestra is being held over at the Hollywood Palladium. . . . Pearl Bailey will appear here in a concert March 1 at Shrine Auditorium. She will be surrounded by a revue of 35 performers, with husband Louis Bellson conducting the orchestra.

Lee Zhito.

CINCINNATI

Al Belletto, who has been working college dates with his New Orleans jazz group in the Ohio sector in recent weeks, flys into Chicago this week to conduct the house band at the Playboy Club during the two-week run of the **Kirby Stone Four** there which begins Wednesday (22). The Stone foursome is cuttting a new Columbia album live from the club and Kirby invited Belletto in to handle the music and play on the album. Belletto worked Nevada clubs with the Stone group the past spring and summer. On March 8 Al rejoins his jazz group and late in March they come here to do another album for King Records.

The Kirby Stone Four did a guest shot on the Ruth Lyons "50-50 Club" over WLW-T and Crosley Broadcasting's four-city TV network Wednesday (15). Van Cliburn is Miss Lyons' guest Tuesday (21). That night he appears in concert at Music Hall here. . . . When Archie Bleyer, Cadence Records topper, squired his artist, Lenny Welch, to the Ruth Lyons TV-er for a guest shot Monday (13), he gave the WLW-T star such an advance build-up that Lenny promptly lost his whip. Came time to sing on the show, Lenny completely froze and couldn't sing a note. He made up for it, however, when he returned to the show the next day and knocked them completely out of the box with his singing.

Decca artist **Sonny Hines** is singing with the **Jimmy McGary** combo at the Black Orchid, Newport, Ky. . . . The Surf Room at Western Bowl, new suburban night spot, has kicked off in solid fashion with a policy of record names and specialty performers. Management is reportedly angling for **Eydie Gorme,** with the **Jack Teagarden** ork definitely set for April 18-20. **Peggy Lord,** recently at the suburban Key Room here, is the Surf Room feature February 28-March 2, with comedian **Dick Gregory** set for March 14-16. . . . The Rathskeller, 'neath the Sheraton Gibson Hotel, one of the leading downtown entertainment spots some 25 years ago, has reopened with Saturday night dancing at $1 a head, using local combos.

Bill Sachs

CHICAGO

Comedian **Dick Gregory,** the hottest name in Chicago's show news, has been held over for the third time at the Playboy Club and will be there through March 12. From there, Gregory goes to Cincinnati's Surf Club, then on to New York's Blue Angel. Future club dates include an eight-week summer stint at San Francisco's hungry i. Accompanying Gregory will be his promo man, **Tim Boxer.**

Norman Luboff (RCA),

(Continued on page 40)

FOLK TALENT & TUNES

By BILL SACHS

Around the Horn

Jimmy Key, who in the past has handled bookings on such artists as **Bobby Sykes, Billy Walker** and **Jimmy Newman,** has joined Curtis Artists Productions, Goodlettsville, Tenn., to serve as assistant to the firm's prexy, **J. Hal Smith. . . . Ramblin' Lou,** Niagara Falls, N. Y., deejay, promoted the appearance of **Wilma Lee and Stoney Cooper and Their Clinch Mountain Clan** and **Doc Williams and the Border Riders** at Three River Inn, Syracuse, N. Y., Saturday (18); State Theater, Niagara Falls, N. Y., Sunday (19) and the Dipson Family Theater, Batavia, N. Y., Monday (20).

Bob Luman, now serving with the Army Engineers at Fort Leonard Wood, Mo., planed into Nashville for a recording session February 12, with Warner Bros.' Records prexy, Jim Conkling, supervising. Bob is slated to receive his Army discharge March 31. . . . The new Gene Jay record, "Send Her Back to Me," was written by Redd Stewart, who played fiddle on the session, which also had Buddy Emmons on steel, Buddy Harmon on drums, Hargus Robbins on piano, Andy Doll on Spanish guitar, and Gene Stewart on bass. Gene Jay is the stage name for Redd Stewart's younger brother Gene who plays bass for the Pee Wee King combo.

Junior Nichols, long-time member of **Hank Thompson's Brazos Valley Boys,** was married recently in Las Vegas to c.&w. singer **Betty Henderson. . . . Al Brumley,** whose latest Capitol release couples "My Affection for You" and "Somebody's Gonna Get Hurt," has been entertaining in the four-State area of Missouri, Oklahoma, Kansas and Arkansas. . . . **Billy Deaton** typewrites that **Jim Reeves and the Blue Boys** played to packed houses on their recent engagement in San Antonio. Visitors on the show there were **Tom Perryman** and wife, **Billie,** co-owners with Reeves of Station KGRI, Henderson, Tex.

A package comprising Hank Thompson and His Brazos Valley Boys, Jim Reeves and the Blue Boys, Norma Jean, Billy Walker and Billy Gray have been set by Harry (Hap) Peebles, Wichita, Kan., promoter, for Lincoln, Neb., February 22; Scottsbluff, Neb., 23; Omaha, 24; Wichita, Kan., 25, and Kansas City, Kan., 26. . . . The Tex Williams band, after a four-week stand at Harrah's Club, Reno, Nev., has returned to the Tex Williams Village, Newhall, Calif. Artists International, booking firm owned jointly by Williams and Jack E. Murah, has moved into new offices at 6103 Harold Way, Hollywood.

Jim and Jesse have added another weekly TV show to their schedule. They now appear each Friday at 6:30 p.m. on WSFA-TV, Montgomery, Ala., sponsored by Martha White Mills and Frosty Morn Meat Products. . . . **Little Dickie Chaffin** previews his new Hilltop release, "Crying Heart" b/w "Lost Love," in a February 25 appearance at the Ohio State Country Round-Up, Columbus, Ohio. Following the engagement, Dickie and his personal manager, **Carl Day,** will make a Midwestern deejay swing to promote the new platter. . . . **Johnnie Humbird** is going all out these days to plug his latest

(Continued on page 40)

CONCERT REVIEWS

Tribute Paid Leonard Bernstein

In a Pension Fund Benefit Concert, the New York Philharmonic and friends this week presented a Valentine to the orchestra's musical director, Leonard Bernstein. At a $15 top, Carnegie was virtually filled for the all-Bernstein program, with the composer-conductor himself seated in a box. The tribute was well deserved from many aspects, not least because under the Bernstein regime the Philharmonic has attained new heights of popularity and the audience esteem has been reflected in season subscriptions and record sales.

The second half of the program, produced by David Oppenheim, featured Betty Comden and Adolph Green as emsees introducing excerpts from Bernstein's Broadway output. They themselves performed three sclections from Bernstein's first show. "On the Town," which they also currently do at the Waldorf. Edie Adams and Elaine Stritch racked up the crowd with three items from "Wonderful Town." John Kriza, Lawrence Gradus and Basil Thompson danced the eternally fresh three sailors in "Fancy Free." Barbara Cook drew the top hand for a spectacular performance of "Glitter and Be Gay" from "Candide," which she sang during the show's Broadway tenure. And, finally, four selections from "West Side Story" saw a group of the Jets singing "Gee, Officer Krupke," followed by Carol Lawrence doing "I Feel Pretty," and Richard Tucker singing "Maria," then dueting with Anna Moffo in "Tonight."

The first half of the program was strictly longhair but not all serious. The Philharmonic delivered a moving version of Bernstein's First ("Jeremiah") Symphony, with Jennie Tourel handling the vocal solo beautifully in the final movement under Vladimir Golschmann's baton. The program opened with Aaron Copland conducting the witty overture to "Candide." The other work was "Symphonic Dances From West Side Story," orchestrated by Sid Ramin and Irwin Kostal. Although called a "premiere," there already have been two effective versions of this music recorded, as arranged by Robert Russell Bennett and by Robert Prince, respectively. Lukas Foss conducted the Philharmonic's performance with verve, literally dancing on the podium at times.

Sam Chase.

★ ★ ★

Cleveland Ork Features Mozart

The Cleveland Orchestra's annual appearance at Carnegie Hall featured a glowing performance of Mozart's Post Horn Serenade, which realized all the beauties in a soore which is virtually symphonic in feeling as well as length. Maestro George Szell showed why the Cleveland is noted as interpreter par excellence of this kind of music. With only two recorded versions available, and none in stereo, it would seem that a waxing of this classic is called for.

The other two works on the program can be recommended less strongly. Easley Blackwood's Symphony No. 2 was given its New York premiere; last year, the Cleveland Orchestra introduced his first symphony. Still on the sunny side of 30, young Blackwood showed a highly effective flair for ochestration. The work, in fact, would make an interesting recording during this period of strong emphasis on percussion. Blackwood achieved many striking sonic effects and showed that he is expert in the use of the instrumental choirs with and against each other.

There is little doubt that if Blackwood turned his efforts toward orchestrating big band jazz or popular music, he could do a strong job. But the work played at Carnegie, however interesting its effects, proved lacking in more basic attributes. It sounded arranged rather than created, and seemed as short on inspiration and feeling as it was long on instrumentation. However, it was an interesting try and could, nevertheless, create some interest as a recorded issue. It's about 25 minutes in length.

The second half of the program was devoted to a performance of the Brahms second piano concerto played by Dimitri Bashkirov, the youthful Soviet pianist who is making a national tour of the U. S. and Canada. As in a solo piano concert some weeks ago, Bashkirov seemed erratic, again showing little middle ground between his attempts at power and at poetry.

However, in the former, he seemed to lose control of the keyboard and was prone to errors, and in the latter, though he did produce some lovely, poetic playing in the lyrical passages, there was blurred articulation due to a heavy foot on the pedals. Bashkirov seems technically capable of great things, but his two concerts here have not been fully satisfying. He has another chance in a couple of weeks.

Sam Chase.

★ ★ ★

Philadelphia Ork in Lively Stint

Eugene Ormandy returned to the podium looking completely fit after his automobile accident last month, and led the Philadelphia Orchestra in a lively performance at New York's Carnegie Hall last week (14). Soloist with the Philadelphians at this concert was Zino Francescatti, whose performance of the Beethoven Violin Concerto was exceptional. Francescatti has performed this work often but rarely as satisfactorily as he did last week with the Philadelphia Orchestra. The organization lent rich and solid support to Francescatti's moving performance.

Another high spot of the Philadelphians concert was the premiere in New York of Walter Piston's Seventh Symphony, a new work commissioned by the Philadelphia Orchestra Association and performed for the first time in Philadelphia, February 10. The symphony, an exciting and well-constructed work, was handled by the orchestra with spirit, and played with all of the power at the orchestra's command. This work should make an excellent recording if Columbia decides to wax it with the Philadelphia Orchestra. The opening work on the program was Haydn's "Military" Symphony.

Bob Rolontz.

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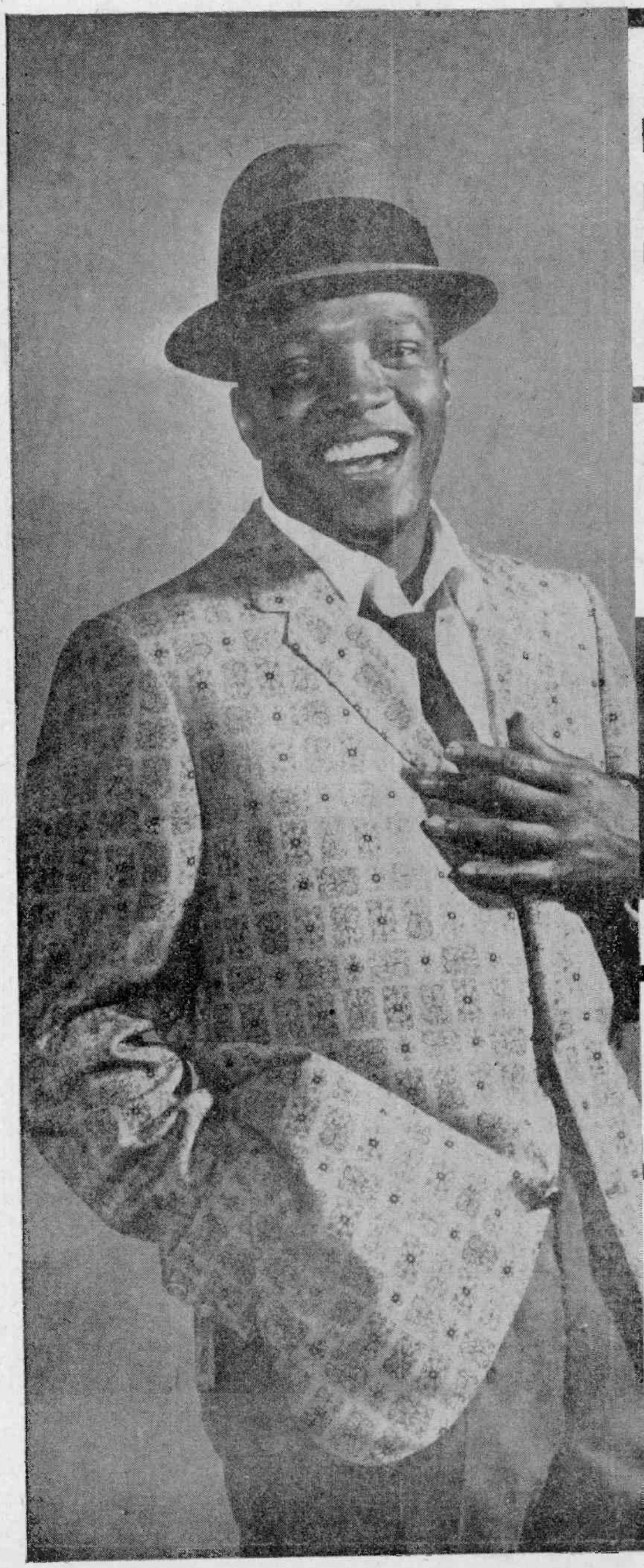

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I'LL LOVE YOU TILL THE COWS COME HOME

b/w TOMORROW IS A-COMIN'

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THE HITS ARE ON Mercury RECORDS

MUSIC AS WRITTEN

• *Continued from page 4*

Alan Mink, who handles Mercury promotion in the Cleveland sector, reports that the label is rolling along in great shape in that territory since M. S. Distributing Company has taken over the Mercury line in that area. Clicking handsomely, according to Mink is the **June Valli** waxing of "Guess Things Happen That Way." Cleveland broke the record eight weeks ago and has been on it ever since, says Alan. It's a new version of the old **Johnny Cash** hit of a number of years ago. . . . King Records folk here motored to Zanesville, Ohio, early Thursday (16) for the funeral of **Andy Gibson,** King a.&r. director, who died last week following a series of heart attacks.

Joe Goleski, manager of Cosnat Distributing, Detroit, infos that he has a gangbuster in **Andy Stewart's** "Scottish Soldier" on Top Rank. Other hot items with him at the moment, Goleski says, are **Bobby Darin's** "Lazy River" on Atco, the **Beebee's** "Ivory Marbles" on Cover, **Tommy Knight's** "That's All I Ask" on Gold Eagle, **Jorgen Ingmann's** "Apache" on Atco, the **Vibrations'** "Watusi" on Checker, **Mary Wells'** "Bye, Bye, Baby" on Motown, **Mose Allison's** "Seventh Son" on Prestige and **Bobby Freeman's** "Baby, What Would You Do" on Josie. Also showing well, Joe says, is **Larry Verne's** new LP, "Mister," on the Era label. . . . **Bobby Bobo** of WLW's "Midwestern Hayride," and his personal manager, **Warren E. Coffey,** are travelling the territory to promote Bobo's new release on Decca, "Battle of Gettysburg." In contrast to two other "talk" versions on the market, this is a straight song version, with lyrics penned by Coffey. Bill Sachs.

Toronto

Jack O'Leary, enrollment and sales promotion manager of Columbia Record Club in Canada, has been transferred to New York. He has been with the club since its inception. **Peter Westwood,** formerly director of sales and manufacturing division, succeeds O'Leary's job. **Jack Robertson** moves into Westwood's position. . . . In another aspect of Columbia's operations, **Johnny Williams** has replaced **Stan Murphy** as Quebec sales manager in Montreal. . . . **Ralph Harding,** now of BMI, is helping to promote the new Columbia release of the **Romeos** who did two sides, "Three Times Over" and "Our Concerto." . . . **Sam Sniderman** has closed his outlet at the Golden Mile Shopping Plaza, but maintains his downtown outlet as well as his main store. . . . **Bob Chislett,** general manager of Compo Records, was in from Montreal for a look-see at operations in the city. . . . **Abby Smollan** has opened Zirkon Records at 94 Wellington Street W. He hopes to take on independent lines. . . . **Bob Pugh** and **Laurie Hesseltine** are carrying on Raleigh Records following departure of **Ralph Harding.** . . . **Whitey Haines** of Capitol helped with top promotion of "Fiorello" during its run at O'Keefe Centre. Harry Allen Jr.

Vee Jay's Chambers, Label's Jazz Artists Score in Nippon Poll

CHICAGO — Paul Chambers, who won first place in the Japanese Down Beat Jazz Poll, heads an impressive list of Vee Jay artists who also placed high in the balloting.

Ewart Abner, vice-president of the label, said that plans would immediately be stepped up for record distribution and personal appearances of the firm's artists in the Orient.

Other Vee Jay artists who appeared among the top 10 favorites in the Japanese balloting were pianist Wynton Kelley, also a member of the Miles Davis group; trumpeter Lee Morgan, and tenor saxophonist Wayne Shorter, recently returned from a Japanese tour with the Art Blakey Jazz Messengers, and vocalist Bill Henderson.

In placing first in the poll, Paul Chambers, only 25, beat out such competition as Charlie Mingus, Percy Heath, and his own personal idol, Ray Brown. Chambers learned of his victory while appearing here recently with the Miles Davis Quintet.

Exec Confident

• *Continued from page 4*

likely to feel it less and, perhaps, later.

He could give no guidance on any possible policy changes that might be introduced following his American visit. "We have a very strong team running Capitol Records and I leave virtually everything to them," Lockwood said.

During his visit to Capitol's Scranton, Pa., plant, he broke his personal rule not to appear on television. "I was told that Capitol was the biggest single employer in the area and I was able to assure them that I felt there would be increasing demand," Sir Joseph added.

Wood Announces

• *Continued from page 4*

for the merchandising and marketing of EMI Records products. Leonard Smith will be appointed general depot sales manager and will be responsible for all sales through EMI's four depots.

White's activities will continue to include the selection of repertoire for release in the United Kingdom, LP and EP cover production, dealers sales aids, advertising, promotion, exploitation, and in addition he will be responsible for the supply of EMI's records to its London and provincial depots and to wholesalers.

G. J. Freshwater and Arthur Muxlow will continue to be responsible to White for advertising and cover production and promotion and exploitation respectively.

J. K. R. Whittle will be appointed marketing manager—classical repertoire. R. L. Oldfield becomes marketing manager — Columbia, Parlophone, MGM and Mercury popular and standard repertoire and D. T. Tungate will be marketing manager—HMV, Capitol and Top Rank popular and standard repertoire.

Camden Kid Disks

• *Continued from page 4*

dren Love to Sing" and "Black Beauty."

The back of the record jacket illustrates and describes the albums as well as others in the Camden kiddie line. Buitoni plans a large-scale ad and promotion campaign in national magazines and other media.

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BILLBOARD
MUSIC WEEK

BRITISH NEWSNOTES

Performing Rights Group Out to License All Jukes

By DON WEDGE

News Editor, New Musical Express

As many as half of Britain's 16,000 juke boxes may not be licensed by the Performing Rights Society. This was stated at a recent hearing before the Performinf Rights Tribunal—a body set up by legislation to settle copyright disputes—when the present annual fees of $29 for each machine charging 4 cents per play and $38 for 7-cent-play machines, was upheld. Now the PRS has stepped up its drive to insure that all machines are licensed.

VISITORS HERE: Returning to London after a visit to Israel, **Danny Kaye** included a visit to "Oliver!" — he is being sought for a leading role in the film version. . . . **Lorna Hansen** of the Danish music family was here visiting **Alan Paramor,** head of their British subsidiary, Lorna Music.

TO THE U. S.: Peter Bormley, manager of the **Shadows** and Australian singer **Frank Ifield,** flew out to New York, to pave the way for successful releases by his artists. The Shadows have a big hit here with "Apache," a British composition now on the "Hot 100," recorded by Sweden's **Jorgen Ingmann** on Atco.

TALENT TOURS: After a long on-off period, **Bobby Rydell's** European debut seems set. He was booked for yesterday's (19) ATV "Sunday Night at the London Palladium" and tapes a music show, "Crescendo," for Anglia-TV Wednesday for later transmission over most of the ITV network. He has more Continental dates before returning to Britain March 3 for three days of concerts.

TV-WISE: French composer **Marguerite Monnot**—she wrote "Milord" and the score for "Irma La Douce"—has been commissioned to write the theme for a documentary on France, the first of a series of prestige programs organized by Intertel.

PERSONALS: Having received knighthood, the British Decca chairman should in the future be referred to as **Sir Edward Lewis.** . . . In one of the most unusual disk deals here for some time, **Alma Cogan** has left the HMV label, but will stay with EMI—recording for Columbia. She had been with HMV for eight years, during which time she had had more hits than any other female British singer. She had intended leaving the group on contract expiration but negotiations by EMI Records' managing director **L. G. Wood** produced this solution. . . . Vaude returns to the London Palladium May 1 for two weeks, between the two big resident shows; many international stars were sought, but finally **Frankie Vaughan** was chosen as headliner. . . . **Cliff Richard** and the **Shadows** have been signed for a British film musical to start April 24.

DISTRIBUTION: Ember, an indie label launched last summer which represents 20th Century-Fox here, has been accepted by two big-league distributors, the Decca-controlled Selecta and Rank's outlet, Thompson, Diamond and Butcher.

LEGIT: London - born **Jean Bayless** gets the **Mary Martin** role in the British production of "Sound of Music." . . . Musical director for the London "Music Man" will be **Gareth Davies.**

NEW ALBUMS: "Victory at Sea" is being rerun by BBC-TV. Decca is releasing the **Richard Rodgers** album again on RCA—it was previously on HMV, which at that time represented the American label. The music is also included on a special Pye Golden Guinea release by the London Philharmonic Orchestra.

NEW SINGLES: The weekend's releases from EMI, Decca and Philips included the firms' sides used by BBC-TV in "Song for Europe," the program to decide Britain's entrant in the Eurovision Song Contest. Also standing out in the releases were numbers from "The Music Man." "76 Trombones" was released Thursday (16), although the other numbers from the show were available earlier. Recording activity had been delayed until "Trombones" was free. Strongest contenders for success with the U. S. hit here were the **King Brothers** (Parlophone), out for four hits in a row. Other versions included a single and an EP by **Edmund Hockridge** (Pye), and orchestral versions by **Bob Sharples** (Decca) and **Arthur Godfrey - Norman Leyden** (Philips). . . . Among other Ameriacan compositions released was "The Age for Love" covered by **Danny Hunter** (Fontana); "What Am I Gonna Do?" by **Emile Ford** (Pye); the "Exodus" theme by the **Michael Freedman** ork (Oriole); **Bobby Rydell's** "Good Time Baby" (Columbia from Cameo) coinciding with his British visit; and "Don't Believe Him, Donna" by **Lennie Miles** (Top Rank from Scepter). . . . Decca group releases included **Brenda Lee's** "Emotions" (Brunswick from U. S. Decca); two versions of "All in My Mind"—by **Maxine Brown** (on London from Nomar) and **Linda Hopkins** (Coral); and the **Drifters'** "I Count the Tears" (London from Atlantic). . . . Decca received a set-back, however, on **Jackie Wilson's** "My Empty Arms" on Coral which had to be withdrawn because of copyright restrictions.

RECORD SALES: Biggest increase of the week was by the **Everly Brothers'** "Walk Right Back" on Warner Bros., up 14 places to No. 6 with its coupling showing separately at No. 28. . . . A 12-place rise by the **Shirelles'** "Will You Love Me Tomorrow?" (Top Rank from Scepter), now at No. 10. . . . New entrants to the charts included the **Ramrods'** "Riders in the Sky" (London from Amy) and "First Taste of Love" by **Ben E. King** (London from Atlantic).

Best-Selling Pop Records in GERMANY

Week ending February 18, 1961

Last Week	This Week	
2	1	MIT 17 FANGT DAS LEBEN ERST AN (Save the Last Dance for Me)—The Drifters (Atlantic); Ivo Robic (Polydor)
1	2	CAFE ORIENTAL (C'est ecrit dans le ciel)—Vico Torriani (Decca); Nino Robic (Odeon); Billy Ramsey (Polydor)
1	3	ROMONA—Blue Diamonds (Fontana)
3	4	DA SPARACH DER ALTE HAUPTLING—Gus Backus (Polydor)
6	5	SUCU SUCU—Ping Ping (Ariola)
9	6	WUNDERLAND BEP NACHT—Bert Kaempfert (Polydor)
11	7	SCHNAPS, DAS WAR SEIN LETZTES WORT—Willy Willowitsch (Ariola)
27	8	BIST DU EINSAM HEUT NACHT? (Are You Lonesome Tonight?)—Wyn Hoop (Decca); Peter Alexander (Polydor); Elvis Presley (RCA)
30	9	ADIEU, LEBWOHL, GOODBYE—Gerd Bottcher (Decca)
25	10	PEPE—Dalida (Ariola)
—	11	PIGALLE—Bill Ramsey (Polydor)
10	12	APACHE—Jorgen Ingmann (Metronome)
4	13	WOODEN HEART (Muss i denn zum Stadtele hinaus)—Gus Backus (Polydor); Elvis Presley (RCA)
12	14	DAS ENDE DER LIEBE (Tell Laura I Love Her)—Rex Gildo (Electrola)
7	15	VAYA CON DIOS—The Virtues (Electrola)
15	16	BLUEBERRY HILL—EIN KLEINES HAUS—Billy Vaughn (London)
14	17	CAPRI-FISCHER—Peter Kraus (Polydor)
8	18	WEIT VON ALASKA (North to Alaska)—Ralf Bendix (Electrola); Johnny Horton (Phillips)
18	19	ROSALIE, MUSST NICHT WEINEN—Caterina Valente (Decca)
16	20	MEIN NEUER HUT (Mon beau Chapeau)—Peter Kraus (Polydor)
—	21	SCHAU NICHT AUF DIE UHR (Here We Go Again)—Barbara Klein (Philips); Doris Day (Philips)
1	22	EIN JUNGER KAVALIER—Gaby King (Ariola)
17	23	SCHAUKELLIED—Peter Alexander (Polydor)
—	24	WENN DIE ELISABETH—Billy Mo (Decca); Peter Kraus (Polydor)
23	25	EINEN RING MIT ZWEI BLUTROTEN STEINEN—Das Batavia-Duo (Ariola); Caterina Valente (Decca); Nana Gualdi (Philips)
24	26	VIER KLEINE SCHUHHE (Four Little Heels)—Brian Hyland (London); Detlef Engel (Telefunken)
20	27	ZICH KOMM NIE MEHR VON DIR LOS (Many Tears Ago)—Connie Francis (MGM)
21	28	AUCH DU WIRST GEHN—Ted Herold (Polydor)
—	29	KARNEVAL IN PORTUGAL—Willy Hagara (Philips)
29	30	WOLGALIED—Jimmy Martin's Orch. (Sonet)

Best-Selling Pop Records in BRITAIN

For the week ending February 17, 1961 (Courtesy New Musical Express, London)

Last Week	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)
9	5	F.B.I.—Shadows (Columbia)
20	6	WALK RIGHT BACK—Everly Brothers (Warner Bros.)
5	7	PEPE—Duane Eddy (London)
20	8	WHO AM I?—Adam Faith (Parlophone)
7	9	PORTRAIT OF MY LOVE—Matt Monro (Parlophone)
22	10	WILL YOU LOVE ME TOMORROW?—Shirelles (Top Rank)
10	11	SAILOR—Anne Shelton (Philips)
16	12	CALENDAR GIRL—Neil Sedaka (RCA)
8	13	RUBBER BALL—Marty Wilde (Philips)
6	14	POETRY IN MOTION—Johnny Tillotson (London)
11	15	MANY TEARS AGO—Connie Francis (MGM)
12	16	BUONA SERA—Acker Bilk (Columbia)
14	17	COUNTING TEARDROPS—Emile Ford (Pye)
19	18	NEW ORLEANS—U. S. Bonds (Top Rank)
13	19	I LOVE YOU—Cliff Richard (Columbia)
24	20	SCOTTISH SOLDIER—Andy Stewart (Top Rank)
26	21	PILTDOWN RIDES AGAIN—Piltown Men (Capitol)
18	22	PEPE—Russ Conway (Columbia)
27	23	LET'S JUMP THE BROOMSTICK—Brenda Lee (Brunswick)
17	24	SWAY—Bobby Rydell (Columbia)
29	25	A THOUSAND STARS—Billy Fury (Decca)
14	26	STAY—Maurice Williams and the Zodiacs (Top Rank)
—	27	GINCHY—Bert Weedon (Top Rank)
—	28	GHOST RIDERS IN THE SKY—Ramrods (London)
—	28	EBONY EYES—Everly Brothers (Warner Bros.)
—	30	FIRST TASTE OF LOVE—Ben E. King (London)

FRENCH NEWSNOTES

Broadcasters Poll Public on Eurovision Song Competitor

By EDDIE ADAMIS

92 Quai du Marechal Joffre
Courbevoie (Seine)

Seven songs were broadcast February 18 to select France's entrant for the Eurovision Song Contest. The selection will be made through direct phone calls to listeners after each song is aired and votes wil be gathered and sent on to Paris by RTF's provincial studios.

The winning song will go on the Eurovision final to be held in Cannes, March 18. The show will be seen in 16 countries simultaneously, three new countries having lately joined the U.E.R. (European Broadcasting Union): Finland, Yugoslavia and Spain.

No money prize will be given. Silver medals will be awarded to the author(s), the composer(s) and the performer(s) of the winning song.

NEW RELEASES: "The Old Oaken Bucket" by **Tommy Sands** on the Capitol label has been issued here. . . . Columbia label has issued an EP by **Nina** and **Frederick** with **Louis Armstrong** containing two songs from the film, "Formula for Love." . . . Film star **Danielle Darrieux** has come out on V.S.M. label with "Garde Moi La Derniere Danse" (Save the Last Dance for Me) and "Laura." . . . "Le Bleu de l'Ete" (Greene Leaves of Summer) is still getting new waxings; latest is by **Michele Arnaud.** . . . EMI-Pathe Marconi has issued the Capitol original, "White Satin," by **George Shearing.**

FILMUSIC: Dean Martin sings the original sound track of "L'inconnu de Las Vegas" (Ocean's 11) on the Capitol label. . . . **Jacqueline Boyer** has been commissioned to sing the French dubbing of Pepe's songs. She will also record the film's title song for EMI.

PERSONALS: Bernard Hilda, former band leader, has formed an artist agency. . . . Nice's municipality has asked the French government to award **Louis Armstrong** the Legion d'Honneur.

ROCK AND ROLL FESTIVAL: Paris will have her first rock and roll festival, February 25 at the Palais des Sports (6,000 seats). French rock idols **Johnny Halliday** (Vogue) and **Richard Antony** (Columbia) will perform. An American rock and roll singer whose name has not yet been given, and German singer **Peter Krauss,** will also participate.

PUBBERS' ROW: French lyrics have been written to three U. S. songs: **Mayne Watts** and **Robert Mosley's** "Ooh! What a Day"; **Billy Maxted's** "Sunday Morn" and **Eileen Davis'** "Lover's Guitar."

SAN REMO FESTIVAL: Ricordi Records has been very busy with San Remo Festival's songs. The 24 tunes in competition at the finals have already been recorded and are scheduled to be released either in singles, EP's or LP's. Already on the market is an EP by **Umberto Bindi** and **Gino Paoli;** a single by **Luciano Tajoli;** an EP by **Joe Sentieri** and **Georgio Gaber** and an EP by **Jenny Luna.** The first French-recorded version to be on the market is **Luis Mariano's** "Par Dela" (Al Di La), the Festival's winner, on Columbia label. Also scheduled for EMI is an instrumental version of four of the seven top winners by **Jerry Mengo** and his orchestra.

RECORD SALES: EMI reports outstanding sales by vocal group, **Les Compagnons de la Chanson** with two top titles: "Bras Dessus Bras Dessous" (Why), and "Vertes Campagnes" (Greenfields).

LEGIT: Leonard Bernstein's musical, "West Side Story," will be played in April at the Theater of the Champs Elysees with an all-American cast. **Luis Mariano** is scheduled to record for Columbia the French versions of the following tunes: "Tonight" (Combien de nuits); "Maria," "America" (Si Tu Vas En America) and "I Feel Pretty." Publisher of the songs is **Salabert.**

DANISH NEWSNOTES

Nordisk Plugs 'Teen' Records

By TED WOLFRAM

Hotel Osterport,
Copenhagen

Nordisk Polyphon issued a catalog of Decca mono platters of classical numbers. On the other hand, it is also plugging its "Teen-Age Corner" platters cut by **Eddie Cochran.** Also some humorous pop platters by **Lise Ringheim** and **Henning Mortizen,** including the title song of the **Marilyn Monroe** film, "Let's Make Love," and a Danish ditty, "Goodness Gracious Me." . . . **Elga Olga** has waxed a number of Danish pop tunes for RCA.

SWEDISH NOTES: Swe-Danes (Alice Babs, Asmussen, Neumann) and (pianist) **Bengt Hallberg's Trio** are at the Berns cabaret in Stockholm, for a short stay. Sweden's contenders in the Eurovision "Grand Melody Prize," 1961, went on the air waves February 6 over the Eurovision networks. Five songs have been chosen by the Swedish committee, and these will be sung by **Siw Malmquist, Lill Babs, Inger Berggren, Lars Londahl** and **Gunnar Wiklund.**

RETAIL SALES: Retail outlets in Copenhagen are currently carrying on "clean-up sales" to clear their shelves of slow-moving merchandise.

Best-Selling Pop Records in ITALY

Week ending February 18, 1961 (Courtesy Musica e Dischi, Milan)

Last Week	This Week	
1	1	24,000 BACI—Adriano Celentano (Jolly); Little Tony (Durium)
2	2	AL DI LA'—Luciano Tajoli (Juke Box); Betty Curtis (CGD)
3	3	COME SINFONIA—Pino Donaggio (Columbia)
6	4	UN UOMO VIVO—Gino Paoli (Ricordi), Tony Dallara (Music)
4	5	IL MARE NEL CASSETTO—Milva (Cetra)
7	6	WHAT A SKY—Nico Fidenco (RCA)
5	7	LE MILLE BOLLE BLU—Mina (Italdisc)
8	8	CAROLINA DAI—Sergio Bruni (Voce del Padrone); Rocco Granata (Bluebell)
10	9	NON MI DIRE CHI SEI—Umberto Bindi (Ricordi)
12	10	ARE YOU LONESOME TONIGHT? Elvis Presley (RCA)
9	11	SASSI—Gino Paoli (Ricordi)
20	12	IL PULLOVER—Gianni Meccia (RCA)
18	13	MANDOLINA MANDOLINO—Sergio Bruni (Voce del Padrone)
16	14	LES ENFANTS DU PIREE—Dalida (Barclay)
19	15	LOOK FOR A STAR—Garry Mills (Top Rank)
13	16	DUE NOTE—Mina (Italdisc)
11	17	IO AMO TU AMI—Mina (Italdisc)
—	18	THE GREEN LEAVES OF SUMMER—Nelson Riddle (Capitol)
15	19	IL CIELO IN UNA STANZA—Mina (Italdisc)
—	20	MILORD—Dalida (Barclay); Edith Piaf (Columbia)

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GERMAN NEWSNOTES

Philips Sets New Label; Vogue Spreads Coverage

By JIMMY JUNGERMANN
Bayerischer Rundfunk
Munich

A number of prominent record industry personalities celebrated birthdays recently:

Theodore O. Seeger, boss of the German Peer organization celebrated his 70th. He has had a notable career in the music business. Among his credits are working for CISCAC Confederation Internationale Des Societes d'Auteurs Et Composteurs) and BIEM (Bureau International Del L'Edition Mechnique). He also was an important finder of talent for the Polydor label and then came appointments as top man for the German Peer branch.

In addition to Seeger, singer, composer, publisher, lyricist, and record producer **Ralph Maria** Siegel celebrated his 50th birthday; composer **Werner Richard Heymann** is 65.

VISITORS HERE: U. S. music publisher **Edward Kassner,** his partner **Murray Sporn,** Warwick producer **Morty Craft** started their new Europe trip here.... **Shinken Izawa,** Nippon Grammophon president, is here to discuss a.&r. proposals with Deutsche Grammophon.

FILM MUSIC: There are 20 versions of "Pepe" on the market here now.... Austrian ski champion **Toni Sailer** sings new songs by **Michel Jary,** "Du Sollst Meine Erste Liebe Sein" and "Rummelplatz" in the remake of one of the most successful German pix, "The White Dream" or "Kauf Dir Einen Bunten Luftballon."

Melodie Film starts shooting for the new filmusical starring singer **Heidi Bruhl** and **Joachim Fuchsberger.** Music is written by **Werner (Sailor) Scharfenberger,** the lyrics are by **Also Von Pinelli.** Title of pic is not known yet.

MELODIES: Two new German songs have been written by important composers. **Hans (Pepe) Wittstatt** wrote "The Happy Girls of Berlin," **Klaus Gunter** ("Wonderland by Night") **Neumann** wrote "Melody From Germany."

NEW RELEASE: Connie Francis recorded the German old-timer, "Auf Wiederseh'n" by **Eberhard Storch** in German for MGM-Polydoor. . . . Brunswick has **Brenda Lee** with "Emotions" and "I'm learning About Love." . . . Two new movie themes are available on the Heliodor label: "Exodus" **(Ferrante and Teicher)** and "The Magnificent Seven" **(Al Caiola).**

Polydor issued a brand-new **Lolita** disk: "Souvenir d'Amour" by **Werner Scharfenberger** and **Fini Busch,** the "Sailor" team, and "Die Weite Welt in Weiter Ferne" by show biz vet **Willy Berking.**... **Ricky Nelson, Roy Orbison,** and **Fats Domino** are the stars of this week's London issues. They are singing, "You Are the Only One" and "Milk Cow Blues"; "I'm Hurtin' " and "I Can't Stop Loving You," "My Girl Josephine" and "Natural Born Lover."

Werner Muller and his ork offer two instrumentals on Decca: "Tango Barcelona" and "Hit Parade," the signature tune of Radio Luxembourg. . . . The **Club Romantica, Caterina Valente** and **Silvio Francesco** by name, sings "Luna Moon" and "Glocken Der Liebe" on a new Decca disk.

"The Golden Twenties" is the title of a new Telefunken LP featuring standards.... RCA issues new records by **Esquivel** called "Infinity in Sound." . . . "Super Fonics" is the title of a new **Caterina Valente** LP for RCA.

By BRIGITTE KEEB
Music Editor Automaten-Markt,
Braunschweig

Philips will add a new label, Pergola, to its line, which already includes Fontana and Broadway. The new disk banner will feature pop music starting with "Der Rote Tango" by **Die Regenpfeifer, Peter Lauch** and **Laila.**

Another firm, the newly established Deutsche Vogue, in Bremen, has its own distribution set-up in co-operation with the English Pye label. The German Vogue diskery, which opperates closely with the label bearing the same name in France, has issued German versions of the French hits: "Premier Bal" and "Follie Rengaine" re-titled "Mein Erster Ball" and "Gurken Und Tomaten," sung by the French star **Claude Goaty.** Sides by the French songstress **Colette Renard** Entitled "Mein Mann Ist Ein Hampelmann" and "Die Nacht Ist Schon Und Voller Wunder." In addition, they also have a series by **Martl Felbingers Oberlander Bayernkapelle.**

DISTRIB MEETINGS: RCA representatives in Sweden, Norway, Denmark, Finland, Belgium, Holland, Luxembourg, Switzerland and Austria are to meet in Brussels this month and during the German TV, Radio, and Phono Exhibition in Berlin, August 1961. Participating in these meetings, which are presided over by Teldec, who distribute Victor disks in the countries, are **Mr. Hottelet,** vice-president of RCA International, Ltd., Geneva Branch; **Mr. Klein,** European sales manager of RCA, and **Mr. Prutting,** director of RCA International Record Division.

NEW EP SERIES: Ariola is starting a new EP series, "Stars Und Schlager" (Stars and Top Hits). Each record contains four hits of the recent weeks sung by Ariola top stars. The first copy stars **Dalida** with "Milord," **Gabyking** singing "Ein Junger Kavalier," **Jimmy Makulis** with "Ein Boot, Eine Mondnacht Und Du" as well as **Jan & Kjeld** with "Traumen Kann Man."

MUSIC IN TV: German TV is negotiating with **Edith Piaf** for a series of new shows after the expiration of her Paris contracts.

FILM ACTIVITY: Dalida is playing the main role in the Italian - French co - production, "Quelle Femme" ("What a Woman") together with **Jacques Sernas.**

PERSONALS: Reni & Chris have signed a contract with the Dutch TV as a consequence of their success in the **Peter-Weck** show in the Austrian TV.

DANCE ACTIVITY: Polydor is intensively pushing the Pachanga to give it the same importance it has in South America. First recording of this new style "Pachanga" with **Audrey Arno** and **Hazy Osterwald** Sextet had a good start.

NEW RELEASES: There is a strong trend to put out theme tunes of TV series on records. Recently issued are waxing of "Liebe Kleine Stadt" by **Willy Hagara** on Philips, the theme melody of the **Hans-Joachim Kulenkampff** TV town competition program "Kleine Stadt - Ganz Gross," as well as the "Hesselbach Polka," written by **Willy Czernik.** This is the title melody of the popular TV series "Firma Hesselbach." Tune is played by **Tommy Voss** ork on Ariola.... Swedish teen-age star, **Little Gerhard,** on Ariola, has the spiritual "Nobody Knows the Trouble I've Seen" and "Duke's Place," a vocal version of **Duke Ellington's** "C-Jam-Blues." Both titles are sung with an English lyric.... At the beginning of March, Ariola will issue the original waxing of "Il Ciele in Una Stanza," with the 18-year-old Italian songstress **Mina,** who was on top of the Italian hit parade with this tune for several weeks. There will also be an EP by the same artist on Ariola.

On Fontana, **Peter Beil** will sing another version of "Barcarole" from "Hoffmanns Erzahlungen," recently discovered for the pop field under the title "Adieu, Lebewohl, Goodbye." Tune is beginning to climb the charts as sung by Teldec newcomer, **Gerd Bottcher.**

Electrola's new discovery, **Nora Nova,** sings German version of "I Cried a Tear" entitled "Ich Bleib' Bei Dir" (I Stay by You).... On Columbia, Electrola has issued **Paul Anka's** new recordings "The Story of My Love" and "Don't Say You're Sorry."... Under the slogan, "She looks like she sings," Vogue offers the first recordings of **Jacqui Chan.**

On a special LP, Philips intends to issue "Lady Chatterley's Lover," read by **Pamela Brown.** . . . On Roulette, the Schallplatten-Importdienst **Bernard Mikulski** will release the original version of "Tumbala-Lika" sung by the **Barry Sisters,** the German version of which has been started successfully by **Leo Leandros** on Philips. . . . "Noch Bist Du Einsam" (You Are Still Lonesome) is the German title for "Only the Lonely," to be issued on Telefunken, sung by **Bobby Franco** accompanied by the **Gert Wilden** ork. Title is backed by German version of "Your Love Is a Good Love," entitled, "Baby, Wann Darf Ich Dich Kussen" (Baby, When May I Kiss You).

Politics enters on the new **Nilsen Brothers'** recording, "Independence Cha Cha" (Kongo-Independence Song).

HOT WAX: There will soon be five recordings of the Spanish tune, "Sucu Sucu," sung by **Ping Ping** in Spanish on Ariola; **Lys Assia** will sing the German version of tune on Philips, Jupiter Record has released another version with **Renee Franke,** Columbia issues a Spanish version by **Eddy Christiani Y Su Cabelleros.** Ariola is also preparing a German version with the **Trio Sorrento.**

BELGIAN NEWNOTES

Belgian Sings At San Remo

By JAN TORFS
Juke Box Magazine
Mechelen, Belgium

Rocco Granata was invited by the San Remo Festival to perform the ninth-place song, "Carolina Dai." His newest disk on Moonglow: "Biondina"/"Na Vota Casci', Na Vota Cano!" **Marlene Stolz,** German singer discovered by English band leader **Reg Owen** in Stuttgart, bows on Palette with "Gute Nacht, Johnny Boy."

BEST SELLERS: These were last month's best sellers at Fonior's, distributor of many important foreign labels: 1. "Ramona," by the **Blue Diamonds;** 2. "Je Suis Seule Ce Soir," by **Lucienne Delyle;** 3. "Only the Lonely," by **Roy Orbison;** 4. "Always," by the **Blue Diamonds;** 5. "Revival," by **Johnny and the Hurricanes;** 6. "Blue Angel," by **Roy Orbison;** 7. "Petite Bikini," by **Dalida;** 8. "Marijke," by **Peter and His Rockets;** 9. "Tu T'Laisses Aller, by **Charles Aznavour,** and 10. "Les Enfants du Piree," by **Melina Mercouri.**

Maya Casabianca's French version (on Philips) of "Save the Last Dance for Me" (Garde-moi La Derniere Danse) is in heavy demand on the Belgian market. The Flemish version, sung by **Enny Denita** (on Philips), has also been well received and could become big. . . . "Green Leaves of Summer," by the **Brothers Four,** seems to become a worthy successor of their "Greenfields" in this territory. . . . **Los Merecumbes,** specialists of the cha-cha-cha, still climbing with their remarkable record, "La Suppa Del Pichôn" b.w. "Mentira" (Philips).

