March 6, 1961 50 Cents

# BILLBOARD MUSIC WEEK

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

# LABELS GIVE DEALERS BIG SPRING TONIC

## Payola Probes Won't Die; Pose Perennial Problems

### Indie Labels, Distribs Say Payola Runs Rampant, Especially in R.&B. Field

NEW YORK—Payola probes, supposedly buried in Washington last year, are beginning to shape up as perennial problems in the record industry. Four San Francisco-Oakland, Calif., radio stations — KYA, KSAN,KDIA, and KEWB — are currently being investigated by the Federal Communications Commission for possible payola among their disk jockeys.

At the same time, indie record labels and distributors report that payola—particularly on the rhythm and blues jockey circuit—is more rampant than ever all over the country. Diskeries are also peeved about the upswing in "requests" from jockeys and stations for free records as giveaways and/or gratis guest appearances by disk artists at hops.

Two FCC fieldmen have been conducting a series of interviews with disk jockeys and management at the four San Francisco stations involved in an effort to determine if any money has changed hands to get a disk plugged and if any of the deejays has a financial interest in a record company or distribution firm.

Management at all the stations denied that any payola practices existed, and said their personnel had signed affidavits to that effect. Don Patterson, manager-owner of KSAN, subsequently issued a "no fraternization" order (with distributors and pluggers) to his jockeys.

Program manager-deejay Les (Sleepy) Stein, KYA, said he personally okays every record which is played on the station, and that all of his disk jockeys have his "fullest confidence." One of KYA's jocks is Peter Tripp, formerly with WMGM, New York, who was indicted by the New York County Grand Jury last year on commercial bribery charges. Tripp's trial is set for March 20, pending a decision on his motion to obtain a jury trial.

The probe rated page 1 in The San Francisco Chronicle. In the

(Continued on page 44)

## Acquaviva Shapes Symphony Project

NEW YORK—A mighty undertaking, that of forming a New York "Pops" Symphony similar to the well-known Boston "Pops," is being launched here by writer-conductor Tony Acquaviva, who is also the husband and manager of Joni James.

According to Acquaviva, $250,000 has already been raised to underwrite the project. Carnegie Hall is expected to be home base for the ensemble with a calendar of concert dates already in preparation.

One phase of the project will be to set a series of scholarships to gifted children who will join the orchestra when their training is completed. Acquaviva also expects to introduce new works and to restyle a number of existing standards.

## Victor, Capitol & Mercury Slash Album Prices 25%

NEW YORK — RCA Victor, Capitol and Mercury Records sprang with their big spring LP sale this week, slashing the price of their entire catalog of LP's to dealers by what amounts to 25 per cent. The Victor program, called the "Greatest Sale on Earth," starts next week, March 15, and runs for one month. It offers dealers a chance to sell consumers any Victor LP at half price when they purchase one LP at full price in the same price range. All stereo and mono sets are included.

**Cap's One for Three**

The Capitol sale offers dealers 33 free LP's or EP's for every 100 purchased, or one free for every three purchased, as long as the dealer buys 100 Capitol albums and 50 Angel albums. The Capitol plan applies to all album product, stereo and monaural, with the exception of stereo tape and compact (33) doubles. The Capitol sales plan started late last week and continues through March.

**Mercury Plan**

Mercury's sales program is similar to the Capitol plan for the firm's entire line, with the exception of its Sound Series of Perfect Presence and Living Presence records. Mercury is offering one free album for every three purchased, and it includes both stereo and mono disks. The sale started March 3 and runs through April 15. On the Sound series—which consists of about a score of LP's, the label is offering one free for every five purchased.

**Victor's Retail Slant**

RCA Victor's program marks the third consecutive year in which the firm has held a spring sale on its LP disks. In March 1960 and 1959 Victor held a stereo-only sale in which the consumer could buy a second record at a special cut price when he bought the first stereo disk at regular price. This year the firm decided to include all LP's,

(Continued on page 4)

## Cap Records Invades Electronics Field; Buys Two Firms; Sets EMI-U.S. Subsid

By LEE ZHITO

HOLLYWOOD — Capitol Records last week invaded the electronic field in full force with the purchase of two electronic firms and the establishment of a wholly owned subsidiary, Electric & Musical Industries (U. S.), Ltd. Capitol acquired the Hoffman Electron Tube Company, Westbury, N. Y., and the Voi-Shan Electronics Division of Los Angeles' Voi-Shan Industries, Inc., to form the nucleus of EMI-U.S. Thus, Capitol has made its long anticipated move into a diversified activity.

Hoffman is a national distributor of electron tubes and microwave components who, for the past three years, has distributed EMI tubes in this country. Voi-Shan Electronics has been active in developing and manufacturing traveling-wave tubes. Key personnel of both Hoffman and Voi-Shan will remain as part of the EMI-U.S. staff.