NLRB Reaffirms Musicians' Guild as ABC's Bargainer

WASHINGTON—The National Labor Relations Board last week reaffirmed the Musicians' Guild of America as bargaining agent with the American Broadcasting Company in its TV-film production. ABC, together with intervenors, the American Federation of Musicians, and the other two networks, NBC and CBS, had challenged the board's earlier finding for MGA as representative of musicians employed in production of ABC's TV film.

ABC claimed that it was precedental for all three networks to bargain as an employer group for both live and TV film. However, the Labor Board said there is nothing in the National Labor Relations Act requiring it to adhere to past bargaining practices. The board must decide in each case what unit will assure employees the "fullest freedom in exercising their statutory rights."

ABC also claimed that the board had erred in setting up a bargaining unit of national scope, although the Guild had actually asked only to represent employees in Los Angeles. The board dismissed this argument as a matter between itself and the Guild, not the intervenors.

ABC employees in orchestration, recording, sidemen, et al., chose the Guild as collective bargaining representative in TV-film production in March, 1960, but the network subsequently refused to deal with MGA and petitioned the NLRB to reverse its earlier determination.

C-C Disk-Tapery Regroups Forces

CHICAGO — Concertapes-Concertdisc, the Wilmette, Ill., disk-tapery which went into semi-dormancy early in 1960, has regrouped its strength by adding personnel and catalog for a push in 1961.

Fred Cassman, former Columbia branch manager and more recently manager for Everest Records here, has been appointed general sales manager, and the deal, whereby Everest became distribution agent for the label, has been discarded, with Cassman setting up 25 new distributors to handle the line.

The label has made a deal with E. D. Nunn, veteran audio expert who produced his own Audiophile label, a specialized album line, where C-C will repackage the Audiophile line and put out the new long-plays under the C-C banner. The first new release will be a grouping with a March 1 debut date.

Bill Hits Tax on Wired Music

WASHINGTON—A bill to exempt wired music services from the excise tax customary on wire and equipment service has been introduced by Rep. Clifford Davis (D., Tenn.). The exemption applies only if the amount paid for wire and equipment service is paid "solely for the furnishing of musical program services."

WITH THE COUNTRY JOCKEYS

Deejays who may have been missed in the mailing of **Carl Smith's** new release, "More Habit Than Desire," are invited to write to Starday Music, Box 115, Madison, Tenn., for free copies. . . . **Mark Raymer** has his country music program, "Hi-Fi Country Bandwagon," on WFHA-FM, Red Bank, N. J.—not Red Bank, N. Y., as previously mentioned here. Mark says he gets his record samples at P. O. Box 102, Keyport, N. J. . . . Sample deejay copies of **Danny Harrison's** new one on Milo Records, "No One to Love Me" b.w. "All the World Is Lonely Now," are available by writing to **Joann Harrison,** Box 27, Man, W. Va.

Donald (Red) Blanchard and Harry Campbell, co-owners of KSMN, Mason City, Ia., are presenting "Midwestern Jamboree" live from the stage of the Cecil Theater, Mason City, each Saturday at 1 p.m., with a broadcast over KSMN. Stonewall Jackson does a guest shot on the show March 4 to be followed in succeeding weeks by Carl Perkins, Tex Ritter and other name c.&w. artists. Blanchard, who emseed the WLS "National Barn Dance" in Chicago before moving to Mason City, does a country & western platter on KSMC from 2:30-3:30 p.m., Mondays through Fridays, and also works occasional personals in the Midwestern sector.

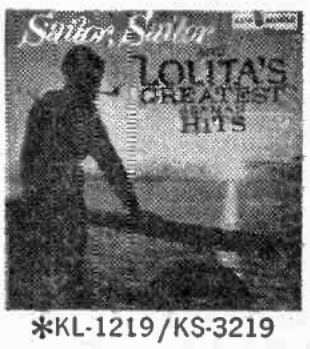
Tenn-Tex Music, 319 Seventh Avenue North, Nashville, is sending out copies of **Justin Tubb's** newest Starday release, "I'd Know You Anywhere," to jocks who will write in. . . . Station WMRI, Marion, Ind., is now airing "Orange Blossom Special," a two-hour Saturday afternoon c.&w. seg. Handling the deejay chores is **Texas Bob Speaks,** who infos that he can use more record releases and tape intros. . . . Deejays needing copies of **Billy Strange's** "Where Your Arms Used to Be," **Ray Sanders'** "Lonelyville," **Warren Smith's** "Odds and Ends," **Webb Pierce's** "Let Forgiveness In," **Roy Drusky's** "I'd Rather Loan You Out" and **Leon McAuliffe's** "Orange Blossom Special" can get quick action by dropping a note on their station's letterhead to **Slick Norris** at Highlands, Tex.

Slim Gordon is now handling the programming of country music on CKLB, Oshawa, Ont., where his "Slim's Corral" is heard Monday thru Friday. He promises lots of spins to artists and diskeries who'll shoot him their latest releases. Slim, who is heard on the Rodeo International label, has an album release coming up soon titled "Country Originals" and featuring 12 new songs penned by him and his wife. . . . Big Gertie, secretary of Ad Records, Oelwein, Ia., invites deejays to write in for Andy Doll's new one, "Wild Desire."

"Country music is ever on the increase in popularity down here in Australia," writes **Reg Lindsay,** of Reg Lindsay Enterprises, 22 Wolli Creed Road, New South Wales, "and we are doing our best to keep it popular. If any deejays would like to exchange information, I would be happy to. Since last writing to you I have received voice tapes for my radio shows from such artists as **Jim Reeves, Hank Snow** and **Ray Price.** I can always use station breaks, time calls, personal messages and the like for my network c.&w. show."

ONLY ONE MORE WEEK

TO TAKE ADVANTAGE OF THE GREAT KAPP RESTOCKING PROGRAM



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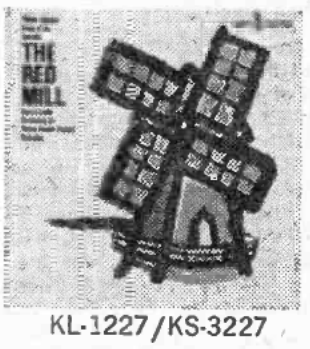
*KL-1238/KS-3238

*KL-1234/KS-3234

*KL-1224/KS-3224

*KL-1228/KS-3228



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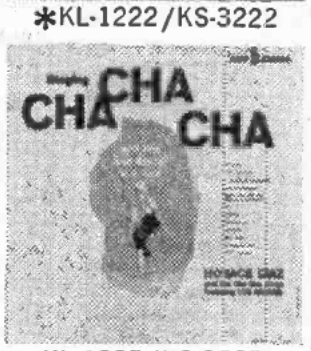

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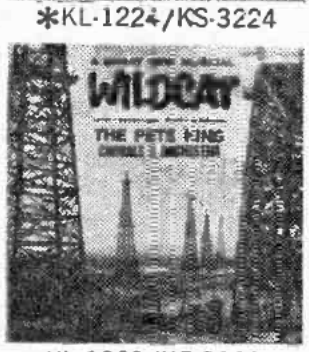
KL-1232/KS 3232



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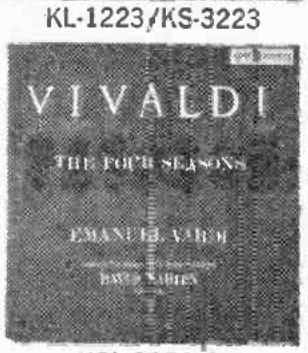
KCL-9051(S)



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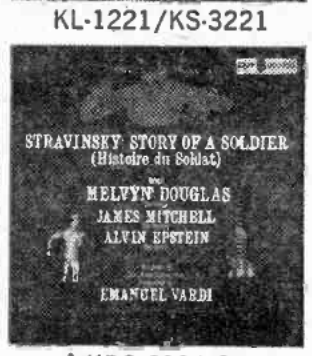

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KCL-9054(S)

KCL-9055(S)

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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

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 MGV 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 MGV 15011

Edge of Shelley Berman (M)
Shelley Berman...Verve MGV 15013

Inside Shelley Berman (M)
Shelley Berman...Verve MGV 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.Stereoddities MW 2

Mort Sahl at the hungry i (M)
Mort Sahl.....Verve MGV 15012

Outside Shelley Berman (M)
Shelley Berman...Verve MGV 15007

Rejoice Dear Hearts (M)
Brother Dave Gardner.....RCA Victor LPM 2083

Wonderful World of Jonathan Winters (M)
Jonathan Winters..Verve MGV 15009

Woody Woodbury Looks at Love and Life (M) Woody Woodbury.....Stereoddities 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)
Orlginal 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 Vicfor 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; C25 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	1	**WONDERLAND BY NIGHT** Bert Kaempfert, Decca DL 4101	8
2	2	**EXODUS** Sound Track, RCA Victor LOC 1058	6
3	5	**CALCUTTA** Lawrence Welk, Dot DLP 3359	4
4	4	**CAMELOT** Original Cast, Columbia KOL 5620	5
5	6	**LAST DATE** Lawrence Welk, Dot DLP 3350	9
6	8	**SINATRA'S SWINGIN' SESSION** Frank Sinatra, Capitol W 1491	2
7	10	**BELAFONTE RETURNS TO CARNEGIE HALL** Harry Belafonte, RCA Victor LOC 6007	8
8	15	**MEMORIES ARE MADE OF THIS** Ray Conniff, Columbia CL 1574	2
9	7	**GREAT MOTION PICTURE THEMES** Various Artists, United Artists UAL 3122	5
10	11	**CAMELOT (MUSIC FROM)** Percy Faith Orch., Columbia CL 1570	7
11	9	**WONDERLAND BY NIGHT** Louis Prima, Dot DLP 3352	5
12	12	**UNSINKABLE MOLLY BROWN** Original Cast, Capitol WAO 1509	9
13	13	**HIS HAND IN MINE** Elvis Presley, RCA Victor LPM 2328	7
14	24	**THEME FROM "THE SUNDOWNERS"** Billy Vaughn, Dot DLP 3349	6
15	14	**WALK, DON'T RUN** Ventures, Dolton BLP 2003	8
16	17	**WILDCAT** Original Cast, RCA Victor LOC 1060	4
17	16	**BRAHMS CONCERTO NO. 2** Sviatoslav Richter; Chicago Symphony Orch./Leinsdorf, RCA Victor LM 2466	9
18	19	**DATE WITH THE EVERLY BROTHERS** .... Warner Bros. W 1395	9
19	23	**AN EVENING WITH MIKE NICHOLS & ELAINE MAY** .... Mercury OCM 2200	3
20	18	**TEMPTATION** Roger Williams, Kapp KL 1217	7

LP'S by CATEGORY

FOR WEEK ENDING FEBRUARY 25

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
Pertinent 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 Lymon .....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
Look for a Star (M-S)
Billy Vaughn .....Dot DLP 3322; DLP 25322
Memories Are Made of This (M-S)
Ray Conniff .....Columbia CL 1574; CS 8374
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 Satin (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 Wallenstein, 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, Bjoerling, 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
Respighi: Pines of Rome (S)
Phila. Orchestra (Ormandy) .....
.....Columbia MS 6001
Rodgers: Victory at Sea, Vol. I (M-S)
RCA Victor Symphony Orchestra (Bennett) ..RCA Victor LM 2335; LSC 2335
Rodgers: Victory at Sea, Vol. II (M-S)
RCA Victor Symphony Orchestra (Bennett) ..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 Italien (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 .....Dolton 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

STEREOPHONIC

This Week	Last Week	Title, Artist, Label and Number	Weeks on Charts
1	1	**EXODUS** ..... Sound Track, RCA Victor LSO 1058	6
2	3	**WONDERLAND BY NIGHT** ..... Bert Kaempfert, Decca DL 7-4101	7
3	2	**CALCUTTA** ..... Lawrence Welk, Dot DLP 25359	3
4	6	**CAMELOT** ..... Original Cast, Columbia KOS 2031	4
5	4	**GREAT MOTION PICTURE THEMES** ..... Various Artists, United Artists UAS 6122	5
6	—	**MEMORIES ARE MADE OF THIS** ..... Ray Conniff, Columbia CS 8374	1
7	11	**UNSINKABLE MOLLY BROWN** ..... Original Cast, Capitol SWAO 1509	6
8	—	**SINATRA'S SWINGIN' SESSION** ..... Frank Sinatra, Capitol SW 1491	1
9	7	**BELAFONTE RETURNS TO CARNEGIE HALL** ..... Harry Belafonte, RCA Victor LSO 6007	9
10	8	**SATURDAY NIGHT SING ALONG WITH MITCH** ..... Mitch Miller, Columbia CS 82811	5
11	12	**MORE ITALIAN FAVORITES** ..... Connie Francis, MGM SE 3871	7
12	13	**CHET ATKINS' WORKSHOP** ..... RCA Victor LSP 2232	2
13	15	**UNFORGETTABLE** ..... Dinah Washington, Mercury SR 60232	4
14	10	**CAMELOT (MUSIC FROM)** ..... Percy Faith Orch., Columbia CS 8370	3
15	14	**ITALIAN FAVORITES** ..... Connie Francis, MGM SE 3791	6

line Weeks or Less

21	25	**MORE ITALIAN FAVORITES** ..... Connie Francis, MGM E 3871	8
22	—	**OPERETTA MEMORIES** ..... Mantovani, London LL 3181	1
23	20	**BEST MUSIC ON/OFF CAMPUS** ..... Brothers Four, Columbia CL 1578	2
24	22	**NEVER ON SUNDAY** ..... Sound Track, United Artists UAL 4070	4
25	21	**I'VE GOT A RIGHT TO SING THE BLUES** ..... Eileen Farrell, Columbia CL 1465	2

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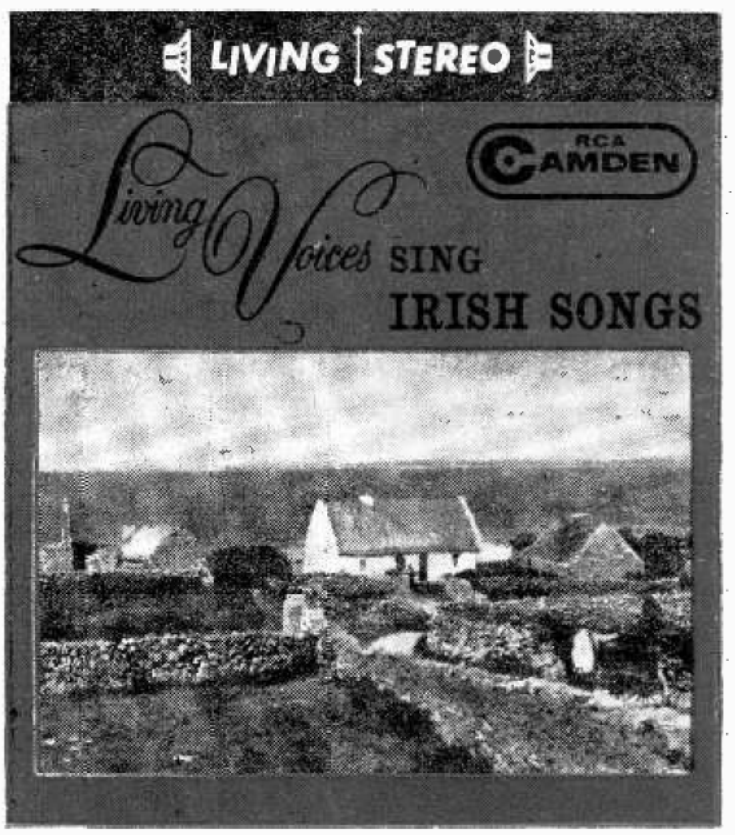

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The pick of the new releases:

SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Pop

THIS IS BROADWAY'S BEST

Various Artists. Columbia B2W 1—Here's a solid hunk of merchandising which samples Columbia's heavy catalog of original-cast waxings. The two-LP set is offered on a special price deal of the two disks for the cost of one. Package contains memorable highlights of such albums as "South Pacific," "Sound of Music," "Gypsy," "Bye Bye Birdie," "My Fair Lady," etc. Inside the book-fold cover is a booklet packed with photos and notes about the various shows. Set should be a winner in its own right and it can surely spur added sales of the cast albums from which the material is taken.

GREAT GREAT GREAT

Pat Boone. Dot DLP 3346—Boone gets back on his older rockin' kick—as in such early fine disks as "Tutti Frutti." He takes a flock of hefty pop hits of recent vintage and hands them his own invigorating treatment, to the swinging backings of Billy Vaughn. Included are such as "Running Bear," "Cathy's Clown," "White Silver Sands" and "Why Don't You Haul Off and Love Me." Either of two big Lloyd Price hits, "Personality" and "Stagger Lee," done here by Boone, would make fine singles.

TWO OF A KIND

Bobby Darin and Johnny Mercer With Billy May and his Orchestra. Atco 33-126—Two star rhythm singers from two different eras team up on this LP and complement each other perfectly. This Darin-Mercer tie is reminiscent of the sides Mercer cut with Bing Crosby more than 20 years ago. One of the titles, "Bob White," was a hit for the Mercer-Crosby team then. Both artists create a high-swinging and easygoing atmosphere with special lyrics and much ad-lib chatter. Most of the tunes are oldies, like "Ace in the Hole," "Indiana" and "Mississippi Mud."

ADAM AND EVENING

Adam Wade. Coed LPC 903—Adam Wade should duplicate his strong following in the singles field with this package of attractive oldies and standards. Also included is Wade's best-selling single, "Gloria's Theme." His expressive vocal talents are showcased on "Sleepy Time Gal," "My Reverie," "The Party's Over," "I Have Dreamed," etc.

Country & Western

NASHVILLE SATURDAY NIGHT

Various Artists. Starday SLP 128—A great c.&w. package, with a big list of fine country artists. Included are sides by Cowboy Copas ("Sunny Tennessee"), George Jones ("Season of My Heart"), and Red Sovine, Frankie Miller, Stringbean, Lonzo and Oscar and Wayne Raney.

Jazz

STAN GETZ AT LARGE

Verve MGV 8393-2—Stan Getz, one of the important names in today's jazz world, has a jazz album worthy of his talents. Set contains two LP's, and the four sides give Getz a chance to show off his style, warmth and persuasiveness on a fine selection of tunes, most of them keyed to the tender, meaningful manner that Getz gives out here. The tunes range from "Night and Day" and "Younger Than Springtime" to listenable originals plus "Goodbye." Set was waxed in Copenhagen. One of Getz' best.

Spoken Word

MORE OF HAL HOLBROOK IN MARK TWAIN TONIGHT VOLUME II

Columbia OL 5610—This is Part two of the original-cast album of Holbrook's Broadway show "Mark Twain Tonight!" recorded in actual performance. Again Holbrook creates his uncanny impression of the famous American writer, reading from "Huckleberry Finn" and other Twain works. A solid follow-up to the successful Volume I.

Sound

IT'S MAGIC

Marty Gold and His Orchestra. RCA Victor LSA 2290 (Stereo & Monaural)—This is the second in the label's new series of sound albums, and it, too, is an outstanding example of "Stereo Action." For in this set Marty Gold and the ork execute bright, unusual stereo-oriented arrangements with a verve and style that should make the disk a favorite of hi-fi and stereo bugs. The tunes have been arranged in most unusual style for stereo, and the sound happy switches from one speaker to the other. The tunes include "It's Magic," "That Old Black Magic," "The Trolley Song," "Witchcraft" and "Old Devil Moon." A strong sound album.

Folk

SONGS OF BILLY YANK AND JOHNNY REB

Jimmie Driftwood. RCA Victor LPM 2316—An unusually fine folk package, wherein Driftwood depicts the Civil War soldier—of both the blue and the grey—through the songs of the period. Driftwood, of course, is steeped in the romance and traditions of the period and he brings his unique and authentic folk flavor to the performances. Included are "Won't You Come Along and Go," "On Top of Shiloh's Hill" and "Rock of Chickamauga."

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"PLEASE LOVE ME FOREVER" Sunny Gale Warwick M-625

"A SCOTTISH SOLDIER" (GREEN HILLS OF TYROL) Andy Stewart Warwick M-627

Need We Say More! "WHEELS" The String-A-Longs Warwick M-603

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SPECIAL MERIT SPOTLIGHTS

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

Pop Disk Jockey Programming

★★★★ THE MUSICAL WORLD OF ROGERS AND HAMMERSTEIN (2-LP)—Starlight Symphony Orchestra, MGM 2E6

POP LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ THERE SHE GOES

Jerry Wallace. Challenge CHL 612 — Jerry Wallace has enjoyed several important hits on singles and these, plus a flock of new items, are neatly packaged in this new album. Included are his latest success, "There She Goes," and earlier hits, "Primrose Lane" and "Swinging Down the Lane," plus other varied tempo items like "Jezebel," and "Angel on My Shoulder." Set can pick up good deejay play and should enjoy brisk teen sales activity.

★★★★ MORE MUSIC FOR RELAXATION

The Melachrino Strings Orchestra. RCA Victor LPM 2278—The Melachrino Strings are perfect exponents of easy listening music, and this collection is the epitome of relaxed music free of tensions. Languorous arrangements unify the presentation of a group of standards that embrace "Alone," "Fascination," "Paradise," "Misty," and Schubert's "Serenade."

★★★★ THE DAUPHIN TRIO

Epic LN 3755—The boys warble in the folksy-pop tradition of the Kingston Trio, and they're good. This package should have strong appeal for folk fans, particularly the college set. Tunes include "The Ballad of Jean Le Fitte," "Cajun Lullaby," "Tumba," "Sinner Man," etc.

★★★★ DANCING ON A SILKEN CLOUD

Sammy Kaye Ork. Columbia CS 8371 (Stereo & Monaural)—Sammy Kaye fans and those who like light mood for either their dancing or listening pleasure should find something of interest in this set by the "swing and sway" man. The predominant use of strings along with successful Kaye arrangements makes an easy-listening treat of the likes of: "Mona Lisa," "Young at Heart," "My Silent Love," and other standards.

★★★★ WE WROTE 'EM AND WE SING 'EM

Various Artists. MGM E 3912—This is an interesting idea, which should pull play from jocks with r.&r. followings. Best selling writers Eddy Cooley, Winfield Scott, Otis Blackwell, Ollie Jones, Lincoln Chase and Billy Dawn each sing one of their top hits and a new song. Cooley warbles "Fever," and his new tune "Lay It On," etc. Lively wax.

★★★★ THE MUSICAL WORLD OF RODGERS AND HAMMERSTEIN (2-LP)

Starlight Symphony Ork. MGM 2E6—Here's a solid package for deejays and show music collectors. In addition to lushly orchestrated instrumental arrangements of 18 great Rodgers and Hammerstein tunes, the album includes "a recorded portrait," featuring the late Oscar Hammerstein in conversation with Arnold Michaelis.

★★★ MODERATE SALES POTENTIAL

QUARTET

RCA Victor LPM 2259 — A four-piano attack on many well-known tunes offers a variety of beats and styles which include boogie woogie for "Honky Tonk Train" and "St. Louis Blues"; Latin American stylings for "Miserlou," "Cumacho" and "Autumn Leaves"; a jazz approach on "Little Rock Get Away" and "One C'Clock Jump"; and five others. Some good jockey bands here.

★★★ THE "NEW" OLD REFRAIN

Dick Kesner and His Magic Stradivarius. CORAL CRL 757360 (Stereo & Monaural)—Kesner, of Lawrence Welk fame, and his violin are nicely showcased here on a group of old tunes by Fritz Kreisler and others of his era—Carrie Jacobs Bond, Victor Herbert, Dvorak, etc. Rich, romantic wax with fine performances by Kesner.

★★★ THE TURN OF THE CENTURY SWINGS

The Clark Sisters. Coral CRL 757345 (Stereo & Monaural—Dant and his ork wrap up a flock of great "gay nineties" favorites in modern big band swing arrangements, with effective "Singing Instrumentals" (no lyrics) by the Clark Sisters. Fine jockey wax. Tunes include "A Bird in a Gilded Cage," and "Under the Bamboo Tree."

★★★ MANDOLINS MANDOLINS

Dave Apollon. Coral CRL 757342 (Stereo & Monaural)—Apollon provides effective mandolin solo work on a group of romantic themes, backed by five mandolins, two lutes, two guitars, two accordions, string bass and percussion. A melodic, unusual package for jocks and sound bugs. Tunes include "Turkish March," "Andalucia," "Dark Eyes" and "Song of Israel."

★★★ THE DO-RAY-MI TRIO

Stere-O-Craft RCS 508—A package of standards, ballads and some originals done in entertaining fashion. The mood is sometimes swinging and uptempo, sometimes relaxed. Arrangements are tastefully uncluttered. Included are "Old Man River," "Slow Boat to China," "Route 66" and "Saturday Night Fish Fry."

JAZZ LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ KANSAS CITY SUITE

Count Basie and his Orchestra. Roulette R 52056—Count Basie's fine swinging band treatments are showcased here on Benny Carter's vividly dramatic "Kansas City Suite." The package includes "Vine Street Rumble," "The Wiggle Walk," "Blue Five Jive," etc. Interesting wax for jazz jocks.

★★★★ BYE BYE BIRDIE—IRMA LA DOUCE

Chico Hamilton Quintet. Columbia CL 1590—Hamilton wraps up two exuberant Broadway hit show scores in tasteful, vital instrumental jazz treatments. Standout performances of listenable show music. "Birdie" tunes include "A Lot of Livin' to Do," "Put On a Happy Face" and "Kids." The nostalgic "Irma" score is represented by "Our Language of Love," the title theme, etc.

★★★★ WILD WOMEN DON'T HAVE THE BLUES

Nancy Harrow. Candid 8008—Miss Harrow displays a rich vocal quality and meaningful way with a lyric on a group of nostalgic standards and oldies. Buck Clayton's Jazz Stars, featuring Dickie Wells, Buddy Tate and Kenny Burrell give the thrush fine, free-swinging support. In addition to the title tune, the package includes "Can't We Be Friends," "All Too Soon" and "Take Me Back Baby."

★★★★ OSCAR PETERSON PLAYS PORGY AND BESS

Verve MGV 8340—Sensitive, attractive handling of 10 selections from the Gershwin opera. Peterson's piano is supported by Ray Brown on bass and Ed Thigpen on drums, and they work tightly as a unit. Some of the tracks prove memorable, including "I Got Plenty of Nuttin'," "Summertime," "It Ain't Necessarily So," "Here Come De Honey Man" and "Bess, You Is My Woman Now." A fine quality item for fans of small jazz groups.

(Continued on page 26)

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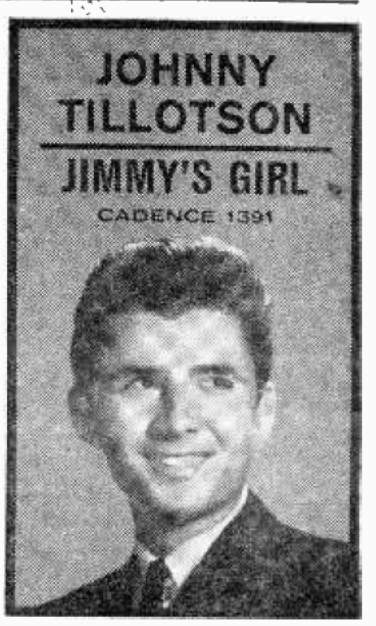

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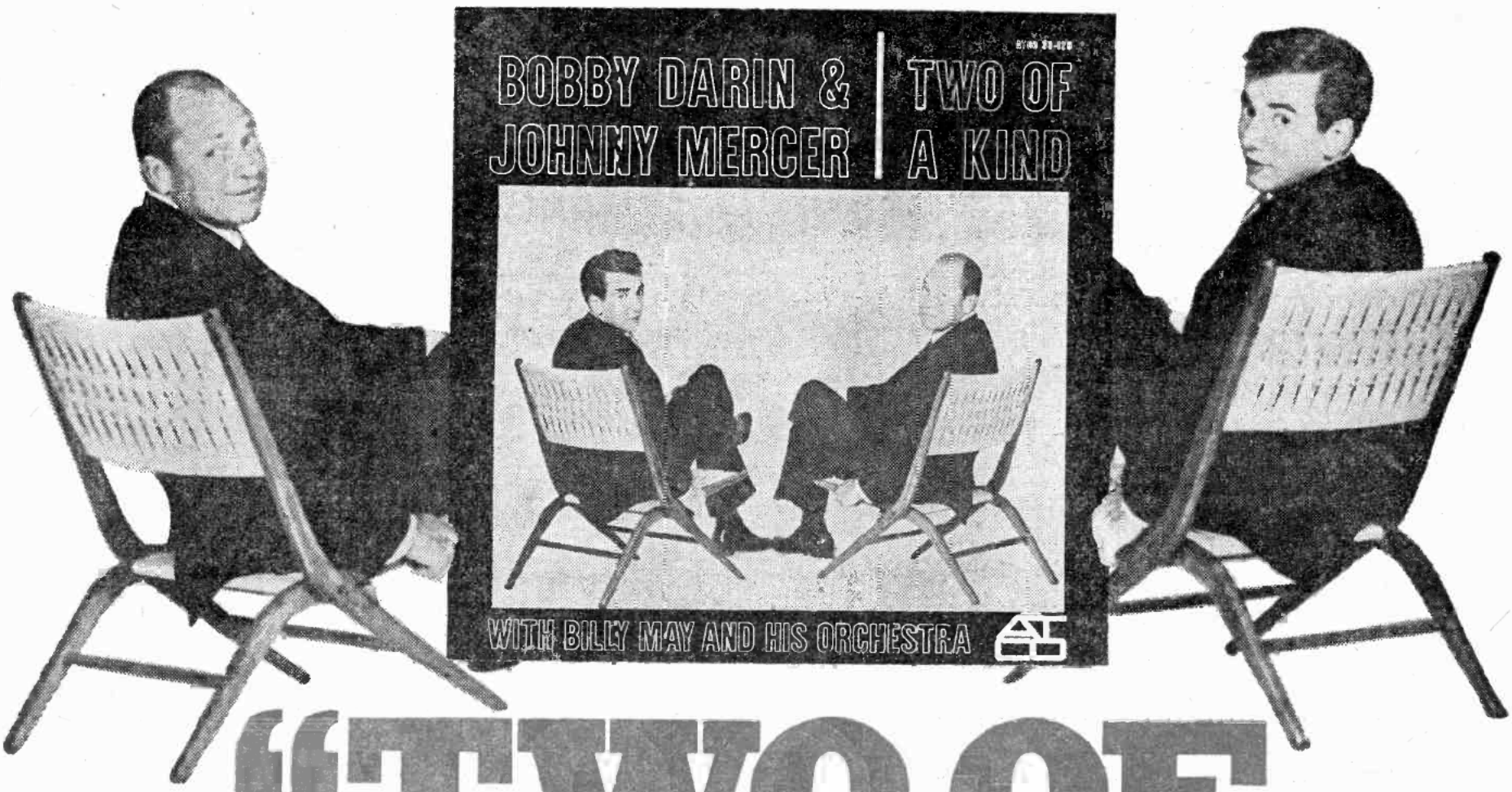
in a tour of some of the long neglected corners of Tin Pan Alley, complete with the witty and spontaneous ad libs that passed between them at the recording session in Hollywood.



"TWO OF A KIND"

with Billy May & His Orchestra

ATCO LP 33-126

available stereo and monaural

ATCO RECORDS

THE NATION'S TOP TUNES

HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING FEBRUARY 26

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	CALCUTTA	By Gaze-Bradtke—Published by Pincus-Symphony House (ASCAP)	8
2	2	EXODUS / THE EXODUS SONG (This Land Is Mine)	By Gold—Published by Chappell (ASCAP) / By Gold-Pat Boone—Published by Chappell (ASCAP)	12
3	3	(WILL YOU LOVE ME) TOMORROW	By Carol King-Jerry Goeffin—Published by Aldon (BMI)	10
4	6	SHOP AROUND	By Gordy-Robinson—Published by Jobbett (BMI)	8
5	5	CALENDAR GIRL	By Greenfield-Sedaka—Published by Aldon (BMI)	7
6	10	THERE'S A MOON OUT TONIGHT	By Striano-Luccisano-Gentile—Published by Rob-Ann (BMI)	4
7	11	PONY TIME	By D. Corvay-J. Berry—Published by Alan K (BMI)	4
8	4	WONDERLAND BY NIGHT	By Klaus Guenter Neumann-Lincoln Chase—Published by Roosevelt (BMI)	13
9	9	EMOTIONS	By Mel Tillis and Ramsey Kearney—Published by Cedarwood (BMI)	6
10	12	WHEELS	By Torres-Stephens—Published by Dundee (BMI)	2
11	13	WINGS OF A DOVE	By Bob Ferguson—Published by B Gee Music (BMI)	8
12	14	DEDICATED TO THE ONE I LOVE	By Pauling-Bass—Published by Armo (BMI)	3
13	18	WHERE THE BOYS ARE	By Greenfield-Sedaka—Published by Aldon (BMI)	4
14	16	BABY SITTIN' BOOGIE	By J. Parker—Published by Reis (BMI)	3
15	23	DON'T WORRY (LIKE ALL THE OTHER TIMES)	By Marty Robbins—Published by Marty's (BMI)	2
16	—	GOOD TIME BABY	By Mann-Lowe-Appel—Published by Lowe (ASCAP)	1
17	7	ANGEL BABY	By Rose Hamlin—Published by Figure (BMI)	10
18	8	ARE YOU LONESOME TONIGHT	By Roy Turk-Lou Handman—Published by Bourne-Cromwell (ASCAP)	14
19	—	APACHE	By Lordan—Published by Regent (BMI)	1
20	22	THE STORY OF MY LOVE	By Paul Anka—Published by Spanka (BMI)	3
21	—	ANGEL ON MY SHOULDER	By Shelby Flint—Published by Sherman-DeVorzon (BMI)	1
22	20	ALL IN MY MIND	By Brown—Published by Figure (BMI)	4
23	—	SPANISH HARLEM	By Jerry Lieber-Phil Spector—Published by Progressive-Trio (BMI)	1
24	—	JIMMY'S GIRL	By Vance-Pockriss—Published by Skidmore (ASCAP)	1
25	15	ONCE IN A WHILE	By Green and Edwards—Published by Miller (ASCAP)	6
26	—	EBONY EYES	By J. D. Loudermilk—Published by Acuff-Rose (BMI)	1
27	19	CORINNA, CORINNA	By Parish-Chapman-Williams—Published by Mills (ASCAP)	10
28	24	MY EMPTY ARMS	By Al Kasha-Hank Hunters—Published by Merrimac (BMI)	5
29	26	LAST DATE / MY LAST DATE (WITH YOU)	By Floyd Cramer—Published by Acuff-Rose (BMI) / By Skeeter Davis, Boudeleaux Bryant, Floyd Cramer—Published by Acuff-Rose (BMI)	17
30	30	SURRENDER	By Pomus and Shuman—Published by Presley (BMI)	1

RECORDING AVAILABLE

(Best Selling Record Listed in Bold Face)

1. **CALCUTTA** — Four Preps, Cap 4508; Werner Muller, Dec 31189; Vico Torriani, London 1965; Valiants, Col 41931; **Lawrence Welk, Dot 16161.**
2. **EXODUS—Pat Boone, Dot 16176; Ferrante and Teicher, United Artists 274;** Legends, Col 41949; Mantovani, London 1953; Medallion Strings, Medallion 602.
3. **(WILL YOU LOVE ME) TOMORROW—Shirelles, Scepter 1211.**
4. **SHOP AROUND—Miracles, Tamla 5403.**
5. **CALENDAR GIRL—Neil Sedaka. Vic 7829.**
6. **THERE'S A MOON OUT TONIGHT**—Pat Boone. Dot 16176; **Capris, Old Town 1094.**
7. **PONY TIME — Chubby Checker, Parkway 818; Don Corvay & the Goodtimers, Arnold 1002;** Twi-Lites, King 5461.
8. **WONDERLAND BY NIGHT** — Anita Bryant, Carlton 537; **Bert Kaempfert, Dec 31141; Louis Prima, Dot 16151.**
9. **EMOTIONS — Brenda Lee, Dec 31195;** Don Reno/Red Smiley, King 579.
10. **WHEELS**—Johnny Duncan, Leader 814; **String-A-Longs, Warwick 603; Billy Vaughn, Dot 16174.**
11. **WINGS OF A DOVE**—Paul Clayton, Monument 432; **Ferlin Husky, Cap 4406;** Kitty White, Dot 16157.
12. **DEDICATED TO THE ONE I LOVE**—Five Royales. King 5453; **June and Joy, Dot 16134; Shirelles, Scepter 1203.**
13. **WHERE THE BOYS ARE—Connie Francis, MGM 12971.**
14. **BABY SITTIN' BOGGIE — Buzz Clifford, Col 41876.**
15. **DON'T WORRY (LIKE ALL THE OTHER TIMES)**—Tony Martin, Dot 16181; **Marty Robbins, Col 41922.**
16. **GOOD TIME BABY—Bobby Rydell, Cameo 186.**
17. **ANGEL BABY**—Charles Brown, King 5439; **Rosie and the Originals, Highland 500;** Sandra Teen, Impact 4.
18. **ARE YOU LONESOME TONIGHT**—Homer and Jethro, Vic 7852; Al Jolson, Dec 27043; Linda Lee, Shasta 146; Jaye P. Morgan, MGM 12752; **Elvis Presley, Vic 7810;** Mr. Saks, Le Camp 1900.
19. **APACHE—Jorgen Ingmann, Atco 6184;** Shadows, ABC-Paramount 10138.
20. **THE STORY OF MY LOVE — Paul Anka, ABC-Paramount 10168;** Conway Twitty, MGM 12748.
21. **ANGEL ON MY SHOULDER—Shelby Flint, Valiant WB 6001;** Jerry Wallace, Challenge 59098.
22. **ALL IN MY MIND**—Terri Anders, Chief 7027; **Maxine Brown, Nomar 103;** Linda Hopkins, Brunswick 55202; Bobby Marchan. Fire 1035; Dakota Staton, Cap 4512.
23. **SPANISH HARLEM—Ben E. King, Atco 6185.**
24. **JIMMY'S GIRL—Johnny Tillotson, Cadence 1391;** Matt Stevens, Cameo 172.
25. **ONCE IN A WHILE—Chimes, Tag 444;** Sensationals, Candix 306.
26. **EBONY EYES—Everly Brothers, Warner Bros. 5199.**
27. **CORINNA, CORINNA—Ray Peterson, Dunes 2002.**
28. **MY EMPTY ARMS—Jackie Wilson, Brunswick 55201.**
29. **LAST DATE—Floyd Cramer, Vic 7775;** Skeeter Davis, Vic 7825; Joni James, MGM 12933; Dick Lory, Liberty 55393; Lawrence Welk, Dot 16145.
30. **SURRENDER—Elvis Presley, Vic 7850.**

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• Reviews and Ratings of New Albums

• Continued from page 24

★★★ MODERATE SALES POTENTIAL

★★★ **THANK YOU, CHARLIE CHRISTIAN**
The Herb Ellis Quintet. Verve MGC 8381—Guitarist Ellis, who with Chuck Bergofer, bass, and Kenny Hume, drums, comprises three-fourths of Bobby Troup's Quartet, got together with Frank Strazzari on piano and pizzicato cello man Harry Babasin for this date of swinging combo, hornless jazz. The album title is also title of a pickup tune which appears on the album. A number of interesting side effects are produced by the ensemble work of guitar and cello. set moves with everybody getting a chance to pound it out.

★★★ **JAZZ CELLO**
Ray Brown. Verve MGV 8390 — Ray Brown, the well-known bassist with the Oscar Peterson trio, turns here to jazz cello in a group of standards arranged by Russ Garcia for the band. Much prominence is given to Brown's cello work which is mighty good, but it's the swinging arrangements and the horn work that carry most of the excitement. Tunes include "Tangerine," "That Old Feeling," "Rosalie" and "Poor Butterfly." A set to intrigue Brown's fans.

C&W LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ **THE SPELL OF THE YUKON**
Stuart Hamblen. Columbia CL 1588—Country chanter Hamblen salutes poet Robert Service—in narration and song—with "Spell of the Yulon," "The Shooting of Dan McGrew," etc., plus some Alaska-styled ditties of his own—"Shake the Hand of a Man," "Send Me the Lady," etc. Spinnable off-beat wax for jocks, particularly c.&w. deejays.

CLASSICAL LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ **MAGNIFICENT MELODIES**
Berlin Promenade Orchestra (Cramer) MGM E 3888 (Stereo & Monaural)—Almost all of this music will be familiar to most people, and it is given effective showcasing by a popular symphonic orchestra with full arrangements that make the music suitable for mood or easy listening or simply for enjoyment of the lovely melodies. Latter contains the "Rosenkavalier Waltz," the waltz from "Faust," the Intermezzo from "Cavalleria Rusticana," and the Berceuse from "Jocelyn."

SPECIALTY LP'S

★★★★ STRONG SALES POTENTIAL

FOLK ★★★★

★★★★ **DOWN IN THE VALLEY**
The Gateway Singers. MGM SE 3905 (Stereo & Monaural)—The group does an excellent job singing this well-paced set of diversified songs from the folk repertoire. There are tunes with the light calypso beat, a spiritual, songs of revival and a ballad or two. Among the top-flight performaces are: "Mighty Day," "Down in the Valley," "Kingston Market" and "Wade in the Water."

CHILDREN'S ★★★★

THE SANDPIPERS AND JIMMY CARROLL ORCH.
★★★★ **Golden Funny Songs**—GOLDEN 642—Here's a good buy in the low-priced kiddie market — six sides for 49 cents. Affable chanting by the chorus and a group of bouncy kiddie tunes—"What Did Della Wear," "Ebeneezer Fry," etc.

LONDON RHYMERS AND PLAYERS
★★★★ **Musical Mother Goose**—GOLDEN 641—Cheerful vocalizing by a chorus on attractive kiddie tunes with lyrics based on familiar nursery rhymes ... "Old Mother Goose," "Simple Simon," etc. Should pull sales in low-priced (49-cent) market.

FRANK MILANO ORCHESTRA
★★★★ **Quick Draw's A-Comin' to Clean Up Your Town (Parts I & II)**—GOLDEN 646—The wild TV cartoon character is at it again, this time with shootin' pistols, he roars into town to clean it up. All the familiar gimmick voices are here and it should meet with a lot of interest from the littlest ones. Two fine sides for the 29-cent tag.

THE SANDPIPERS
★★★★ **Walt Disney's Swiss Family Robinson—My Heart Was An Island (Parts I & II)**—GOLDEN 644—A pretty ballad is presented here from the score of the popular new Walt Disney film. It's done at a neat, bouncy tempo by a male soloist with an assist from the Sandpipers chorus and ork. Pleasing wax that will make kiddies want to sing along, especially on the largely instrumental Side 2. Disk is pegged at 29 cents.

THE SANDPIPERS
★★★★ **Walt Disney's 101 Dalmatians—Cruella De Ville (Parts I & II)**—GOLDEN 627—Cruella's the wicked villian in the amusing new cartoon novelty film of Walt Disney. Side 2 is the same tune done instrumentally with strings. A catchy tune. Disk goes for 29 cents.

THE SANDPIPERS, FRANK MILANO, JIMMY CARROLL ORCHESTRA
★★★★ **Pepe (Parts I & II)**—GOLDEN 645—There've been many pop versions of this movie tune, including a hit by Duane Eddy, and here's the first strictly kiddie version with novelty-styled voices taking solos against the Sandpipers chorus. It's a bright, gay opus and kiddies are bound to find it pleasing. A 29-cent item.

★★★★ **MIACHEL STEWART AND THE SONS OF TEXAS**
★★★★ **Ballad of the Alamo (Parts I & II)**—GOLDEN 636—Various pop versions of this stirring picture theme tune were released and here baritone Stewart and the chorus hand it a rousing reading for the children. It's a tale of bravery and heroism, of course, and it should find ready appeal with the young fry. Good 29-cent buy.

LOW PRICED CHILDREN'S ★★★★

★★★★ **PUSS IN BOOTS-THE CHINESE NIGHTINGALE**
Nila Mack. Columbia HL 9525—This expertly produced package, written and directed by Nila Mack, should have strong appeal in the low-priced-kiddie market. A cute cover (depicting the two title characters) gives the album sock display value. The familiar stories are presented, via narration and dramatization.

SACRED ★★★★

★★★★ **GOSPEL REVIVAL**
Carl Story and His Rambling Mountaineers. Starday SLP 127—Carl Story and his Rambling Mountaineers have the good old mountain sound aplenty. With five string banjos and guitars and bass in the accompaniment the group offers "A Light at the River," "Somebody Touched Me," "Family Reunion" and "Sweeter Than the Flowers." Starday has captured a sound of exuberance, soul and heart in this performance which has the true tent meeting sound. Solid stuff for the market.

★★★ MODERATE SALES POTENTIAL

INTERNATIONAL ★★★

★★★ **RAKHEL SINGS ISRAELI, YEMINITE, LADINO, ARABIC AND GREEK SONGS**
(Aldema, Accordion) Monitor MFS 350 (Stereo & Monaural)—Folk songs of Israel, Arabia, and Greece among other lands are sung by this female singer in native languages. The set is very well produced and the girl's voice most appealing. Areas that have a consistent demand for songs in any gauges, or in Yemin, or Ladino, or for international records in general, might find some action for this LP.

★★★ **THE SOUND OF SPAIN**
Manuel, His Guitars and His Concert Orchestra. MGM E 3886 (Stereo & Monaural—An ensemble of rich-sounding Spanish guitars are spotlighted here against a full-bodied string complement. The material is all of Spanish origin, though some of the numbers arrive by way of films. These would include "Song of the Mountains" and "Barefoot Contessa." Other familiar airs are "Luna Rosa," "April in Portugal," etc. The tunes are performed in danceable style and they're just as good for background purposes. Fine sound.