The newly formed Capitol subsidiary may eventually bring under its wing the label's Home Instruments Division which at present helms Capitol's activities in the phonograph field. At the outset, EMI-U.S. will concentrate its efforts on manufacturing and marketing a wide array of electronic wares aimed at the general consumer as well as military, government and industrial usage.

Most of its products will be supplied by the Capitol Records parent company, England's EMI, one of the world's major electronic firms and the United Kingdom's largest manufacturer and distributor of magnetic tape. Among the first products to be marketed by EMI-U.S. will be video tape, making it the second company in this country to offer broadcasters a videotape line. (Heretofore, Minnesota Mining has been this country's sole supplier of videotape.) EMI's videotape is being used by England's BBC and the Canadian Broadcasting Company.

Capitol Tower here will serve as headquarters for EMI-U.S. It will have an Eastern sales office in New York, manufacturing facilities in Los Angeles, and service and warehousing in 28 U. S. cities. Capitol Records, Inc., vice-president, Dan Bonbright, will be in charge of the electronic activities. Among his CRI executive responsibilities has been Capitol's Home Instruments Division. Concurrent with the formation of the new electronic sub-

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## New House Comm. Handles Juke Bills

WASHINGTON — Membership of the new House Judiciary Sub-Committee on Patents and Copyrights, which will handle anti-performance exemption bills for juke box music, has increased by two Democratic members over last session's four Democrats and four Republicans.

The group which must okay any House-introduced copyright legislation, including the new Celler anti-performance exemption bill, H.R. 70, will consist of Chairman Edwin Willis (D., La.); Representatives Jack Brooks (D., Tex.), William Tuck (D., Va.), Roland Libonati (D., Ill.), Herman D. Toll (D., Pa.) and Robert D. Kastenmeier (D., Wis.), the last two being new to the subcommittee. Republican members are Representatives William Cramer (Fla.), John Lindsay (N. Y.), Charles Mathias (Md.) and James R. Battin (Mont.).

The newly formed group reports no action in sight as yet on the Celler bill.

## FOUR DISKERIES BREAKING SAME SONG—'LONELY'

NEW YORK — An old-fashioned battle among labels to break through first with the same song was sparked last week when four diskeries came out with the new song, "Little Lonely One." The tune, which was penned by B. Brass and I. Levine, new writers signed by We Three Music just a few months ago, has been waxed by Gary Stites on Madison, the Jarmels on Laurie, Bobby Vinton on Epic and Barry Martin on RCA Victor. It's one of the rare times that a new rock and roll ditty has been cut simultaneously by more than one or two labels.

According to Hal and Belle Webman, and Larry Spier Jr., the three of We Three Music, "No one is mad at us, either," They showed the tune around and the four companies were interested enough to cut it even though they knew they did not have exclusives. All of the participants are "running," as the saying goes, with their records. RCA Victor's field men are pushing their version, Larry Uttal of Madison is covering Eastern cities, the Schwartz brothers of Laurie are promoting hard, and Epic promotion chief, Herb Linsky, is battling for plays on the road on his firm's version.

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# Chi Dealers Note Interest; Answer 'Not Now' to Buying Co-Op Proposal

By NICK BIRO

CHICAGO—Dealers here are watching the formation of a buying co-operative on the West Coast with much interest, but to date there is no plan to follow suit, at least for a while.

Following the meeting here of a group of dealers about a month ago, it was generally agreed that a co-operative would currently entail more headaches than it was worth.

The group, known as Associated Record Stores and made up of some of the city's better known and more influential dealers, met here January 31 to specifically discuss the buying co-operative idea (BMW, Jan. 30).

**Answer is 'Not Now'**

A great deal of discussion has taken place since the meeting, but the answer is still the same—not now.

Basically, dealers here feel that unless the price offered to co-ops is materially less than that available through legitimate distributors, it would be to the dealers' advantage to continue to buy through the regular distributor channels. They cite such advantages as immediate delivery and protection against loss through unsold or defective merchandise.

More significantly, dealers here don't feel that their situation is comparable to the West Coast, and they intend to fight to keep it that way.

**Forced Into Co-Op**

It was pointed out that records on the Coast can be bought at retail for $1.98—not just limited items but complete lines. Dealers here feel that the West Coast dealers have been forced into the co-op set-up to compete.

In the Windy City, although discount deals have flourished from time to time and a few top discount houses are offering record product at a substantially cut price, the discount practice hasn't spread to the extent it has in the West.

Dealers here point out that by buying through a co-operative, they might get at best, 20-30 per cent off their current price of $2.47 for a standard $3.98 album.

**Take Advantage of Sales**

This would bring the dealer's cost down to $1.72 to $1.97. Consider, however, that most dealers already are able to shave about 10 per cent off the distributor price of $2.47 by taking advantage of special deals.

Consider also that dealers would have to absorb all the overhead of running a co-operative, many of the same costs that are now absorbed by the distributor.