★★★ **RUMANIAN WEDDING**
Songs and Dances Recorded in Bucharest. Monitor MF 348—This is an interesting album that should have an appeal to ethnic music fans. It features songs and rhythms played in Rumania, especially in the peasant areas. Rhythms include the hora, the syrba, the briu and the invirtita, the latter a Transylvanian favorite. The tunes are handled well here by various folk music orchestras of Rumania.

(Continued on page 48)

HIT PICKED AS A WINNER!

EYDIE GORME • YOURS TONIGHT UA 292

STEVE LAWRENCE • PORTRAIT OF MY LOVE UA 291

DON COSTA • THE MISFITS UA 286

THE ELEGANTS • SPIRAL B/W HAPPINESS UA 295

ROVER BOYS • MARRY YOUNG UA 288

IT'S UNITED ARTISTS RECORDS ALL THE WAY!

729 SEVENTH AVE. • NEW YORK 19, N.Y.

FOR WEEK ENDING FEBRUARY 26

BILLBOARD MUSIC WEEK HOT 100

STAR PERFORMERS showed the greatest upward progress on Hot 100 this week.
S Indicates that 45 r.p.m. stereo single version is available.
S Indicates that 33⅓ r.p.m. stereo single version is available.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE / Artist, Company	Record No.	STEREO	WEEKS ON CHART
1	1	2	2	CALCUTTA Lawrence Welk, Dot	16161		11
2	3	4	5	SHOP AROUND Miracles, Tamla	54034		11
3	2	1	1	(WILL YOU LOVE ME) TOMORROW... Shirelles, Scepter	1211		14
4	9	15	31	POKY TIME Chubby Checker, Parkway	818		5
5	10	16	21	THERE'S A MOON OUT TONIGHT.... Capris, Old Town	1094		8
6	4	5	7	CALENDAR GIRL Neil Sedaka, RCA Victor	7829	S	10
7	7	8	8	EMOTIONS Brenda Lee, Decca	31195		8
8	5	3	3	EXODUS Ferrante and Teicher, United Artists	274	S	15
9	13	27	47	DEDICATED TO THE ONE I LOVE.... Shirelles, Scepter	1203		5
10	15	32	22	WHEELS String-A-Longs, Warwick	603		7
11	16	20	30	WHERE THE BOYS ARE Connie Francis, MGM	12071		6
12	14	24	35	BABY SITTIN' BOOGIE Buzz Clifford, Columbia	41876	S	7
13	12	13	16	WINGS OF A DOVE Ferlin Husky, Capitol	4406		13
14	25	31	42	GOOD TIME BABY Bobby Rydell, Cameo	186		5
15	28	48	72	DON'T WORRY (LIKE ALL THE OTHER TIMES) Marty Robbins, Columbia	41922	S	4
16	17	21	46	THE STORY OF MY LOVE Paul Anka, ABC-Paramount	10168	S	6
17	6	7	6	ANGEL BABY Rosie and the Originals, Highland	1011		11
18	40	52	67	EBONY EYES Everly Brothers, Warner Bros.	5199		4
19	19	28	33	ALL IN MY MIND Maxine Brown, Nomar	102		8
20	8	6	4	WONDERLAND BY NIGHT Bert Kaempfert, Decca	31141	S	15
21	26	29	34	SPANISH HARLEM Ben E. King, Atco	6185		8
22	27	38	52	WHAT A PRICE Fats Domino, Imperial	5723		5
23	18	9	15	MY EMPTY ARMS Jackie Wilson, Brunswick	55201		7
24	—	—	—	SURRENDER Elvis Presley, RCA Victor	7850		1
25	46	66	—	LITTLE BOY SAD Johnny Burnette, Liberty	55298		3
26	48	67	83	APACHE Jorgen Ingmann, Atco	6184		5
27	31	40	71	JIMMY'S GIRL Johnny Tillotson, Cadence	1391		7
28	34	37	53	ANGEL ON MY SHOULDER Shelby Flint, Valiant WB	6001		9
29	11	12	12	ONCE IN A WHILE Chimes, Tag	444		17
30	43	55	56	GHOST RIDERS IN THE SKY Ramrods, Amy	813		7
31	32	44	62	YOU CAN HAVE HER Roy Hamilton, Epic	9434		4
32	39	49	73	RAM-BUNK-SHUSH Ventures, Dolton	32		5
33	22	18	20	PEPE Duane Eddy, Jamie	1175		10
34	38	41	45	UTOPIA Frank Gari, Crusade	1020		10
35	36	42	59	AIN'T THAT JUST LIKE A WOMAN... Fats Domino, Imperial	5723		5
36	20	10	9	RUBBER BALL Bobby Vee, Liberty	55287		12
37	50	94	—	LAZY RIVER Bobby Darin, Atco	6188		3
38	41	46	51	NO ONE Connie Francis, MGM	12971		6
39	44	71	—	WALK RIGHT BACK Everly Brothers, Warner Bros.	5199		3
40	45	78	96	GEE WHIZ (LOOK AT HIS EYES)..... Carla Thomas, Atlantic	2086		4
41	49	80	100	WAIT A MINUTE Coasters, Atco	6186		4
42	24	14	11	CORINNA, CORINNA Ray Peterson, Dunes	2002		14
43	55	62	77	(I WANNA) LOVE MY LIFE AWAY.... Gene Pitney, Musicor	1002		4
44	23	17	17	I COUNT THE TEARS Drifters, Atlantic	2087		10
45	69	—	—	STAYIN' IN Bobby Vee, Liberty	55296		2
46	47	50	64	WHAT WOULD I DO Mickey and Sylvia, RCA Victor	7811	S	8
47	51	61	66	AGE FOR LOVE Jimmy Charles, Promo	1003		10
48	29	26	26	THERE SHE GOES Jerry Wallace, Challenge	59098		9
49	42	35	57	LOST LOVE H. B. Barnum, Eldo	111		7
50	35	19	13	NORTH TO ALASKA Johnny Horton, Columbia	41782	S	23
51	33	33	43	I'M LEARNING ABOUT LOVE Brenda Lee, Decca	31195		4
52	30	22	25	C'EST SI BON Conway Twitty, MGM	12969		8
53	71	79	—	YOUR FRIENDS Dee Clark, Vee Jay	372		3
54	67	86	—	HAVIN' FUN Dion, Laurie	3081		3
55	66	73	—	WHEELS Billy Vaughn, Dot	16174		3
56	73	—	—	THINK TWICE Brook Benton, Mercury	71774		2
57	97	—	—	CHERIE Bobby Rydell, Cameo	186		2
58	21	11	10	ARE YOU LONESOME TONIGHT..... Elvis Presley, RCA Victor	7810	S	15
59	72	90	—	MODEL GIRL Johnny Maestro, Coed	545		3
60	61	65	69	LEAVE MY KITTEN ALONE Little Willie John, King	5452		5
61	53	51	44	TEAR OF THE YEAR Jackie Wilson, Brunswick	55201		5
62	65	47	49	AT LAST Etta James, Argo	5380		6
63	74	85	90	GINNIE BELL Paul Dino, Promo	2180		5
64	56	23	14	LAST DATE Floyd Cramer, RCA Victor	7775	S	20
65	59	30	40	IF I DIDN'T CARE Platters, Mercury	71749	S	7
66	64	70	82	EXODUS SONG (THIS LAND IS MINE).. Pat Boone, Dot	16176		5
67	70	75	80	WHEN I FALL IN LOVE Etta Jones, King	5424		6
68	93	97	—	FOR MY BABY Brook Benton, Mercury	717774		
69	77	95	—	ONCE UPON A TIME Rochell and the Candles, Swingin'	623		
70	—	—	—	HEARTS OF STONE Bill Black's Combo, Hi	2028		
71	76	81	—	MOST BEAUTIFUL WORDS Della Reese, RCA Victor	7833	S	
72	83	89	99	BYE, BYE, BABY Mary Wells, Motown	1003		
73	75	77	86	LEAVE MY KITTEN ALONE Johnny Preston, Mercury	71761		
74	79	84	87	PONY TIME Don Corvay and the Goodtimers, Arnold	1002		
75	—	—	—	ASIA MINOR Kokomo, Felsted	8612		
76	—	—	—	I DON'T WANT TO CRY Chuck Jackson, Wand	106		
77	85	92	—	KEEP YOUR HANDS OFF OF HIM..... Damita Jo, Mercury	71768		
78	80	87	98	HONKY TONK, PART II Bill Doggett, King	5444		
79	—	—	—	HAPPY BIRTHDAY BLUES Kathy Young, Indigo	115		
80	—	—	—	WATUSI Vibrations, Checker	969		
81	68	76	78	CLOSE TOGETHER Jimmy Reed, Vee Jay	373		
82	37	25	19	SAILOR (YOUR HOME IS IN THE SEA).. Lolita, Kapp	349		
83	—	—	—	TOUCHABLES Dickie Goodman, Mark X	8009		
84	—	—	—	TO BE LOVED (FOREVER) Pentagons, Donna	1337		
85	58	58	63	THEM THAT GOT Ray Charles, ABC-Paramount	10141	S	
86	87	—	—	YOU'RE THE BOSS La Vern Baker and Jimmy Ricks, Atlantic	2090		
87	54	36	39	MAGNIFICENT SEVEN Al Caiola, United Artists	261		
88	78	69	81	CHERRY PINK AND APPLE BLOSSOM WHITE Jerry Murad's Harmonicats, Columbia	41816	S	
89	—	—	—	LET'S GO AGAIN (WHERE WE WENT LAST NIGHT) Hank Ballard and the Midnighters, King	5459		
90	—	—	—	I DON'T KNOW WHY Clarence (Frogman) Henry, Argo	5378		
91	98	—	—	A TEXAN AND A GIRL FROM MEXICO.. Anita Bryant, Carlton	538		
92	96	98	—	CERVEZA Bert Kaempfert, Decca	30866		
93	84	88	95	CHARLENA The Sevilles, J C	116		
94	52	56	84	DANCE BY THE LIGHT OF THE MOON.. Olympics, Arvee	5020		
95	90	—	—	TUNES OF GLORY Cambridge Strings, London	1960		
96	—	—	—	ORANGE BLOSSOM SPECIAL Billy Vaughn, Dot	16174		
97	—	—	—	PONY EXPRESS Danny and the Juniors, Swan	468		
98	—	—	—	I PITY THE FOOL Bobby Bland, Duke	332		
99	—	—	—	TOP FORTY, NEWS, WEATHER & SPORTS Mark Dinning, MGM	12980		
100	—	—	—	DREAM BOY Annette, Vista	374		

& TOMORROW'S TOPS

BUBBLING UNDER THE HOT 100

1. PLEASE LOVE ME FOREVER .....Cathy Jean and Roomates, Valmor 007
2. CALL ME ANYTIME...Frankie Avalon, Chancellor 1071
3. A LOVER'S QUESTION .....Ernestine Anderson, Mercury 71772
4. BEWILDERED.....James Brown, King 5442
5. SOME OF YOUR LOVIN' .....Johnny Nash, ABC-Paramount 10181
6. JA-DA.....Johnny and the Hurricanes, Big Top 3063
7. I'M TIRED.....Ray Peterson, RCA Victor 7845
8. CHERRY BERRY WINE.....Charlie McCoy, Cadence 1390
9. BATTLE OF GETTYSBURG.....Fred Darian, J.A.F. 2020
10. HIDEAWAY .....Freddy King, Federal 12401
11. TUNES OF GLORY.....Mitch Miller, Columbia 41941
12. PLEDGE OF LOVE.....Curtis Lee, Dunes 2003
13. HOLD IT.....James Brown's Band, King 5438
14. A NIGHT WITH DADDY G .....Church Street Five, LeGrand 1004
15. WHAT ABOUT ME.....Don Gibson, RCA Victor 7841
16. TOMORROW IS A-COMIN' .....Clyde McPhatter, Mercury 71783
17. BUMBLE BOOGIE .....B. Bumble and the Stingers, Rendezvous 140
18. LONELY BLUE NIGHTS.....Rosie, Brunswick 55205

TOP MARKET BREAKOUTS

NEW YORK

—PLEASE LOVE ME FOREVER, Cathy Jean, Valmor

—GINNIE BELL, Paul Dino, Promo

—WATUSI, Vibrations, Checker

—YOUR FRIENDS, Dee Clark, Vee Jay

CHICAGO

—HEARTS OF STONE, Bill Black's Combo, Hi

—BYE, BYE, BABY, Mary Wells, Motown

—WATUSI, Vibrations, Checker

—TUNES OF GLORY, Cambridge Strings, London

LOS ANGELES

—TO BE LOVED (Forever), Pentagons, Donna

—ONCE UPON A TIME, Rochell and Candles, Swingin'

—BYE, BYE, BABY, Mary Wells, Motown

—I DON'T WANT TO CRY, Chuck Jackson, Wand

PHILADELPHIA

—BEWILDERED, James Brown, King

—I DON'T WANT TO CRY, Chuck Jackson, Wand

—WATUSI, Vibrations, Checker

—BYE, BYE, BABY, Mary Wells, Motown

DETROIT

—I DON'T WANT TO CRY, Chuck Jackson, Wand

PITTSBURGH

—I DON'T WANT TO CRY, Chuck Jackson, Wand

—THINK TWICE, Brook Benton, Mercury

CLEVELAND

—ASIA MINOR, Kokomo, Felsted

HOT 100: A TO Z

A Texan and a Girl From Mexico. 91
Age for Love 47
Ain't That Just Like a Woman ... 35
All in My Mind 19
Angel Baby 17
Angel on My Shoulder 28
Apache 26
Are You Lonesome Tonight 58
Asia Minor 75
At Last 62
Baby Sittin' Boogie 12
Bye, Bye, Baby 72
Calcutta 1
Calendar Girl 6
Cerveza 92
C'est Si Bon 52
Charlena 93
Cherie 57
Cherry Pink and Apple Blossom White 88
Close Together 81
Corinna, Corinna 42
Dance by the Light of the Moon.. 94
Dedicated to the One I Love.... 9
Don't Worry (Like All the Other Times) 15
Dream Boy 100
Ebony Eyes 18
Emotions 7
Exodus (Ferrante & Teicher) 8
Exodus Song (This Land Is Mine) (Boone) 66
For My Baby 68
Gee Whiz (Look at His Eyes) 40
Ghost Riders in the Sky 30
Ginnie Bell 63
Good Time Baby 14
Happy Birthday Blues 79
Havin' Fun 54
Hearts of Stone 70
Honky Tonk (Part II) 78
I Count the Tears 44
I Don't Know Why 90
I Don't Want to Cry 76
I Pity the Fool 98
(I Wanna) Love My Life Away ... 43
If I Didn't Care 65
I'm Learning About Love 51
Jimmy's Girl 27
Keep Your Hands Off of Him ... 77
Last Date 64
Lazy River 37
Leave My Kitten Alone (King) .. 60
Leave My Kitten Alone (Preston). 73
Let's Go Again (Where We Went Last Night) 89
Little Boy Sad 25
Lost Love 49
Magnificent Seven 87
Model Girl 59
Mos' Beautiful Words 71
My Empty Arms 23
No One 38
North to Alaska 50
Once in a While 29
Once Upon a Time 69
Orange Blossom Special 96
Pepe 33
Pony Express 97
Pony Time (Checker) 4
Pony Time (Corvay) 74
Ram-Bunk-Shush 32
Rubber Ball 36
Sailor (Your Home Is in the Sea).. 82
Shop Around 2
Spanish Harlem 21
Stayin' In 45
Story of My Love, The 16
Surrender 24
Tear of the Year 61
Them That Got 85
There She Goes 48
There's a Moon Out Tonight 5
Think Twice 56
To Be Loved (Forever) 84
Top Forty, News, Weather and Sports 99
Touchables 83
Tunes of Glory 95
Utopia 34
Wait a Minute 41
Walk Right Back 39
Watusi 80
What a Price 22
What Would I Do 46
Wheels (String-A-Longs) 10
Wheels (Vaughn) 55
When I Fall in Love 67
Where the Boys Are 11
(Will You Love Me) Tomorrow .. 3
Wings of a Dove 13
Wonderland by Night 20
You Can Have Her 31
Your Friends 53
You're the Boss 86

REVIEWS OF THIS WEEK'S SINGLES

the pick of the new releases:

SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

Pop

FLOYD CRAMER

ON THE REBOUND (Cigma, BMI) (2:05) — MOOD INDIGO (Gotham, ASCAP) (2:45)—The "Last Date" man turns out an infectious rhythm instrumental tune follow-up to the original which has the same basic melody. Flip is a solid revival of the great oldie, with much of the pay-off flavor of "Last Dance" and a strong piano approach. Both sides are strong. **RCA Victor 7840**

SAM COOKE

THAT'S IT- I QUIT-I'M MOVIN' ON (Planetary, ASCAP (2:27) — WHAT DO YOU SAY? (Sherman-DeVorzon, BMI) (2:29)—Cooke wraps up a jaunty rocking tune, "That's It-I Quit-I'm Movin' On" in a sock showmanly vocal. Flip features expressive warbling by Cooke on a pretty, softly arranged ballad. Both sides are good, with "That's It" a shade strong. **RCA Victor 7853**

JERRY BUTLER

FIND ANOTHER GIRL (Conrad, BMI) (2:39)—Attractive multi-track vocalizing by Butler on an appealing rock and roll theme with a lilting tempo. Flip is "When Trouble Calls" (Conrad, BMI) (2:42). **Vee Jay 375**

THE OLYMPICS

LITTLE PEDRO (Dreamland, BMI) (2:17)—The Olympics might have another winner in this jaunty novelty wrapped up in a socko bounce tempo. Side is from the recent LP by the group. Flip is "Bullfight" (Arvee, BMI) (2:30). **Arvee 5023**

MARV JOHNSON

MERRY-GO-ROUND (Jobette, BMI) (2:34)—TELL ME THAT YOU LOVE ME (Jobette, BMI) (2:47) — Two strong sides by chart-maker Johnson. The first is a slow-paced rockaballad that Johnson reads with a telling effect. Flip is another strong side. This fine ballad which the chanter sells with strong backing. **United Artist 294**

THE FLAMINGOS

KOKOMO (Peter Dorain, BMI) (2:23)—THAT'S WHY I LOVE YOU (Peter Dorain, BMI) (2:45)—The Flamingos swing in with two strong sides. The first is the r.&r. oldie that gets a high-flying reading from the group with a vocal full of showmanship. The flip is a feelingful reading of a moving rockaballad. **End 1085**

U. S. BONDS

NOT ME (Pepe, BMI) (2:36)—A wild driving rocker is sung with emotional intensity here by U. S. Bonds and it should be a strong follow-up to his recent hit. Flip is "Give Me One More Chance" (Pepe, BMI) (2:16). **LeGrand 1005**

THE FENDERMEN

HEARTBREAKIN' SPECIAL (Danamos, ASCAP) (2:18) —CAN'T YOU WAIT (Doral, BMI) (2:30)—The Fendermen could jump back on the charts with these strong sides. Top disking is a driving train song, sung with gusto by Phil Humphrey. Flip is a pretty ballad. **Soma 1155**

BUDDY KNOX

THE KISSES (THEY'RE ALL MINE) (Glenda, BMI) (1:35)—LING TING TONG (St. Louis, BMI) (2:07)—Buddy Knox has two mighty listenable sides here, either of which can take off. "The Kisses" is a bright swinger; while the flip is a familiar effort handed a solid reading. **Liberty 55305**

THE SLADES

IT'S YOUR TURN (Balcones, BMI) (2:00)—A frantic ditty receives a stylish rock and roll performance from the lads, that could appeal to the kids. Flip is "Take My Heart" (Balcones, BMI) (1:50). **Domino 906**

THE MARCELS

BLUE MOON (Robbins, ASCAP) (2:15)—Here's a wild and woolly old time rock and roll treatment of the well-known standard. There's a great deal happening on this arrangement and the side figures to have a strong chance. Flip is "Goodbye to Love" (Gil, BMI) (2:30). **Colpix 186**

EDDY AND TEDDY

STAR CROSSED LOVERS (Republic, BMI) (2:07)—Here's an intriguing ballad of deep philosophy and heartbreak sung with strong style and effectiveness by the duo. It's quite a tale and bound to attract a lot of attention. Top performance and it can move. Flip is "Bye Bye Butterfly" (World, ASCAP) (2:15). **Mala 430**

(Continued on page 31)

BILLY MAXTED

AND HIS MANHATTAN JAZZ BAND IN

Swinga BIGGY-tu"

Their new LP album featuring Dixie, Swing, Jazz, Blues and a Big Band sound of their own. They're the few with the sound of the many.

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K&H RECORDS INC.

P. O. BOX 3112 • COLUMBUS 10, OHIO

The pick of the new releases:

SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

• *Continued from page 29*

LITTLE ANTHONY AND THE IMPERIALS

PLEASE SAY YOU WANT ME (Blackwood, BMI) (2:45) —SO NEAR YET SO FAR (Bonnie, BMI) (2:54)—A strong contender for the group. On top Anthony wails a plaintive lead on the tune which once was a hit for the Schoolboys, on Okeh. Flip features another emotional ballad reading. Both have fine arrangements. **End 1086**

DONNIE BROOKS

MEMPHIS (Bamboo, BMI) (2:17) — THAT'S WHY (Bamboo, BMI) (2:09) — Brooks has had two in a row and here's another strong dual threat. "Memphis" is a bright, happy rocker done in something of a gospel style while the flip is another bouncy, rhythmic ditty well done with chorus assist. Either way here. **Era 3042**

THE SHELLS

EXPLAIN IT TO ME (Sophisticate-Figure, BMI) (2:01)—AN ISLAND UNKNOWN (Sophisticate-Figure, BMI) (2:10)—The group has been very warm of late with "Baby Oh Baby," and here's another two-way outing that can move out. Top side is a rockaballad done in the older rock and roll style. Flip is a good, medium-beat rocker. Both have a good chance. **Johnson 331**

OTIS WILLIAMS AND THE CHARMS

LITTLE TURTLE DOVE (Lois, BMI) (2:15)—The good group turns in a solid, medium-beat blues job here with Williams taking a fine lead around the group chanting spots. Effective wax that can step out. Flip is "So Can I" (Arnel, ASCAP) (2:25). **King 5455**

FERRANTE & TEICHER

ONE-EYED JACKS LOVE THEME (Famous, ASCAP) (2:43)—This should be another smash for the piano duo. They play the fine theme from the new flick. "One-Eyed Jacks," with their usual flourish, over warm support from the large ork. Flip is "Tara's Theme (Gone With the Wind)" (Remick, ASCAP) (2:41). **United Artists 300**

Country & Western

GEORGE MORGAN

ONLY ONE MINUTE MORE (Cedarwood, BMI) (2:08) —THE LITTLE GREEN MEN (Morgan-Shelley, BMI) (2:31)—Two neatly contrasting sides by the solid chanter. First is a strong weeper delivered with great heart, while the flip is an appealing novelty with attractive lyrics. Both have a good chance. **Columbia 41957**

Children's

PAUL BARNES AND THE JIMMY CARROLL ORK

YOGI BEAR PRESENTS CINDY BEAR—This 40-cent EP should be a sock sales item since it features the top-rated kiddie favorites of the Hanna-Barbara TV cartoon series. Other characters featured are Quick Draw McGraw, Snuffles, Huckleberry Hound, Hokey Wolf and Ding-A-Ling. **Golden 637**

JIMMY CARROLL ORCHESTRA

QUICK DRAW McGRAW PRESENTS SNUFFLES AND AUGIE DOGGIE—Quick Draw introduces a couple of his favorite buddies to his kiddie fans here—Snuffles on Side 1 and Augie Doggie on the flip. TV followers of the antics of this character will love this 29-cent disk. **Golden 625**

SPECIAL MERIT SPOTLIGHTS

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

Pop Disk Jockey Programming

★★★★ **I DON'T WANT TO WALK WITHOUT YOU (Paramount, ASCAP) (2:12) Warner Bros. 5201**

★★★★ STRONG SALES POTENTIAL

POPULAR

GENE VINCENT

★★★★ **Mister Loneliness**—CAPITOL 4525—Vincent has a fresh new sound here, with a bouncy rocker. Arrangement includes an exciting chick group. Has a chance. (Famous, ASCAP) (1:54)

★★★★ **If You Want My Lovin'**—A rocker gets a vibrant vocal, with the chick chorus giving a strong assist. Arrangement includes wild violin licks. Two good sides. (Robin Hood, BMI) (1:50)

BILL SANFORD AND HIS ORCHESTRA

★★★★ **Twilight**—GOLD EAGLE 1802—A softly sensuous instrumental with a strong guitar lead carrying the melody. The rhythm is in the Latin groove. Twin alto saxes are also heard here. Watch this. It has a chance. (Southern, ASCAP) (2:25)

★★★★ **Drumboogie** — The old Roy Eldridge tune, once a big hit by Gene Krupa and Anita O'Day, is given an interesting rocking updating by the combo. Another good side. (Essex, ASCAP) (2:08)

THE VISCOUNTS

★★★★ **Shadrack** — MADISON 152 — The spiritual is given a rousing go here to a persistent rhythm with a sax much in the forefront. Hand-clapping in the background adds excitement. (Fischer, ASCAP) (2:10)

★★★★ **This Place**—The group turns in a soft, blue lights type of ballad instrumental. Tenor sax takes an effective lead. (Monument, BMI) (2:44)

GENE McDANIELS

★★★★ **A Hundred Pounds of Clay** — LIBERTY 55308 — A sharp hunk of material is handily sung by the new artist against a good arrangement which features strings. There's a bit of the inspirational here. Side has a chance. (Gil, BMI) (2:22)

★★★★ **Take a Chance on Love**—McDaniels turns out a Lloyd Price type rocker side, with fancy fiddle breaks and a rousing chorus. Two good sides. (Jackson, BMI) (2:13)

RICHIE ALHONA

★★★★ **Young Boy, Young Girl**—FANTASY 553—Richie Alhona bows on the label with a very listenable performance of a teen-slanted ballad about two young people. Boy sells a song with feeling and is worth watching. (Cireco, BMI) (2:39)

★★★★ **One Desire**—The chanter comes through here with a tender vocal on a serious ballad about youthful love. He sings the song as though he means it. (Cireco, BMI) (2:44)

THE TROUBADORS ORK & CHORUS

★★★★ **Illusion—KAPP 374**—The musette-styled instrumental group, which often has backed Jane Morgan, offers a pleasant chorus by itself with a fine vocal choir moving in after a chorus and a half. Smart, stylish wax that can get lots of spins. (Sweco, BMI) (2:39)

★★★★ **Illusion** — Patterened somewhat on the original wax version of "Fascination," this lush and somewhat nostalgic melody is performed for delightful effects in this all-instrumental version. Two programmable sides. (Sweco, BMI) (2:36)

ERSEL HICKEY

★★★★ **I Guess You Could Call It Love—KAPP 372**—Hickey turns in a feelingful performance of a strongly country-tinged ballad. It's done well with a chorus and gently rocking backing. This can grab spins.

★★★★ **Teardrops at Dawn**—Hickey essays a good ballad with a distinctive performance. The chorus is again heard to good advantage. Two nice efforts.

ED TOWNSEND

★★★★ **Dream World**—WARNER BROS. 5200—Townsend spells out the realities of love on this quick-stepping medium tempo tune with a strong blues feel. A femme chorus and combo assist. (Briarcliff, BMI) (2:27)

★★★★ **Cherrigale** — The girl's name is "Cherrigale" and she treats Eddie right according to the lyrics on this bouncy medium tempo rocker. Behind the boy's authoritative vocal is a combo and chorus. Two potent sides. (Kags, BMI) (2:00)

RUTH McFADDEN

★★★★ **Lovin' Time**—APT 25057—Artful thrushing by canary on catchy r.&r. ditty. Tune has a chance to happen via the thrush's attractive performance. (Figure, BMI) (2:14)

★★★ **Don't Take Your Love**—Exuberant chirping by gal on lively rocker. (Pamco, BMI) (2:18)

SEDATES

★★★★ **Please Love Me Forever** — 20TH CENTURY 1212 — This tune is already moving well with a version by Cathy Jean. This slicing is a reissue from the original release a year ago. It has a devoted lead performance against triplets. Worth watching. (Ricky, BMI)

★★★ **I Found**—A moderate-paced rocker in the style which was very popular several years back. The boys handle it well and the side can get spins. (Ricky, BMI)

JOANIE SOMMERS

★★★★ **I Don't Want to Walk Without You**—WARNER BROS. 5201—Miss Sommers has a strong hunk of wax which has much the feeling of the old disk of the tune by Harry James and Helen Forrest. Jocks will find good programming fare here. (Paramount, ASCAP) (2:12)

★★★ **Seems Like Long, Long Ago**—Here's a bouncy Sy Oliver tune, based on the gospel "Yes, Indeed" idea. Gal gives it a good ride but flip has a better chance. (Embassy, BMI) (2:18)

RUSTY DRAPER

★★★★ **Another** — MERCURY 71784 — A strongly country-oriented song in the weeper tradition. It's given a solid go by Draper with an effective chorus. Good arrangement here, too. This one could move. (Moss-Rose, BMI) (2:42)

★★★ **The Meadow**—Another nice piece of country-tinged thinking. The ballad is given a strong performance by Draper. Two good efforts. (Sure-Fire, BMI) (2:39)

REX GARVIN AND THE MIGHTY CRAVERS

★★★★ **Go Little Willie—EPIC 9437**—A wildly rocking calypso-styled effort with an interesting repeating rhythmic phrase. The boys have a real sound and they could generate interest here. (Regent, BMI) (2:15)

★★★ **Emulsified**—The group pounds out a solid gospel blues side here backed by a swingin' organ and a lot of shouting. Good for both r.&b. and pop marts. (Regent, BMI) (2:30)

BERNIE WAYNE & HIS ORK

★★★★ **Theme From "The Heiress"**—EVEREST 19403—"The Heiress," a TV spec, was aired last week and met with a good critical response and here is the moody, medium-tempo theme material, voiced by a lead sax and a handsome unison string section. Good background sound. (E. B. Marks, BMI) (2:07)

★★★ **Twilight in Paris**—The alto sax wails plaintively on this gently rocking side, nicely abetted by the ork. A moody and listenable job. (E. B. Marks, BMI) (2:20)

FREDDIE SCOTT

★★★★ **Baby, You're a Long Time Dead**—JOY 250—A rocker blues by Scott, which uses a chorus and an interesting gospel figure. Figures as a contender. (Drury Lane, BMI) (2:00)

★★★ **Lost the Right**—The new artist bows for good effects on this sincere ballad reading against neat chorus support. The rhythm employs a light triplet figure. A pleasant side. (Drury Lane, BMI) (2:03)

LEROY KIRKLAND

★★★★ **The Diddy Bop** — APT 25056—Hard-driving treatment of solid r.&r. rhythm theme with effective fem chorus work on backing. Could break out, watch it. (Figure, BMI) (2:22)

★★★ **Two Themes** — Pretty tune is wrapped up in melodic instrumental treatment with word-less choral work on backing. Nice jockey side. (Pamco, BMI) (2:11)

DON BOWMAN

★★★★ **Coward of the Alamo**—LaGREE 704—Here's another novelty spoof of the Alamo which might catch on. It's in the "Mister Custer" tradition. (Film & T. V.-Johnstone & Montes, BMI) (2:19)

★★ **T. V. Commercials**—Amusing country-styled reading on bouncy ditty with a similar melody to the old "Smoke, Smoke Your Cigarette" hit. (Film & T.V., BMI) (1:54)

JAN AND KJELD

★★★★ **O Mein Papa**—KAPP 373—The young European duo, which had a big hit with "Banjo Boy" sometime back, revives the Eddie Fisher hit here with considerable vigor. It's done to rock backing. (Shapiro-Bernstein, ASCAP) (2:21)

★★★ **Carry Me Back to Old Virginny**—The old Stephen Foster melody is rocked in neat fashion by the pair. Could get interest but flip is stronger. (P.D.) (2:12)

THE TEXANS

★★★★ **Green Grass of Texas**—INFINITY 001—Johnny and Dorsey Burnette, a couple of very successful disk artists, penned this attractive instrumental which features guitars and shouts and a vocal group spot or two. Watch this one. (Lansdowne-Winston, ASCAP) (2:18)

★★ **Bloody River** — Another instrumental by the group which features guitars on a riff kick. Flip is stronger. (Lansdowne-Winston, ASCAP) (1:53)

TH ELARKS

★★★★ **It's Unbelievable**—SHERYL 334—Here's a side that could take off. It features an unusual vocal by the group on an intriguing new ballad, and they handle it uninhibitedly. Watch this. (Schulman, BMI) (2:15)

★★ **I Can't Believe It**—This side rocks and the group performs the driving tune with style, over exciting combo support. Also a side that has a chance to grab juke cons. (Planemar, BMI) (1:50)

GLORIA LYNNE

★★★★ **Way Beyond the Hills**—SEECO 6037—Gloria Lynne sells this big-styled ballad with a gospel touch over listenable rock and roll backing. Side is a good one with a chance for coins. (Brej, BMI) (2:39)

★★ **Little Boy Blues**—Lass sells this well, too, but the material is stronger on the flip. (Benny Benjamin, BMI) (2:25)

CONNY WITH ORCHESTRA

★★★★ **Midi, Midinette**—CAPITOL 4526 — Pretty Continental tune — a hit overseas —will charm American ears. Sure to get strong deejay exposure. It's sung in German. (Witmark, ASCAP) (2:59)

★★ **Little Girl**—German thrush belts a cute novelty in the native tongue. (Leeds, ASCAP) (1:52)

JACKIE GATES

★★★★ **I Want Love**—SKYWAY 128—Bright rocker is handed a wild performance by the singer, over routine support. Lad sells a song with excitement, and with eye-catching gimmicks. Watch this one. (Skyway, BMI) (2:30)

★★ **Teenage Rainbow**—Jackie Gates explains how he is looking for a teen-age rainbow on this better-than-ordinary ballad. Side could get spins. (Skyway, BMI) (2:26)

★★★ MODERATE SALES POTENTIAL

POPULAR

NELSON RIDDLE

★★★ **Little Old New York**—CAPITOL 4521—Tasteful instrumental treatment of the infectious ditty from the Broadway musical "Tenderloin." Good deejay side. (Sunbeam, BMI) (3:15)

★★★ **My Gentle Young Johnny** — The poignant "Tenderloin" ballad is accorded a tender instrumental treatment by the ork. Should pull considerable play. (Sunbeam, BMI) (3:23)

TERRY TYLER

★★★ **Your Kisses Tell Me**—MCI 1031—Bouncy r.&r. tune is sung in effective multi-track fashion. Merits spins. (Renda, BMI) (2:28)

★★★ **I'd Rather Forgive You**—Pleasant chanting by Tyler on pretty ballad. (Renda, BMI) (2:32)

THE PEGGY DeCASTRO III

★★★ **Laugh, Clown, Laugh** — UNITED ARTISTS 250—The hit tune of the 1920's receives a very attractive performance from the DeCastro III supported tastefully by a combo. Side is worth a lot of spins. (Remick, ASCAP) (2:30)

★★★ **Because of You**—Peggy DeCastro sells the familiar oldie with feeling aided by a large chorus and ork backing. Listenable. (Broadcast, BMI) (2:50)

CATERINA VALENTE AND EDMUNDO ROS

★★★ **Baiao**—LONDON 1962—Miss Valente gets on a samba kick here with a hip, almost scat delivery in duo fashion with Edmundo Ros. A fine side for the gal. (Robbins, ASCAP) (2:16)

CATERINA VALENTE

★★★ **Misirlou**—A handsome job by the thrush of the famous Latin-based song. She sings this to the sensuous rhythm of the Edmundo Ros ork. A playable side. (Colonial, BMI) (2:12)

GUY LOMBARDO AND HIS ROYAL CANADIANS

★★★ **McNamara's Band**—DECCA 31213—A bright, cheery performance of the familiar tune, with a vocal by Kenny Gardner. Good side for special occasion deejay programming. (Vogel, ASCAP) (2:42)

★★★ **Wearing of the Green-The Harp That Once Thro' Tara's Halls-Irish Washerwoman**—Here's some solid programming fare for St. Patrick's Day as performed by the Lombardo crew on this disk. Each tune is handed a happy reading and the disk is mighty listenable. (1:51)

THE FOUR ACES

★★★ **Ballad of Patrick Henry** — ABC-PARAMOUNT 10183—Here's a patriotic ballad with a martial rhythm similar to the "Battle of New Orleans." The theme is based on the life of the Revolutionary hero. The Aces handle it with style, and it builds to a crescendo. (Cornell, ASCAP) (2:08)

★★★ **(That's Me) Me Without You**—A thoughtful ballad gets a feelingful reading by the Aces and an assisting chorus. (Old Charter, BMI) (2:27)

THE PATHFINDERS

★★★ **Bull Run** — CAPEHART 5004 — Another song about an important Civil War battle receives an interesting and occasionally dramatic performance from the Pathfinders. Side is sold well, but it lacks the excitement it should have. (Choice ASCAP) (2:24)

★★★ **Sweet Is the Woman**—The group comes through here with a listenable reading of a tender song about the meaning of love between man and woman. Two out-of-the-ordinary sides. (American, BMI) (2:11)

MATT MONRO

★★★ **Portrait of My Love**—WARWICK 624—From the pic of the same name comes this pleasant reading of the main theme material. Steve Lawrence also has a version of the tune. Easy listening wax, by the man with the original British hit. Should get spins. (Picadilly, BMI)

★★ **You're the Top of My Hit Parade**—An okay rhythm reading by Monro, but the flip gets the edge. (Harvard, BMI)

GAYLE ANDREWS

★★★ **Love's a Snap**—STEREO-O-CRAFT 2—Appealing new ditty receives a very

(Continued on page 32)

BILLBOARD MUSIC WEEK HOT C&W SIDES

FOR WEEK ENDING FEBRUARY 26

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
1	1	2	2	ON THE WINGS OF A DOVE, Ferlin Husky, Capitol 4406	25
2	3	4	4	WINDOW UP ABOVE, George Jones, Mercury 71700	16
3	4	3	3	I MISSED ME, Jim Reeves, RCA Victor 7800	17
4	2	1	1	NORTH TO ALASKA, Johnny Horton, Columbia 41782	15
5	5	8	—	DON'T WORRY (LIKE ALL THE OTHER TIMES), Marty Robbins, Columbia 41922	3
6	6	5	8	MY LAST DATE (WITH YOU), Skeeter Davis, RCA Victor 7825	8
7	7	6	5	FALLEN ANGEL, Webb Pierce, Decca 31165	15
8	9	11	20	FOOLIN' AROUND, Buck Owens, Capitol 4496	4
9	12	14	13	I'LL HAVE ANOTHER CUP OF COFFEE, Claude Gray, Mercury 71732	7
10	8	10	10	LOVING YOU, Bob Gallion, Hickory 1130	13
11	14	17	12	WALK OUT BACKWARD, Bill Anderson, Decca 31168	9
12	10	7	6	SWEET DREAMS, Don Gibson, RCA Victor 7805	13
13	11	9	7	I THINK I KNOW, Marion Worth, Columbia 41799	15
14	19	19	19	ONE STEP AHEAD OF MY PAST, Hank Locklin, RCA Victor 7813	8
15	13	15	16	YOU CAN'T PICK A ROSE IN DECEMBER, Ernest Ashworth, Decca 31156	18
16	15	13	9	EXCUSE ME, Buck Owens, Capitol 4412	23
17	22	26	—	OH LONESOME ME, Johnny Cash, Sun 355	3
18	—	—	—	ODDS & ENDS, Warren Smith, Liberty 55302	1
19	17	18	15	POLKA ON A BANJO, Lester & Earl Scruggs, Columbia 41786	12
20	18	16	17	WANTING YOU, Jimmy Newman, MGM 12945	16
21	23	—	—	I WANT TO LIVE AGAIN, Rose Maddox, Capitol 4487	2
22	—	—	—	I'D RATHER LOAN YOU OUT, Roy Drusky, Decca 31193	1
23	27	—	—	IN MEMORY OF JOHNNY HORTON, Johnny Hardy, J&J 003	2
24	24	20	14	LAST DATE, Floyd Cramer, RCA Victor 7775	16
25	—	29	—	LOUISIANA MAN, Rusty & Doug, Hickory 1137	2
26	—	—	—	LET FORGIVENESS IN, Webb Pierce, Decca 31197	1
27	20	22	21	YOU DON'T WANT MY LOVE, Roger Miller, RCA Victor 7776	16
28	—	—	—	HOUSE OF BLUE LOVERS, James O'Gwynn, Mercury 71731	1
29	16	12	11	AM I LOSING YOU, Jim Reeves, RCA Victor 7800	14
30	—	—	—	YOU MAKE ME LIVE AGAIN, Carl Smith, Columbia 41819	1

• 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 (Chappel)	1	13
2.	CALCUTTA (Pincus-Symphony House)	2	8
3.	WONDERLAND BY NIGHT (Roosevelt)	6	11
4.	THEME FROM THE APARTMENT (Mills)	4	31
5.	LAST DATE (Acuff-Rose)	3	15
6.	ARE YOU LONESOME TONIGHT (Bourne-Cromwell)	5	12
7.	NORTH TO ALASKA (Robbins)	7	9
8.	HEY, LOOK ME OVER (Morris)	9	4
9.	CALENDAR GIRL (Aldon)	8	3
10.	WHEELS (Dundee)	—	1
11.	SAILOR (YOUR HOME IS IN THE SEA) (Garland Music)	10	10
12.	GREEN LEAVES OF SUMMER (Feist)	11	16
13.	MISTY (Octave)	13	36
14.	CORINNA, CORINNA (Mills)	—	1
15.	A THOUSAND STARS (Bryden)	14	8

• Reviews and Ratings of New Records

• Continued from page 31

smart performance from the thrush aided by a stylish backing by the ork. Side could help the girl get attention. (Bourne, ASCAP) (2:00)

★★★ **You, You Romeo**—Special material is sung with excitement by the lass over interesting support. Side could get spins on special deejay shows. (Planetary, ASCAP) (2:49)

SHIRLEY HORN

★★★ **Mountain Greenery** — STEREO-O-CRAFT 1—Shirley Horn sells the now familiar Rodgers-Hart tune with verve over pleasant support. Worth spins. (Harms, ASCAP) (2:11)

★★★ **Wild Is the Wind**—The thrush comes through with a warm, tender and softly voiced performance of the much performed tune over simple backing. Two nice sides (Jungnickel, ASCAP) (3:37)

APRIL STEVENS AND NINO TEMPO

★★★ **Ooeah (That's What You Do to Me)** —UNITED ARTISTS 272—April Stevens returns to wax with Nino Tempo and the pair sell a cute novelty with warmth over a bright arrangement by Don Costa. (Aragain, ASCAP) (2:25)

★★★ **High School Sweetheart**—The duo comes through with a fair vocal on a pleasant item about two high school youngsters in love. Both sides could get spins. (Aragain, ASCAP) (2:25)

THE NOMADS

★★★ **Bounty Hunter** — RUST 5028 — A marching rocker rhythm here. Rolling drums set the beat with the melody voiced by whistling and a guitar. Chorus and an organ move in later. An interesting arrangement. (Karolyn, ASCAP) (2:13)

★★ **Desert Tramp**—A Latin tempo is blended in with the rock sound on this side, with a gutsy tenor showing the way. Danceable wax. (Karolyn, ASCAP) (2:00)

GENE KENNEDY

★★★ **If I Should Die Before I Love**—OLD TOWN 1097—An inspirational ballad sung in sincere tones by Kennedy. Side is done to a slow rock tempo, with guitars and chorus backing. Middle features a recitation. (Hi-Hoss, BMI)

★★ **Wandering Wanderer**—Here's a bouncy-rhythm side which features a bank of strings against Kennedy's bright vocal. (Pamper, BMI)

THE DOWNBEATS

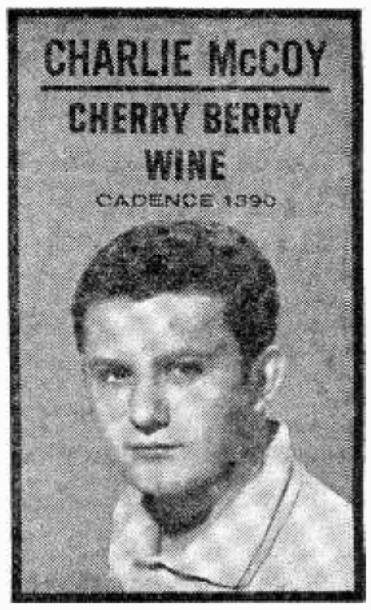
★★★ **Safari**—AUDIO INTERNATIONAL 103—With jungle sound effects and torrid tenor sax this instrumental does a rocking job of getting the listener through the undergrowth. (Dan Guy-Madelon, BMI) (2:02)

★★ **Charlston** — A rocking instrumental treatment of the oldie. (Harms, ASCAP) (1:58)

LIONEL HAMPTON

★★★ **Forbidden** — MGM 12986 — A slow, bluesy theme is neatly turned out by a bank of strings with Hampton effecting a pleasant

(Continued on page 34)



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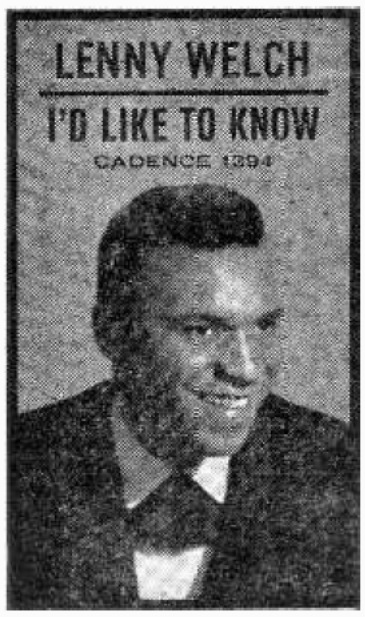

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• Reviews and Ratings of New Records

• Continued from page 32

improvised solo. Side is worthy of jock exposure. (Chappell, ASCAP) (2:50)

★★★ **Cry of the Blues**—Here is another blues-based theme with a whistled solo in front. Hampton again is heard in rambling solo style. (Chappell, ASCAP) (2:12)

BILLY DONAHUE
★★★ **Leading Lady** — COED 457 — The chanter offers a tribute to the lady of his heart. It's a pleader-type ballad and Donahue chants it well. (Winneton, BMI) (2:33)

★★★ **Dance Girl**—Donahue turns in a nice, easy-swinging rhythm tune in medium tempo, against a girl vocal group backing. (Winneton, BMI) (2:02)

RAY BLOCH & HIS ORK
★★★ **Two Loves**—SIGNATURE 12054—Dreamy instrumental treatment of a pretty melody based on Wagner's "Tristan and Isolde" theme. Nice jockey side. (Hollybrook, ASCAP) (2:30)

★★★ **Pine Top's Boogie Woogie**—Pleasant ork treatment of the great oldie. Another spinnable side. (Melrose, ASCAP) (2:12)

THE HARMONICA TRIO
★★★ **The Day the Rains Came**—FIESTA 115—Effective harmonica treatment of the poignant French theme. Nice jockey side. (2;52)

★★★ **Hula Canoe**—Melodic harmonica solo work on a catchy Latin tempo tune. (2:20)

MARTY DeROSE
★★★ **Girl of My Dreams**—MGM 12987—The new singer offers the old ballad in a pleasant crooning style against gentle triplet backing in the piano. Strong echo is present here. Listenable. (Mills, ASCAP) (2:55)

★★★ **Sentimento**—DeRose turns in a nice Italian-styled ballad against a rocking backing. (Francan, ASCAP) (2:15)

WANDEROBO
★★★ **Voice of the Wind**—RCA VICTOR 7846—A nice, easygoing Latin-tinged ballad is sung pleasantly by the chanter. (Jack-Bluegrass, BMI) (1:57)

★★ **Reachless** — An okay rocker ballad. (Jack-Bluegrass, BMI) (1:58)

DONNA POWERS
★★★ **So Long, So Long**—MIDCO 2200—Lass tries hard on the fair-to-middlin' piece of material that features smart string support. (Wright Way, ASCAP) (2:44)

★★ **Loving You**—The thrush sings out on this uptempo rocker aided by a male vocal group. (Weiss-Barry, BMI) (2:25)

THE DARTS
★★★ **Cut Me Up**—DYNA 109—Breezy rocker receives a snappy performance from the group here and the backing is bright, too. (Vegas, BMI) (2:16)

★★ **Beloved Stranger**—On this side the boys sing a rockaballad, but not as successfully as on the flip. (Vegas, BMI) (2:54)

JACKIE WALKER
★★★ **Serenade of the Bells**—TIDAL 1001—Jackie Walker comes through with a fairly expressive performance here on the familiar melody aided by a driving ork arrangement and a vocal chorus. Worth spins. (Melrose, ASCAP) (2:02)

★★ **These Empty Arms**—Pleasant ballad is sung in an unassuming fashion by the chanter. Flip is stronger. (Tidal, BMI) (2:22)

BOBBY HUES
★★★ **Just Like You** — DESTINY 502—Bobby Hues comes through with a serious reading of a sad ballad about broken love. Lad sells it well. (Robadon, BMI) (2:45)

★★ **Moments**—Chanter turns in another better-than-usual reading of a so-si piece of material (Robadon, BMI) (1:52)

PAUL RENARD
★★★ **You're a Grand Old Flag**—RIVERSIDE 45449—George M. Cohan tune, taken from the organist's album in tribute to the late actor-composer, is played brightly here on organ by Renard. Good special programming side. (ASCAP) (2:05)

★★ **I Was Born in Virginia**—Same comment. (ASCAP) (1:30)

★★★★ STRONG SALES POTENTIAL

JAZZ

CANNONBALL ADDERLEY
★★★★ **Sack of Woe, Parts I & II**—RIVERSIDE 45454—Tasteful instrumental wax for jazz jocks, with standout sax solo and piano work on attractive rhythm theme. Sides are from Adderley's LP "Quintet at the Lighthouse." (Upam, BMI)

CHARLES PERSIP & THE JAZZ STATESMEN
★★★★ **Right Down Front**—BETHLEHEM 11092—The drummer and sextette do an intriguing version of the gospelish, three-quarter time blues on this side. It also spots a fine piano solo by Ronald Matthews. (Mac's Sound, ASCAP) (3:10)

★★★★ **Soul March** — The three-quarter time blues feeling of this strong jazz side should get it much air and juke play. A feature of the side is a fine Freddie Hubbard trumpet passage. Both sides are from the current "Jazz Statesmen" LP. (Roymas, BMI) (3:05)

MAL WALDRON
★★★★ **Left Alone**—BETHLEHEM 11091—With Jackie McLean on alto sax, pianist Waldron and his trio do an exceptional job on this moody and moving ballad. Track is from Waldron's "Left Alone" LP. (Marks, BMI) (3:00)

★★★★ **Catwalk**—Flip is an equally moving presentation, but in a bit faster tempo. It, too, is from the LP, and both sides should get jazz juke and radio action. (Roymas, BMI) (2:20)

BOOKER ERWIN
★★★★ **Git It** — BETHLEHEM 11093—Gospel-funky blues is the key to this medium tempo side which features good trumpet and drum solos. Could get juke and air play. (Roymas, BMI) (2:30)

★★★ **Little Jane**—A broad splash of minor mood is the signature for this side. (Roymas, BMI) (2:35)

ZOOT SIMS
★★★★ **Jive at Five** — BETHLEHEM 11094—The old Basie-Lester Young specialty gets a fine propulsive reading from Sims and an all-star rhythm section. (Conn, ASCAP) (3:02)

★★★ **I've Heard That Blues Before**—Free-and-easy blues blowing by much respected tenor saxist Sims should get this cooking side air and box play. Both sides are from "The Great Zoot Sims Down Home" LP. (Roymas, BMI) (2:50)

★★★ MODERATE SALES POTENTIAL

SONNY CRISS
★★★ **I've Got It Bad**—PEACOCK 802—Sultry sax solo treatment of the great

(Continued on page 48)

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BILLBOARD MUSIC WEEK HOT R&B SIDES

FOR WEEK ENDING FEBRUARY 26

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
1	1	1	1	SHOP AROUND, Miracles, Tamla 54034	11
2	3	3	5	ALL IN MY MIND, Maxine Brown, Nomar 102	5
3	2	2	2	(WILL YOU LOVE ME) TOMORROW, Shirelles, Scepter 1211	8
4	16	29	—	PONY TIME, Chubby Checker, Parkway 818	3
5	4	4	4	AT LAST, Etta James, Argo 4003	6
6	7	14	—	YOU CAN HAVE HER, Roy Hamilton, Epic 9434	3
7	27	—	—	WON'T BE LONG, Aretha Franklin, Columbia 41923	2
8	18	—	—	BYE, BYE, BABY, Mary Wells, Mofown 1003	7
9	30	—	—	I DON'T WANT TO CRY, Chuck Jackson, Wand 106	2
10	22	—	—	TEAR OF THE YEAR, Jackie Wilson, Brunswick 55201	2
11	—	—	—	FOR MY BABY, Brook Benton, Mercury 71774	1
12	11	20	—	THERE'S A MOON OUT TONIGHT, Capris, Old Town 1094	3
13	—	—	—	WHAT A PRICE, Fats Domino, Imperial 5723	1
14	8	10	—	I PITY THE FOOL, Bobby Bland, Duke 332	3
15	9	7	6	I COUNT THE TEARS, Drifters, Atlantic 2087	5
16	6	8	10	EXODUS, Ferrante & Teicher, United Artists 274	9
17	10	13	—	THEM THAT GOT, Ray Charles, ABC-Paramount 10141	3
18	—	—	—	THINK TWICE, Brook Benton, Mercury 71774	1
19	19	27	—	GEE WHIZ (LOOK AT HIS EYES), Carla Thomas, Atlantic 2086	3
20	20	17	14	CALCUTTA, Lawrence Welk, Dot 16161	4
21	13	5	3	HOOCHIE COOCHIE COO, Hank Ballard and the Midnighters, King 5430	6
22	24	—	—	AIN'T THAT JUST LIKE A WOMAN, Fats Domino, Imperial 5723	2
23	15	16	25	SPANISH HARLEM, Ben E. King, Atco 6185	5
24	—	—	—	SAD MOOD, Sam Cooke, RCA Victor 7816	5
25	—	—	—	MY EMPTY ARMS, Jackie Wilson, Brunswick 55201	1
26	5	6	12	ANGEL BABY, Rosie & the Originals, Highland 1011	6
27	—	—	—	MAGNIFICENT SEVEN, Al Caiola, United Artists 261	1
28	—	—	—	CALENDAR GIRL, Neil Sedaka, RCA Victor 7829	1
29	—	—	—	LET'S GO AGAIN (WHERE WE WENT LAST NIGHT), Hank Ballard & the Midnighters, King 5459	1
30	—	—	15	GEE WHIZ, Innocents, Indigo 111	3

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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	4	Pony Time, Chubby Checker, Parkway
2	5	There's a Moon Out Tonight, Capris, Old Town
3	10	Wheels, String-A-Longs, Warwick
4	11	Where the Boys Are, Connie Francis, MGM
5	14	Good Time Baby, Bobby Rydell, Cameo
6	15	Don't Worry (Like All the Other Times), Marty Robbins, Columbia
7	18	Ebony Eyes, Everly Brothers, Warner Bros.
8	24	Surrender, Elvis Presley, RCA Victor
9	25	Little Boy Sad, Johnny Burnette, Liberty
10	26	Apache, Jorgen Ingmann, Atco
11	30	Ghost Riders in the Sky, Ramrods, Amy
12	37	Lazy River, Bobby Darin, Atco
13	43	(I Wanna) Love My Life Away, Gene Pitney, Musicor
14	45	Stayin' In, Bobby Vee, Liberty
15	53	Your Friends, Dee Clark, Vee Jay
16	54	Havin' Fun, Dion, Laurie
17	55	Wheels, Billy Vaughan, Dot
18	56	Think Twice, Brook Benton, Mercury
19	57	Cherie, Bobby Rydell, Cameo
20	59	Model Girl, Johnny Mastro, Coed
21	68	For My Baby, Brook Benton, Mercury
22	70	Hearts of Stone, Bill Black's Combo, Hi
23	75	Asia Minor, Kokomo, Felsted
24	76	I Don't Want to Cry, Chuck Jackson, Wand
25	79	Happy Birthday Blues, Kathy Young and the Innocents, Indigo
26	80	Watusi, Vibrations, Checker
27	83	Touchables, Dickie Goodman, Mark X
28	84	To Be Loved (Forever), Pentagons, Donna
29	89	Let's Go Again (Where We Went Last Night), Hank Ballard and the Midnighters, King
30	90	I Don't Know Why, Clarence (Frogman) Henry, Argo

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
24.	Surrender (Presley, BMI)—Elvis Presley, RCA Victor
70.	Hearts of Stone (Regent, BMI)—Bill Black's Combo, Hi
75.	Asia Minor (Barbrob, ASCAP)—Kokomo, Felsted
76.	I Don't Want to Cry (Ludix, BMI)—Chuck Jackson, Wand
79.	Happy Birthday Blues (Blue Indigo)—Kathy Young and the Innocents, Indigo
80.	Watusi (Arc, BMI)—Vibrations, Checker
83.	Touchables (Rori, BMI)—Dickie Goodman, Mark X
84.	To Be Loved (Forever) (Gele, BMI)—Pentagons, Donna
89.	Let's Go Again (Where We Went Last Night) (Stebrita, BMI)—Hank Ballard and the Midnighters, King
90.	I Don't Know Why (Arc, BMI)—Clarence (Frogman) Henry, Argo
96.	Orange Blossom Special (Leeds, ASCAP)—Billy Vaughn, Dot
97.	Pony Express (Conley, ASCAP)—Danny and the Juniors, Swan
98.	I Pity the Fool (Lion, BMI)—Bobby Bland, Duke
99.	Top Forty, News, Weather & Sports (Acuff-Rose, BMI)—Mark Dinning, MGM
100.	Dream Boy (Music World-Wonderland, BMI)—Annette, Vista

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

FLOYD CRAMER: On the Rebound (Cigma, BMI) (2:05)—Mood Indigo (Gotham, ASCAP,) (2:45) RCA Victor

SAM COOKE: That's It—I Quit—I'm Movin' On (Planetary, ASCAP) (2:27)—What Do You Say (Sherman-DeVorzon, BMI) (2:29) RCA Victor

JERRY BUTLER: Find Another Girl (Conrad, BMI) (2:39) Vee Jay

THE OLYMPICS: Little Pedro (Dreamland, BMI) (2:17) Arvee

MARV JOHNSON: Merry-Go-Round (Jobete, BMI) (2:34)—Tell Me That You Love Me (Jobete, BMI) (2:47) United Artists

THE FLAMINGOS: Kokomo (Peter Dorain, BMI) (2:23)—That's Why I Love You (Real Gone & Selbonn, BMI) (2:45) End

U. S. BONDS: Not Me (Pepe, BMI) (2:36) LeGrand

BUDDY KNOX: The Kisses (They're All Mine) (Glenda, BMI) (1:35)—Ling Ting Tong (St. Louis, BMI) (2:07) Liberty

THE FENDERMEN: Heartbreakin' Special (Danamos, ASCAP) (2:18)—Can't You Wait (Doral, BMI) (2:30) Soma

THE SLADES: It's Your Turn (Balcones, BMI) (2:00) Domino

THE MARCELS: Blue Moon (Robbins, ASCAP) (2:15) Colpix

EDDY AND TEDDY: Star-Crossed Lovers (Republic, BMI) (2:07) Mala

LITTLE ANTHONY AND THE IMPERIALS: Please Say You Want Me (Blackwood, BMI) (2:45)—So Near Yet So Far (Bonnie, BMI) (2:54)

DONNIE BROOKS: Memphis (Bamboo, BMI) (2:17)—That's Why (Bamboo, BMI) (2:09) Era

THE SHELLS: Explain It to Me (Sophisticate-Figure, BMI) (2:01)—An Island Unkown (Sophisticate-Figure, BMI) Johnson

OTIS WILLIAMS AND THE CHARMS: Little Turtle Dove (Los, BMI) (2:15) King

FERRANTE & TEICHER: One-Eyed Jacks Love Theme (Famous, ASCAP) (2:43) United Artists

COUNTRY AND WESTERN

GEORGE MORGAN: Only One Minute More (Cedarwood, BMI) (2:08)—The Little Green Men (Morgan-Shelley, BMI) (2:31) Columbia

RHYTHM AND BLUES

No selections this week.

DEEJAY

JOANIE SOMMERS: I Don't Want to Walk Without You (Paramount, ASCAP) (2:12) Warner Bros.

DJ's in Blistering Pace

• *Continued from page 1*

Alberts and Curtis Lee. The KQV team, organized by Program Director Dick Drury, contributes all monies raised by the games to local school charities. In recent months, the team has played jockey teams from rival Pittsburgh Stations WBUT and WIIC-TV, and the Pittsburgh Record Distributors.

Jocks at WPAG, Ann Arbor, Mich., also have a basketball team, which issues public challenges to local school faculty, alumni or civic groups to play for charity. The team, headed by jockey Dave Pringle wears purple uniforms and is tagged "The WPAG Audios."

Deejays Don Sherwood and Jim Lange attracted sizable crowds February 12 when they staged a foot race from Stinson Beach to the San Francisco Ferry Building, a distance of 23.8 miles covering numerous hills and crossing the Golden Gate Bridge. Lange—the winner—made it in six hours 17 minutes, while Sherwood dragged in 30 minutes later. Two KSFO mobile units kept listeners informed and followed the racers with trainers, refreshments and a change of shoes.

Texas Walkers

Several deejays have walked considerable distances lately in behalf of the March of Dimes Fund —the most recent one being Bill Bailey, KTHT, Houston, who walked all the way from Galveston, Tex., to Houston.

Station KDKA, Pittsburgh is dispatching deejay Art Pallan to Seven Springs, Champion, Pa., a skiing resort this weekend (25-26) where he will conduct a record hop, award ski trophies, and presumably don skies himself and mingle with members of various local ski clubs.

Less hazardous, but more embarrassing, was the stunt concocted by KYW, Cleveland, recently for jocks Ronnie Barrett, Frank (Swingin') Sweeney and Tom Griffiths. The boys played "housemaids for a day" for a lady who won the station's "Why I'd Like the KYW Disk Jockeys to Clean My House" contest. The foursome turned out to be so incompentent around a kitchen that KYW finnally had to give the winner $100 to hire professional help.

Pound Shedders

Spinners at KIXZ, Amarillo, Tex., tightened their belts last month and embarked on a weight reducing contest, tied in with Borden's Milk. The diet followed a contest, whereby listeners were asked to guess the combined weight of KIXZ's jockey staff. Program director Jim Hilliard reports that every jock on the station lost some weight during a 28-day period, and the contest paid off with 3,000 entries.

A "sign of our times" stunt was staged by WWDC, Washington, a couple of weeks ago. With the co-operation of the Civil Defense Office of the District of Columbia, the station went underground January 31 and originated 15 continuous hours of broadcasting directly from a fallout shelter.

All of WWDC's jocks — Art Brown, Fred Fiske, Bob Will and Jack Rowzie — conducted their regular programs from within the concrete shelter and informed their listeners about plans communities and individuals can make in the event of enemy attack. During his lunch hour, Fiske helped prepare and partake of a special "fallout lunch."

Jockeys Across Country Team for Heart Fund $$

NEW YORK—Disk jockeys and stations across the country are working together in a variety of promotional stunts to help raise money for the annual Heart Fund drive this year.

Two WBZ, Boston, jocks. Jay Dunn and Kevin O'Keefe, will air their Monday through Friday shows this week from the window of a local department store on behalf of the Massachusetts Heart Association.

All of the pop deejays from major Miami radio and TV stations will join together to promote and present the second annual "Heartbeat Hop," March 29, to raise funds for the Greater Miami Heart Association. Charlie Murdock of WQAM, Miami, will chairman this year's show, assisted by Don Armstrong of WQAM, same city. Other Miami jocks on the planning committee include Fred Houl and Al Sahley, WAME; Rick Shaw and Tom Looney, WCKR, and Ned Powers and Bruce Morrow, WINZ. Stars of the show will be announced later.

Phoenix, Ariz., Station KPHO is conducting a Heart Fund contest on Bob Furry's show. Furry, a member of the National Jisk Jockey's Committee for Heart Fund, is asking his listeners to complete the sentence, "I contribute to the Heart Fund because...." Each entry must be accompanied by a contribution. Winners will be taken out on the town by Furry and his wife.

Station KALL, Salt Lake City, tied up its Heart Fund drive with Valentine's Day this month. Records with the word, "Heart" in their titles were featured throughout the day and night. Listeners were asked to tabulate the number of "Heart' records played, and every hour (round the clock) a name was called at random. The person called was given $1 for every "Heart" tune he could name in 91 seconds. Station KALL contributed a like amount each time to the Heart Fund.

Commenting on the promotion, KALL promotion director Will Lucas said, "What a glorious way to support noble civic functions and spark mercenary listeners to stay tuned to KALL-Radio."

HONOR LERNER & LOEWE HITS

NEW YORK — An hour-long tribute to Alan Jay Lerner and Frederick Loewe will be staged on "The Ed Sullivan Show" (CBS, 8-9 p.m.) Sunday, March 19.

Appearing on the show with the composers will be Richard Burton, Julie Andrew and Robert Goulet, stars of Lerner and Loewe's current Broadway hit, "Camelot." The show will mark the first time that scenes from "Camelot" and "My Fair Lady" have ever been presented on TV.

Lerner and Loewe will also play tunes from other previous L. and L. shows, and Maurice Chevalier, Leslie Caron, and Louis Jordon will be seen in film clips from the hit movie, "Gigi." The program will be aired in honor of the fifth anniversary of "My Fair Lady" on Broadway.

Dance Record Show Returns

HOLLYWOOD—"Lucky Lager Dance Time," Coast radio's lonest running disk show for a single sponsor when it bowed off the air last year, returns Monday (13) on four stations. The two-and-a-half-hour, seven-day-a-week show will be programmed as in the past by Bill Gavin for the McCann-Erickson Agency, San Francisco.

The beer-sponsored show will be heard on San Diego's Station KFMB plus the three Gene Autry Coast outlets, Hollywood's KMPC, San Francisco's KFSO and Seattle's KVI. Show will be carried seven nights per week on all stations with the exception of the Seattle outlet, where a State blue law prohibits beer advertising on Sunday.

At the time "Dance Time" left the air, the show was on some 40 West Coast stations. Bert Granger, McCann's account executive on the Lucky Lager account, told Billboard Music Week that more stations will be added to the initial four, but refused to say whether the sponsor intends to go back to the full 40 station line-up previously used.

Lucky Lager started sponsoring its "Dance Time" show in 1940 and through the years had become one of the most valuable means of exposing recordings to the Coast market area. Much of the program's success has been credited to Gavin, who programmed the show for the ad agency.

Victor Album for TV Spec

NEW YORK — The new RCA Victor "Son of Drum Suite" album will be used as background and dance choreographic music on the upcoming Max Liebman TV spectacular, "Private Eye, Private Eye." The show will be carried on the CBS network, March 8. The jazz suite which features five drummers and a large swinging jazz ork, was written and is conducted by Al Cohn.

JFK AND NIXON GET TV AWARD

NEW YORK—Representatives of President Kennedy and Richard M. Nixon will "sing along" with Mitch Miller and his chorus March 9, when the Radio and Television Executives Society presents the two men with its annual Gold Medal Awards "for outstanding achievement in broadcasting" (their TV debates).

The presentations will be made at the RTES annual banquet here at the Waldorf-Astoria Hotel. The two recipients will designate representatives to accept the awards in their behalf. Miller and his 25-voice male chorus will present a "sing along" program at the dinner, and RTES members will be encouraged to join in.

VOX JOX

By JUNE BUNDY . .

TREND TALK: Hy Lit, WCAM, Camden, N. J., writes, "Five years ago they said rock and roll would die out; that it was a passing fad with the present generation, and tomorrow's teen set would go for more understanding sound. Not only were they off base with these predictions, but if you'll notice, the r.&r. oldies are coming back to be big smashes all over again. Many radio personalities are making special highlights in their respective shows for these successful sounds of yesterday. Let's try to take a look at the trend for tomorrow. I think most of you will agree, that we are in it now. I'd call it Blues and Ballads. The r.&b. groups are coming back and in the months to come the record market will be flooded with rhythm and blues. This is what the teens want and that's what they will get, because their taste creates the trend and the music which develops is their preference."

CHANGE OF THEME: Station WYSL, Buffalo, has launched two new programs—"The Sound of Laughter," a Sunday night airer featuring a different LP comedian each week, and "Conversation," which eminates from a local cafe and spotlights interviews with visiting disk stars and other celebrities. . . . Jazz jock Gene Feehan, WFUV-FM, New York, and former nitery columnist for The Washington Post and Times-Herald has penned a cover feature about night club satirist Mark Russell.

New music director at WOL, Washington, is **David Matson,** ex-TV cameraman at WFIL-TV, Philadelphia. Matson will continue his chores as weekend staff announcer at WFMD, Frederick, Md. . . . **George Lester** has taken over the morning seg at KOL, Seattle, and **Ron Baile** moves into KOL's afternoon time period next week. . . . **Jim Chaplin,** formerly with WWOW, Conneaut, Ohio, has joined WEBR, Buffalo, as "Night Patrol" (6:30-11 p.m.) host.

Jerry Sanders, ex-program director of WDOS, Oneonta, N. Y., has moved to WCHN, Norwich, N. Y., in the 5:30-8 a.m. time slot. Sanders started his seventh year in radio January 7. His first job was at WOSC, Oswego, N. Y. . . . Jim Zimmerman, ex-program director of KSJB, Jamestown, N. D., and currently assigned to the U. S. Army Recruiting and Publicity Center on Governor's Island, N. Y., leaves the service March 4. He produces two radio shows for the Army—"At Ease," carried by the ABC network, and "Army Band Stand."

Perry B. Bascom, national radio sales manager for Westinghouse Broadcasting, has been named general manager of KYW, Cleveland, succeeding **Carl Vandagrift,** who was recently appointed WBC's staff co-ordinator for special corporate projects. . . . Engineer **E. B. (Ward) Landon** celebrates his 40th anniversary with KDKA, Pittsburgh, this week. Now KDKA's studio engineer supervisor, Landon plans to retire next week.

John Williams has been appointed program director of KICN, Denver. He will continue his air chores for the outlet from noon to 4 p.m. Bobby Beers, veteran Denver band leader and singer, has joined the same outlet as 9 a.m.-to-noon deejay. . . . Dick Johnson has returned to WLOB, Portland, Me., after a six-month stint in the U. S. Army.

Louis Chu, billed as "the only Chinese disk jockey in the U. S.," has written a novel, "Eat a Bowl of Tea," which will be published by **Lyle Stuart.** Chu's show, "Chinese Festival," has been carried on WHOM, New York, four nights a week for the past nine years. . . . **Big Jon Arthur** has returned to Cincinnati with a daily 2-5 p.m. show on WKRC in that city. . . . Station WXFM, Chicago, launched a new format February 1, replacing its former "Background Music" schedule with "Daytime," which features a "more varied selection" of music. Starting at 9 a.m., WXFM features pop instrumentals for three hours, followed by an hour of light classics, an hour of classical disks, a two-hour segment of Broadway show music, and concluding with another hour of pop instrumentals.

GIMMIX: Station KXOK, St. Louis, recently drew a sizable teen-age audience with a "Count-Down" contest. Teensters were asked to write down all of the records (both title and artist) played during certain specified hours on KXOK. Prizes—for the first most complete lists submitted on each hour—were leather-bound diaries. . . . Don Frost, program director of KMNS, Sioux City, Ia., writes, "Among the new promotions for 1961, we are offering a month's free diaper service to any mother who can name the correct date of the birth of her baby three weeks in advance."

Art Pallan, KDKA, Pittsburgh, recently played host at a bowling party for 150 sisters from the Pittsburgh Catholic Diocese. The owner of a local bowling center turned the establishment over to the jock for an afternoon for whatever use he wished to make of it. . . . **Freeman Hover,** KEYZ, Williston, N. D., writes, "KEYZ is making increased use of music sounds and gimmicks in pop records in producing commercial production spots. The familiar sounds provide some extra exposure to the disk and act as an attention getter for the music-familiar listener who otherwise might not listen to a straight commercial."

GAB BAG: Tom B. Estes, program manager of WMAG, Forest, Miss., writes: "We have been toying with the idea of 'Spectacular' shows. Some of our sponsors like this thought—one solid hour devoted to one sponsor with good music, news, human interest, etc. Perhaps some of the other stations have done this and will let us know if it is successful."

PROGRAMMING PANEL

If you have a provocative question to ask the nation's disk jockeys, please send it to this department, 1564 Broadway, New York 36, N. Y. Your name will be credited when it appears.

THE QUESTION

Should disk jockeys discuss controversial matters on their shows or keep it light?

THE ANSWERS

BILL RANDLE
WERE, Cleveland

Unless a program is oriented in a discussion-controversy groove there is little or no need for comment on social, economic or political problems. I doubt actually if there are any stations that are going to put their licenses up for grabs by permitting disk jockey personnel to air their personal opinions on local, national or international topics. I have personally known no more than a dozen disk jockeys or entertainers (Steve Allen, etc) who have the education, background and ability required of top-flight newsmen.

ROD RODDY
KQV, Pittsburgh

Both! My objective is to create an entertaining and controversial show. I believe in discussing anything that is provocative and saying exactly what I think. However, I am very careful to avoid trite or ponderously dull issues that might tend to bore or offend the audience. Unfortunately most station management greatly hampers talent creativity in this area—for obvious reasons!

STEVE WHITE
Program Director,
WNBC, New York

At WNBC the controversial issues are handled by our seasoned staff of newsmen and commentators both at home and in all corners of the world, while the entertainment periods go to the personalities. It is this blend of professionalism in the news area and the music periods that results in an authoritative, well-balanced program schedule. In maintaining these standards we perform a more responsive service to the community.

TOM CLAY
WQTE, Detroit

Definitely no. To be controversial on the current trend of records, artist and the music business in general, fine. He has knowledge on the subject. His audience would enjoy hearing his opinion on such matters. On world affairs, his opinion is better off heard in the coffee shop. Audiences want to forget, if only for a moment, world tensions. To accomplish this a deejay need only to entertain with entertainment.

TV JOCKEY PROFILE

BOB BRAUN'S BANDSTAND

Starring Bob Braun

WLW-T, Cincinnati

Sunday, 1-2:30 p.m.

Bob Braun

"Bandstand" has made two major changes in its format since the show first started in October 1957. 1. In addition to dancing on camera to records, teen-agers now participate in other events on the show—as majorettes, in specialty dance numbers, and working at various hobby projects. 2. The show is now videotaped in color Monday nights for air-play Sunday afternoons. Thus the teen-agers in the studio can see themselves on TV in color.

Producer and director of the show is Gerry Burlage. All records played on the program are selected by Braun. There is a variety of current hits, new releases and sometimes a "pick from the past."

Bob Braun has been on radio and TV in the Cincinnati market for 11 years, and with WLW-T for four years. He also has a daily radio show on WLW—2-3 p.m.—and emsees a three-hour bandstand-type radio show from a local department store on Saturdays, 2-5 p.m. The store show—now in its fifth year—is played to live audiences and is similar in format to his TV show.

Braun averages two record hops per week at local high schools and teen canteens. He also makes appearances as a vocalist and emsee on variety-type programs. The TV jockey works closely with WLW-T's sales department and is 100 per cent co-operative about attending sales meetings, store openings, agency confabs and making personal appearances for sponsors of his show. His sponsors include Coca-Cola, McAlpin Department Store, Parkmoor Restaurants and Kahn Wieners.

Station WLW-T's coverage extends through Ohio and into Northern Kentucky and Southeastern Indiana. Based on mail response and surveys, the station believes Braun's audience includes as many adults as teen-agers.

The show reports "excellent service" from distributors of all the major labels. Queried as to methods used by the show to line up guest artists for the show, a WLW-T spokesman said, "We make it a practice not to circumvent the distributors in the matter of arranging the artists' appearances. This can cause embarrassment to both our station and the distributors who co-operate with us so beautifully."

WAOK, WRMA Put Under FCC Orders

WASHINGTON — Stations WAOK, Atlanta, and WRMA, Montgomery, Ala., cited by the Federal Communications Commission for payola last December, have waived their right to a hearing and have been put under a cease and desist order from the agency.

The two stations, jointly owned, were called up for violation of Sec. 317, the anti-payola section of the Communications Act, based on their own acknowledgment in reply to the Commission's famous payola questionaire of December, 1959. (The Billboard, December 19, 1960.)

FCC OK's WGN Buy

CHICAGO — The purchase of KDAL and KDAL-TV, Duluth-Superior, by WGN, Inc., was recently approved by the Federal Communications Commission.

The new corporation, KDAL, Inc., was formerly the property of Red River Broadcasting Company. J. Howard Wood, president of the Tribune Company and WGN, Inc., and publisher of the Chicago Tribune, is chairman of the board. Ward L. Quaal, vice president and general manager of WGN, Inc., is president.

Paul Shumate Rejoins WKRC

CINCINNATI — Paul Shumate has renewed his association with Taft Broadcasting Company as operations manager of WKRC-Radio here, in charge of radio program facilities and broadcast material. Shumate left the station several months ago after having been associated with the Taft operations for 12 years.

STATIONS SKED BIRTHDAY BLAST FOR MARCH 22

NEW YORK — Tongue-in-cheek promotions will be staged on George Washington's Birthday, March 22, by stations KALL, Salt Lake City, and KDAN, Eureka, Calif.

Jocks at KALL are conducting a write-in contest, asking dialers to complete the sentence, "Well, why not cut down cherry trees—?"—in 25 words or less. The most caustic replies will win—according to promotional director Will Lucas—"a picture of the daddy of our land, neatly embossed in green on the front of a dollar bill."

Deejay Buddy (Rigor) Morris," program director-deejay at KDAN, and obviously a courageous man, will celebrate Washington's Birthday by going on the air and "telling the truth, the whole truth and only the truth" about all of his sponsors. The jockey adds that by Monday he expects to have "a hatchet in my head."

Cosnat Handles UA Records

LOS ANGELES — Cosnat Distributing Corporation, Los Angeles, has taken over distribution of United Artists Records and Ultra Audio in the Los Angeles area. The label was formerly handled here by Diamond Record Distributors. The recently established Cosnat offices in L. A. are managed by Mike Lipton, with Ernie Farrel handling promotion.

quite
simply . . . .
a
great
single

DEAN MARTIN

sparkelin'
eyes

c/w TU SEI BELLA SIGNORINA

Record No. 4518

Capitol RECORDS

CAPITOL'S HOT HITS

TAKEN FROM THE BEST-SELLING CHARTS OF BILLBOARD, CASH BOX, VARIETY, MUSIC REPORTER, MUSIC VENDOR AND TOP RADIO STATIONS AROUND THE COUNTRY

4406—WINGS OF A DOVE ..... **Ferlin Husky**
Billboard "Hot 100" ..... #12
Cash Box "Top 100" ..... #12
Music Reporter "Big 100" ..... # 9
Music Vendor "Top 100" ..... # 9
Billboard "Hot C&W" ..... # 2
Cash Box "Top 50 C&W" ..... # 1
Music Vendor "Top 50 C&W" ..... # 1

4508—CALCUTTA ..... **The Four Preps**
Billboard "Hot 100" ..... #99
Music Vendor "Top 100" ..... #95
KALL—Salt Lake City ..... # 2

4496—FOOLIN' AROUND ..... **Buck Owens**
Billboard "Hot C&W" ..... #9
Cash Box "Top 50 C&W" ..... #7
Music Vendor "Top 50 C&W" ..... #7
Music Reporter "Top 50 C&W" ..... #4

4493—MILORD ..... **Edith Piaf/Frank Pourcel**
KSFO—San Francisco ..... # 1
KUMA—Seattle ..... # 8
WWDC—Baltimore ..... #10

4487—KISSING MY PILLOW ..... **Rose Maddox**
Cash Box "Top 50 C&W" ..... #21
Music Vendor "Top 50 C&W" ..... #24
Music Reporter "Big 50 C&W" ..... # 9

4519—ILLUSION ..... **Nat King Cole**
WWDC—Baltimore ..... #10
KQV—Pittsburgh ..... #11

4487—I WANT TO LIVE AGAIN ..... **Rose Maddox**
Cash Box "Top 50 C&W" ..... #25
Music Vendor "Top 50 C&W" ..... #35
Music Reporter "Big 50 C&W" ..... #27

PICKED TO BE HITS

ACTUAL SELECTIONS BY THE INDUSTRY'S LEADING TRADES

4520—RIOT IN CELL BLOCK NUMBER NINE ..... **Wanda Jackson**
Cash Box "Pick of the Week"—"Wanda Jackson should set off another sales explosion with her latest piece of Capitol dynamite . . . pounded out with money-making enthusiasm."

4519—ILLUSION ..... **Nat King Cole**
Cash Box "Best Bet"—"Cole does his usual fine ballad warble on a very pretty affectionate. With enough DJ exposure, side can show up."
Music Vendor "Hit Pick"—"Cole does royal justice to two beautiful ballads. Either or both should get chart action."
Music Reporter "Scoop of the Week."

4518—SPARKELIN' EYES ..... **Dean Martin**
Cash Box "Best Bet"—"The performer could have chart action with this date, a reminder of his year-back smash "Memories Are Made of This."
Music Reporter "Scoop of the Week."

4507—ANGEL WITH A HEARTACHE ..... **The Mavricks**
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 a gal whose previous flame is no longer around."

4496—HIGH AS THE MOUNTAINS ..... **Al Brumley**
Music Reporter "Scoop of the Week."

BRAND NEW RELEASES

OUT THIS WEEK AND ON THEIR WAY TO YOU NOW!

4523—FOLLOW ME/YOU'RE FAR AWAY FROM HOME and ANGELINA ..... **Les Baxter**
The hit ballad from Lerner and Loew's successful Broadway show "Camelot" is beautifully presented in the unique instrumental arrangement of the great Les Baxter.

4524—BILLY'S LOVE SONG/CHIQUITA MIA ..... **Clu Gulager**
TV's "Billy The Kid" makes his record debut with two exceptionally strong teen-appeal tunes. Beautiful ballads that could hit big in all markets.

4525—MISTER LONELINESS/IF YOU WANT MY LOVIN' Gene Vincent
Both sides are brand-new material, and performed in the exciting Gene Vincent style could become immediate chart climbers.

4526—MIDI, MIDINETTE/LITTLE GIRL ..... **Conny**
West Germany's biggest recording and motion picture star is heard here on the side that has been one of Europe's biggest hits for the past several months. Her pleasing style has universal appeal.

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.

ANNETTE'S new Vista Records' single, Dream Boy, makes its appearance on Billboard Music Week's Hot 100 Chart this week. The single is from her album, Italianette. Billboard reviewed her latest LP, Dance Annette, as "one of the cutest and brightest albums made by the petite Annette. Every tune is sung with sparkle and practically any side could be a single hit." Outstanding selections include The Hokey Pokey, The Rock And Roll Waltz, The Ducklebuck, Flapper Flip, Rock-a-Polka. Currently, the songstress is before the cameras in Hollywood filming Walt Disney's full length musical "Babes In Toyland."

BILL BLACK, former base man with the Elvis Presley Trio, is getting chart action with his new instrumental, Hearts Of Stone. Bill and his combo first scored with Smokie, a two-sided hit, followed by White Silver Sands and Josephine. The Hi Records' artists also have an album working for them, Solid And Raunchy.

RAY CHARLES: In the future jazz of Ray Charles will be heard on ABC-Paramount's new jazz label, Impulse Records. First in the series is an album titled Ray Charles Genius plus Soul equals Jazz. In addition to the jazz album, ABC-Paramount just released another album to reveal his great "name" singles, Georgia On My Mind and Ruby. Titled is Ray Charles Dedicated To You, a showcase of strings, choral effects and big band swingin' to Cherie, Nancy, Margie, and nine other famous gals. At 27, the altoist-pianist-singer-composer-arranger has made a lasting impression in the world of music.

BIRTHDAYS OF THE WEEK: Feb. 20, Barnara Illis (of The Fleetwoods), Sunny Gale. Feb. 21, Guy Mitchell, Betty Hutton. Feb. 25, Dame Myra Hess, Faron Young. Feb. 26, Johnny Cash, Fats Domino, Jackie Gleason.

DORIS DAY, movieland's top box-office attraction, is on the record scene with Make Someone Happy, from the Broadway musical, Do Re Mi. Her personal triumphs in motion pictures (recently, Pillow Talk & Midnight Lace) have long surpassed her successes on record. What singing she does, on Columbia Records, seems to be confined to movies or from the Broadway stage. Moviegoers find her blond, well-scrubbed prettiness as attractive as did her fans 16 years ago when she was vocalist with the Les Brown Band.

CONNIE FRANCIS At The Copa is the title of her new MGM LP. Miss Francis wowed the critics and the customers at her recent Copa debut in N. Y. C. and here is all the excitement of that engagement captured live. Best wishes to Miss Million-Seller on her opening at Blinstrub's in Boston tonight (20th). Connie wings to Europe again March 6 for her second visit to the Continent.

STEVE LAWRENCE is presently singing his latest United Artists release, Portrait Of My Love, at the El San Juan Hotel in San Juan, Puerto Rico, where he and Eydie Gorme are headlining the show till Feb. 25.

ENOCH LIGHT, former band leader who started and developed Command Records into one of the top selling LP lines, has a smart single side on the market, Waltzing Matilda, taken from the Command Far Away Places album. Enoch Light and the Light Brigade feature a bright, breezy brass percussion sound on their newest, Big, Bold And Brassy.

The LIMELITERS, RCA Victor's new, swingin' trio, are being heard on the airwaves via their first for RCA, (an album) Tonight, In Person. The boys are in person playing college one-nighters through February. On Feb. 25 they'll appear at Castle Farm in Cincinnati.

NORMAN LUBOFF: Last week, George R. Marek, Vice-President and General Manager, RCA Victor Records Division, welcomed conductor-arranger Norman Luboff to the roster. Debut album of the fine Luboff choir is This Is Norman Luboff. It presents a variety of music, blues, folk, Latin, show tunes, jazz, and sacred. Billboard Music Week rates it a Spotlight Pick. Born in Chicago, Luboff makes his home in London, England, with his wife, who is lead singer and featured soloist with the Choir. In addition, he maintains a home in Studio City, Calif.

ROSIE, now on the charts with Angel Baby, has a strong follow-up, Lonely Blue Night. The 15-year-old cleffer-singer, formerly with The Originals, signed with Decca's affiliate, Brunswick Records. The disk was produced by Nat Tarnopol, exec veepee of Brunswick, and Dick Jacobs, label's a.&r. chief.

FRANK SINATRA's first single on his own label, Reprise, is a notable pairing of two unusual songs by Sammy Cahn and Jimmy Van Heusen, The Second Time Around b/w Tina. Second Time Around is a strong ballad from the Bing Crosby, Fabian picture, High Time. Tina is a listenable ballad in the tradition of his record Nancy.

The STRING-A-LONGS are a new group on the scene making it with the Warwick recording of Wheels. The group consists of Don Allen, drums. Aubrey Lee de Cordova, bass and guitar; Richard Stephens, guitar; Jimmy Torres, lead guitar, and Keith McCormack, vocal and rhythm guitar. Their first album is called Pick A Hit. The boys are Star Performers on Billboard Music Week's Hot 100 this week.

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

PROMOTION DAYS & WEEKS: Feb. 22 is Washington's Birthday (1732-1799). It's also President's Day in Hawaii. Feb. 23 is the 75th Anniversary of the Aluminum Industry. Feb. 26 is Heart Sunday —"to receive voluntary contributions for support of the nationwide attack on diseases of the heart and circulation.

See you in the next issue.

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

BANNED IN BOSTON—Merv Griffin	Carlton
I TOLD YOU SO—Jimmy Jones	Cub
IN JERUSALEM—Jane Morgan	Kapp
LONELY MAN—Elvis Presley	RCA Victor
REACHLESS—Wanderobo	RCA Victor
SURRENDER—Elvis Presley	RCA Victor
UNTIL THE COW COME HOME—Clyde McPhatter	Mercury
VOICE OF THE WIND—Wanderobo	RCA Victor
WELCOME HOME—Sammy Kaye	Decca
YOURS FOR TONIGHT—Eydie Gorme	United Artists

ALBUM

TWO OF A KIND—Bobby Darin and Johnny Mercer	Atco

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!

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.

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 Zhito, Billboard Music Week, 1520 N. Gower St., Hollywood 28, Calif.

By LEE ZHITO

Station CJLX-800 (Fort William, Ontario) has introduced a unique approach to broadcasting to the Northwestern Ontario area. It serves the region on full power of 5,000 watts, 24 hours a day. The coverage area of CJLX is best described as isolated. That is to say, no station located outside the region beam any kind of regular signal into the market of better than 125,000 people.

Variety, balance and pacing are the keys to an ear-pleasing sound created on CJLX. Its staff of seven "music men" select their own music, operating on a set of stringent regulations that have been compiled by the production department, based on extensive market surveys. The various disk jockey shows are programmed on the basis of a whole day rather than for only one individual time segment. This avoids overly frequent repetition of records and/or artists.

CJLX maintains a middle of the road policy on music. It has chosen this approach due to the fact that one of the two competing stations programs rock and roll 24 hours a day, while the second, a network affiliate, emphasizes sweet sounds.

A good 60 per cent of the music played on CJLX originates from albums. It is its firm belief that the greatest amount of variety can be attained from this source. The station does not rule out the hit singles altogether (indeed, it produces and distributes a weekly top-80 hit list—the "'LX-Tunedex." Any heavy rock or typical "scream-ager" record is restricted, in that only one of these may be played in any given hour. No restricted record is aired between 8:30 a.m. and 4:00 p.m. However, between 4 and 5:30 p.m., in what the station feels to be peak teen-age listening time, a maximum of six restricted records is permitted.

There are two segments of specialty programming on the station. One of these is an hour every evening, Monday through Friday from 9 to 10 p.m. This is "Cameo," an all-album segment with the accent on variety in the true sense of the word. Records in this slot can range from the light classics to spoken word sets such as Orson Welles' "War of the World." This show pulls one of the station's highest evening ratings (BBM). The second specialty show is a Sunday night feature—from 10 p.m. until midnight, entitled "Just Jazz." This too, is an all-album program. As the name implies, it is designed for a minority—but most appreciative audience. Host for both of the aforementioned features is Colin MacDonald, who frequently refers to his own personal extensive record library for material used on the two shows.

Also under the heading of specialty programming, falls its all-night "Swing Shift." The program is aired from 2-6 a.m. "Music Man" in charge is Wally Raymond. It is a departure from CJLX's regular policy in that each hour is programmed as a separate entity. The first and third hours of the show, while consisting exclusively of albums, present a wide variety of music. The second hour of "Swing Shift" every morning is made up solely of music from original cast and soundtrack albums—frequently an entire production is played with little or no comment from Raymond.

Disk jockey comments are limited to the bare minimum on CJLX. For the most part, his remarks are confined by policy to time, weather, etc. However, he is encouraged from time to time to insert short, newsy items concerning this music and/or the artist with which he is dealing at the moment. "It is our feeling that the music carries the man—not vice versa," according to Program Director John E. Murphy.

"To add and maintain a high level of variety in our daily programming, we have inaugurated several classifications that are incorporated into each and every hour of our various musical features," Murphy explained. These are outlined in detail as follows:

The P. M. Show—Tuesday, January 31
3 to 4 p.m.

The P. M. Show on CJLX is a daily feature beginning at 12 noon and running through to 7:30 p.m. more or less uninterrupted. It is hosted by three of CJLX's "Music Men." This hour is the responsibility of Ted Daigle, a recording artist in his own right on the Rodeo-International label.

1. **"The Breeze and I"—Guy Lombardo—"Lombardo Goes Latin" — Capitol T-1191.** Semi-uptempo - instrumental. Audience primarily made up of housewives. For the most, all segments are opened with instrumentals—be the opener instrumental or otherwise, it must be up-tempo.
2. **"Keep a Hoppin'"—Jack Marshall's Music—single—Capitol 4480.** Item from the CJLX hit list ("'LX Tunedex"). Chorus provides contrast to the opening instrumental selection—two records combine to establish bright and bouncy mood at outset.
3. **("'LX POP OF THE PAST")**
   "Padre"—Toni Arden—"Original Hit Performances of the Fifties"—Decca DL-4009. Produces a distinct change in tempo, introduces a girl vocalist for pacing and fits into one of the feature categories. There is no hard and fast rule that the "Pop of the Past" must be from an album; however, it must be the original hit recording of the "pop" in question, and not a cover record.
4. **("ALBUM OF THE HOUR")**
   "Comin' Through the Rye"—The Baysiders—"Over the Rainbow"—Everset LP BR-5124. Vocal group—semi-up-tempo—change in pace and first of two selections to be played in this particular hour from the set selected as "Album of the Hour." The album selected must either be a recently released set (in the past month or two) or must be one of the top 20 albums listed on the "'LX Tunedex" sheet, referred to as "Spotlight Albums." These are tabulated

(Continued on page 49)

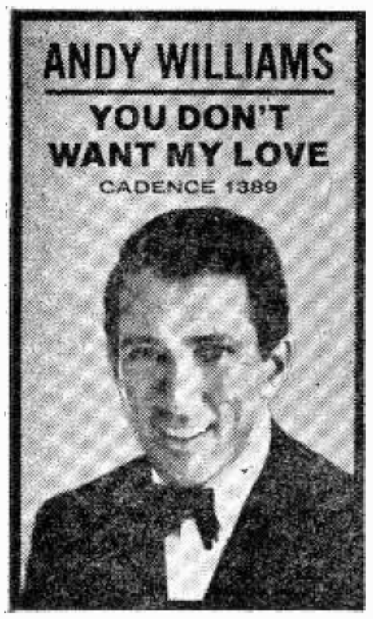
TALENT TOPICS

• *Continued from page 12*

here on a promo tour, guested on interviewer Sig Sakowicz's WGN show Saturday night (18). . . . Singer Pat Zill (Sage and Sand), scheduled to visit the Windy City last week, made a forced stop-over at his home in Columbus due to a leg infection. He's hoping to come in, however, sometime within the next few days.

Bill Henderson returns for his second engagement at the Playboy Club March 9. Appearing with him will be the comedy team of **Hal Buckley** and **Byrna Krant,** and vocalists **Jackie Jackler** and **John Gary.** The **Clancy Brothers,** Gallic humorist **Tom Makum, Lesley Davison** and the **Kirk Stuart Trio** will round out the Playboy bill.

Franz Jackson (Pinnacle) takes leave of his "Jazz All-Stars" to play bassoon with the Community Symphony at a concert on Northwestern University's downtown campus March 19. Jackson, better known for his clarinet work in jazz, is not alone in his versatility. "Jass All - Star" Lawrence Dickson not only works banjo with Jackson, but also plays cello with Charles Elgar's concert orchestra.



PITTSBURGH

Dick Iezzi, local RCA Victor promotion man, is having a busy February hosting his company's artists in this area. **Arthur Fiedler** was guest of honor at a deejay luncheon Friday (17), following which he was guest conductor of the Carnegie Tech Band (18). . . . **Norman Luboff,** recently signed by RCA Victor, is due here February 24, and **Artur Rubinstein** will be the featured soloist February 24 and 26 with the Pittsburgh Symphony Orchestra in Syria Mosque. **Van Cliburn's** concert February 18 at the Mosque was a sellout.

It's a daughter for the Bob Vogels at Magee Hospital. He's the Dot branch manager here. They already have a son. Regional Director George Urey is spending the week here looking over the Dot set-up in this area before returning to California. . . . Archie Bleyer, head of Cadence Records, spent the weekend here. He accompanied singer Lennie Welch, who participated in a charity basketball game for mentally retarded children at the Pitt Field House. Al Alberts also played in the game opposite a team composed of KQV deejays, captained by Dick Drury.

TORONTO

"Fiorello" opened with an 85 per cent house at O'Keefe Centre for the Performing Arts. **Jerry Bock,** co-author on show, was in for opening. . . . **Bob Underwood** has taken over publicity chores for Barclay Hotel. . . . **Eve Smith,** piano-chanteuse at Gaslight Restaurant in its Room at the Top, appeared on special TV show on the blues. . . . **Dennis Braithwaite,** who handled the TV column chores at The Toronto Star, has moved to The Globe and Mail, while **Bob Blackburn** has come from Ottawa to The Star to view TV. **Stan Helleur,** biographer of **Giselle MacKenzie,** takes over a once-weekly column at The Star, while handling Diners' Club duties. . . . **Lambert, Hendricks** and **Ross** are booked in for their third appearance at the Town Tavern in a year and a half. **Marge Dodson,** blues singer for Columbia Records, was in for a week. . . . O'Keefe Centre has **Leonard Bernstein** booked for three days, bringing, of course, the New York Philharmonic with him. . . . **Babe Kerim** of Club Kingsway has **Johnny** and the **Hurricanes** booked for two nights and **Conway Twitty,** who records for MGM, is at the Concord for two weeks. Harry Allen Jr.

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"Darlin', Dear"
LATTIMORE BROWN
excello 2196
"Petrol Blues"
b/w
"You Got Me Where You Want Me"
Lazy Lester
excello 2197

HOW IN THE WORLD

. . . can a recording artist reach all the people who mean the most to him, his career and his earnings as a recording and entertainment personality?

See page 15

PROGRAMMING TIP OF THE WEEK

Television disk jockey Buddy Deane, WJZ-TV, Baltimore, last week launched a contest to pick the best amateur teen-age band in his area. It's the type of promotion which offers radio and TV jocks an opportunity both to build teen audiences and work closely with local educational groups.

To date, almost 50 bands have auditioned for Deane's contest. The best of these will be heard on WJZ-TV over the coming five weeks—one each day on "The Buddy Deane Show." A panel of "impartial judges" and mail votes will determine weekly winners.

At the end of the five-week period, the finalists will appear separately each day, Monday through Friday, with all five finalists competing in the WJZ-TV studio for the grand prize on Saturday. First prize will be a trip to New York and an audition for Capitol Records. Second prize will be a complete sound system; third prize, clothing.

FOLK TALENT & TUNES

• *Continued from page 12*

Columbia release, "Ghost of Misery," from his own pen, b/w "Another Heartache," cleffed by **Bill Anderson.**

The date for the resumption of "Louisiana Hayride," Shreveport, has been shifted from March 25 to April 8, with Roy Acuff the headliner that night. . . . Liberty Records made a Valentine's Day release on Billy Strange's new one, "Where Your Arms Used to Be." . . . Ed Borgelin, formerly general manager of Raynote Records, has been named president of Citation Records, with headquarters in Hollywood. Firm's initial release is the Red Foley smash of a few years back, "Tennessee Saturday Night," as done by Jack Lowell. Deejays may obtain a sample by writing to Citation Records, 1245 North Vine, Studio W, Hollywood 28. . . . Don Gibson shows his wares at Bamboo Ranch, Savannah, Ga., March 2-3. Also on the bill will be George Riddle and Harold Harper. Late in March Gibson is skedded for a swing through Michigan with Roy Acuff and his "Grand Ole Opry" unit.

SUPPORT
Red Cross

ARTISTS' BIOGRAPHIES

For your programming use, here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards, these biographies will help you build a convenient file of such data.

JERRY MURAD'S HARMONICATS

Murad and His Harmonicats —Al Fiore and Don Les—first gained recognition in 1947 with their best-selling version of "Peg o' My Heart." Now, 13 years later, they prove the popularity of the harmonica sound by breaking through on the "Hot 100" with "Cherry Pink and Apple Blossom White" on the Columbia label.

Jerry Murad, Turkish-born, grew up in Chicago and in his teens decided to make the harmonica his career. He has experimented in improving the instrument and even designed a new and more complex harmonica.

Al Fiore met Murad in 1938 and his ability to play the 24-inch Chord Harmonica made him a perfect partner. Don Les, bass harmonica player, soon joined them and also added his songwriting talents.

They joined Borrah Minnevitch's Harmonica Rascals in 1941, learning comedy, pantomime and stage presence, and in 1944 the boys formed the Harmonicats.

GENE PITNEY

Gene Pitney was born February 17, 1941, in Rockville, Conn. There he attended high school and went on to Ward's Electronic School.

The versatile young vocalist is a composer, arranger and instrumentalist. He plays guitar, piano and drums. On his first release, "'(I Wanna) Love My Life Away," on the Musicor label, Pitney doubled in all of the seven voices heard on the disk. His compositions have been recorded by such top artists as June Valli, Steve Lawrence, Tommy Edwards and Roy Orbison.

Currently the chanter is on a personal appearance tour promoting his disk of "(I Wanna) Love My Life Away," which is moving up on the "Hot 100."

Gene Pitney's hobbies are taxidermy, trapping and electronics.

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

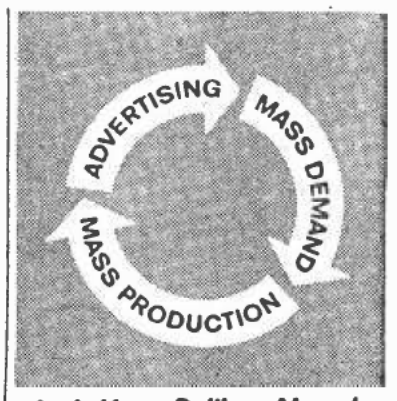
FEBRUARY 25, 1956

1. Lisbon Antigua, Nelson Riddle, Capitol
2. Rock and Roll Waltz, Kay Starr, RCA Victor
3. Great Pretender, 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 & The Comets, Decca
7. Poor People of Paris, Les Baxter, Capitol
8. Band of Gold, Don Cherry, Columbia
9. I'll Be Home, Pat Boone, Dot
10. Sixteen Tons, Tennessee Ernie Ford, Capitol

10 Years Ago

FEBRUARY 24, 1951

1. Tennessee Waltz, Patti Page, Mercury
2. If, Perry Como, RCA Victor
3. Be My Love, Mario Lanza, RCA Victor
4. My Heart Cries for You, Guy Mitchell-Mitch Miller, Columbia
5. You're Just in Love, Perry Como, RCA Victor
6. Roving Kind, Guy Mitchell-Mitch Miller, Columbia
7. So Long, Gordon Jenkins & Weavers, Decca
8. Tennessee Waltz, Les Paul, Capitol
9. Tennessee Waltz, Guy Lombardo, Decca
10. Would I Love You, Patti Page, Mercury



Let's Keep Rolling Ahead

on the HOT 100
(71) **YOUR FRIENDS**
DEE CLARK
veejay 372
(68) **CLOSE TOGETHER**
JIMMY REED
veejay 373
1449 S. Michigan Chicago 5, Ill.

HIT PICKED!
"TENNESSEE WOMAN"
by the one and only
FENTON ROBINSON
Duke 329

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 $201 AND $300

RANK	BRAND	% OF TOTAL POINTS
1	Magnavox	47.6
2	Columbia	9.4
3	RCA Victor	7.1
4	Motorola	6.0
5	Mathes	4.8
6	Nordmende	4.6
7	Zenith	4.3
7	Pilot	4.3
9	Voice of Music (V-M)	3.4
	Others	8.5

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

***SURRENDER . . . . . Elvis Presley**
(Presley, BMI) RCA Victor 7850

***(I WANNA) LOVE MY LIFE AWAY . . . Gene Pitney**
(Sea Lark, BMI) Musicor 1002

***STAYIN' IN . . . . . Bobby Vee**
(Acuff-Rose, BMI) Liberty 55296

C&W

***OH LONESOME ME . . . . . Johnny Cash**
(Acuff-Rose, BMI) Sun 355

***ODDS & ENDS . . . . . Warren Smith**
(Central Songs, BMI) Liberty 55302

R&B

***WON'T BE LONG . . . . . Aretha Franklin**
(Omell, ASCAP) Columbia 41923

BYE, BYE, BABY . . . . . Mary Wells
(Jobete, BMI) Motown 1003

I DON'T WANT TO CRY . . . . . Chuck Jackson
(Ludix, BMI) Wand 106

***TEAR OF THE YEAR**
(East West, ASCAP)

***MY EMPTY ARMS . . . . . Jackie Wilson**
(Merrimac, BMI) Brunswick 55201

***FOR MY BABY**
(Play, BMI)

***THINK TWICE . . . . . Brook Benton**
(Play, BMI) Mercury 71774

***WHAT A PRICE**
(Travis, BMI)

***AIN'T THAT JUST LIKE A WOMAN . . . Fats Domino**
(Cherio, BMI) Imperial 5723

HIGHER-PRICE LINES STRESSED

Phono Mfrs. Lagging Behind 33-Speed Single Disk Move

NEW YORK—One of the most significant developments of the past year in the record industry, the introduction by several companies of the 33-speed single record, finds virtually no reflection in terms of emphasis on low-end phonographs, according to Billboard Music Week's annual mid-season Phonograph Directory. On the contrary, primary new model activity is confined almost exclusively to the categories of prices ranging from $300 up.

Results of the annual winter survey, which charts new additions to basic phono lines originally introduced the previous fall, appear elsewhere in these pages.

Perhaps one of the most notable trends in upper price categories of console equipment is the merchandising, almost without exception, of single unit cabinetry for stereo. Employment of wide cabinets with angled speakers at either end, in the view of manufacturers, produces every bit as effective separation results as dual or companion units which were the rule at the onset of stereo three years ago.

For that matter, there is no question that interest in new models this mid-season period, is focused mainly in big ticket merchandise. For example, in the $500 to $1,000 price category, 37 new units from various manufacturers are reported this year as against only three for last year. Even in the next lower grouping, the $401 to $500 class, a dozen new models make their bow in the winter of 1961 as against only seven a year ago. Again in the $301 to $400 class, 21 new sets have been brought to market compared to only 10 units last year.

The womanly influence on buying is seen as a vital factor in what appears to be an industry preoccupation with more expensive units. This is because of the furniture and styling aspects of phonos. Only in more expensive lines can styling come into full play. There has been a heavy investment indeed in developing both modern and classic styling of packaged home entertainment equipment and in the use of various types of woods therein.

Another facet of the distaff influence on product development, again focused at the higher price levels, is that of the aforementioned single cabinetry. A simple cabinet, in the view of the ladies, is more usable as a piece of furniture. Yet, to effect successful stereo reproduction, separation, in terms of plain inches and feet, has to be effected. This calls for longer cabinets and concurrent greater expense on the production lines.

At this so-called "drop-in" time of the phono manufacturer's sales year, it is seen as of particualr interest that a number of firms have the courage to market so many of the more expensive units. Introduction of such units calls for powerful sales efforts at a time when the nation is supposed to be engulfed in what national administration spokesmen have called a situation calling for "the greatest urgency since the great depression of the early 1930's."

Unemployment is at a peak for recent years, and there is much talk of "depressed areas" in important sectors of the country. Yet, manufacturers of phonos are placing their greatest emphasis this season on equipment that calls for a substantial investment on the part of the average consumer.

In price categories below $300, there is no significant change in the pattern of the new unit releases from last year, at this period. Last fall, however, there was heavy activity in portable and table model phonos, a fact which may account for the tendency now to go with the line, as is, until the summer.

Much of the portable and table equipment seems to have followed the pattern of the so-called three-channel idea. That is, two wing speaker chambers are detachable from the central unit of the set. The National Better Business Bureau took a close look at the practice of some manufacturers a year and more ago to label this equipment as "three-channel stereo," and some manufacturers forthwith changed their ways of designating the equipment so as not to deceive the public.

Despite this, the idea of three-way stereo; that is, two basic channels and a center synthesized channel of the other two, has caught on in terms of equipment design. Today, few of the older-style two-unit sets with matched housings are

(Continued on page 49)

STEREO PHONO DEC. SALES UP

WASHINGTON — Retail sales of stereo phonos during December took a healthy spurt, with a final tally of twice the sales level of the preceding month, according to latest figures from the Electronics Industry Association. December's total was 672,018 sets.

Sales of monaural phonos also rose to a total of 234,705, 59,904 more than in November. Factory sales of both types were down, however. Totals for 12 months of 1960 showed retail activity in stereo phonos considerably ahead of 1959, while monaural sales were well down from 1959 levels.

Special 'Free Disk Club' Hypos Phono Sales $$

By BOB LATIMER

SIOUX CITY, Ia. — Inviting every prospective stereo phono customer to become a member of an exclusive club with really trangible benefits, helped Schindler's stereo dealership here to break records for phonograph sales.

Owner Rudy Schindler believes that the one most effective incentive to phono customers is free records over an extended period. Consequently, he pulled out all the stops recently, when he set up a new "Stereo Club Plan" and used a half-page newspaper ad to announce it.

Under the plan, any purchaser of a cabinet-phonograph priced at $200 or more receives his choice of a new stereo album each week for 50 full weeks. For buying a portable model, he gets a maximum of 12 stereo albums, one per week for any 12 weeks which the customer selects during the year.

To give the program plenty of momentum, Schindler started it by using "white space" teaser ads, showing a drum majorette "stepping out" and announcing "an entirely new stereo club plan." For a curiosity-provoking gimmick, each of several teaser ads which were run over a two-month period featured the headline "SSC...53!" This cryptic headline was enough to make music lovers watch for the next ad carefully, and brought out a steady stream of prospects as soon as the program was explained.

Each new member, upon signing the order for a stereo phonograph, was automatically issued an elaborate membership card, the color designating the number of free albums to which he was entitled during the forthcoming year. Numbers printed around the borders of the membership cards, running from 1 to 50 in the case of the $200-up cabinet sets, were punched out by Schindler's record department salespeople, as each album was selected. Numbers from 1 to 12, of course, covered the protable phonograph buyers.

The actual sale broke with a stereo party at the store, when Schindler used telephone, direct mail and a newspaper ad to announce an open house. Hot coffee, soft drinks and hors d'oeuvres were served as Schindler's new line of phonographs for 1961 was demonstrated and details of the club plan explained.

The promotion apparently caught record-loving Iowans at the proper time, resulting in a constant flow of stereo phonograph sales, particularly in the higher-priced brackets.

Hi-Fi Show Draws Crowd of 10,000 To 250 Displays

WASHINGTON — The hi-fi show held here last week (February 10-13), drew 10,000 visitors despite poor weather and traffic conditions in the city. Sen. J. William Fullbright (D., Ark.) opened the show, which brought together over 250 displays of new products for home hi-fi music systems.

Innovations at this year's show, produced by Robert Rogers and a three-man industry committee, included a demonstration of multiplex FM stereo sound set up on closed circuit for the hosting Shoreham Hotel by Crosby Electronics. Also new was a collection of LP records to be sent abroad through the "People-to-People" program's music committee, under direction of Mrs. Jouett Shouse. More than $600 worth of records were donated during the event, it was reported.

For the art lovers, there was an exhibit of musical graphics, paintings done to music. Local good-music station, WGMS, broadcast many of the doings, including a scholarship award to Miss Hi-Fi, Alberta Baptista, singer.

Billboard Music Week's sister publication, High Fidelity magazine, had a highly popular hospitality suite at the exhibit. More than 60 companies had exhibits at the show.

Daily Double News Ads Pull Regular Following

EL PASO, Tex.—Even the most elaborate newspaper ads sometimes fail where stereo and high-fidelity equipment is the subject—while at the same time, an apparently inconsequential ad to which the dealer has given little thought, results in a sell-out.

That's what happened with Morrie Rosen, sales manager of the big Rocket Store, stereo dealership here. Back in mid-1958, when he had two lines of phonographs to clear out of the inventory, he set up a small four-column by five-inch ad into two units, and placed a headline across the top reading, "The Rocket Store's Daily Double." He was absolutely floored at results, as customers poured in, and bought up each set offered at the bargain price.

Thoroughly aware of the value of sticking with a good thing, Rosen made up another "Daily Double" ad which had just about the same results. Analyzing them, the Texas dealer decided that it was the spotting of the ad on an editorial page, away from the usual big cluster of bold-type advertising which had originally caught attention, plus the bona fide bargain which he was offering.

Since then, he has asked for the same position in the newspaper, and runs a "Daily Double" every week. Since 1958, the "Daily Double" ad has never failed to move whatever item was advertised, anything from a diamond needle to an elaborate stereo tape recorder which had become a shelf-warmer.

The proof of the pudding, so far as the Texas dealer is concerned, is not only sales, but the fact that people telephone in and ask what next week's "Daily Double" will be. Often, they call in three or four days before the ad is set up and ask whether they can purchase the advertised item now, at the same price. This proves to Rosen that customers notice his ads, and stay with them.

"I know that the only real proof of any ad program's effectiveness is the sales it gets," Rosen said. "For some reason, people notice the headline, and by giving them a genuine bargain, something well worth their while in visiting the store, we get better results per dollar invested than any type of newspaper advertising we have ever used."

Col. Phonograph Notes Top Results With Solid Sales-Building Campaign

NEW YORK—Columbia Phonographs is in the middle of one of its most successful sales and merchandising campaigns, undertaken at a time of year more normally characterized by dumping and extra dealer discounts rather than integrated programs.

According to Bill Horn, sales chief of the Columbia Phono Division of CBS, "we are absolutely thrilled with the results so far.

"Instead of the normal extra discounts which are customary in this trade following the Christmas and New Year holiday period," Horn continued, "we decided to develop a solid traffic-builder plan, and that we did under the title, 'Music Festival of Values.'"

Backing the program is the biggest first-quarter advertising and promotion appropriation in the history of the firm. The plan basically encompasses the promotion of one group of three portable stereo phonos and another set of three console models. With the portable deal, an attractive brass tea wagon and a package of six Columbia LP's are offered with each of the three portable phono models. The phono rests on top of the wagon and on a lower shelf there is a storage spot for the records.

In the top-priced package, the phono, wagon and records are worth a total of $260 and are offered at $199.95. In the second case, the value is $215 offered for $159.95 while in the low-end deal, a $165 package goes for $114.95. The customer gets his choice of a pack of six classical or six pop LP's.

In the case of the console offers, the disk packages are also included but a cash saving is substituted for the brass tea wagon. Consumer advertising schedules include a total of 100,000 radio spots, a full page in Life and a complete, factory-paid store and window display plan. Horn said that the firm has already re-ordered the brass tables three times over the initial allotments. "We feel it's all been a lesson in constructive merchandising," Horn noted. "It has certainly been a great success."

3M, Warner-Lambert End Merger Confabs

NEW YORK—Merger negotiations between Minnesota Mining and Manufacturing (3M) and the Warner - Lambert Pharmaceutical Company, which had been suspended last December, were formally ended last week. The original temporary suspension was called pending a study of the merger by the Department of Justice.

In a joint statement, Chairman William L. McKnight of 3M, and Elmer H. Bobst, chairman of W-L, said that "the long time during which the merger has been held in abeyance has created many problems for each of the companies as well as an air of uncertainty which makes it difficult for the management to deal with these problems."

They also stated that the Justice Department "had not expressed an opinion of the proposed combination . . . under the Antitrust Laws.

Audio News Briefs

The Westrex Corporation has named **T. L. (Ted) Jacobsen** as sales manager for the Hollywood branch. Westrex is a division of Litton Industries. . . . Reeves Sound craft has named the Newhope Corporation as its rep in the N. Y. area.... A newly created position at the International Resistance Company has been filled by **Robert A. Bailey,** director of special product marketing. The same company has named **Walter H. Powell** to its board of directors. . . . The Electronics Industries Association has appointed **J. Howard Schumacher Jr.** as a new staff engineer to its engineering department. . . . Koenig-Myers, with headquarters in Kansas City, Mo., has been tagged as factory representatives for the Utah Radio and Electric Corporation.

The Zenith Sales Corporation has picked **Delbert D. Thompson,** former advertising and sales promotion manager with the Hotpoint Company, as advertising director. . . . A licensing agreement has been made between Amcor, Ltd., and Emerson Radio and Phonograph.

(Continued on page 49)

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

What has been your best method of building store traffic?

THE ANSWERS

NANCY BLATCHLEY
Coast Radio Company
San Jose, Calif.

Specials have paid off best. We pick a single or an album new release — something customers would want — and run a special. We advertise these on radio and in newspapers. We sold Presley's "Are You Lonesome Tonight" for 65 cents. Sales jumped well over 100 per cent and the store was packed. We sold his "G.I. Blues" for $2.59 with similar results. Right now we're doing the same with the Kingston Trio's latest, at $2.77.

RANDOLPH BEAN
Charlottesville Music Center
Charlottesville, Va.

Our best recent traffic-builder was a one-day "black cat sale" Friday, January 13. We sold several hundred stale old 45 singles at 13 cents and packaged old sheet music in grab bag packs of 13 numbers for 13 cents. The sheet music cost us 2½ cents per copy. A single newspaper ad tied in with a general downtown Friday the 13th sale generated a lot of traffic. Many customers bought a lot of other regular price merchandise.

OLENA SALMON
O. K. Hopkins, Inc.
Riverside, Calif.

The best for us have been the manufacturer promotions which allow us to pass along a special offer to buyers. Right now, we're running the Stereo-Fidelity deal which gives the customer an album for a penny with each one purchased at $2.98. Having an artist in the store for an autograph party pulls a mob of people but the people are so interested in the star, they often don't buy much.

C. J. GUSTAFSON
Medford Music
Medford, Mass.

Last fall we started discounting five or six prime items at a time. On these we try to undercut the best other deal in the area by a dime or so. People rember prices they see on certain standout items in discount stores and we catch them with our lower prices. They will buy our special and other albums at the regular price without even asking a question. We also keep them coming in by a punch-card club system which gives them a free album when they've bought 10.

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.

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.

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.

BETHLEHEM—Expires February 28, 1961. Started February 1, 1961.
Buy four, get one free. Plan applies to complete LP (M & S) catalog. See current issue for details.

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 10% 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.

COLUMBIA—Expires February 28, 1961. Started February 1, 1961.
All Columbia mono sets feature a 10 per cent discount, and all stereo albums (except show sets) feature a 20 per cent discount. Two and four-track tape also qualify. Harmony Records is featuring a discount of 15 per cent. All EP disks, both mono and stereo, also feature a 15 per cent discount. Also, extra 10 per cent discount on label's complete catalog of Broadway show albums and multiple LP show sets. This plan features two LP's for the price of one on new "Broadway's Best" album.

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.

ABC-PARAMOUNT—Expires March 31, 1961. Started January 16, 1961.
Winter merchandising plan offers straight 12½% 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.

Humor, Show LP's In Offbeat Special

WASHINGTON — For the remainder of February, Washington Records' subsidiary, Offbeat Records, has a special deal on its humor and original cast LP's. Dealers are entitled to receive an LP in these series free for every five purchased.

The list of titles includes four Julius Monk Upstairs at the Downstairs night club revue LP's and two Ben Bagley "Shoestring Revue" sets. Paul Winter's "A Winter's Tale," the Henry Morgan-Isobel Robins album, "Saints and Sinners" and Offbeat's newest release "Restoration Revisited" are also included. All of Offbeat's usual guarantees apply, with the provision that exchanges must be made within the humor and show category.

2 New Entries In Raw Tapes

NEW YORK—Two new entrants in the raw tape field, Eastman Kodak Company of Rochester, N. Y., and Burgess Battery Company of Freeport, Ill., were noted last week.

Kodak will supply tape for both domestic and professional use. It will be on a triacetate base and packaged in rolls one-quarter inch wide in standard lengths. Photo dealers will handle distribution of the domestic-directed tape while the motion picture sales division will distribute the professional line.

The Burgess line will be available in one-quarter inch width in lengths from 150 to 2,400 feet. Burgess will also have a one-half-inch special stereo type tape.

ALBUM COVER OF THE WEEK

MJT Plus 3-Modern Jazz 2 Plus 3, Vee Jay LP 3014. Fine full-color photo of the group. Excellent display material for jazz counters.

Customized Selling...Built-In!

V-M

PORTABLE COMPONENT SYSTEM

Tailors Your Sales Approach To Custom-Minded Prospects

ARRANGEABLE Model 307

$129.95* LIST

(Manual-Model 207, $119.95* List)

*Slightly Higher West

"TAILOR-MADE" DEALER BENEFITS!

- DUAL MARKET APPEAL→
  Sell As A Portable!
  Sell As A Custom-Component System!
- PRACTICAL, PROFESSIONAL STYLING!
- FAST TURN-OVER!

"MADE-TO-ORDER" CONSUMER BENEFITS!

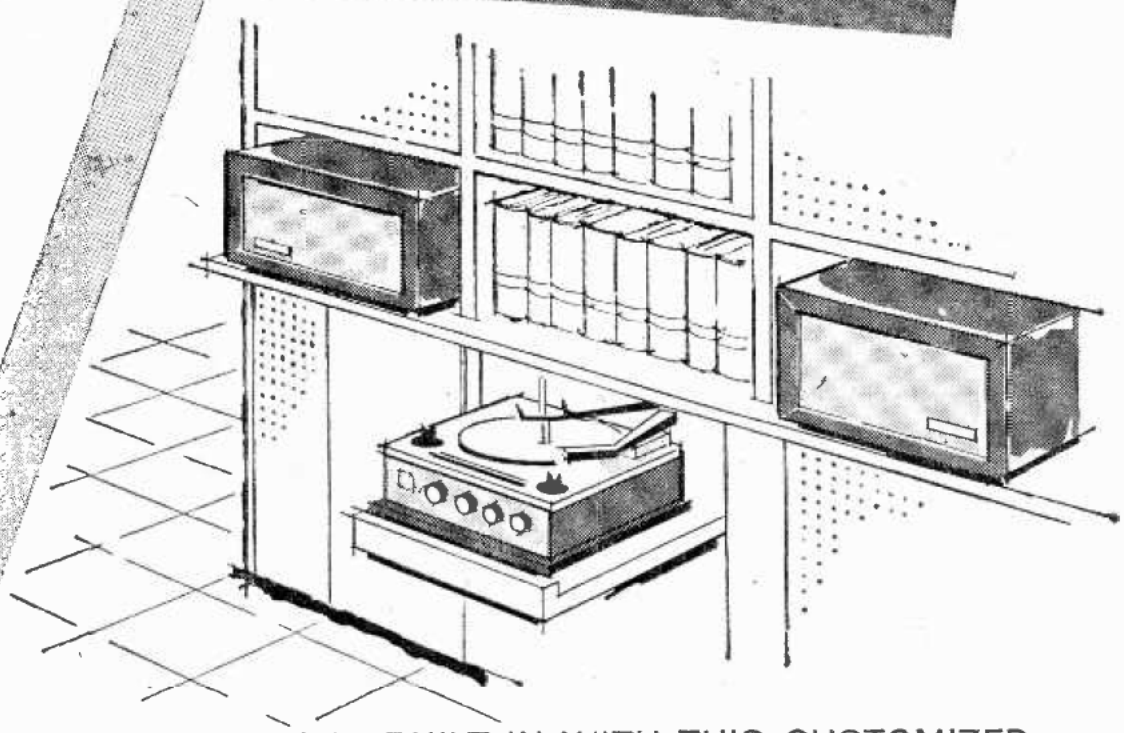
- ARRANGEABLE TO FIT ANY ROOM SETTING!
- LIGHTWEIGHT PORTABILITY WITH CUSTOM-BUILT APPEAL!
- SPLENDID DEPENDABLE STEREO PERFORMANCE!

HERE'S VERSATILITY PLUS!

- Separate Central Unit and Speakers
- Arrange Speakers on End Tables, Bookcases; Central Unit May Be Concealed in Cabinet or Closet
- Place Playing Unit Inside . . . Speakers on the Patio

OUTSTANDING V-M FEATURES CLOSE MORE SALES!

- **All-Professional Control Panel**
- **Four Powerful Speakers**
- **Unique V-M Automatic Manual-Play**
- **Exclusive V-M 'Stere-O-Matic'® 4-Speed Automatic Record Changer**
- **Dramatic Gray or Metallic Beige and Brown Case**



PROFITS ARE BUILT-IN WITH THIS CUSTOMIZED

V-M PORTABLE COMPONENT SYSTEM

the Voice of Music®

V-M CORPORATION • BENTON HARBOR, MICHIGAN • KNOWN FOR THE FINEST IN RECORD CHANGERS, PHONOGRAPHS AND TAPE RECORDERS

BILLBOARD MUSIC WEEK PHONOGRAPH DIRECTORY 1961 Mid-Season Edition

A directory of new equipment introduced since the publication of Billboard Music Week's complete Fall Phonograph Directory in the issue of September 19, 1960. It is suggested that these listings be used as a supplement to that Directory.

Under $30

Company	Model Number	Portable, Table or Console	Manual or Automatic	Stereo or Monaural	Power Output (Watts)	Number of Speakers	Single or Dual Diamond or Sapphire Stylus	AM, FM or AM-FM Tuner	Cabinet Material	Dimensions and Weight for Portable	Suggested List Price
Decca	DP513	Portable	Manual	Monaural	—	1	Dual Sapphire	—	Wood	(7½ lbs.)	$19.95
Decca	DP589	Portable	Manual	Monaural	—	1	Dual Sapphire	—	Wood	(9 lbs.)	$24.95
Sonic Industries	Capri 310	Portable	Manual	Monaural	—	—	Dual Sapphire	—	Plastic, red, beige, charcoal	—	$19.95
Sonic Industries	Capri 315	Portable	Manual	Monaural	—	—	Dual Sapphire	—	Plastic, red, beige, charcoal	—	$29.95
Travler Radio Corp.	7083R	Portable	Manual	Monaural	—	1	Dual Sapphire	—	Wood	6¾"x12¾"x10¾" (12 lbs.)	$24.95
Westinghouse	71MP	Portable	Manual	Monaural	—	1	Single Sapphire	—	Pyroxlin	—	$19.95
Westinghouse	72MP1	Portable	Manual	Monaural	—	1	Dual Sapphire	—	Pyroxlin	—	$24.95
Zenith Sales Corp.	FP6	Portable	Manual	Monaural	—	1	Dual Sapphire	—	Wood, durastron cover	7 3/8"x12¼"x10 3/8" (8½ lbs.)	$29.95

$31 to $60

Company	Model Number	Portable, Table or Console	Manual or Automatic	Stereo or Monaural	Power Output (Watts)	Number of Speakers	Single or Dual Diamond or Sapphire Stylus	AM, FM or AM-FM Tuner	Cabinet Material	Dimensions and Weight for Portable	Suggested List Price
Fanon	717	Portable	Automatic	Manual	5	1	Dual Sapphire	—	Wood and Fabric	8"x17"x16"	$59.95
Magnavox	TP-201	Portable	Automatic	Monaural	—	1	Sapphire	—	—	8 7/8"x15 3/8"x18 15/16"	$59.95
Sonic Industries	Capri 350	Portable	Automatic	Monaural	—	—	Dual Sapphire	—	Salmon & white or grey & white	—	$49.95
Sonic Industries	Sonic 365	Portable	Automatic	Monaural	5	—	Dual Sapphire	—	Star blue, star brown	—	$59.95
Sonic Industries	Sonic 360	Portable	Automatic	Stereo	8	2	Dual Sapphire	—	Brown & white	—	$59.95
Symphonic	CB200	Table	Automatic	Stereo	—	—	Dual Sapphire	—	Wood base	9¾"x16"x13¾"	$49.95
Symphonic	SC500	Portable	Manual	High-Fidelity	5	2	Dual Diamond Sapphire	—	Pyroxlin-coated fabric	17¾"x14½"x18¼"	$59.95
V-M Corp.	204	Portable	4-speed Manual	2-pc. Monaural	—	2	Dual Sapphire	—	Leatherette	7 5/8"x12 1/6"x16¼" (16 lbs.)	$39.95
Zenith Sales Corp.	FP8	Portable	Automatic	Monaural	—	2	Dual Sapphire	—	Wood, durastron cover	8¼"x14½"x17¼" (17 lbs.)	—

$61 to $80

Company	Model Number	Portable, Table or Console	Manual or Automatic	Stereo or Monaural	Power Output (Watts)	Number of Speakers	Single or Dual Diamond or Sapphire Stylus	AM, FM or AM-FM Tuner	Cabinet Material	Dimensions and Weight for Portable	Suggested List Price
Decca	DP6609	Portable	Automatic	Stereo	5	2	Dual Sapphire	—	Wood	(32 lbs.)	$79.95
Magnavox	2-SC238	Portable	Automatic	Monaural	—	2	Dual Sapphire	—	—	9 1/8"x15 5/8"x18 15/16"	$79.90
Muntz TV	825	Portable	Automatic	Stereo	—	3	Dual Sapphire	—	Cloth, plywood	(26 lbs.)	$79.95
Symphonic	1820	Portable	Automatic	Monaural	—	1	Dual Sapphire	AM	Pyroxlin-covered material	8½"x14½"x17"	$69.95
V-M Corp.	314-2	Portable	Automatic	Stereo	—	2	Dual Sapphire	—	Leatherette	8¾"x14"x20 1/8" (19 lbs.)	$79.95
Westinghouse	77AC1, 77AC2	Portable	Automatic	Stereo	—	3	Dual Sapphire	—	Pyroxlin	—	$79.95

$81 to $100

Company	Model Number	Portable, Table or Console	Manual or Automatic	Stereo or Monaural	Power Output (Watts)	Number of Speakers	Single or Dual Diamond or Sapphire Stylus	AM, FM or AM-FM Tuner	Cabinet Material	Dimensions and Weight for Portable	Suggested List Price
Magnavox	2-SC238	Portable	Automatic	Stereo	—	2	Dual Diamond	—	—	9½"x16¾"x23¼"	$99.90
Sonic	Sonic 370	Portable	Automatic	Stereo	10	—	Dual Sapphire	—	Black or Tan Pigskin	—	$89.95
Sonic	Sonic 375	Portable	Automatic	Stereo	10	4	Dual Sapphire	—	Black or Tan Pigskin	—	$99.95
Travler	1061	Portable	Automatic	Stereo	—	6	Dual Sapphire	—	Wood	9"x25¼"x18½" (46 lbs.)	$99.95
Zenith Sales Corp.	FPS50	Portable	Automatic	Both	—	2	Dual Sapphire	—	Wood	9"x17¾"x18 1/8" (27 lb. 2 oz.)	$99.95

$101 to $150

Company	Model Number	Portable, Table or Console	Manual or Automatic	Stereo or Monaural	Power Output (Watts)	Number of Speakers	Single or Dual Diamond or Sapphire Stylus	AM, FM or AM-FM Tuner	Cabinet Material	Dimensions and Weight for Portable	Suggested List Price
Fanon	766	Portable	Automatic	Stereo	10	4	Dual Sapphire	—	Wood and Fabric	9'x28"x14"	$114.95
Fanon	728	Portable	Automatic	Stereo	10	3	Dual Sapphire	—	Wood and Fabric	9"x22"x19"	$119.95
Magnavox	1-SP247	Portable	Automatic	Stereo	—	2	Dual Diamond	—	—	8 7/8"x15 3/8"x19½"	$110.00
Magnavox	1-SC245	Portable	Automatic	Stereo	—	4	Dual Diamond	—	—	8 5/7"x18 1/8"x24½"	$125.00
Magnavox	1SC261	Console	Automatic	Stereo	—	2	Dual Diamond	—	Mahogany, Maple, Walnut	26"x35 5/16"x16 1/8"	From $139.50
Muntz T. V.	830	Console	Automatic	Stereo	15	3	Dual Sapphire	—	Wood	—	$129.95
Olympic	9700	Console	Automatic	Stereo	10	4	Dual Sapphire	—	Wood	29¾"x37"x16¾"	$129.95
RCA Victor	Mark 33	Portable	Automatic	Stereo	—	3	Diamond	—	Silver/Gray; Brown/Bronze	—	$139.95
Sonic	Sonic 380	Console	Automatic	Stereo	10	4	Dual Sapphire	—	Mahogany, Walnut, Blonde, Fruitwood	—	From $129.00
Symphonic	1830	Console	Automatic	Stereo	—	4	Dual Sapphire	AM	Wood	29"x44¼"x14½"	$149.95
Trav-ler	1080	Portable	Automatic	Stereo	—	6	Dual Sapphire	AM-FM Tuner	Wood	10"x26"x21¾" (59 lbs.)	$149.95
Webcor	WC 1274	Console	Automatic	Stereo	8	3	Dual Sapphire	—	Walnut	36½"x31"x16"	$149.95
Zenith	GPS80	Portable Radial Stereo-Phonograph	Automatic	Stereo	—	3	Dual Sapphire	—	Wood—Durastron Cover	9 3/8"x20 3/8"x23" (Approx. 32 lbs)	$139.95

$151 to $200

Company	Model Number	Portable, Table or Console	Manual or Automatic	Stereo or Monaural	Power Output (Watts)	Number of Speakers	Single or Dual Diamond or Sapphire Stylus	AM, FM or AM-FM Tuner	Cabinet Material	Dimensions and Weight for Portable	Suggested List Price
Fanon	771	Portable	Automatic	Stereo	20	5	Dual Sapphire	—	Wood and Fabric	9"x27"x21"	$159.95
Arvin Industries	90P53	Consolette	Automatic	Stereo	—	3	Dual Sapphire Sapphire	—	Wood	27"x26½"x19½" (68 lbs.)	$159.95
General Electric	RC1190	Console	Automatic	Stereo	—	4	Dual Diamond Sapphire	—	All Wood	36¾"x17"x27" (53 lbs.)	From $159.95
Magnavox	1-SC255	Console	Automatic	Stereo	—	4	Dual Diamond	—	Mahogany, Oak, Walnut	26½"x38"x16 3/8"	From $169.95
Magnavox	1-SC260	Console	Automatic	Stereo	—	4	Dual Diamond	FM	Mahogany, Oak, Walnut	26½"x38"x16 3/8"	From $199.50
Magnavox	1-SC256	Console	Automatic	Stereo	—	4	Dual Diamond	—	Mahogany, Cherry, Walnut	27"x40"x17 1/8"	From $199.50
Muntz T.V.	835	Console	Automatic	Stereo	38	3	Dual Sapphire	—	Wood	(60 lbs.)	$199.95
Philco	1632M 1632W	Console	Automatic	Stereo	15	4	Dual Sapphire	—	Traditional Mahogany, Danish Walnut	27 5/16"x42"x16 3/8"	From $199.95
Travler	1150	Console	Automatic	Stereo	—	4	Dual Sapphire	AM-FM Tuner	Wood	28½"x30"x15½" (75 lbs.)	$199.95
V-M Corp.	806	Console	Automatic	Stereo	16	2	Dual Diamond	—	Walnut Veneer	26"x32 3/8"x15" (54 lbs.)	$159.95
Zenith	SFF 2502-1	Console	Automatic	Both	8.5	3	Dual-Sapphire	—	Solids & Veneers	28"x32"x15"	From $179.95
Zenith	SFF 250s-1	Console	Automatic	Both	8.5	3	Dual Diamond Sapphire	—	Wood-Grained Color	31"x34"x14 7/8"	From $199.95

$201 to $300

Company	Model Number	Portable, Table or Console	Manual or Automatic	Stereo or Monaural	Power Output (Watts)	Number of Speakers	Single or Dual Diamond or Sapphire Stylus	AM, FM or AM-FM Tuner	Cabinet Material	Dimensions and Weight for Portable	Suggested List Price
General Electric	RC1195	Console	Automatic	Stereo	—	4	Dual Diamond Sapphire	AM/FM	All Wood	36¾"x17"x27" (67 lbs.)	From $219.95
Magnavox	1-SR 254	Console	Automatic	Stereo	—	2	Dual Diamond	—	Mahogany, Cherry, Walnut	28"x22 5/8"x15¾"	From $209.90
Magnavox	1-SC 225	Console	Automatic	Stereo	—	6	Dual Diamond	—	Walnut	30"x38"x17¼"	$249.50
Magnavox	1-ST 257	Console	Automatic	Stereo	—	4	Dual Diamond	AM/FM	Mahogany, Cherry, Walnut	27"x40"x17 1/8"	From $249.50
Magnavox	1-SC 227	Console	Automatic	Stereo	—	6	Dual Diamond	—	Mahogany, Maple	31½"x38"x17¼"	$265
Magnavox	1-ST 226	Console	Automatic	Stereo	—	6	Dual Diamond	AM/FM	Mahogany, Walnut	30"x38"x17¼"	From $299.50
Olympic	9550	Console	Automatic	Stereo	15	4	Dual Sapphire	AM-FM	Wood	30¾"x43"x17"	$249.95
Philco	1632PR	Console	Automatic	Stereo	15	4	Dual Sapphire	—	Provincial Maple	27 11/16"x42"x16 3/8"	$219.95
Philco	1630M 1630P	Console	Automatic	Stereo	15	6	Dual Sapphire	Optional	Mahogany Provincial	30"x40"x17¼"	From $239.95
Sylvania	45C22	Console	Automatic	Stereo	20	4	Dual Diamond Sapphire	AM/FM	Mahogany Veneer	31"x52"x16"	$259.95
Travler	1175	Console	Automatic	Stereo	—	6	Dual Sapphire	AM/FM	Wood	32¼"x43¼"x15½"	$299.95
Zenith	SFF 2503-T1	Console	Automatic	Stereo	8.5	4	Dual Sapphire Diamond	Optional	Wood-Grained Color	31"x34"x18 5/16"	From $229.95
Zenith	SFF 2504-T1	Console	Automatic	Stereo	10	4	Dual Sapphire Diamond	Optional	Wood-Grained Color	31"x35¼"x17½"	$275

$301 to $400

Company	Model Number	Portable, Table or Console	Manual or Automatic	Stereo or Monaural	Power Output (Watts)	Number of Speakers	Single or Dual Diamond or Sapphire Stylus	AM, FM or AM-FM Tuner	Cabinet Material	Dimensions and Weight for Portable	Suggested List Price
Grundig-Majestic	SO-2	Console	Automatic	Stereo	—	3	Dual Sapphire	AM-FM	Wood, Hi-Gloss	26"x31¾"x13¾"	$369.95
Grundig-Majestic	SO-12	Console	Automatic	Stereo	—	3	Dual Sapphire	AM-FM	Wood, Hi-Gloss	40"x28½"x15"	$389.95
Grundig-Majestic	1-ST 228	Console	Automatic	Stereo	—	6	Dual Diamond	AM-FM	Mahogany, Maple	31½"x38"x17¼"	$315.00
Magnavox	SO-11	Console	Automatic	Stereo	—	3	Dual Sapphire	AM-FM	Wood, Teak	40"x28½"x15"	$389.95
Magnavox	1-MV 375N	Console	Automatic	Stereo	—	4	Dual Diamond	—	Mahogany, Cherry, Walnut	30"x45"x17¾"	From $349.90
Magnavox	1-ST 207	Console	Automatic	Stereo	—	8	Dual Diamond	AM-FM	Mahogany, Walnut	30 3/8"x45½"x18"	$399.50
Magnavox	1-MV 376N	Console	Automatic	Stereo	—	—	Dual Diamond	FM	Mahogany, Cherry, Walnut	30"x45"x17¾"	From $399.50
Magnavox	1-ST 655	Console	Automatic	Stereo	—	6	Dual Diamond	AM-FM	Mahogany, Cherry	30 3/8"x45½"x18"	$399.50
Magnavox	1-ST 283	Console	Automatic	Stereo	—	6	Dual Diamond	AM-FM	Mahogany, Cherry, Walnut	30½"x17"x17½"	$400.50
Philco	1720ORM 1720RW 1720RP	Console	Automatic	Stereo	22	5	Dual Sapphire	AM-FM	Modern Walnut, Traditional Mahogany, Provincial Maple	29"x43"x16 7/8"	From $319.95
Philco	1824RM 1824RW	Console	Automatic	Stereo	60	5	Dual Diamond Sapphire	AM-FM	Traditional Mahogany, Modern Walnut	26"x27"x16½"	From $375.00
Philco	1824RDW	Console	Automatic	Stereo	60	5	Dual Diamond Sapphire	AM-FM	Danish Walnut	26"x28¾"x18 5/8"	$390.00
Webcor	FC1068-21	Console	Automatic	Stereo	30	5	Dual Diamond Sapphire	Optional	Fruitwood	29"x43½"x17" (110 lbs.)	$349.95
Webcor	WC1068-41	Console	Automatic	Stereo	30	5	Dual Diamond Sapphire	Optional	Walnut	43¾"x30¼"x16¾" (115 lbs.)	$349.95
Webcor	WC1068-31	Console	Automatic	Stereo	30	5	Dual Diamond Sapphire	Optional	Walnut	31"x42"x17½" (115 lbs.)	$359.95
Webcor	CC1068-51	Console	Automatic	Stereo	30	5	Dual Diamond Sapphire	Optional	Cherry Wood	28¾"x45"x17¼" (120 lbs.)	From $389.95
Zenith	SFF 2505-TL	Console	Automatic	Both	10	6	Dual Sapphire Diamond	Optional	Wood-Grained Color	32"x44"x17 3/8"	$325.00
Zenith	SFF 2604-1	Console	Automatic	Both	10	4	Dual Sapphire Diamond	AM-FM	Wood-Grained Color	31"x35¼"x17½"	$350.00
Zenith	SFF 2606	Console	Automatic	Both	10	4	Dual Sapphire Diamond	AM-FM	Wood-Grained Color	31"x43¾"x17½"	$399.95
Zenith	SFF 2605-1	Console	Automatic	Both	10	6	Dual Sapphire Diamond	AM-FM	Wood-Grained Color	32"x44"x17 3/8"	From $399.95
Zenith	SFF 2607-1	Console	Automatic	Stereo	10	6	Dual Sapphire Diamond	AM-FM	Solids & Veneers	33¾"x47"x18 3/8"	—

$401 to $500

Company	Model Number	Portable, Table or Console	Manual or Automatic	Stereo or Monaural	Power Output (Watts)	Number of Speakers	Single or Dual Diamond or Sapphire Stylus	AM, FM or AM-FM Tuner	Cabinet Material	Dimensions and Weight for Portable	Suggested List Price
Grundig-Majestic	SO-120	Console	Automatic	Stereo	—	5	Dual Sapphire	AM-FM	Wood, Hi-Gloss	41¼"x30"x15"	$419.95
Grundig-Majestic	SO-101	Console	Automatic	Stereo	—	3	Dual Sapphire	AM-FM	Wood Satin	28¾"x31¼"x15½"	$419.95

● *Continued from page 46*

1961 Mid-Season Phonograph Directory (cont'd)

Grundig-Majestic	SO-150	Console	Automatic	Stereo	—	5	Dual Sapphire	AM-FM	Wood, Hi-Gloss	40"x30½"x16"	$489.95
Magnavox	1-ST 660	Console	Automatic	Stereo	—	4	Dual Diamond	AM-FM	Mahogany, Cherry Walnut	30 3/8"x48"x18 1/8"	$495.00
Magnavox	1-ST 234	Console	Automatic	Stereo	—	4	Dual Diamond	AM-FM	Walnut, Cherry, Ebony	30"x48"x17¾"	From $495.00
Philco	1826RM	Console	Automatic	Stereo	60	5	Dual-Diamond Sapphire	AM-FM	Traditional Mahogany	21½"x47½"x17 9/16"	$425.00
Philco	1826RW	Console	Automatic	Stereo	60	5	Dual-Diamond Sapphire	AM-FM	Danish Walnut	27 7/8"x48"x19½"	$450.00
Stromberg-Carlson	SP-931-MT SP-931-WOT SP-931-WLT SP-931-KT	Console	Automatic	Stereo	—	2	Dual Diamond	AM-FM	Contemporary Mahogany, Walnut Oil, Walnut Lacquer, Limed Oak	31"x40"x18½"	From $425.00
Stromberg-Carlson	SP-935-CT	Console	Automatic	Stereo	—	2	Dual Diamond	AM-FM	Italian, Provincial, Cherry	31"x40"x18½"	$485.00
Stromberg-Carlson	SP-936-MPT SP-936-CT	Console	Automatic	Stereo	—	2	Dual Diamond	AM-FM	Early American Maple, Early American Cherry	31"x41"x19½"	From $485.00
Zenith	SFF 2515-T1	Console	Automatic	Stereo	40	6	Dual-Sapphire Diamond	Optional	Wood-Grained Color	30¾"x42"x18"	$475.00
Zenith	SFF 2535-1	Console	Automatic	Stereo	10	6	Dual-Sapphire Diamond	AM-FM	Solids and Veneers	32"x44¾"x20"	$500.00

$501 to $1000

Company	Model Number	Portable, Table or Console	Manual or Automatic	Stereo or Monaural	Power Output (Watts)	Number of Speakers	Single or Dual Diamond or Sapphire Stylus	AM, FM or AM-FM Tuner	Cabinet Material	Dimensions and Weight for Portable	Suggested List Price
Grundig-Majestic	SO-160	Console	Automatic	Stereo	—	5	Dual Sapphire	AM-FM	Wood, Hi-Gloss	45"x32½"x17"	$519.95
Grundig-Majestic	SO-132	Console	Automatic	Stereo	—	4	Dual Sapphire	AM-FM	Wood, Hi-Gloss	43¼"x30"x16¼"	$529.95
Grundig-Majestic	SO-122	Console	Automatic	Stereo	—	4	Dual Sapphire	AM-FM	Wood, Hi-Gloss	47¼"x31½"x16 1/8"	$529.95
Grundig-Majestic	SO-174	Console	Automatic	Stereo	—	5	Dual Sapphire	AM-FM	Fruitwood, Wood, Hi-Gloss	46¾"x33½"x17"	$529.95
Grundig-Majestic	SO-121	Console	Automatic	Stereo	—	4	Dual Sapphire	AM-FM	Wood, Satin	47¼"x31½"x16 1/8"	$549.95
Grundig-Majestic	SO-190	Console	Automatic	Stereo	—	5	Dual Sapphire	AM-FM	Wood, Hi-Gloss	54¼"x31½"x16 1/8"	$619.95
Grundig-Majestic	SD-161	Console	Automatic	Stereo	—	5	Dual Sapphire	AM-FM	Wood, Hi-Gloss	54¼"x32¼"x16¾"	$629.95
Grundig-Majestic	59M20	Console	Automatic	Stereo	—	4	Dual Sapphire	AM-FM	Wood, Hi-Gloss	—	$795.00
Grundig-Majestic	SO-191	Console	Automatic	Stereo	—	6	Dual Sapphire	AM-FM	Wood, Hi-Gloss	57½"x33½"x16¼"	$899.95
Magnavox	1-MV 387N	Console	Automatic	Stereo	—	6	Dual Diamond	AM-FM	Mahogany, Cherry Walnut	30"x55"x18½"	From $545.00
Magnavox	1-MV 390N	Console	Automatic	Stereo	—	6	Dual Diamond	AM-FM	Walnut	29 3/16"x52 13/16"x18 3/16"	$595.00
Magnavox	5-MV 354R	Console	Automatic	Stereo	—	6	Dual Diamond	AM-FM	Cherry, Ebony, Mahogany, Walnut	32 1/16"x55"x17"	From $595.00
Magnavox	1-MV 391R	Console	Automatic	Stereo	—	6	Dual Diamond	AM-FM	Mahogany, Cherry	30 13/16"x55"x19½"	$650.00
Magnavox	1-ST 233	Console	Automatic	Stereo	—	4	Dual Diamond	AM-FM	Mahogany, Cherry, Walnut	31¼"x54"x18 5/8"	$650.00
Magnavox	1-MV 355R	Console	Automatic	Stereo	—	4	Dual Diamond	AM-FM	Mahogany, Cherry, Walnut	32"x60"x19"	$750.00
Magnavox	2-MV415M	Console	Automatic	Stereo	—	4	Dual Diamond	AM-FM	Mahogany, Cherry, Walnut, Ebony	32"x60"x19½"	From $799.50
Magnavox	2-MV 416M	Console	Automatic	Stereo	—	4	Dual Diamond	AM-FM	Mahogany, Cherry, Walnut	32"x60"x19½"	From $850.00
Magnavox	1-ST 800	Console	Automatic	Stereo	—	4	Dual Diamond	AM-FM	Mahogany, Cherry	32"x58"x18 3/8"	$995.00
Magnavox	1-ST 801	Console	Automatic	Stereo	—	4	Dual Diamond	AM-FM	Cherry, Ebony, Walnut	32"x58"x18 3/8"	$995.00
Magnavox	2-ST 801	Console	Automatic	Stereo	—	4	Dual Diamond	AM-FM	Walnut	32"x58"x18 3/8"	$995.00
Philco	1930RP	Console	Automatic	Stereo	80	5	Dual Diamond Sapphire	AM-FM	Provincial Maple	29"x50"x19"	$700.00
Stromberg-Carlson	SP-951-WOT SP-951-WLT SP-951-ET	Console	Automatic	Stereo	—	2	Dual Diamond	AM-FM	Danish Walnut, Walnut Lacquer, Modern Ebony	31"x50"x19½"	From $570.00
Stromberg-Carlson	SP-953-CT	Console	Automatic	Stereo	—	2	Dual Diamond	AM-FM	French Provincial Cherry, Early American Maple	35"x48"x18"	From $570.00
Stromberg-Carlson	SP-958-CT	Console	Automatic	Stereo	—	2	Dual Diamond	AM-FM	Early American Cherry	31"x49"x19"	$640.00
Stromberg-Carlson	SP-971-M SP-971-WL SP-971-WO	Console	Automatic	Stereo	—	2	Dual Diamond	AM-FM	Contemporary Mahogany, Walnut Lacquer, Walnut Oil	31"x50"x19"	From $665.00
Stromberg-Carlson	SP-975-C	Console	Automatic	Stereo	—	2	Dual Diamond	AM-FM	Italian Provincial Cherry	35"x48"x18"	$695.00
Stromberg-Carlson	SP-972-M	Console	Automatic	Stereo	—	2	Dual Diamond	AM-FM	Traditional Mahogany	31"x50"x19"	$725.00
Stromberg-Carlson	SP-976-C	Console	Automatic	Stereo	—	2	Dual Diamond	AM-FM	Early American Cherry	31"x50"x19"	$750.00
Webcor	WC 3291	Console	Automatic	Stereo	60	5	Dual-Diamond Sapphire	AM-FM (4-track tuner incl.)	Walnut	32"x55"x19½" (200 lbs.)	$950.00
Zenith	G2780	Console Combination	Automatic	Both	8.5	4	Dual Sapphire & Diamond	TV	Solids & Veneers	35"x43¼"x19¼"	$525.00
Zenith	SFF 2615-1	Console	Automatic	Both	40	6	Dual Sapphire & Diamond	AM-FM	Wood-Grained Color	30¾"x42"x18"	$550.00
Zenith	G2786	Console Combination	Automatic	Both	8.5	4	Dual Sapphire & Diamond	AM-FM-TV	Wood-Grained Color	32"x58½"x17 15/16"	From $599.95
Zenith	G2787	Console Combination	Automatic	Both	8.5	4	Dual Sapphire & Diamond	AM-FM-TV	Solids & Veneers	32"x60¾"x18 7/16"	$650.00
Zenith	SFF 2570-1	Console	Automatic	Both	40	6	Dual Sapphire & Diamond	AM-FM	Solids & Veneers	31 13/16"x51¼"x17 7/8"	$775.00
Zenith	SFF 2575-1	Console	Automatic	Both	40	6	Dual Sapphire & Diamond	AM-FM	Solids & Veneers	32"x48 7/8"x18 3/16"	$775.00
Zenith	G3388	Console Combination	Automatic	Both	10	4	Dual Sapphire & Diamond	AM-FM-TV Space Command Remote Control	Solids & Veneers	34"x66"x18½"	$850.00
Zenith	SFF 2585-1	Console	Automatic	Both	40	6	Dual Sapphire & Diamond	AM-FM	Solids & Veneers	32"x52"x18 3/8"	$875.00

Over $1000

Company	Model Number	Portable, Table or Console	Manual or Automatic	Stereo or Monaural	Power Output (Watts)	Number of Speakers	Single or Dual Diamond or Sapphire Stylus	AM, FM or AM-FM Tuner	Cabinet Material	Dimensions and Weight for Portable	Suggested List Price
Ampex	5502	Console	Automatic	Stereo	30	4	Single Diamond	AM-FM (tape player incl.)	Rubbed Walnut, Mahogany, Cherry Fruitwood, Toasted Walnut	56"x31½"x19"	$1,245
Stromberg-Carlson	SP-983-C	Console	Automatic	Stereo	—	2	Dual Diamond	AM-FM	French Provincial Cherry, Oriental Ebony	35"x54"x18"	$1,100

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New engineering advances make Total-Sound Stereo the world's most advanced stereo!

Great seller in portables, too! RCA Victor *Total-Sound Stereo* packs the same appeal in *portables* as in consoles. Extra-powerful stereo amplifier . . . three speakers . . . ceramic pick-up with diamond and synthetic sapphire styli—and other sales-making features!

The best-selling phonographs throughout the land are by RCA Victor. One of the reasons for this leadership, of course, is RCA Victor *Total-Sound Stereo.* Customers are attracted first of all to the magnificent cabinets. Even before they hear *Total-Sound Stereo* they see it—and they like what they see. They like what they hear, too—the richest, fullest tones in stereo today, thanks to new engineering advances. And customers like the versatility of *Total-Sound Stereo* that lets them make whatever furniture arrangement they want to make. Small wonder *Total-Sound Stereo* is so popular!

* Independent survey, latest available annual figures (1960) showing consumer purchases of all phonographs.

TMK(s)

Coats and suits by George Carmel
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RCA The Most Trusted Name in Sound

RADIO CORPORATION OF AMERICA

NEW DEALER PRODUCTS

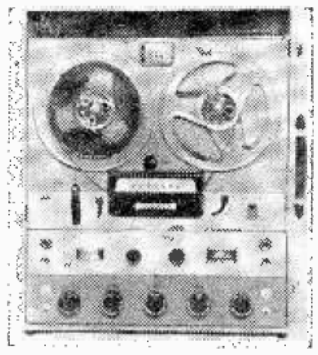
Members of New Recorder Line

Concord Electronics of Los Angeles has broken into the stereo tape recorder field with four new units, two of which are shown here.

At top is the Concord. the Model 401. It has a four-track stereo tape deck with remote switches, jacks for mikes and speakers, and two level indicators for balanced recording and listening. It has its own preamplifier.

The other new unit shown is a battery-operated portable recorder called the 500. The compact unit has many features, one of them being a remote control off and on switch which operates from the hand mike.

In addition to these two new units the company has a self-contained stereo recorder in the Model 880. This machine lists at $399. Filling out the line is a stereo version of the company's 107, which will be marketed as the 107S. This recorder has a companion amplifier-speaker designated as the 107SA.



Low-Price Tape Is Portable

A low-priced tape recorder that operates on three transistors and is portable has been introduced by the Star-Lite Merchandise Company of New York. The machine contains its own speaker and has a connection for an auxiliary speaker in its earphone. This recorder is priced between $29.95 and $34.95.

New EIA Audio Publications

The engineering department of the Electronic Industries Association has announced the publication of six new booklets and reports on different facets of the audio business. Of special interest is the publication of EIA Standard 238 titled "Phonograph Stylus Tips," which can be procured from the EIA Engineering Department in New York City. The booklet sells for 25 cents. Other reports and studies have to do with electron tubes, military equipment and allied subjects.

New Corrective Speaker System

The Intergrand Speaker System which caused much trade interest when it was first debuted in pilot form in 1957 will be ready for distribution in the spring. The Crosby Teletronics Company has signed an exclusive agreement to produce and distribute the new units.

The new speaker system employes a "servo-mechanism . . . to take instantaneous corrective action when the speaker is not behaving properly." This, the company claims, surmounts one of the most trying problems in speaker-sound reproduction—distortion.

The complete line of Crosby-Intergrand systems will range in price from $350 to $800.

Leslie Distrib Creditors Hear Boorstein

• *Continued from page 2*

000; Ansonia, $700; Challenge, $700; and Pan American (New York) $600.

Settlement Plan

Following disclosure of the creditor list, Kaufman proposed a settlement plan consisting of 15 per cent in terms of each distributor's own merchandise to be returned and 5 per cent in cash. This plan was greeted with dismay, and, in some cases, incredulity. Following an extended period of further questions, the creditors asked that they be left alone for a private meeting.

At this time, it is understood, the feeling within the committee was that after the so-called episodes involving the recent Chapter 2 proceedings of the Record Hunter, of Sam Goody, and of the Williams One-Stop in Philadelphia, it would be dangerous to set an additional precedent of effecting a Chapter 2 deal with Leslie. The feeling, in a word, was that the creditors should get back all of their money over a period of time or it would be bankruptcy.

Upon the return of Boorstein and his group, an increased offer was made to the creditors of 10 per cent in cash and 20 per cent in merchandise. A spokesman for the creditors stated the feeling of the group regarding the full eventual payoff. At this point, Boorstein, Kaufman and accountants stated, "That's it, we can't possibly do it," and left the meeting.

Thereupon, a creditors' committee was formed consisting of representatives of Cosnat, Alpha, Belock, Capitol, Malverne, Decca and Superior. A meeting of this group has been called for Monday morning (20) in the Hotel Biltmore. Meanwhile, late last week, Boorstein extended a new offer of 25 per cent in merchandise and 20 per cent in cash, consisting of 10 per cent now, 4 per cent in 18 months, 4 per cent in 36 months and 2 per cent in 48 months.

• Reviews and Ratings of New Records

• *Continued from page 34*

standard. Fine jockey wax. (Robbins, ASCAP) (3:45)

★★★ **Sweet Lorraine** — Same comment. (Mills, ASCAP) (3:30)

THE JAZZTET
★★★ **My Funny Valentine**—ARGO 5381—From the LP, "Big City Sounds," comes this slow, methodical side by the group, featuring Art Farmer and Benny Golson. It's moody and it weaves a neat romantic spell. (Chappell, ASCAP) (2:49)

★★★ **Blues On Down**—A medium swinging opus, again featuring the two cats with their horns in solos and in harmony passages. Good rhythm for the dance set. (Andante, ASCAP) (3:04)

JIMMY HEATH ORCHESTRA
★★★ **Big "P"**—RIVERSIDE 45450—This rhythmic side starts with a solo bass, then piano and finally a burst from the band sets the pace. It's all based on a riff and the big band swings it out, with various choruses following. (3:53)

★★★ **On Green Dolphin Street**—Another upbeater featuring the big band sound with a number of choruses thrown in. Danceable. (4:42)

BUDD JOHNSON
★★★ **All My Love**—RIVERSIDE 45453—The oldie, co-cleffed by Al Jolson, gets a driving upbeat waxing from the Johnson crew. Side features Ray Nance, Nat Adderley, Harry Edison and Clark Terry on trumpets. A colorful brigade of horn men. (3:59)

★★★ **Driftwood**—A slow and moody instrumental which features Nance on the violin. A possibility for jocks. (4:18)

★★★ MODERATE SALES POTENTIAL

COUNTRY & WESTERN ★★★

TRUMAN MULKEY
★★★ **Turn Around and Run**—COTTON 101—A strong Western influence on this side makes its reading and melody appealing. Lyric tells the story of a killing in self-defense. (Cottonbow, BMI) (2:34)

★★★ **I'll Sign**—The tune has to do with the signing of divorce papers that will separate the singer from his love. Country reading is good. (Cottonbow, BMI) (2:15)

RALPH BENNIE
★★★ **Mr. Bond**—COTTON 102—Lyric of this side is an eulogy for Ward Bond, late star of the "Wagon Train" TV series. Might get some action. (Cottonbow, BMI) (2:40)

★★ **Fourth Wise Man**—Ralph sings this country weeper in waltz-time. Female chorus sings the background. (Cottonbow, BMI) (2:45)

CHARLES LEMAN
★★★ **Bye Bye Baby**—DREW-BLAN 1002—The lad sings of the pain in his heart now that his girl has gone. Side has a strong beat in medium tempo and the boy rocks it nicely. (Tulane, BMI) (2:02)

★★ **Believe In Me**—Leman sings the flip as a ballad. Combo and femme chorus do the honors in the background. (Ron, BMI) (2:24)

JIMMY SMART AND THE COUNTRY CAVALIERS
★★★ **Shorty** — PLAID 1004 — Sprightly country-flavored ditty with r.&r. beat is sung with verve by Smart. (Yonah, BMI) (2:45)

★★ **In My Dreams**—Smart sings with feeling on plaintive country weeper. (Yonah, BMI) (2:35)

RHYTHM & BLUES ★★★

AL ROBINSON
★★★ **Pain in My Heart**—IMPERIAL 5727—Dirge-like blues shows the boy's hard-sell singing to be a bit in the Ray Charles groove. (Travis, BMI) (2:50)

★★★ **I'm Leaving You Today**—Latin-type rhythm mixed with the blues makes this an appealing side. The boy sings with style. (Travis, BMI) (1:47)

DAVID RUFFIN
★★★ **I'm in Love** — ANNA 1127 — The boy does an exceedingly strong reading of this punching rockaballad. The effective backing is by a string section interwoven with a mixed vocal chorus. (Tri-Phi, BMI)

★★★ **One of These Days**—Not the oldie but a hard rocking jumper sung by Ruffin in a powerful style. His wailing is excitingly backed by a rocking rhythm section. (Ro-Gor, BMI)

LITTLE WALTER
★★★ **I Don't Play**—CHECKER 968—The strong r.&b. singer does convincing job as he warns his baby not to fool around. There is a good spot of solo harmonica, too. (Arc, BMI) (2:20)

★★★ **As Long As I Have You**—An infectious rhythm gets this one going. Little Walter sells the lyric with great blues auhority. Two good sides for Southern markets. (Arc, BMI) (2:35)

JENNELL HAWKINS
★★★ **I Pity You Fool**—DYNAMIC 1006—The singer has a style that comes across in hard-hitting fashion. The small combo backing takes the blues oriented side at slow step tempo. (Lion, BMI) (2:30)

★★ **Don't Worry 'Bout Me**—This is not the standard but rather a blues-like rocker that is a bit routine. (Prestige, BMI) (2:45)

POLKA ★★★

DON HEINZE
★★★ **St. Patrick Polka**—PHOENIX 6110—Bright "old time" version of same tune. (New Phoenix, ASCAP) (1:35)

JIM BING
★★★ **St. Patrick Polka**—Bouncy reading of sprightly polka with timely title. Spinable. (New Phoenix, ASCAP) (3:08)

EDDIE HABAT AND HIS ORCHESTRA
★★★ **Crackerjack Polka**—DECCA 31216—Good peppy polka item is played happily here by the Eddie Habat crew. Sure to appeal in polka areas. (2:32)

★★★ **Tiny Tim Polka**—Another bright instrumental polka item played with a lilt by the ork. Two good additions to stations' polka libraries. (2:29)

SPECIALTY LP'S

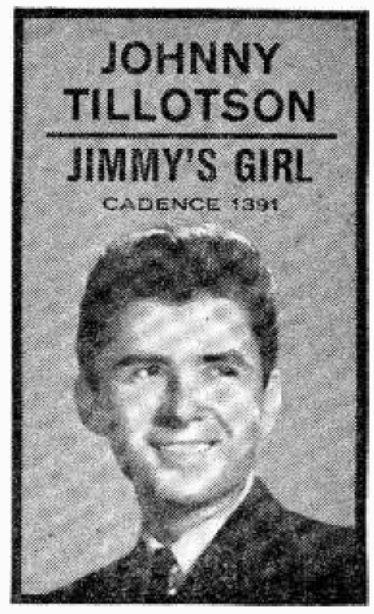
• *Continued from page 26*

CHILDREN'S ★★★

FRANK MILANO AND CECIL ROY
★★ **Yogi Bear, The Casanova of the Cave Set (Parts I & II)**—GOLDEN 647—Cute side spots the "Yogi Bear" laugh as the femme bear sings of her love for the TV bear. Side 2 has Yogi singing and for that reason it might prove stronger. Coupling has a 29-cent tag.

LATIN AMERICAN ★★★

★★★ **ROCK EN ESPANOL**
Con Los Teen Tops. Columbia EX 5031—The young Latin rock and roll group, Teen Tops, clicked in Mexico with Spanish lyric versions of U. S. rock hits. Deejays here should find this package an amusing change of pace for teen shows. Exuberant Spanish warbling stints by the group are offered on "Tutti Frutti," "Larguirucha Sally," "Buen Rock Esta Noche," and others.



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129 WEST 43 ST.
SINGLES: $6-8
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for full color brochure
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for immediate confirmation of your Woodstock reservation

PHOTO ON LOCATION BY EHRENBERG

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

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

BILLBOARD MUSIC WEEK

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

(Courtesy Nat'l Cartoonists Society)

LP PROGRAMMING

• *Continued from page 39*

every two weeks from retailers' reports and the lists of most played albums submitted by all station's Music Men.

5. **"Que Sera Sera"—Roger Williams—"Till"—Kapp KL-1081.** Instrumental, more or less slow tempo—provides required pace change and also spotlights a solo instrument with orchestral background.
6. **"The Night They Invented Champagne"—Soundtrack—"Gigi"—MGM E-3641.** Always popular with the homemaker set—a bright tune from a popular movie.
7. **(" 'LX GOLDEN HIT")**
"Over the Rainbow"—Tony Bennett—"Sings a String of Harold Arlen"—Columbia CL-1559. A standard song, preferably (but not necessarily) by a well-known performer. Fact that album is Bennett's latest, provides talking point for the disk jockey, but comments must be short and to the point.
8. **"Gloomy Sunday"—Toni Fisher—"The Big Hurt"—Reo (Canadian label) RLP-618.** Picks up the tempo while introducing a female vocalist once again into the show. "These are at a premium on the current charts (girl vocalists) so albums must nearly always be the source," according to Murphy.
9. **"Wonderland By Night"—Bert Kaempfert—single—Decca 9-311141.** Fills the need for an instrumental on the slow side—one of the more listenable of the current hits—an " 'LX Tunedex" item.
10. **"Balboa"—Four Preps—single—Capitol F-4478.** Up-tempo segment starter following 60-second break for news headlines on the half hour. Although chart items are included in every hour of programming, the jockey never gives chart positions or refers to them by number, except in the 4 to 5:30 p.m. time slot when the station aims at the teen audience.
11. **(" 'LX COMEDY CORNER")**
"The Bus Drivers' School"—Bob Newhart—"The Button-Down Mind Strikes Back"—Warner Bros. WI 393. Spoken word comedy. Injected into its programming "after recent articles in Billboard Music Week told of success other broadcasters were having with material such as this in regular programming," Murphy said. "Unfortunately due to lack of airable material, we have had to cut back the frequency of these spoken word comedy bits to avoid overwork on the tracks we can use. It would be a big help if the various producers of this material could produce versions of these comedy sets that have been cleaned up for broadcasting—as Warners did with this Newhart LP."
12. **(" 'LX GOLDEN HIT")**
"Begin the Beguine"—Glen Gray Orch.—"The Sounds of the Great Bands"—Capitol W-1022. Instrumental—also up-tempo item to pick up the pace after the extended spoken word bit. In this category—where possible—song to be played is cued in to melody so as to be instantly recognized by the listener.
13. **("ALBUM OF THE HOUR")**
"The Bells of St. Mary's"—The Baysiders—"Over the Rainbow"—Everest CPBR-5124. Second of two selections from this particular set for this hour.
14. **(" 'LX-SCLUSIVE")**
"Oh My Papa"—Al Alberts—single—Swan S-4067. A single record that has arrived at CJLX in the last day or so. At one point all of these feature categories ("Golden Hit," "Album of the Hour, etc.") had their own specially produced music and voice intros on cartridge. This, it was decided after much study, tended to detract from the music man's personality and ingenuity. They were scrapped in favor of whatever live intro each disk jockey's resourcefulness might produce.
15. **"Belly Up to the Bar"—Original Cast—"The Unsinkable Molly Brown"—Capitol WAO-1509.** Bright and colorful, while also giving the jockey a chance to create an imaginary trip to Broadway for his listeners with a few carefully selected sentences from the enclosed souvenir program. "For my money, all producers of original cast albums would be doing disk jockeys a tremendous favor by following Capitol's example of including souvenir programs with the disk," Murphy said.
16. **"Three Coins in the Fountain"—John Scott Trotter Orch.—"Photoplay Picks the Great Love Themes From Hollywood"—Warner Bros. W-1368.** Wraps up the segment (news at five minutes to every hour) on a soft and sentimental note. A well-known melody from the movies and an instrumental event. May be faded if necessary to make way for news.

Audio News Briefs

• *Continued from page 42*

In the agreement, Emerson is to furnish the Israeli Company with technical and manufacturing know-how and they are to produce Emerson products in stereo hi-fi, transistor radios, air conditioners and refrigerators. . . . The new manager of audio products for the Ampex International S. A. firm is **Terence Furey.** He was formerly associated with Electro-Voice.

The Tall Company has announced a new location for the New York City office of its EdiTall Tape Editing and Splicing Block Company on 37th Street. . . . The F.X.R. Company has named **Walter I. Reich** to the post of secretary-treasurer and controller.

Higher-Priced Lines

• *Continued from page 41*

to be found among new releases.

In regard to the 33-speed single disk, many industry observers have indicated a belief that the disk will never become a factor until "somebody puts out a cheap, 33-only attachment or player." By "cheap," the sources are generally felt to be thinking in terms of perhaps $12.95 to $15.95. There is no sign that anything like this is yet in the wind, according to the results of the present survey. The least expensive new units run at the $19.95 level, and are three-speed. But even in these cases, there has been no attempt to merchandise such a unit from the point of view of tying it in with the 33 single.

Capitol Unveils Compact 33's

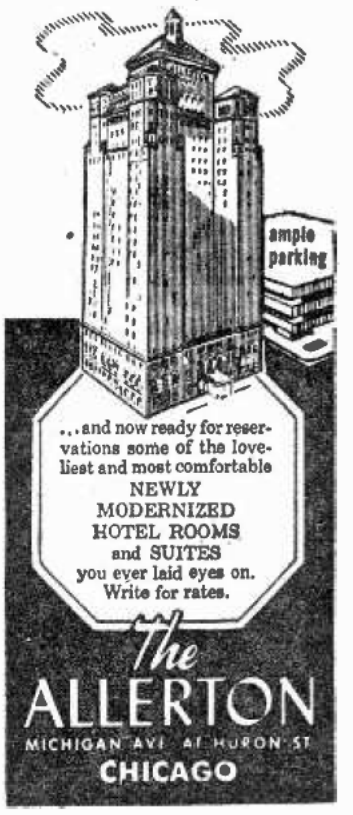
• *Continued from page 2*

pact doubles for each 60-disk prepack ordered. Initial compact doubles orders will be limited to the 60-disk pre-packs only. Reorders will be taken in any quantity. However, a dealer wishing to qualify for the free six doubles must reorder in lots of the 60-record prepacks. Sixty record pre-pack consists of three copies each of the 18 doubles, plus one bonus copy of the Kingston Trio, Nat King Cole, Dean Martin, Tennessee Ernie Ford, Frank Sinatra and the Ray Anthony compact doubles.

Other compact doubles (i.e., four selections by each artist) include the Roger Wagner Chorale, Hollywood Bowl Orchestra, Peggy Lee, Dean Martin, Stan Kenton, Stan Freberg, Guy Lombardo, Andy Griffith, Louis Prima and Keely Smith, Hank Thompson, Kay Starr, Les Paul and Mary Ford, and Les Baxter.

A wire floor merchandiser is available to dealers which allows the display of all 18 compact doubles' full-color covers. Compacts' release is fortified with a complete array of merchandiser display cards, wall hangers, browser box dividers and consumer brochures.

something NEW has been added



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• ALBUQUERQUE, Hotel Franciscan
• DENVER, COLO. Hotel Park Lane
• WASHINGTON, D.C. Hotel Raleigh
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Southland Engineering Sets Output, Shipments Of Western Trails Traveling Horse Kid Ride

SANTA MONICA, Calif.—The long-awaited production and shipment of the Southland Engineering's Western Trails coin-operated traveling horse is under way.

Frank Mencuri, Southland's national sales manager, said that the device had been improved and location-tested since it was first shown in Chicago at the Music Operators of America convention. Actual shipment to eight distributors was made last week by fast motor freight.

Mencuri, commenting on the delay in production, said that the lapse of time had worked in the favor of the manufacturing company, headed by D. W. Price, a veteran coin machine designer and engineer.

Features added during the interim included the making of the platform in molded fiberglas instead of wood covered with Fiberglas. The move makes a stronger platform and reduces the weight approximately 100 pounds in this instance.

The mechanism has been changed from welded steel to cast aluminum, affording, the manufacturer said, a lighter and more durable operation. The corral now has a fence branded with hot irons in place of the screened process. Structure of the corral now (features 2 by 4's instead of the 1 by 4's for a stronger enclosure. The bottom fence bar has been removed from the floor, thus preventing the accumulation of debris.

Mencuri said that the serviceability was "100 per cent better."

FRANK MENCURI, Southland Engineering national sales manager, checks out a truckload of Western Trails mechanical horses being shipped to distributors. Southland, headed by D. W. Price, veteran coin designer, is located in Santa Monica, Calif.

In this connection, the hood has one cam lock, a hinged door on the money box, making it "Practically a small safe." The till is blended into castings like a step. Parts are interchangeable.

Safety Features

The horse travels 32 feet around the corral and requires an area 7 by 17 feet. It starts on low speed and a button is pushed for a gallop. The device is stopped by pulling the reins and also has a safety feature in the event anyone steps in front of the moving horse.

Western Trails is equipped with 5, 10 and 25-cent coin chute with coin accumulator up to $1.20 (assorted change). Other features include precision engineering and heavy duty construction throughout for trouble-free operation. The unit is powered by a heavy-duty, ¼-¾ h.p., 110-volt AC motor. Saddles are genuine all leather Western. Unit base is 14 feet long and four feet wide. The corral fence is of California redwood.

Distributors include Active Amusement Machine Co., Philadelphia, serving South New Jersey, Eastern Pennsylvania and Delaware; Advance Automatic. San Francisco, Northern California, Oregon, Washington; First Coin Machine Exchange, Chicago, Metropolitan Chicago, Northern Illinois; Redd Distributing Co., Boston, Maine, Vermont, New Hampshire, Massachusetts, Rhode Island; Runyon Sales, New York, Hartford and Newark, Northern New Jersey, New York State, Connecticut; General Vending Sales Corporation, Baltimore, Maryland and Virginia; Taran Distributing, Inc., Miami, Florida State, and Southern Automatic Music Co., Louisville, Kentucky, Indiana and Southern Ohio.

One-Stops Report Ops Buying More Old Tunes

MILWAUKEE — One-stop executives here claim operators are shifting to vintage tunes to improve juke box receipts.

"Operators are still buying the rock and roll numbers that hit the charts," explains Stu Glassman, Radio Doctors one-stop disk buyer, "but the more successful ones are covering their routes with recent issues of the old standards. It's amazing the mail orders we get for oldies like "Melancholy Baby," "See You in My Dreams." "Ida," "Margie" and "Sweet Georgia Brown."

Jim Mayer, at Record City, another one-stop catering to juke box operator trade, also notes the new interest in the tunes of yesteryear. According to Mayer, operators are also building takes by programming more of the big band music. "We're getting a lot of orders for the old Dorsey and Goodman band numbers from our juke box customers," he said.

Western and country music is also showing up more frequently on the invoices of Record City's juke box accounts, he added.

How to account for the trend? According to both of these observers, the demand is being fostered by local radio stations. Deejays have been attempting to balance their programming by scheduling an increasing number of standards and excerpts from LP's.

These tunes have been heard and appreciated by location owners and juke box patrons who request them from the operators.

Claims Glassman: "So much of the rock and roll stuff sounds alike that the juke box operators are searching for something 'different.' Maybe that's why some of the old standards sound fresh again."

CMC to Review Coin Industry Treatment in Movies, TV

CHICAGO — The Coin Machine Council, public relations arm of the coin machine industry, will provide capsule reviews of motion pictures and television series and send these reviews to the 15,000 operators, distributors and suppliers on the CMC mailing list.

The first review, released this week, deals with the "Juke Box" episode in the "Grand Jury" series, produced by Desilu and syndicated nationally on television.

Here's what the review said:

"A hard-hitting melodrama presenting the plight of a juke box operator, an ex-marine with a distinguished war record, who must protect his family from retaliation before testifying to the grand jury about the hoodlums who are terrorizing his customers and wrecking his operation. The story line bears out the conclusion of the McClellan Committee report that . . . 'the honest, legitimate people who are in the great majority in the industry have been widely victimized by racketeers and thugs.'

"Minor technical flaws blur the film's impact for anyone in the business; slips which might have been avoided had the producers availed themselves of the technical counsel available from the Coin Machine Council."

Elsewhere on the CMC front, arrangements have been made to have the purlic relations group exhibit at the annual convention of the Music Operators of America at the Deauville Hotel, Miami Beach, May 15-17.

CMC will have a booth and provide speakers for the public relations sessions.

Herb Jones, chairman of the CMC membership committee, announced that a mailing has gone out to 12,500 operators. The mailing tells of the progress CMC made last year and outlines the 1961 program.

Court Rule Hits Location Contract

By HAL REVES

DETROIT—Is a written agreement between a coin machine operator and a location owner a binding document? Historically, courts have agreed that both parties are bound to live up to their commitments.

BILLBOARD LOCATION CONTRACTS MUSIC WEEK

However, a recent ruling by Wayne County Circuit Judge Victor J. Baum here holds that the location may pull the plug on the operator's machine and ask a competitor to move in—contract or no contract.

Here is what happened:

Theodore J. Wilkins, operating as Marlowe Music, brought suit against Carl's Restaurant and Frank Staffe, Lincoln Park Amusement Company. He charged that Staffe had jumped the location despite the existence of a contract between Wilkins and Carl's Restaurant. Wilkins sought an injunction; Judge Baum denied that injunction.

Major Precedent

Local operators feel that the decision, if it stands, will establish a major precedent against location contracts.

Key game, music and vending operators here are talking of appealing the case to the Michigan Supreme Court.

"This is a typical case of location jumping," according to Richard B. Kramer, attorney for Wilkens.

"The effect of this decision is to make a jungle of the automatic music business, which was beginning to get a minimum of security. Legitimate business men were coming into it. The effect is to reverse the trend when the industry was going forward," he added.

Judge Baum in denying the injunction indicated the court's view that the contract itself is of dubious legality and is restraint of trade. This apparently opens the door to complete outlawing of such contracts in the entire coin machine business—certainly in Michigan — and presumably in any other States whose courts will follow the precedent established here.

The injunctive relief was sought in a court in chancery or equity; the court commented that Wilkins would have a remedy at law for damages. However, Kramer pointed out, such an action would face difficulty from the start under the circumstances, inasmuch as the court in chancery had now ruled against the legality of the contract itself under which the damages would be sought at law.

Kramer charged that practical considerations may have forced the decision, pointing out that the Circuit Court might not want to be bothered hearing injunction precedings every time a location was jumped.

The contract in question was dated September 27, 1959, and provided the usual three-year lease, with a 50-50 split and a $10 a week minimum going to the operator.

Staffe said that he dropped into the restaurant for a cup of coffee and noticed that the location had a juke box but no games.

Then, according to Staffe, he got the location owner's approval to put in pin games and guns, telling him that it would take about 10 days to get the necessary licenses.

Staffe said he applied for the license the next day. A week later, he added, he discovered the location had a pinball machine and a gun game, both operated by James Morisi's Joy Amusement Company.

When Staffe checked with the police, he discovered that neither the games nor the juke box were licensed.

Morisi noted that he had placed the machines and then went to apply for the license, and that this is standard practice.

In the case of Wilkins, an operator in the business only about a year, Kramer, his attorney, pointed out that he had a good business reputation, had been operating in Detroit and did not realize that a separate new license would be required for this new location in the suburb of Lincoln Park. However, the point of the non-issue of the license was not raised in the court proceedings.

Staffe said that police went to Carl's Restaurant twice and pulled the plugs to disconnect the trio of unlicensed machines.

The location owner said that he's just as soon have Staffe operate all three machines, as he had the license. Staffe then applied for a juke box license and placed the machine on the location, which precipitated the lawsuit.

Morisi pointed out that his contract was dated prior to the license for games issued to Staffe, and said he had considered going to law over the matter, but was advised against it by his lawyer in view of the fact that only one location in Lincoln Park was involved.

Wilkins got a preliminary order restraining the location owner and Staffe from removing his juke box. This order was reversed by the latest decision.

Pa. Bill Would OK Games Now Banned, at High Fee

HARRISBURG, Pa.—A bill to legalize coin-operated machines now classified as "gambling devices" has been introduced in the Pennsylvania Legislature.

The measure would license these machines at the rate of $300 per year, with the location owner paying a flat fee of $1,000 annually.

On top of this, the distributors handling the machines would have to buy a special license. The cost would be $2,500 for this.

The bill, No. H402, is viewed in many quarters as a money-raiser to add to the low State treasury.

The measure itself calls for the State to pay $50 from each license fee to the Sons of Union Veterans of the Civil War. This group must use 15 per cent of its receipts for the upkeep of graves of Revolutionary, Civil and Spanish-American War Veterans.

The other uses of the funds were not spelled out.

There have been many court battles in this State recently involving the legality of various machines. But many of these fights would be solved, apparently, with the passing of this bill.

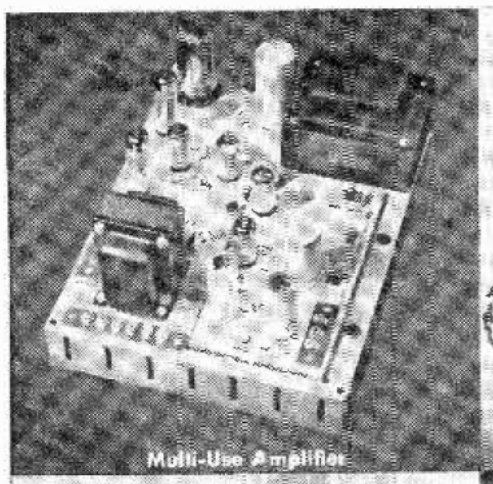
It was co-sponsored by Reps. John F. Stank, (D., Northumberland); John J. McDonald (D., (Schuylkill), and Stanley A. Meholchick (D., Luzerne) and referred to the Committee on Law and Order.

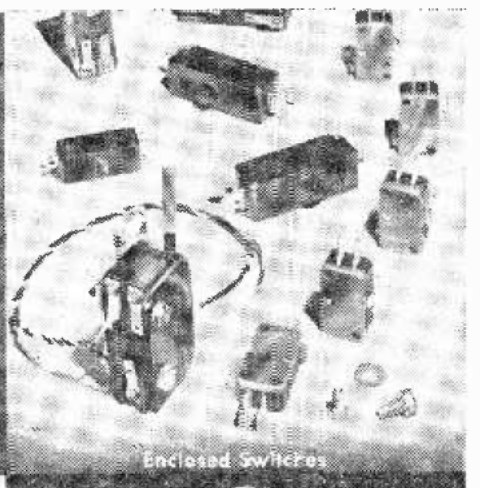
MONY Meet To Feature Forum

NEW YORK — Three major problems of the music machine industry will be covered at a forum meeting of the Music Operators of New York next Tuesday evening (28).

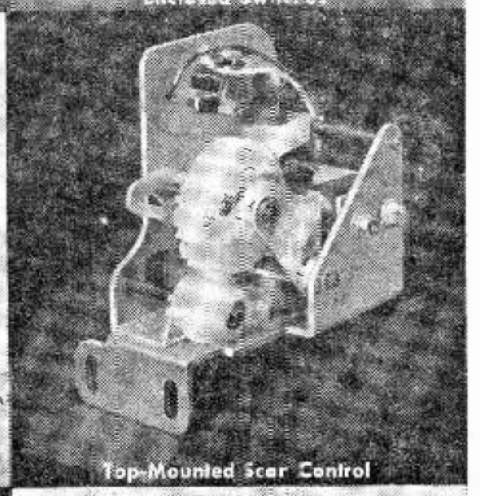
Speakers will discuss "Location Contracts Covering Arbitration," "One-Stop Records and Programming" and "Tax Problems Pertaining to Our Industry."

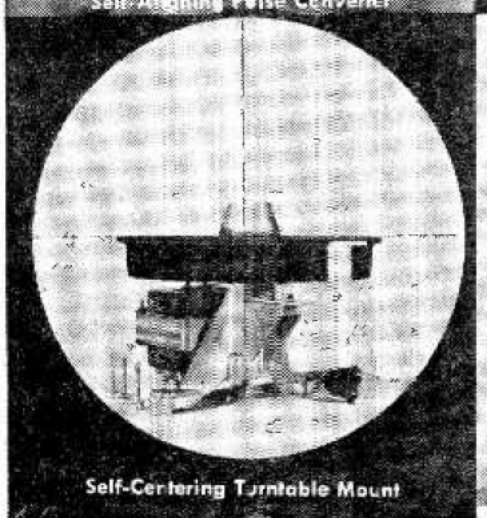
The meeting, to be held at Rosoff's Restaurant, starts off with dinner. The general meeting will be short to allow ample time for the forum session.

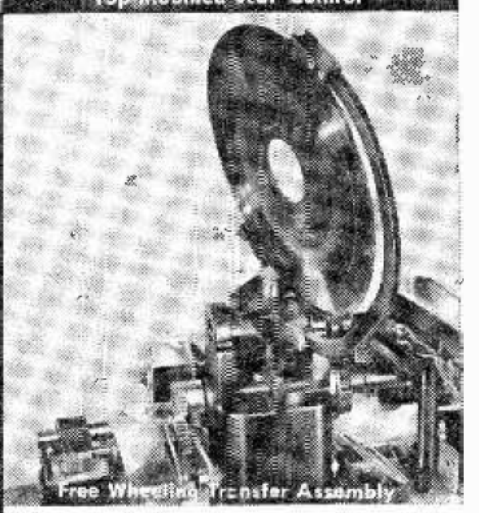

Multi-Use Amplifier

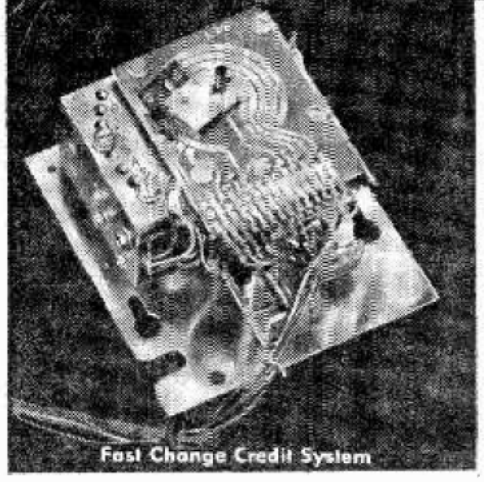

Enclosed Switches

Self-Adjusting Pulse Converter


Top-Mounted Scar Control


Self-Centering Turntable Mount


Free Wheeling Transfer Assembly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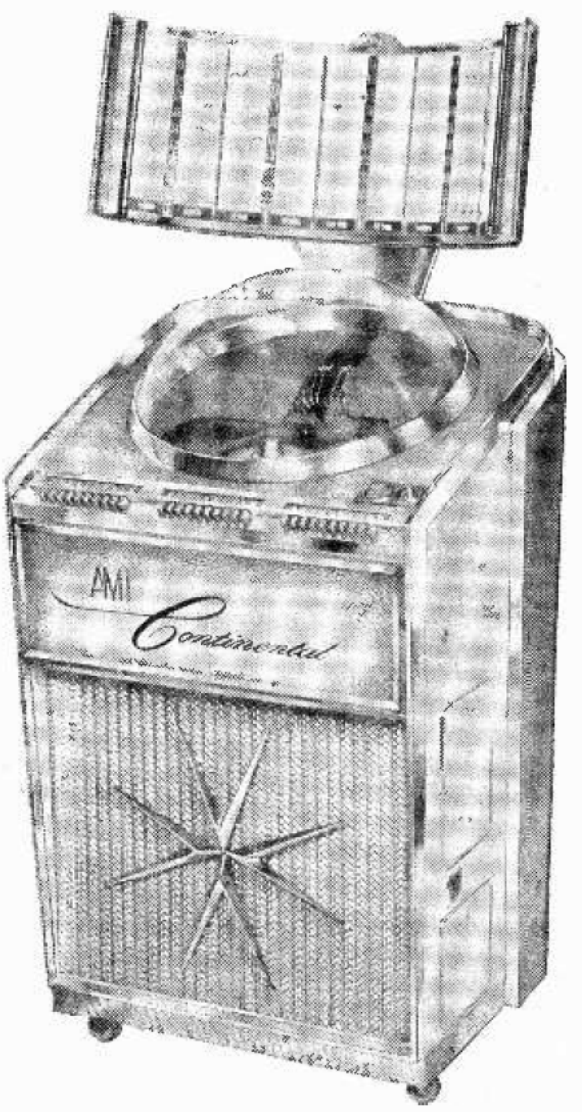

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PROGRAMMING GUIDE

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
ASIA MINOR, Kokomo, Felsted 8612
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
EXODUS, Ferrante and Teicher, United Artists 274
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
ORANGE BLOSSOM SPECIAL, Billy Vaughn, Dot 16174
SAILOR (YOUR HOME IS IN THE SEA), Lolita, Kapp 349
SURRENDER, Elvis Presley, RCA Victor 7850
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

TEEN BEAT

APACHE, Jorgen Ingmann, Atco 6184
ANGEL BABY, Rosie and the Original, 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, Sevilles, J C 116
CHEERIE, Bobby Rydell, Cameo 186
DANCE BY THE LIGHT OF THE MOON, Olympics, Arvee 5020
DEDICATED TO THE ONE I LOVE, Shirelles, Scepter 1203
DREAM BOY, Annette Vista 374
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
HAPPY BIRTHDAY BLUES, Kathy Young and the Innocents, Indigo 115
HAVIN' FUN, Dion, Laurie 3081
HEARTS OF STONE, Bill Black's Combo, Hi 2028
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 2775
LAZY RIVER, Bobby Darin, Atco 6188
LEAVE MY KITTEN ALONE, Little Willie John, King 5452
LEAVE MY KITTEN ALONE, Johnny Preston, Mercury 71761
LET'S GO AGAIN (Where We Went Last Night), Hank Ballard and the Midnighters, King 5459
LITTLE BOY SAD, Johnny Burnette, Liberty 55298
LOST LOVE, H. B. Barnum, Eldo 111
MODEL GIRL, Johnny Mastro, Coed 545
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 EXPRESS, Danny and the Juniors, Swan 4068
PONY TIME, Chubby Checker, Parkway 818
PONY TIME, Don Corvay & 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
SURRENDER, Elvis Presley, RCA Victor 7850
THE STORY OF MY LOVE, Paul Anka, ABC-Paramount 10168
THERE SHE GOES, Jerry Wallace, Challenge 59098
TO BE LOVED (Forever), Pentagons, Donna 1337
UTOPIA, Frank Garl, Crusade 1020
WALK RIGHT BACK, Everly Brothers, Warner Bros. 5199
WHAT A PRICE, Fats Domino, Imperial 5723
WAIT A MINUTE, Coasters, Atco 6186
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), Marty Robbins, Columbia 41922
EBONY EYES, Everly Brothers, Warner Bros. 5199
LAST DATE, Floyd Cramer, RCA Victor 7775
NORTH TO ALASKA, Johnny Horton, Columbia 41782
SURRENDER, Elvis Presley, RCA Victor 7850
WALK RIGHT BACK, Everly Brothers, Warner Bros. 5199
WINGS OF A DOVE, Ferlin Husky, Capitol 4406

RHYTHM & BLUES

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, Shirelles, Scepter 1203
FOR MY BABY, Brook Benton, Mercury 71774
GEE WHIZ, Carla Thomas, Atlantic 2086
HAPPY BIRTHDAY BLUES, Kathy Young and the Innocents, Indigo 115
HEARTS OF STONE, Bill Black's Combo, Hi 2028
HONKY TONK, Part II, Bill Dogget, King 5444
I COUNT THE TEARS, Drifters, Atlantic 2087
I DON'T KNOW WHY, Clarence (Frogman) Henry, Argo 5378
I DON'T WANT TO CRY, Chuck Jackson, Wand 106
I PITY THE FOOL, Bobby Bland, Duke 332
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
LET'S GO AGAIN (Where We Went Last Night), Hank Ballard and the Midnighters, King 5459
LOST LOVE, H. B. Barnum, Eldo 111
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ONCE UPON A TIME, Rochell and the Candles, Swingin' 623
PONY TIME, Chubby Checker, Parkway 818
PONY TIME, Don Corvay & Goodtimers, Arnold 1002
RAM-BUNK-SHUSH, Ventures, Dolton 32
SHOP AROUND, Miracles, Tamla 54034
SPANISH HARLEM, Ben E. King, Atco 6185
SURRENDER, Elvis Presley, RCA Victor 7850
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
TO BE LOVED (Forever), Pentagons, Donna 1337
(WILL YOU LOVE ME) TOMORROW, Shirelles, Scepter 1211
WAIT A MINUTE, Coasters, Atco 6186
WATUSI, Vibrations, Checker 969
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

NOVELTY

TOP FORTY, News, Weather & Sports, Mark Dinning, MGM 12980
TOUCHABLES, Dickie Goodman, Mark X 8009

Juke Box Distributor Promotes Ops' Locations With Radio Spots

• Continued from page 7

ness increase during the three-month prime campaign. The location which shows up best gets another 10 weeks of advertising without charge to the operator.

The plan was worked out by Ross Mulholland, WQTE president, and Richard E. Jones, vice-president. It was explained to operators at a special meeting here by Art Herbert, Miller-Newmark manager, and Donald J. Raffles, M-N salesman.

WQTE, a promotion-minded station, programs music similar to that which appears on most Detroit juke boxes.

The actual presentation of the plan to Detroit operators has been recorded, and the disks have been distributed to the local coinmen.

Miller-Newmark also operates as a record one-stop, catering exclusively to juke box operators.

Guests at the Miller-Newmark reception announcing the new merchandising program included Ben Stocker, Band Box Music; Phil Berman, Fred Zemke, John M. Sulivan, Mark Linkner, Leo Angott; William M. Campbell, Campbell Music; Louis Koitack, Mark Westin, Carl Grant, Grant Music; George Holdway, Morris Goldman, Howard Burlison; Hal Reves, Billboard Music Week; John Grand, Grand Amusement; Ed Vernan, V & D Music; Anthony Mouslakas, and John Powers.

Also, Thomas Kremski; Henry E. Anderson, Ray Music; George Ballas, George's Amusement and Games Co.; Nick Forest, Forest Music; Ted Donovan, Evans and Donovan Service Co.; Mike Benson, Michigan Nickel Co.; John Wagner, Norman LaFleur, Al Young, Ken Gurman, Dick Griffin; Leo Weinberger, Leo's Amusement; Gene White, Steve Sozubania, Floyd Bunker, Bill Brennan, and John Rackov.

Bergmann Claims Hefty Cash Loss In English Rep's Bankruptcy Case

HAMBURG — The Thomas Bergmann Company of Hamburg has one of the biggest cash claims against Peter Law, 39, the paratrooper war hero who has been jailed in Britain in connection with the collapse of his Reading Automatic Machines Company.

Law was the Bergmann general representative for Britain, and, as such, persuaded the Hamburg firm to invest heavily in his U. K. business.

The amount of Bergmann's loss has not been disclosed, but officials of the Bergmann firm have been in England consulting with authorities.

Law, a strapping six-footer with swashbuckler sideburns, has been told by the Reading Bankruptcy Court that his firm has a total deficiency of funds amounting to around $2.5 million.

The ex-Army captain, who became a British juke box "king" overnight, went to Switzerland after collapse of Reading, ignoring an order of the bankruptcy court to return for the proceedings.

Under pressure from the Swiss authorities, Law flew back to England recently, was arrested upon landing at London Airport, and was clapped into Brixton Prison.

Later, he said in a police statement that he had paid around $10,000 in bribes to executives of finance companies to approve loans for Reading Automatic.

Law formed Reading Automatic Machines in February 1957 with a nominal capital of $600 after going broke in a typewriter business. Law made various trips to the Bergmann plant in Hamburg to interest the German firm in producing equipment for his British firm.

Wis. Operators Alert for New Tax Proposals

MILWAUKEE—A strong turnout of Badger operators showed up for the February 6 meeting of the Wisconsin Music Merchants Association, at the Eagles Club.

Association President C. S. Pierce, Pierce Music, Brodhead, briefed the coinmen on the possibility of new State tax proposals aimed at the juke box industry. While no definite legislation has yet been introduced, Pierce pointed to the need for continued vigilance.

Should any such legislation be introduced during the current session, said Pierce, he will immediately call another special meeting.

Milwaukeeans included Sam Hastings, Hastings Distributing Company; Joe Pelligrino, P. & P. Distributing Company; Joe Beck, Mitchell Novelty Company; Clarence Smith, Milwaukee Amusement Company; Jerome (Red) Jacomet, Red's Novelty Company, and Harold Stark, Erv Hoeth and Harry Jacobs Jr., United, Inc.

Seeburg's Coleman On Medical Board

CHICAGO—Delbert W. Coleman, president of the Seeburg Corporation, was recently elected to the board of trustees of The Chicage Medical School here.

Coleman is also on the Board of Governors of the Medical Research Institute of Michael Reese Hospital and Medical Center; chairman of the board of the Bell Company; and, at 35, is a member of the Young Presidents' Organization, a national body of executives under the age of 40.

Additionally, he is active in the Combined Jewish Appeal, the Allied Appeal and the Eleanor Roosevelt Institute for Cancer Research.

PHONOS—All Reconditioned

WURLITZER
1700 ..... $225
2410 Stereo 700

AMI
C-200 ..... $260
H-200E 445

SEEBURG
V-200 ..... $250
B 150
C (needs paint) 175

MODEL DISTRIBUTING CO., INC.
4830 N. Front St. Philadelphia 20, Pa.
Phone: GL 7-4444

WANTED
Salesman for Europe

Leading Coin Machine distributor wants a topflight salesman to travel European Countries. Keen knowledge of music and amusement games a must. Integrity foremost. Supply complete references. Write Box 330, Billboard Music Week, 1564 Broadway, New York 36, N. Y.

50 Cents

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

Exclusively For The Music-Coin Industry

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RECONDITIONED GUARANTEED

SEEBURG
222S $895.00
201DH 775.00
HF100G 365.00
100W 325.00
3W1 Wallbox ... 47.50

SEEBURG HIDEAWAYS
HK200 ..... $350.00
H100W 250.00
HM100A 75.00

WURLITZER
2200 ..... $475.00

CIG VENDERS
SEEBURG E-1 ... $249.00
CORSAIR
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EASTERN MARK II
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GIVE TO DAMON RUNYON CANCER FUND

Nippon Phono Makers Mull Output in Europe

• *Continued from page 4*

transistor juke box. "We read that Japan is the world's leading producer of transistors," the expert responded dryly. "One would imagine that if transistors can be used in earth satellites they can also be used in juke boxes, and one would imagine that if Japanese industry decides to concentrate on juke box production, it will develop a new line of boxes."

Japanese capability in phonograph record production is already well established. While record prices everywhere else are rocketing, they are declining in Japan, a fact which delighted Mizukami's party inordinately.

"Bring the prices down—that is the motto of Japanese industry," chuckled Mizukani. "You know prices are a good bit like Mark Twain's weather, about which I learned when I studied English," he cracked. "Everybody talks about prices, but nobody does anything about them —nobody but we Japanese; we clobber prices, if I may permitted an Americanism."

Representatives of several Japanese diskeries have been sounding out the Germans on production facilities. There is already considerable co-operation between platter producers in the two countries. For example, Nippon Gramophone shortly will bring out an album by Ferenc Fricsay and the Berlin Philharmonic performing the "New World" and "Moldau" symphonies.

Hard facts behind the Mizukami reconnaissance are impressive, indeed. Mizukani asserts, "There are markets everywhere in the world—for the right product at the right price. If we can succeed in America in selling high-quality goods, then it is only natural to assume that Europe will buy some of our products."

Buttressing Mizukani's logic are some highly meaningful figures from the Japanese invasion of the European market last year. Japanese sales to Western Europe topped $400 million in 1960, a gain of 50 per cent over 1959.

The Japanese plan to produce components in Japan and then ship the components to Europe for assembly. Where practical, they will utilize European engineering and production skills. This is already being done with shipbuilding, the Japanese ordering ship engines from Germany for installations in Japanese-built hulls.

Japan's trading "image" has improved vastly in Europe. No longer are Japanese ware pilloried as "shoddy imitations"; they are appraised, instead, as "inexpensive and high quality."

The Japanese government has been prodding industry to spend more money and effort on research and product development, and this policy is producing dividends. Indeed, the "producing piracy" shoe is now on the other foot; the Japanese accuse an Italian manufacturer of pirating a Japanese product.

It is this initiative which has Europe agoggle with anticipation of a Nipponese thrust into the European music and coin machine markets. For as Tatsuzo Mizukani summarized the Japanese attitude on trade expansion:

"Is it so surprising for we Japanese businessmen to seek new markets for our products? The Germans take pride that they travel the world over in quest of trade. And we Japanese? Are we supposed to stay put on our little island and starve?

"No, indeed! We intend that Europeans shall discover that Japan produces the highest quality products — of all description, from ships to coin machines and phonograph records. Our new slogan is, 'Quality is the art of the Japanese'!"

PHONOS
SEEBURG
SEEBURG KD $425.00
SEEBURG V 200 ..... 225.00
SEEBURG R 395.00
SEEBURG G 345.00
SEEBURG C 245.00
SEEBURG B 195.00

A.M.I.
A.M.I. H-120 ..... $450.00
A.M.I. G-200 ..... 250.00

ROCK-OLA
ROCK-OLA 1448 ..... $310.00
ROCK-OLA 1446 ..... 230.00
ROCK-OLA 1438 ..... 185.00

Wurlitzer—All Models
Make Best Offer

ANGOTT DISTRIBUTING CO.
2616 Puritan Ave.
Detroit 38, Mich.

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	MGM 12971
GOOD TIME BABY AND CHERIE	BOBBY RYDELL	Cameo 186
EBONY EYES AND WALK RIGHT BACK	EVERLY BROTHERS	Warner Bros. 5199
WHAT A PRICE AND AIN'T THAT JUST LIKE A WOMAN	FATS DOMINO	Imperial 5723
SPANISH HARLEM AND FIRST TASTE OF LOVE	BEN E. KING	Atco 6185
MY EMPTY ARMS AND TEAR OF THE YEAR	JACKIE WILSON	Brunswick 55201
THINK TWICE AND FOR MY BABY	BROOK BENTON	Mercury 71774
WHEELS AND ORANGE BLOSSOM SPECIAL	BILLY VAUGHN	Dot 16174

South

AROUND ARKANSAS

Little Rock Round-Up: **Robert Kirspel,** president of Kirspel-Hollenberg Music Company, reports his venture into vending going well. He put in complete vending line in factory employing 400 persons. . . . **Pete Gurley,** Ace Music Company, reports 1960 was a good year for him, with a big volume increase over 1959. . . . **Charles (Jeep) Thomas,** Thomas Amusement Company, getting his race horses in shape for the races at Oaklawn this month. He has several horses. . . . **George Check,** George Check Amusement Company, was seen buying some new bingo games for his route. . . . **Cecil Hill** and **Harold Dunaway,** partners in Twin City Amusement Company, were seen in Dallas recently for a football game. . . . **C. W. Holmes,** Western Sales Company, killed an eight-point deer in the Ozark Mountains during the recent hunting season. . . . **Buehl Wortham,** Wortham Amusement Company, is adding some vending equipment to his route.

R. Kirspel

More on Little Rock: **H. G. Yancey,** Arkansas Music Company, and his wife were in Hot Springs, 50 miles away, recently on a vacation. Yes, they both took the baths. . . . **Andrew Cassinelli,** Little Rock Amusement Company, was in Memphis recently on a buying trip. . . . **Robert Franklin,** Southern Amusement Company, made a trip to Oklahoma to check on his oil interests. . . . **J. D. Ashley,** Globe Coin Machine Company, is building a 36-lane bowling palace. . . . **Orell Bledso,** National Novelty Company, El Dorado, has begun work on his new home. . . . And **Charles E. Cole,** Melody Music Company, Paragould, has moved into his new home, completed recently. . . . **Bob Fortune,** Newport Music Company, Newport, is recovering from a heart attack, is doing nicely. . . . **A. G. Williams,** Williams Music Company, Monticello, was in Little Rock recently on an equipment buying trip, as was **Theron Medford,** Mena Novelty Company, Mena.

Andrew Cassinelli

Robert Brunner Jr., John & Frank, Inc., Marked Tree, was seen in Memphis buying equipment. . . . **J. H. Dickens,** Magnolia Music Company, Magnolia, was in the hospital recently with a severe attack of flu. . . . **Olan Jackson,** Jackson Amusement Company, Brinkley, is adjusting well at Stuttgart after moving his main office there. He operates at both cities. . . . **Ernest J. Mahfouz,** Mahfouz Amusement Company, reports Stuttgart had one of its best duck seasons ever. Stuttgart is one of the duck hunting capitals of the country—every hotel and motel was full, booked in advance.

Robert Brunner

At Pine Bluff: **Charles Wilcox** and **Tim Massinelli,** owners of Wilcox Music Company, said their gross is up substantially. . . . **William L. Foster,** Foster Music Company, spent much time hunting during duck and deer season, bagged one deer and got his limit in ducks each time. . . . **Vernon Ward,** 19 Music Company, was seen placing some new phonographs and games on his route. . . . **Earl Eby,** Pine Bluff Music Company, spent a vacation in his home town of Kansas City, Mo. **Manuel Caras,** Caras Music Company, operated Eby's route for him.

Elton Whisenhunt.

East

WESTCHESTER, N. Y.

Shirley Goldberg, wife of **Archie Goldberg,** has returned home after spending three weeks in the White Plains Hospital. . . . Westchester Operators Guild board member **Jim Smith** was in the Northern Westchester Hospital for the past 10 days and was due to return home February 10.

Dorothy and Harold Rosenberg are spending February at Miami Beach, Fla. . . . **Evelyn and Malcolm Wein** were on a 15-day Caribbean cruise and were to return February 20. . . . **Rose and Seymour Pollak** leave for Miami Beach, Fla., February 17 for a 10-day stay.

Midwest

DETROIT TOPICS

Roy Yamshon, 20, a medical student and son of **David Yamshon,** owner of the D & C Amusement Company, game operator, was killed in an automobile accident en route to the Inauguration at Washington. . . . **Donald J. Ruffles,** sales manager of the Miller-Newmark Distributing Company, reports that the Continental, AMI's new 200-selection unit, is out-selling the Lyric about two to one.

Sid Ketchum, partner in Morris Music, is recovering in a local

(Continued on page 60)

Pick a winner from the new low-cost
CLASSIFIED MART!
coming in the
MARCH 27 ISSUE
Buyers and sellers in the music-coin industry will find this a convenient market place for the best sources of equipment, supplies, services and personnel — serving more than 20,000 buyers, sellers and users of music, records, tape and home entertainment equipment.

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.

NVA Exhibits Roster Boasts Wide Varieties

CHICAGO — Operators attending the annual convention of the National Vendors Association in Chicago March 16-19 will see a wide range of new equipment.

The Oak Manufacturing Company will display its Gold Mine tab gum machine, with the new penny-nickel mechanism. It will also show a line of ball gum, nut, candy, charm, capsule, combination and card machines.

The Victor Vending Corporation will show two optical attachments to its pen Vendorama—a top display and a refill vender.

The refill machine holds 300 refills which fit most ball-point pens. The refill vends for 5 cents. The pen vends for 25 cents.

The Northwestern Corporation will show its full line of vending machines—ball gum, nuts, candy, hot nuts, all-purpose and capsules. Northwestern will also show its vending machine stands.

Charm manufacturers will show a wide variety of new items. The Penny King Company has a movable-face charm and a white dog charm.

Plastic Processes will have a new trading card series, and Samuel Eppy & Company will display five new charms and rings.

Paul A. Price Company and Karl Guggenheim, Inc., also have several new items, to be announced at the show.

Westchester Dinner Scheduled April 18

WHITE PLAINS, N. Y.—The Westchester Operators Guild will hold its 10th annual dinner April 18 at the Tropical Acres Restaurant in Yonkers. As in the past, top recording talent is expected to provide the entertainment, with the Lester Lanin orchestra backing the show and providing the dance music.

WANTED TO BUY

Will pay cash for large route of music, amusement games, cigarette, etc. Write Box 329, Billboard Music Week, 1564 Broadway, New York 36, N. Y.

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
Bull's-Eye Drop Ball	145.00
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

These Bowlers Reconditioned Like New. Have been Used Very Little.

All Equipment Subject Prior Sale

Central DISTRIBUTORS, Inc.

2315 Olive Street, St. Louis 3, Mo.
Phone: MAin 1-3511; Cable: "Cendist"

EUROPEAN NEWS BRIEFS

GEMA Shifts Royalties Tactics

FRANKFURT—GEMA, the German association of composers, has switched tactics in its long battle over royalties with the U. S. Military's Armed Forces Network (AFN) in West Germany. GEMA has dropped its legal action and, instead, is offering to negotiate the issue with AFN as "reasonable people." However, GEMA made clear that it still seeks $57,000 in back royalties. AFN so far is refusing to co-operate with GEMA's "appeal to reason." The network says its position remains unaltered: It is a military organization operating in West Germany under what amounts to diplomatic privilege, and therefore is exempt from royalty payments. This is also the U. S. Military's position with respect to its juke boxes in military snack bars. GEMA has approached the U. S. Army's Post Exchange organization about anteing up the standard GEMA royalty payment collected from German juke box operators. But the military has directed only a cold stare GEMA's way, and the German composers organization has not collected a cent from military juke boxes.

New Kid Ride: Organ & Donkey

MADRID—The Alicante Amusement Equipment Company is producing small barrel organs pulled by a mechanical donkey. The company is pushing export of the organs to kiddie ride establishments in Britain and the U. S. The organs are priced at about $600 in Spain and offer a choice of six tunes. They can be operated manually or electrically. Spain is exporting organs in a wide range of sizes and forms. Kiddie ride horses also have become a new Spanish specialty, the horses made of fibre glass which is dyed before moulding.

Industrial Titans in Phono Fad

DUESSELDORF—Germany's juke box trade is exploring a most improbably—but promising—market: the Ruhr industrial titan "who has everything." Several Ruhr industrial barons rented juke boxes experimentally for the holiday season at the urging of their teen-age children and became so enamored of the boxes that they kept them. Their purchases fueled the boom, and it is estimated that around 350 wealthy Germans own juke boxes as a hobby. Most of them use the boxes for dancing, but a dedicated few stock them with gems from vast private record collections. The hunting lodge juke box is the latest rage among the German "snobbists." One tycoon boasts that he has "as many juke boxes about my premises as automobiles—six."

Coin Route Appeals to Lawyers

NICOSIA, Cyprus—Attorney S. S. Soteriades believes that a good many struggling lawyers would be better off foregoing the full-time practice of law and taking up, instead, coin machine operation. Exhibit "A" in Attorney Soteriades' case for switching from courtroom to juke box jury is himself. The Cyprus lawyer turned juke box operator related his experience to a gathering of Nicosia lawyers. "I studied law in England and came to Cyprus as a proper bowler-hatted British barrister," he recalled. In fact, I practiced law on Cyprus for 11 years and had a good practice. I was a successful barrister and altogether happy with the law—until I saw my first juke box." Soteriades related that after seeing the juke box on a trip to Britain he imported eight Bal-Ami boxes to Cyprus, although he knew nothing about juke boxes. They were the first juke boxes to be installed on Cyprus, and were an instant success. Within a year the profits from his eight boxes were sufficient to enable the barrister to acquire 80 boxes, and to open an office and repair shop with 20 employees. The law never looked that good to Soteriades, and he closed his practice to concentrate on his music box business. Today, his firm operates 75 per cent of all the juke boxes and games imported onto Cyprus, and Soteriades has opened a branch in Athens.

Small African Markets Stirring

ANTWERP—Belgian export-import firms report a stirring of interest in coin machines in the newly independent smaller African countries—mali, the Cameroons, and Togo. Within recent weeks Antwerp export-import firms have shipped a total of 15 juke boxes and six games to this area. Modest though shipments be, the mere fact they were made has excited the trade here, and all the more so because of the primitive conditions under which they are being operated. Some establishments in Mali have had to install generators to power their juke boxes. it is customary for operators of games to transport their machines from village to village in carnival fashion. Some operators include juke boxes in their menagerie, the boxes providing musical background for play of the coin games. As these areas develop economically, it is expected here that the present ambulatory operator will put down roots into fixed locations, and the basis thus will be created for conventional coin machine operation.

Location 'Clean-Up' Under Way

HAMBURG—German coin machine operator organizations have opened an industry "civic beautification" campaign for coin machine operating premises. The campaign aims at sprucing up amusement halls, restaurants and other locations with juke boxes and games. Amusement halls, in particular, are getting "beautification" attention from the operator. The campaign conception is simple: Down-at-the-heel locations not only discourage coin machine play but give the trade a bad name with the public. An operator association official phrased it, "for public opinion the difference between a wholesome amusement center and an iniquitous dive may be simply the difference between a coat of paint on the outside. It's that simple. All it takes in most cases is a little paint, a new sign and improved lighting." Industry psychologists are trying to sell location owners the proposition that tidy premises attract a better class of clientele—with more money to spend. The dive, they argue, is not only iniquitous but it tends to be unprofitable, insofar as legitimate trade is concerned. Although technically the operator has little influence over location decor, experience demonstrates that insistent and persistent operators, blending tact with persuasion, often can induce negligent location owners to clean up their premises.

WILL TRADE

We have late model Seeburg and Continental cigarette vending machines to trade for late model bowlers, shuffles, pool tables, guns, arcade equipment, kiddie rides of equal value. Must be located in Midwest.

Write or Call: **E. Ralph Emmett**
8713 S. Greenwood Chicago, Illinois
Phone: REgent 1-4600

MUSIC SPECIALS!

Reconditioned—Refinished—Guaranteed!

SEEBURG 200 SEL. WALLOMATICS — Reconditioned—LIKE NEW — $69.50

WURLITZER 2300-S $595

SEEBURG 201, 161 — $695 Ea.

Contact Us for PARTS for ALL BERT MILLS COFFEE VENDORS

MASTER LOCKS AVAILABLE FOR ALL PHONOGRAPHS AND CIG.

⅓ Dep., Bal. C.O.D. or Sight Draft F.O.B. Chicago

USED CIGARETTE VENDORS

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"	195

Reconditioned

A Quarter Century of Service

ATLAS MUSIC COMPANY

2122 N. WESTERN AVE., CHICAGO 47, ILL., U. S. A. ARmitage 6-5005

ROYAL DISTRIBUTING, INC. 222 E. 3rd St., Cincinnati 2, Ohio

DISTRIBUTORS FOR: Bally, Chicago Coin, United Music, Williams, Keeney, Midway, Fischer, Games Inc.

We are not delivering Keeney Old Plantation, Bally Lite-A-Line, Williams Caravelle and Games Trailblazers.

BOWLERS

C. C. Players Choice	$525
Un. Team-Mate	695
C. C. Classic	325
C. C. T. V. (with rollovers)	325
All types small Bowlers	Write

BASEBALL

Wms. Official Baseball	$425
Wms. Shortstop	235
Bally Heavy Hitter	235
Bally Targets	310

ARCADE

C. C. Criss-Cross Hockey	$185
Games Sky Rocket Rifle Gallery	75
Wms. Safari Rifle	135
C. C. Shoot the Clown	395

MISCELLANEOUS

Ke. DeLuxe Big Tent	$215
A. B. Circus	100
A. B. Galloping Dominoes	135
Games Double Shot	115
Games Super Hunter	135
Games Big Horn	235
Midway Joker Ball	235
Bally Beauty Contest	145
Bally U. S. A. (converted)	275

Call, Wire or write Harold or Clint, phone: DUnbar 1-5152-53

THE CINCINNATI COIN MACHINE CENTER

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

BILLBOARD MUSIC WEEK COIN MACHINE PRICE INDEX

Listings represent used machines in average condition introduced from 1954 thru mid-1959. Price quoted on each machine represents the average of quotes to operators by franchised distributors in three geographical areas—East, West and Midwest.

Quotes are received and averaged monthly. Listings should be used only as a general guide, since machines of identical type and condition may have considerably different values in different areas.

MUSIC

AMI

D-40 (40), 1951	$ 95
D-80 (80), 1951	130
E-40 (40), 1953	130
E-80 (80), 1953	170
E-120 (120), 1953	185
F-40 (40), 1954	200
F-80 (80), 1954	270
F-120 (120), 1954	305
G-40 (40), 1955	250
G-80 (80), 1955	330
G-120 (120), 1955	365
G-120-1 (120), 1956	365
G-200 (200), 1956	350
G-200-1 (200), 1956	350
G-200-2 (200), 1956	350
G-200-3 (200), 1956	350
G-200-4 (200), 1956	350
G-200-5 (200), 1956	350
H-200 (200), 1956	535
H-120 (120), 1956	475
H-100 (100), 1956	440
H-200M (100), 1957	445
I-200 (200), 1957	650
I-200 (200), 1958	630
I-120 (120), 1957	575
I-100 (100), 1957	520
I-200M (200), 1958	535
J-200 (200), 1958	750
J-120 (120), 1958	700
J-100M (100), 1958	580
J-200M (200), 1959	620
J-120 (120), 1959	695
J-100 (100), 1959	580
J-200 (200), 1959	760

ROCK-OLA

1436 (120), 1953	$ 85
1438 (120), 1954	220
1442 (50), 1955	225
1446 (120), 1955	260
1448 (120), 1956	370
1450 (120), 1957	330
1452 (50), 1956	275
1454 (120), 1957	415
1455D (200), 1957	460
1455S (200), 1957	450
1458 (120), 1958	540
1462 (50), 1958	375
1465 (200), 1958	570
1468 (120), 1959	670
1468 Stereo (120), 1959	730
1475 (200), 1959	755
1475 Stereo (200), 1959	830

SEEBURG

M100B (100), 1950	$ 220
M100C (100), 1952	265
100W (100), 1953	330
HF100G (100), 1953	360
HF100R (100), 1954	440
V200 (200), 1955	330
100J (100), 1955	510
K200 (200), 1957	485
L100 (100), 1957	540
201 (200), 1958	805
161 (160), 1958	760
101 (100), 1958	690
220 (100), 1958	825
200S (100), 1959	875
200SR (100), 1959	920
222 (160), 1958	885
222DH (160), 1959	900
222DHR (160), 1959	950

WURLITZER

1250 (48), 1950	$ 55
1400 (48), 1951	80
1500 (104), 1952	$ 90
1500A (104), 1953	125
1600A (48), 1954	165
1700 (104), 1954	255
1800 (104), 1955	320
1900 (104), 1956	395
2000 (200), 1956	405
2100 (200), 1957	465
2150 (200), 1957	460
2250 (200), 1958	575
2204 (104), 1958	610
2200 (200), 1958	645
2300-S (200), 1959	875
2300 (200), 1959	815
2304 (104), 1959	745
2304-S (104), 1959	810
2310 (100), 1959	790

BOWLERS & SHUFFLES

BALLY

ABC Bowler 7/55	$ 210
ABC Bowling Lanes 12/56	225
ABC Champion 9/57	410
ABC Super-Deluxe Bowler 9/57	290
ABC Tournament 6/57	315
All-Star Bowler 12/57	115
All-Star Deluxe 2/58	125
Bally Shuffle 1/59	45
Bally Speed Bowler 11/58	390
Blue Ribbon 4/55	150
Challenger 9/59	805
Club Bowler 2/59	475
Congress Bowler 7/55	220
Deluxe Club Bowler 3/59	520
Gold Medal 4/55	135
Jumbo Bowler 9/55	245
King-Pin Bowler 9/55	235
Lucky Alley 8/58	535
Lucky Shuffle 9/58	380
Monarch 11/59	490
Pan American 6/59	635
Speed Bowler 11/58	335
Star Shuffle 9/58	345
Strike-Bowler 11/57	250
Super Bowler 1/58	120
Trophy 4/58	445

CHICAGO COIN

All Star Team Bowler 11/55	$ 100
Blinker 8/55	180
Bonus Score 5/55	150
Bowl Master 7/59	465
Bowling Team 10/55	140
Bull's-Eye Bowler 7/55	185
Championship 11/56	250
Bowling League 7/57	215
Criss Cross Target 1/55	60
Double Feature 12/58	395
Hollywood 4/55	155
King Bowler 3/59	695
Lucky Strike 1/58	330
Miami Shuffle 10/56	40
Monte Carlo 1/59	75
Player's Choice 9/58	545
Rebound Shuffle 11/58	60
Red Pin 3/59	435
Rocket Ball 2/59	185
Rocket Shuffle 2/58	100
Rocket Shuffle Two-Player 4/58	135
Score-A-Line 9/55	145
Shuffle Explorer 6/58	155
Skee Roll 1/57	95
Star Rocket 5/59	295
Tournament Ski Bowl 12/56	130
Triple Strike 1/55	125
TV Bowling League 11/57	290
Twin Bowler 10/58	400

UNITED

Advance 6/59	$ 625
Atlas Shuffle Alley 9/58	405
Bonus Bowling Alley 3/58	510
Bowling Alley 11/56	225
Build-Up 5/56	200
Capitol Shuffle Alley 6/55	195
Clipper 4/55	150
Cyclone 10/58	400
Deluxe Bowling Alley 7/57	245
Deluxe Flash 6/59	515
Deluxe Shooting Star 6/58	130
Dual Shuffle 1/59	445
Duplex 11/58	600
Eagle Shuffle Alley 5/58	365
Flash 6/59	450
4-Way 11/59	555
Handicap 9/56	250
Handicap 11/59	745
Hi-Score 6/57	220
Jumbo Bowling Alley 6/57	435
Jupiter Shuffle Alley 9/58	185
League Alley 8/59	725
Lightning 2/55	145
Midget Bowling Alley 3/58	150
Niagara 11/58	385
Pixie Bowler 7/58	175
Playtime 6/58	635
Regulation 11/55	240
Royal Bowling Alley 12/57	415
Select Play 6/56	185
Shooting Star 4/58	125
Shuffle Playmate 2/59	60
Simplex 4/59	525
Six-Star 11/57	315
Super Bonus 9/55	190
Team Bowling Alley 4/57	245
Team-Mate 12/59	720
3-Way 8/59	500
Top Notch 11/55	205
Venus 4/55	125
Zenith 5/59	455

PINBALLS

BALLY

Ballerina 6/59	$ 560
Balls-A-Poppin 10/56	60
Bally U.S.A. 7/58	120
Beach Beauty 11/55	55
Beach Time 9/58	285
Big Show 9/56	70
Broadway 12/55	50
Carnival 10/57	100
Carnival-Queen 11/58	340
Circus 8/57	80
County Fair 11/59	650
Crosswords 1/58	120
Cypress Gardens 5/58	220
Double Header 8/58	100
Fun-Way 9/59	425
Gay Time 6/55	40
Gayety 4/55	35
Key West 12/56	70
Lotta Fun 9/59	385
Miami Beach 9/55	45
Miss America 1/58	130
Night Club 3/58	60
Parade 6/56	60
Sea Island 2/59	485
Show-Time 4/57	80
Sun Valley 7/57	150

GOTTLIEB

Ace High 2/57	$ 80
Add-A-Line 7/55	70
Annabelle 8/59	230
2 Around the World 7/59	300
2 Atlas 5/59	290
Auto Race 8/56	70
2 Brite Star 4/58	205
Classy Bowler 7/58	80
4 Contest 10/58	315
2 Continental Cave 7/57	155
Criss Cross 3/58	155
Derby Day 5/56	65
2 Double Action 1/59	245
2 Duette 3/55	80
Easy Aces 12/55	65
2 Fair Lady 11/56	110
4 Falstaff 11/57	245
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 11/59	305
4 Majestic 4/57	250
2 Marathon	110
2 Picnic 6/58	220
Queen of Diamonds 6/59	225
2 Race Time 3/59	250
Rainbow 12/56	85
4 Register 10/56	100
Rocket Ship 5/58	155
Roto Pool 7/58	180
Royal Flush 5/57	120
2 Sea Belles 9/56	110
Silver 10/57	155
Sittin' Pretty 11/58	190
Sluggin' Champ 4/55	70
Southern Belle 6/55	60
Straight Flush 12/57	155
Straight Shooter 2/59	200
Sunshine 9/58	185
4 Score-Board 4/58	75
2 Super Circus 9/57	200
4 Sweet Sioux 9/59	365
2 Toreador 6/56	110
2 Tournament 8/55	105
Twin Bill 1/55	55
Universe 10/59	235
2 Whirlwind 2/58	200
Wishing Well 9/55	60
World Champ 8/57	105

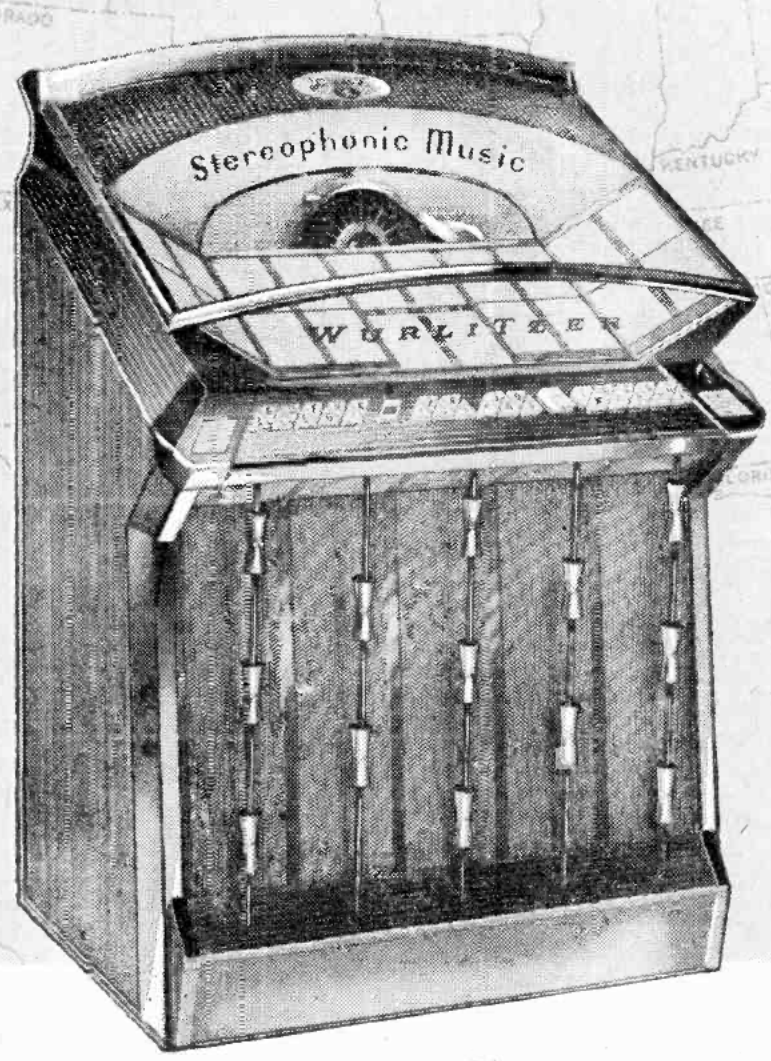
WILLIAMS

Arrow Head 7/57	$ 85
Casino 8/58	135
2 Circus Wagon 10/55	75
Club House 10/59	185
Crossword 5/59	180
Cue Ball 4/57	60
2 Fiesta 12/59	295
4-Star 7/58	110
4 Fun House 10/56	50
4 Gay Paree 6/57	95
Golden Bells 9/59	200
Gusher 9/58	110
Hi-Hand 6/57	100
Hot Diggity 8/56	110
Jig Saw 12/57	85
Kings 8/57	75
2 Naples 9/57	160
Perky 11/56	75
Peter Pan 4/55	75
2 Piccadilly 5/58	75
4 Race the-Clock 4/55	50
Regatta 10/55	50
Reno 10/57	$ 75
Rocket 11/59	185
Satellite 6/58	125
Sea Wolf 7/59	175
2 Shamrock 1/57	100
Smoke Signal 9/55	75
Soccer Kick-Off 3/58	125
Spot Pool 6/59	185
Starfire 3/57	100
Steeple Chase 11/57	110
Super Score 9/56	90
4 Surf Rider 7/58	90
3-D 11/58	130
Three Deuces 8/55	75
Tic-Tac-Toe 1/59	160
Tim-Buc-Tu 1/56	90
Top Hat 2/58	135
Turf Champ 8/58	170
Wonderland 5/55	50

ARCADE & NOVELTIES

All-Star Baseball (Wms) 4/54	$ 60
Aqua Duck (Cons) 2/55	155
Auto Photo Model 9	995
Auto Photo Model 11	1,845
Auto Test (with sound) (Cap) 9/56	295
Auto Test (without sound) (Cap) 9/56	245
Auto Test Turnpike Tournament (Cap) 9/56	1,295
Bally Targets (Bally) 10/59	325
Balloonomat (Cap) 12/54	85
Bang-O-Rama (Muto) 4/57	75
Bat-A-Score (Evans) 2/54	75
Batter Up (CC) 4/58	150
Batting Practice (Bally) 8/59	300
Big Inning (Bally) 5/58	210
Big League (Wms) 6/54	35
Big League Baseball (CC) 5/55	35
Big Top (Genc) 11/54	155
Bike Race (Munv) 5/58	495
Bing-O-Reno (Sci) 3/55	325
Bull's-Eye (Bally 3/55	150
Burp Gun (Dale) 5/57	245
Carnival Gun (Un) 10/54	135
Champion Baseball (Genc) 7/55	75
Circus Rifle Gallery (Genc) 3/57	260
Coon Hunt (Seeb) 2/54	120
Crane (Wms) 3/56	85
Criss Cross Hockey (CC) 9/58	210
Crossfire (Wms) 3/57	195
Davy Crockett (Genc) 10/56)	155
Deco Grandma (Deco) 8/54	175
Deluxe Crusader (Wms) 5/59	360
Deluxe 4-Bagger (Wms) 5/56	150
Deluxe Ranger (Keen) 3/55	170
Deluxe Skill Parade (Bally) 1/59	90
Deluxe Vanguard (Wms) 10/58	285
Derby Roll (Un) 5/55	125
Deuces Wild (Kaye) 10/58	100
Dodge City (Fran) 12/58	100
Drivemobile (Muto) 6/54	135
5th Inning (Un) 6/55	135
Golf Champ (Bally) 8/58	175
Grandma Fortune 5/56	140
Gun Club (Genc) 1/58	300
Gunsmoke (Bally) 4/59	220
Heavy Hitter (Bally) 3/59	285
Hercules (Wms) 8/59	335
Hi-Fly (Genc) 4/56	35
Horoscope Fortune Teller (Genc) 9/57	150
Hydro Duck (B&W) 10/54	130
Jet Fighter (Wms) 10/54	125
Jet Pilot (CC) 5/58	220
Joker Ball (Mid) 10/59	200
Jolly Joker (Wms) 10/55	50
Jumbo Ten Pins (Wms.) 3/58	75
Jumbo Ten Strike (Wms) (3/58	100
Jungle Gun (Un) 7/54	100
Jungle Hunt (Exhib) 7/54	175
Jr. Auto Test (Cap) 12/56	150
Kaye Hockey (Kaye) 58	125
King of Swat (Wms) 5/55	110
Kiss-O-Meter (Exhib) 12/56	115
League Leader (Keen) 4/58	95
Major League (Wms) 4/54	50
Model 500 Shooting Gallery (Exhib) 3/55	100
Moon-Raider (Bally) 7/59	350
Motorama (Genc) 10/57	170
1957 Baseball (Wms) 4/57	225
Pan-O-Rama 800 (Cap) 12/56	200
Peep Barrels (Exhib) 12/56	75
Peppy the Clown (Wms) 12/56	135
Photomatic (Muto) 2/54	295
Pinch Hitter (Wms) 3/59	310
Pirate Gun (Un) 10/58	210
Playland Rifle Gallery (CC) 8/59	445
Polar Hunt (Un) 4/55	180
Quarterback (Genc) 9/55	50
Ranger (Keen) 3/55	100
Red Ball (Mid) 5/59	175
Rifle Gallery (Genc) 9/55	85
Rock 'n' Roll (Muto) 5/56	50
Safari (Wms) 1/55	120
St. Christopher (Muto) 12/58	195
Satellite Tracker (B-L) 12/58	395
Scramball (Keen) 8/58	35
Shooting Gallery (Exhib) 5/54	70
Shortstop (Wms) 4/58	215
Sidewalk Engineer (Wms) 4/55	70
Sky Raider (Un) 10/58	275
Sky Rocket (Genc) 5/55	60
Space Age (Genc) 3/58	195
Space Gunner (Bally) 5/58	150
Special Deluxe Baseball (Wms) 1/54	50
Spook Gun (Bally) 9/58	170
Sportland Shooting Gallery (Exhib) 11/54	85
Squoits Water Polo (Aqua) 5/57	360
Sportsman (Keen) 11/54	85
Star Slugger (Un) 4/56	125
State Fair (Genc) 7/56	180
Steam Shovel (CC) 5/56	95
Super Big Top (Genc) 12/55	175
Super Home Run (CC) 3/54	50
Super Pennant Baseball (Wms) 1/54	50
Super Slugger (Un) 7/55	55
Super Star Baseball (Wms) 1/54	50
Swami (Muto) 4/55	350
Target Roll (Bally) 1/58	145
10 Commandments (Muto) 12/57	195
Ten Pins (Wms.) 12/57	110
Ten Strike (Wms.) 12/57	110
Test Pilot (Cap) 12/57	310
Titan (Wms) 8/59	395
3-D Kiddie Theater (Rite) 354	125
3-D Pix (Cap) 2/54	125
3-D Theater (Rite) 3/54	145
Treasure Cove (Exhib) 7/55	130
Twin Hockey (CC) 5/58	175
Two-Player Basketball (Genc) 3/54	135
United Deluxe Baseball (Un) 2/59	360
Vacuumatic Card Vendor (Exhib) 5/54	110
Voice-O-Graph (Muto) 2/57	595
Voice-O-Graph (Muto) 11/54	290
Wild West (Genc) 2/55	165
Yankee Baseball (Un) 2/59	280

MAKING A NAME FOR ITSELF ALL OVER THE MAP



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VARIETY MIX
OVER 400 VARIETIES
Only $4 per 1,000 in 10,000 lots & up.
Consists of 34 different Gimmicks and Series, mostly Gimmicks, mostly Vacuum-Plated, the mostest for your money.
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SAMUEL EPPY & CO., INC.
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1961 NVA Convention Aims at Record Crowd

CHICAGO—The 1961 convention of the National Vendors Association, to be held March 16-19 at the Sheraton-Towers Hotel here, is expected to attract a record number of operators and exhibitors.

Bob Guggenheim, chairman of the NVA program committee, this week announced the official schedule.

The NVA directors meet March 15, the day before the convention gets under way, with various NVA committee meetings set for the following day, when the evhibits open.

Business Sessions

Actual business sessions begin at 10:30, March 17, with NVA President Everet Graff welcoming the delegates. Rolf Lobell, convention chairman, then turns over the program to Bob Guggenheim.

Eugene Long, professor of psychology at the University of North Carolina, is scheduled to be the first speaker, providing he recovers from a current illness in time.

The report will be on child motivation, with particular reference to the charm-buying habits of the youngsters. The studies were sponsored by the federal government.

Erudite Charm

In the event the North Carolina educator is unable to appear, the talk will be delivered by Bob Guggenheim, who holds a bachelor's degree in psychology from New York University, and has completed credits toward a doctor's degree at NYU. Guggenheim holds more degrees than any charm manufacturer in the business.

Another feature of the March 17 program will be an open end forum discussion, with a panel of operators, distributors and manufacturers.

Operators on the panel will be Mike Raleigh, Automatic Merchandisers, Indianapolis; Harold Folz, Folz Vending, Oceanside, N. Y.; Charles Marenberg, B&J Sales, Toledo, and Alvin Kantor, Confection Specialties, Inc., Chicago.

Manufacturers will be Jane Mason, Leaf Brands, Inc.; Sid Bloom, Oak Manufacturing Company, Inc.; and Sam Eppy, Samuel Eppy & Company, Inc.

Moe Mandell, Northwestern Sales and Service, New York, will represent the distributors. Moderator will be Aaron Sternfield, coin machine editor of Billboard Music Week.

Ted Raynor, NVA counsel, will discuss legislative problems following the forum meeting.

Rogers Talk

Feature speaker for the March 18 session is Ben Rogers of the Public Relations Board, Chicago. The PRB is counsel for the Coin Machine Council, which represents the coin machine industry with regard to public relations.

Rogers will discuss public relations from both the standpoints of local associations and national trade groups.

The 1961 legislative program of NVA will be outlined by Don Mitchell, NVA attorney. The treasurer's report will be given by Bert Fraga, Standard Specialty Company, Oakland, Calif., while

(Continued on page 61)

BARGAINS by the BARREL!
Vacuum plated Western Rings, $1.85 per M in drum lots.
Vacuum plated 200 series, $1.85 per M in drum lots.
Bright colored plastic 100 series, 95c per M in drum lots. (About 110 M per drum.)
SURE LOCK, the perfect capsule. Patent No. 2762411. Outstanding items. Send $2.50 and receive 100 quality filled capsules. Contains our complete line.
FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.
Ask About Our ATLAS Finance Plan

The PENNY KING Company
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World's Largest Selection of Miniature Charms
Penny-Nickel ATLAS MASTER Vendors

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AND ALL OTHER FIRMS IN THE BULK VENDING INDUSTRY
Your Annual Convention is supported wholeheartedly by Billboard Music Week . . . the only trade publication bringing you complete weekly editorial coverage of your industry.
Weekly coverage which includes:
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COIN MACHINE DISTRIBUTORS place 75% of their trade paper advertising in BILLBOARD MUSIC WEEK. Doesn't this seem to prove that THE BILLBOARD does bring **RESULTS** for advertisers?
The N.V.A. Convention will be held at Sheraton Towers Hotel, Chicago, March 16-19.
BILLBOARD MUSIC WEEK'S N.V.A. CONVENTION ISSUE WILL BE DATED
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Promote YOUR Convention by using hard-selling advertising copy on your product in N.V.A. Convention Issue. Copies will be distributed free to all who attend the Convention in Chicago.
Complete information and advertising rates can be obtained from The Billboard office nearest you. Why not do it now?

Price Charges Charm Imports Hurt Economy

PAUL PRICE

NEW YORK—Paul Price, local charm manufacturer, this week charged that the purchase of foreign charms by American distributors and operators is contributing to the drain of dollars from this country and is hindering the solution of the unemployment problem.

These charges came in the wake of a controversy regarding the importation of foreign charms, particularly those from Hong Kong.

While Price pointed out that the bulk vending industry is a small one, and that it will hardly determine the shape of the American economy by itself, he added that what is happening in the charm industry is typical of what is happening in many other industries.

According to Price, the cumulative effect of this overseas purchasing is that American workers are earning less money, and that their children have fewer pennies to put in ball gum and charm machines.

Price said that the actual savings effected by the buying of foreign charms actually amount to very little for the operator. But, he added, the resultant harm to the American economy far outweighs any temporary financial saving that might accrue to the operator.

Bulk Banter

St. Louis Notes

Mark Koritz of Marjay Vending Company flew to New Orleans for the Mardi Gras. He left with a St. Louis buddy to spend a week in New Orleans before flying back to St. Louis. Combinations of Mark's name and that of his father, **Jason Koritz,** are used to form the title (Marjay) of their bulk vending firm.

Athletically inclined **Ted Mueller** has spent some happy hours ice skating this winter when he could spare the time. An ice skating enthusiast, Mueller has tried his skills at the Steinberg Memorial Park Rink in St. Louis' Forest Park as well as other places. The Steinberg rink doubles as a roller rink in the summer. Mueller tried flooding a part of his backyard for a handy, made-to-order ice skating rink, but the experiment did not work too well. Although he did this several years ago, he explained, the yard should be level smooth and easily flooded for maximum effect.

If the youngest two of **Mr. and Mrs. Joe Hoedel's** four daughters— **Jan,** five years old, and **Joy,** one—follow in the footsteps of the oldest two—**Jill,** nine, and **Judy,** seven — the parents will have a family of dancers. Jill and Judy are enrolled in the Lalla Bauman Dancing School here and Jan is scheduled to become a pupil next year.

Meanwhile, baby Joy is content to be the tomboy of the family. Hoedel, his wife, Jean, and their four daughters are known around town and in the bulk vending industry as the "J" family. Each member's name begins with the letter "J."

HOTTER THAN EVER!

Only $10.00 per M
STICK 'EM LIPS
(Patent Pending)
They're hot—they'll empty machines like mad. Kids can apply them to cheeks, foreheads, shirts, etc., and they'll become the most popular lovers in their groups.
Labels available. Vends well in all machines.
FOR YOUR SWEETHEART.
Plastic Jeweled Heart ..$ 8.50 per M
Vacuum-Plated Heart ...$10.50 per M
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The machine that will bring in extra profits for smart operators is this new Oak vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26½" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25¢ or 50¢ coin mechanism. Wall hinge (pat. pend.) simplifies servicing.
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PRICE OF MACHINE
10¢ Operation
1 to 2 machines.....$26.40
2 machines & up 21.40
PRICE OF COMBS
1 to 24 gross $3.50
25 to 49 gross 3.25
50 to 100 gross 3.00
Prices quoted are net F.O.B. Brooklyn.
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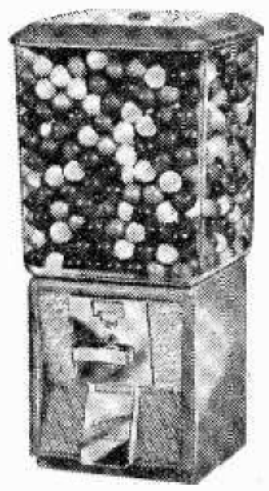
For the BEST in Bulk Vending



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N.W. Model 49, 1¢ or 5¢	$14.50
N.W. DeLuxe 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 1¢ Tab Gum Machine.	18.00
N.W. Model #33, 1¢ Perc. Converted for 100 ct. B.G.	6.50
Silver King 1¢ B.G. or Mdse.	8.50
ABT Guns	30.00
Mills 1¢ Tab Gum	12.00
Acorns 1¢ or 5, B.G. or Mdse.	10.00

MERCHANDISE & SUPPLIES

Golden Non-Pareil Almonds, 5-lb. vac. pack tins, per lb.	$ .85
Pistachio Nuts, Jumbo Queen, Red	.75
Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.72
Pistachio Nuts, Vendor's Mix	.63
Pistachio Nuts, Sheik, Red	.57
Cashew, Whole	.72
Cashew, Butts	.66
Indian Nuts	.75
Peanuts, Jumbo	.42
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.30
Rainbow Peanuts	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gems	.28
M & M, 550 ct.	.47
Hershey-ets	.47
Rain-Blo Gum, 72 ct.	$ .30
Malt-ette, 100 ct., per 100	.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
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30

Minimum order, 25 Boxes, assorted.

Complete line of Parts, Supplies, Stands, Globes, Bracelets, Charms. Everything for the Operator.
One-Third Deposit, Balance C.O.D.

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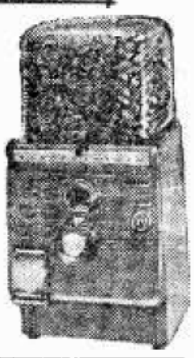
49 NUT VENDOR



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St. Louis Collections Stay Ahead of Recession

ST. LOUIS — Bulk operators have fared better, generally, than operators in the games and music lines of the coin machine industry during the current business slump which has hit the St. Louis area along with the country as a whole. Business is down, they know, but collections have either held their own or improved somewhat, primarily as a result of individual initiative.

Take Jason Koritz of Marjay Vending Company, for example. Koritz reports that December was the best month his company has had since he went into the business. Initial collections from additional equipment which Marjay put out made December a good month, the bulk vendor said.

Koritz does not deny that business is "substantially down." He stated: I definitely blame unemployment." Automobile dealers in whose places good collections are normally received are the worst offenders, he continued. The large stock of unsold 1960 model cars on dealers' hands in the St. Louis area attests Koritz's remark that the "general business trend is down, which makes business bad."

Bulk operator Ted Mueller "is doing a little better now than last year." What Mueller has done is to go more into diversification, and he now carries about six lines of merchandise where he previously had two. He also has gone more into multiple vending and most of his operations are two and three machines on one stand. "When you are making a stop," he said, "you might as well service more than one machine."

550 Enough

Mueller also has increased the number of machines he has on location but does not want to go much beyond the present 550 he now has out. As a lone operator, he would rather maintain and improve the quality of his business, he said.

The business slump is nothing to worry about, S P Distributing Company owner, Irvin Katz, said. The people out of work are the laborers and construction workers who will be called back as soon as the weather breaks, he said. "I think the bulk business will be better this year than last year," Katz said. He gave as his reason "plenty of room in which to expand."

Katz said that when things are tight, bulk vending in the large transit or volume stores is better than other locations because parents normally take their children to the supermarkets and they spend their pennies. Such markets, he said, are good for vending ball bum and charms.

"I am doing more business now because I have more machines out, but collections per machine are probably down somewhat," Katz said. The S P Company has about 75 per cent of its machines placed in the large supermarket and chain grocery stores, and collections normally are pretty steady.

Joe Hoedel reports that his business "is going along fairly good." A few locations where unemployment is noticeable have been hit, but on a whole Hoedel said he has not been too bothered.

Worst Week

On the other hand, Samuel J. Phillips, whose company bears his

(Continued on page 61)

Distribs Slate 4 Meetings at NVA; To Air Problems, Sit With Suppliers

NEW YORK — Moe Mandell, president of National Vending Machine Distributors, Inc., announced that the group plans to hold four meetings during the forthcoming NVA convention (see separate stories).

On March 16 the distributors will discuss mutual problems at a Sheraton-Towers Hotel breakfast. Also on the agenda are a meeting with charm and product suppliers and two distributor meetings.

Scheduled for discussion are the charm import situation and the rising freight costs. Mandell suggested that the bulk vending industry join forces with other small businesses sharing the same freight squeeze. He would seek relief from the federal government. Mandell pointed out that the freight rate from New York to Chicago has risen from $1.87 a hundred pounds

MOE MANDELL

a few years ago to more than $5 a hundred pounds today.

NVMD is an organization of 20 franchised bulk vending distributors. Mandell has been president of the group since its organization. Other officers are Jack Nelson, Logan Distributing Company, Chicago, vice-president, and Bernie Bitterman, Kansas City, secretary-treasurer.

Directors are Bert A. Fraga, Standard Specialty Company, Oakland, Calif.; Ed Flanagan, Northwestern Sales & Service, Boston; Everett Graff, Graff Vending Supply Company, Dallas; Tom King and Paul Crisman, King & Company, Chicago, and Jack Schoenbach, Brooklyn.

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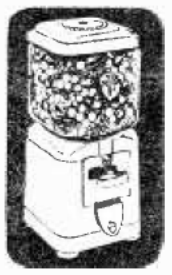
RAKE OFFERING 10-CENT BULK CONFECT. DEALS

PHILADELPHIA—Manny Rake, of the Rake Coin Machine Exchange here, feels that 10-cent bulk confections can be vended to the public. Rake is offering two 10-cent vending deals to bulk operators. The first involves an Acorn machine, with the coin chute capable of taking 10 cents, and delivering a large portion of pistaschio nuts. The second deal involves the same equipment, but with the machine vending bite-size Hershey bars. Rake feels that bulk vending customers will be willing to put 10 cents in a machine provided the portions are large enough and also provided that the merchandise is of top quality.

STEP UP TO 10¢ VENDING



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ACORN
10¢ VENDOR
with our
NEW CONNOISSEUR'S PISTACHIO NUTS and HERSHEY'S BITE SIZE CHOCOLATE ALMONDS
The ACORN Vendor with the 10¢ mechanism will vend both items accurately and profitably.
INTRODUCTORY DEAL #1
One 10¢ ACORN Vendor with 5 lbs. of Connoisseur's Pistachio Nuts, $22.75.
INTRODUCTORY DEAL #2
One 10¢ ACORN Vendor with 5 lbs. of Hershey's Bite Size Chocolate Almonds, $20.95.
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(March 16, 17, 18 and 19)

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Wurl. 1900	395.00
Seeburg KD	425.00
AMI-H-200	410.00
Wurl. 2100	345.00

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120 Rock-Ola W.B.	22.50
AMI 200 Sel. W.B.	69.50

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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
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COINMEN in the news

• *Continued from page 54*

hospital following a bout with pneumonia plus a heart attack, and is very happy with the large amount of mail he has been receiving from friends. . . . **Elizabeth,** 11-year-old daughter of **Leo Demerjian,** of Les Music Company, is in Providence Hospital recovering from a hip injury. . . . **Leo Weinberger,** head of Leo's Amusement Company, is marking 26 years in the coin machine business—at 41 years of age. He started, he recalls, repairing coin machines for his father, head of the old S. & W. Coin Machine Exchange, when he had to stand on a pop bottle case to reach them. . . . "A major problem of industry today—of all industries—is that we are pricing ourselves out of business," is the view of **William M. Campbell** of Campbell Music. "Our standard of living is so high that the cost of producing an item is necessarily high. As a result, we cannot sell to other countries with a lower standard of living and proportionately lower cost of production."

Wm. Campbell

Carl Hill is retaining the bulk vending operations of Hill Vending Service, while selling out his other operations to Central Vending. His son and business partner, **Chester Hill,** is joining Central as special field representative.

The small operator has real problems these days in the view of **Frank Staffe,** owner of the Lincoln Park Amusement Company of Lincoln Park, and an operator of juke boxes and amusement games for 23 years. "I'm doing all my own work myself," he says, "and so I'm busy day and night." . . . **Harold Christiansen,** formerly with Wurlitzer in New York State, is now general manager of the Angott Distributing Company.

Maurice J. Feldman, veteran operator and owner of the Central Coin Machine Exchange, is flying to Florida for a two-to-three-week vacation. . . . Rugged optimism in the face of present economic conditions is the attitude of **James Morisi,** owner of the Joy Amusement Company: "Things have been dragging, but this is nothing new this time of year. We expect them to get better. Hal Reves.

Int. Muto. Preps Coin-Operated Laminator Unit

NEW YORK—The International Mutoscope Corporation has gone into production on its Plasti-Vend'r, a service vending unit which laminates items for the user.

Here's how it works: The customer inserts a quarter and gets two strips of plastic in a card folder.

He then flips the perforated corner of the plastic with his finger to remove the paper backing. Next, he places the sticky side of the plastic over the article to be laminated. The same process is repeated with the second sheet. The two sheets are then pressed firmly together by hand, and trimmed with the cutter attachment.

Items suitable for laminating are photographs, identity cards, clippings, locks of hair, etc.

The unit holds 250 folders, which cost the operator about 5 cents each. Profit before commission is 20 cents a vend.

Dimensions of the machine are 17 inches wide, 15½ inches high (25 inches with a display sign) and 9 inches deep. The stand is 31 inches high. Metal is 16-gauge steel, and finish is silk screen on baked enamel. Waste receptacle and chrome steel safety trimmer are standard equipment.

SPECIALS of the WEEK!

Beach Queen	$185.00
Joker Ball	195.00
Joker's Wild	290.00
Bally 14' Tournament Bowler	195.00
Bally Strike Bowler, 14'	150.00
ABC Shuffle	135.00

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SEE. KD 200	465
SEE. 100R	395
SEE. V-200	245
SEE. 100C	195
SEE. 100B	145
AMI K-100 (New)	750
AMI I-200-M	475
AMI J-200-M	545
AMI E-120	145
AMI H-120	450
ROCK-OLA 1455	395
ROCK-OLA 1454	345

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SPECIALS!

Wms. OFFICIAL BASEBALL	$395
Wms. SHORTSTOP	235
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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Universal Reports $88 Million Sales, Increase of 22%

ST. LOUIS—Universal Match Corporation, manufacturer of vending machines, reported $88 million in sales for 1960, an increase of 22 per cent over 1959 sales of $72 million. Net income after taxes was $5,460,000 or 12 per cent higher than the $4,870,000 for 1959 which did not include Glasco Corporation and Sleight & Hellmuth, acquired this past year. Earnings for 1960 were equivalent to $1.20 per common share, based on 4,508,610 shares.

John L. Wilson, president of Universal, said the results, while an improvement, were lower than earlier projected figures. This was due to an unexpected sales and earnings decline in the firm's Armament Division and in Simmons-Woodward, a printing subsidiary, which underwent a longer period of consolidation within the parent company than had been anticipated.

Significant increases in sales and earnings were evidenced in Universal's vending subsidiaries—National Vendors, National Rejectors and Glasco—which plan increased production during 1961.

National Vendors will have facilities by spring for the manufacturing of uniform candy, cigaret, pastry, and hot and cold food lines. Glasco will produce sandwich, coffee, dairy and soft drink venders.

In addition to its work with the currency changer, National Rejectors plans to expand its volume in coin-handling mechanisms when its new plant in Hot Springs, Ark., goes into operation in March.

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Coinmen Cited For UJA Work

NEW YORK — Certificates of honor were presented to members of the Coin Machine Division's United Jewish Appeal committee Thursday night (16) at a Hotel Astor dinner meeting.

Recepients were Carl Pavesi, Harry Siskind, Mrs. Frances Denver, Tom Greco, Mike Munves, Aaron Sternfield, Bernie Boorstein, Nash Gordon, Teddy Blatt, Joe Godman, Abe Lipsky, Lou Wolberg, Doc Shapiro, Eli Kasper, Joseph Albino, Ron Billing, Oscar Parkoff, Mrs. Ruth Holzman, Irving Holzman, Al Denver and Meyer Parkoff.

Irving Holzman, the 1961 guest of honor, will be presented with a special award March 15 at the Hotel Waldorf. Governor Rockefeller will make the presentation at a dinner honoring the UJA chairman in the New York area. Holzman will sit on the dias.

Rabbi Alvin D. Rubin of Roslyn, L. I., has been named to deliver the invocation at the Victory Dinner, scheduled for May 3 at the Hotel Plaza. Abe Fish and Mac Perlman have been selected to head the drive in Connecticut, and Harry Siskind has been named chairman of the special gifts committee.

Speaker at the meeting was Abraham Tannenbaum, who spoke at length about the Coin Machine Division's Adopt-A-Project drive. The plan calls for the regular Coin Machine Division contribution of $30,000, plus another $6,000 to be given over a three-year period. The $6,000 is 20 per cent for cost of subsidizing an agricultural settlement in the Negev.

The next Coin Machine Division committee meeting is set for March 1 at the Hotel Astor.

St. Louis Collections

• *Continued from page 59*

name, said the week of February 6 was the worst since he started in the business. (That week followed the heaviest snowfall in the St. Louis area this season. Eight inches of snow fell February 3 and before it could be removed from streets, another three inches fell within a day or so.)

Phillips said he expects business to be off in the winter but this season has been worse than other years, from both the distributing and operating standpoints. Because of the heavy snow and cold weather, operators have not been getting around to make collection pickups or use the merchandise, he said. Things will pick up, he added, when the weather turns more favorable.

1961 NVA Convention

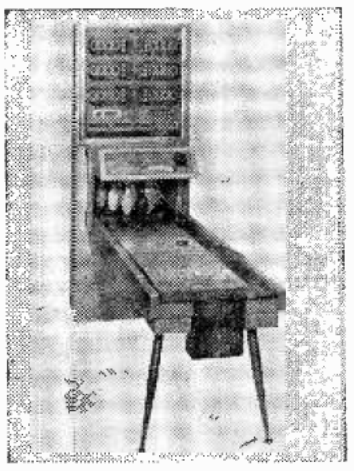
• *Continued from page 58*

Harold Folz will report for the ways and means committee. Richard Rollins, Cramer Gum Company, Boston, will report on membership.

Officers will be nominated, elected and installed in the afternoon. While no business sessions are planned for March 19, the exhibits will remain open until 2 p.m.

Social activity should be heavy. The Northwestern Corporation holds its sales meeting and dinner the evening of March 15. March 17, Sam, George and Sid Eppy hold their St. Patrick's Day party, while the following evening, Leaf Brands holds its Riverboat Jamboree.

Chicago Dynamic Ships Pro Bowler; Players Can Pick Any of 6 Games



CHICAGO — Pro, a new six-game bowler featuring a "300 Champ" game feature and a redesigned cabinet, was introduced by Chicago Dynamic Industries, Inc., last week.

The "300 Champ" game needs two or more to play. There are no frames—if a player gets a strike he continues shooting until he misses a strike. A spare counts 20, a strike 30. First player to reach 300 wins the game.

Other games on Pro are "Regulation," standard ABC bowling rules; "Flash-OMatic," lights flash on the alley and the player must time shots to coincide with the high score on the lights; "Lite-O-Matic," same as "Flash-O-Matic," but the lights are not visible until the player has shot. Jacks can also be adjusted for progressive scoring.

"Red Pin," scoring again same as "Flash-O-Matic," but a red centerpin in the alley lights up on the third, sixth and ninth frame and if the player gets a strike in these frames, he receives a bonus score.

In "All Strikes," only strikes count, each for one point. If a player gets two strikes in a row, he gets an extra bonus point.

Pro's re-designed cabinet features metal front legs and coin box, metal selection plate, plexiglass panel in the hood describing the games played, and a formica side trimmed in blue and gray. The metal selection plate has a coin rejection button, game selection button and a handicap button.

N. Y. Operators Guild Holds Regular Meet

POUGHKEEPSIE, N. Y.—The New York State Operators Guild held its regular monthly meeting Wednesday (15) at the Nelson House here.

Guests were Bob Catlin, Bilotta Distributing; Gordon Howard, Atlantic-New York; Al Schiff, Good One-Stop, and Irving Kempher, Runyon Sales.

Members present, including President Jack Wilson and Attorney Lou Werner, were: James (Pie) Haley, Tom Greco, Frank Greco, Mike Kuyprich, Nick Kuyprich, Ed Solomon, Lester Smith, Gertrude Browne, Mille McCarthy, Anne Koenig, Mac Douglass, Jack Roen, Mike Mulqueen, Dick Wenzel, Joe Reich, Steve Nekos, Bill Herbert and Ben Golden.

COMPLETELY RECONDITIONED UPRIGHTS

Games Inc. Wildcat	$220
Keeney Criss Cross Diamond	220
Games Inc. Skeet Shoot	$125
Games Inc. Double Shot	125
Games Inc. Twin Super Wildcat	445
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
Bally Lotta Fun	395

MUSIC

Rock-Ola 1432 (45 rpm)	$ 75
Rock-Ola 1485, 200 sel. (new)	795
Wurlitzer 2000, 200 sel.	345
Wurlitzer 2200, 200 sel.	445
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, 8½'	75
Bally Jet Shuffle Bowler, 8½'	65
Bally Deluxe Club Bowler	425
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

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Games SUPER WILDCAT	$425	Games SUPER HUNTER	125
Games WILDCAT	265	Games HUNTER	95
Games DOUBLE SHOT	135	Keeney LITTLE BUCKAROO	235
Games GUNSMOKE	125	Keeney CRISS CROSS DIAMOND	295
Games BIG HORN	125	Keeney SHAWNEE	275
Auto Bell COUNTY FAIR	$95		

GUNS

Williams TITAN	$365
Williams VANGUARD	275
Williams SAFARI	150
Genco BIG TOP GUN	175
Genco STATE FAIR GUN	165
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BASEBALL

Williams OFFICIAL	$395
Williams PINCH HITTER	295
Williams SHORTSTOP	225
Bally BALL PARK	395
Bally HEAVY HITTER	245
Bally BIG INNING	175

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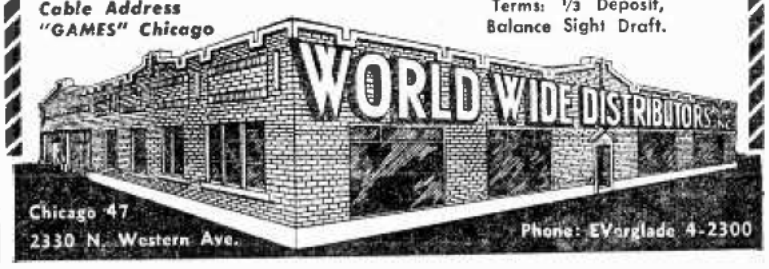

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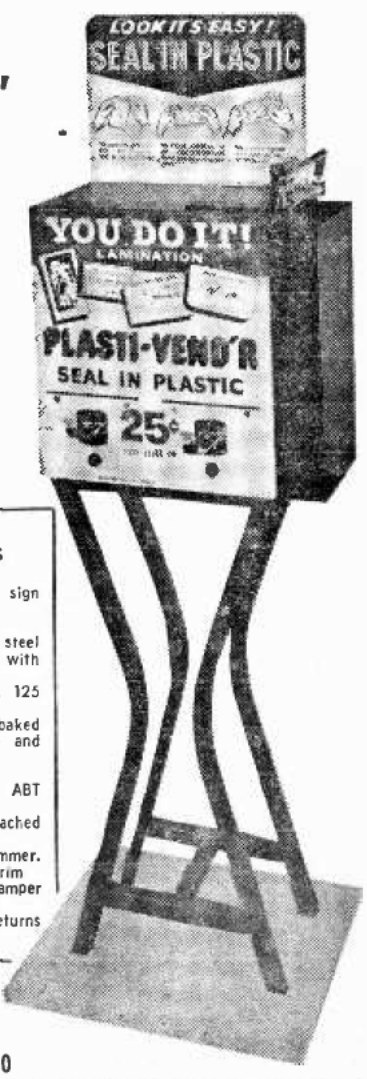

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HUNDREDS OF USES
Preserves and protects photos, driver's license, cards, newspaper clippings, identification cards, locks of hair, 4-leaf clovers, etc.

HERE'S HOW IT WORKS
Customer drops quarter into hondsome vending unit and gets two strips of plastic in card folder.

THREE SIMPLE STEPS:

1. Customer flips perforated corner of plastic with finger to remove paper backing.
2. Customer places sticky side of plastic over article to be laminated. Same process is repeated with second sheet.
3. Customer presses firmly together with hand and uses cutter on machine to trim. THAT'S ALL.

OPERATOR MAKES 20c PROFIT ON EVERY SALE less commission to location.

PLASTI-VEND'R holds 250 folders, which, dispensed at 25c each, returns to operator a total of $62.50.

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Mounting Jobless, Rough Winter Big Factors Of Dip in St. Louis Area Phono Game Trade

By JOHN HICKS

ST. LOUIS — The mounting wave of unemployment in the St. Louis area has hit the coin machine industry just as hard, if not harder, as other businesses here, a spot check of distributors and operators indicates. Cold weather and heavy snow in late January and early February also kept collections from music and game machines down, but coinmen here are optimistic about conditions improving this year.

One veteran St. Louis area coinman described the industry here as "depressed," and like others who have been in the business for considerable years, he is expecting the seasonal upturn which is familiar in this field.

With about 72,700 persons or 8.4 per cent of the labor force unemployed in this area, St. Louis was among 25 major industrial centers added to the list of areas with substantial unemployment, the Department of Labor recently announced. The unemployment total now represents an estimated increase of 23,200 or 46.9 per cent since last November 15.

Factory Layoffs

It is significant for the coin machine industry that the factors principally responsible for unemployment in the St. Louis area are the widespread factory layoffs, particularly in automobiles and parts, primary metals and nonelectrical machinery.

The employees in these industries are for the most part unskilled and semi-skilled laborers who are the mainstays of the industry. It has been often remarked here that machines in exclusive supper clubs and other plush establishments fail to pull in collections like neighborhood bars, taverns and other places which draw their customers from the general public.

The slack in collections also has a direct result for the industry in that operators do not buy new equipment from distributors unless pushed to do so. They are not buying because of the immediate prospects that collections will not materially increase, at least until the season changes. At that time, the construction trade and other outside industries will start anew and thereby reduce the unemployment rolls.

Tony Koupal of Central Distributors was optimistic about the future and hoped for brighter times, pointing out that every line of business here is about the same.

Ben Axelrod of Morris Novelty Company reports that the firm has been busy and has "about cleaned out the new Gottlieb games it had on stock."

Axelrod said he expects delivery of the new four-player Oklahoma games by the end of the month. He stated that four-player games generally go over big.

Both Axelrod and Jack Gorelick of J. Rosenfeld Company, said, however, that collections have been hurt as a result of unemployment here. Another coinman, Marvin Nissenbaum of Wonder Novelty Company, said everyone is looking for the reason for the slump.

Business as far as Joseph McCormick of Musical Sales Company is concerned is "pretty good," at least on the sales and service end of the coin machine business.

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2-Year Probe By Grand Jury Ends Up Quietly

DETROIT—The quiet ending of a long investigation of the juke box industry in this area by a federal grand jury was reported this week. The project has been under way since the fall of 1959, and covered chiefly juke box, other coin machine, and linen supply activities. In accordance with usual practice, little public information has been made available on the matter.

According to Ben F. Widger of The Detroit News, no indictments were returned, and the transcript of records was filed with the Cleveland office of the Department of Justice covering antitrust activities. About 150 witnesses were reported called before the jury, largely from the juke box field.

The fact that no bill was found against any persons would indicate that no evidence sufficiently convincing to present an indictment was uncovered, according to the usual understanding of grand jury procedure.

Gottlieb Hospital Post To Dr. Edwin I. Hirsh

CHICAGO — The appointment of Dr. Edwin I. Hirsh as director of Gottlieb Memorial Hospital's department of radiology was recently announced by Carl Nusbaum, executive director of the nearly completed hospital.

Director Hirsh, who will head Gottlieb's extensive radiology facilities, is currently associate radiologist at Englewood Hospital and also diagnostic radiological consultant to the Veterans Aministration Hospital at Dwight, Ill. He formerly served on the staffs of the Illinois Masonic and Michael Reese Hospitals.

Gottlieb Memorial Hospital, founded by game manufacturer David Gottlieb, is scheduled for completion by April 1.

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Trimount, Rowe-AMI Staffs Hold Parley

BOSTON—An informal meeting was held Tuesday (14) at the plant of Trimount Automatic Sales Corporation in connection with the recent purchase of the Boston firm by Automatic Canteen Company of America.

The meeting was in the nature of an open house for the purpose of bringing together Trimount customers, personnel and the officers of the Rowe-AMI division of the Chicago firm. It was emphasized that there would be absolutely no change in Trimount personnel under the new set-up, and it was reported that Trimount has hired three new men for the service department in anticipation of the increase in sales.

Representing Rowe-AMI were John Haddock, president of AMI; Joel Kleiman, president of the automatic service division of Automatic Canteen; Thomas Sams, sales manager of AMI; Jack Dunwoodie, vice-president of Rowe-AMI Sales Company; Ron Fish, engineer in charge of the background division of AMI; Cliff Bitting, chief of field service engineering for AMI, and George Klersey, regional district manager for AMI.

Haddock Pleased

Speaking of the new association, Haddock said that he was "extremely happy with the Trimount arrangement." "Trimount," he said, "has done an outstanding job in this field and Canteen sees no reason to change a successful system."

Trimount, he continued, would carry on as it had been doing and would handle the new line of AMI phonographs as well as its commercial background business with RCA commercial sound and its other lines of equipment.

Trimount sales and service personnel already have had several sessions with Sams, Bitting, Fish and Klersey. The service department under the direction of veteran Trimount employee Bob Bourque, service foreman, is familiar with the entire line of equipment, it was explained, and is ready to aid operators in every phase of the new equipment. Ben Friedman, Trimount parts manager, said parts have started to come in and that he is ready for the complete complement of parts for the entire line.

Among operators who attended and enjoyed a buffet luncheon were: Leon Sherter of Newton; Ralph Ridgeway of Springfield; Arthur Sturgis of Jamaica Plain; Russell Maudsley and Ralph Hines of Russell - Hall Company of Springfield; Leo Gersham of Providence; John Lazar and Dino Donati of Manchester, N. H.

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Wms. Vanguard	325
Wms. Hercules	378
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Bally Champion	395
Bally Space Ship	250
Bally Toonerville Trolley	425
Driveyourself Mobile	375
Round World Trainer	295
Sandy Horse	295
Zoo Ride	210
Chuck Wagon (new)	850
Twirley 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 Alley	325
Sci. Pitch'm & Bat'm	100
Wms. Crane	125
Wms. Ten Strike	150
Set Shot Basketball	225
Kay Team Hockey	175
Bally All Star	150
Stand. Metal Typer	225
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Evans Hole In One	150
Decca Grandma	225
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BINGOS

Atlantic City	$ 65
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Pixie	65
Miami Beach	65
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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
Star 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

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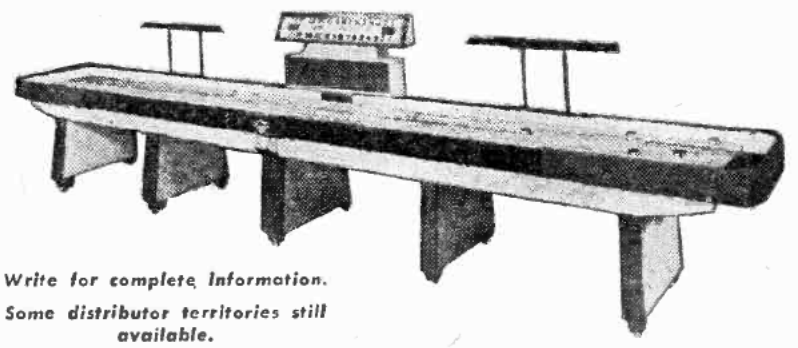

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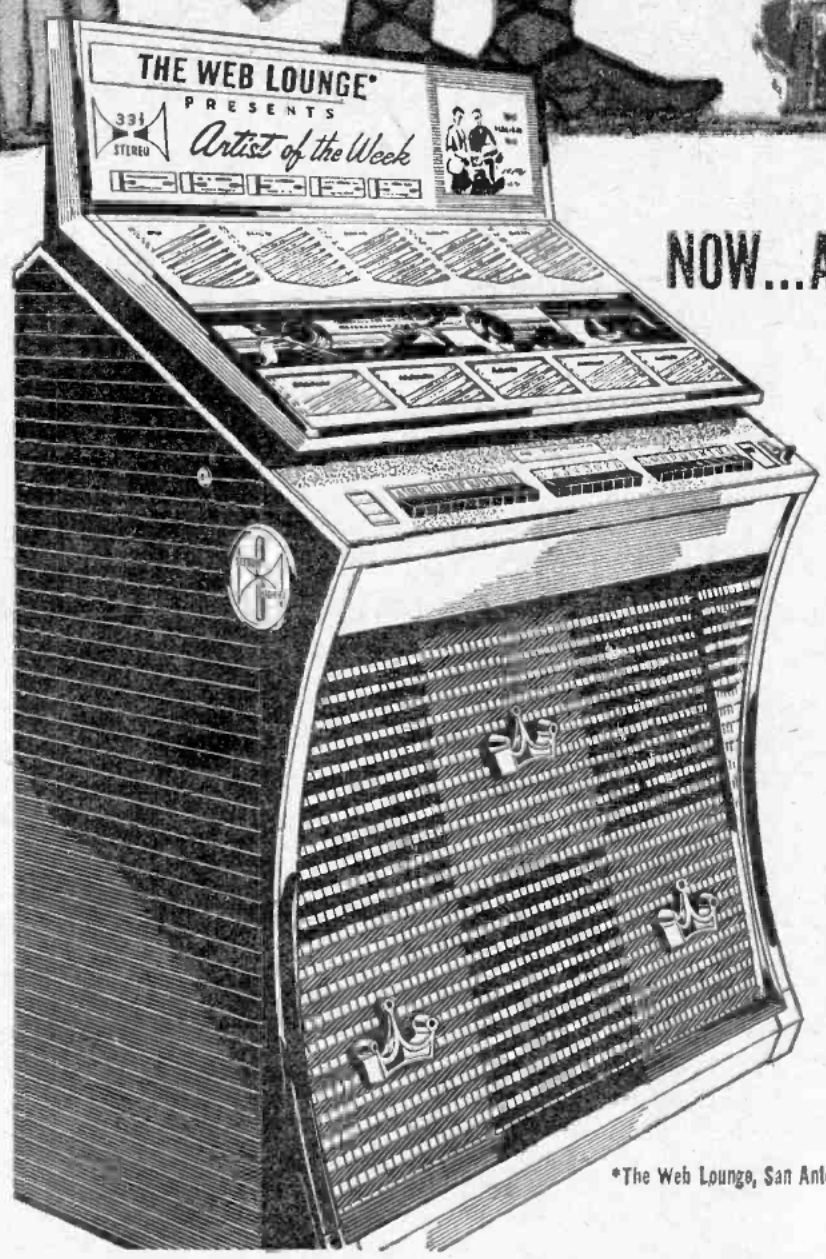

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