All this would reduce the price differential to a few percentage points and most dealers don't feel it's worth the gamble.

The one big exception would be if dealers here would go into discounting operations of their own. This would mean that they switch to a high-volume, low-overhead type operation and conceivably the co-op plan, and its few percentage points advantage in buying price would become desirable.

At present, however, the discounting operation is not something most dealers here relish.

For one, most feel that the discounting type of operation is not healthy for the industry. As one dealer pointed out, this busi-

*(Continued on page 52)*

# January's Hot Singles Ease February Losses

NEW YORK—Although blizzards and freezing weather slowed down the singles business for the first two weeks of February, dealers could look back on January of 1961 as equal to or better than any four-week period during 1960 for singles sales.

BILLBOARD RECORD SALES ANALYSIS MUSIC WEEK

Actually, sales of singles in record shops during the first four weeks of this year equalled or exceeded 38 of the 39 four-week periods from January 1958 to December 1960. The only four-week period that was better than January 1961 for singles business was in December 1958, when David Seville's "Chipmunk Song" racked up close to three million sales.

Singles were weaker during December 1960 than many dealers had anticipated, but January bounced back strongly, sparked by sales of a number of hot new singles. Among them were the Shirelles' recording of "Tomorrow" on Scepter; Ferrante and Teicher's "Exodus" on United Artists; Lawrence Welk's "Calcutta" on Dot; "Pony Time" by Chubby Checker on Parkway, and "Shop Around" by the Miracles on Tamla. These records, as well as a number of fast-moving country, and rhythm and blues disks kept the singles business humming for many dealers in January.

The total number of singles moved by dealers in January 1961 reached 7.5 million. This is only dealer sales and does not include singles sold by racks or to juke box operators. In analyzing these figures it is important to note that they refer to total sales, not individual sales by each and every dealer. In areas of high unemployment for instance, sales of singles were still depressed, but in other areas where business was holding up, single record sales were way up.

Comparing January 1961 with January 1960, sales of singles this January were up 51 per cent as against January a year ago. It must be recalled, however, that January 1960 was the weakest month for singles of the entire year.

# All-Time Picks In Decca Drive For March $$

NEW YORK — Decca's "All Time Golden Favorites," a series of albums containing million-selling singles by the label's past and present crop of artists, is the backbone of a special sales promotion campaign by the firm for March.

Nine new "Golden Favorites" albums have been released to augment the series which started last fall with six packages. In the latest group are collections of the biggest hits of Bing Crosby, the Mills Brothers, Ella Fitzgerald, Lenny Dee, Kitty Wells, Red Foley. Last fall packages were introduced containing the hits of the Four Aces, Teresa Brewer, the Ames Brothers, Jackie Wilson, the McGuire Sisters and Lawrence Welk.

A dealer incentive plan is being offered through March 24. In addition, dealers will receive centerpieces for window and counter display, mounted lithos and consumer leaflets carrying the theme, "Every Song in Every Album a One in a Million Hit."

# Dots Bump Dames Off a Cover

By REN GREVATT

NEW YORK—The struggle for album exposure has produced several interesting new trends, both as to types of covers being turned out and those being displayed by dealers.

BILLBOARD ALBUM TRENDS MUSIC WEEK

If one were to try to sum up these trends in a few words, the summary might run to the effect that girls are no longer making it, and by the same token, dots and dashes are.

The matter, of course, is considerably more involved than this over-simplification would indicate. Nevertheless, there has been in effect a gradual development of new types of covers, which are winning dealer approval.

One dealer put it this way: "Glamour on the cover, unrelated to the contents of the record itself, is passe. Many times such covers are used as eye-catchers to merchandise a new artist. But as experience has shown, if the record doesn't have it in the grooves, it doesn't go at all.

"From What I've seen, the trend is away from photography and in the direction of paintings and even abstract artwork. Titles on the cover are a big asset and so are the titles of an artist's big hits. We like to display current hot artists and a complete unit of albums, such as the Columbia "Best of Broadway" series.

Another dealer points out that "the prettiest cover in the world won't sell today unless the record itself has it. Today everything requires a selling effort by the dealer anyway. The cover attraction isn't enough. Our experience is that you don't need cover art at all. Just show the titles of the songs. Some albums today don't even have pictures. Some of those with names of shows or songs are the best. The customer can find out right away what's in the album without even having to pick it up. It makes for faster selection and turnover of product.

We find that the dots and dashes and other abstract color work on many of the sound albums is cleaner, more open artwork and tends to attract. This, in a way, has come to be identified with the Enoch Light type of record which is selling like crazy. For that reason, almost any album with that kind of cover gets attention and we will display it.

**Price Factor**

"Beyond that, price sells an album today, not the cover. Give them a healthy enough discount and they will consider buying it. Give them a naked woman on the cover and ask full list price and they'll laugh at you."

A Brooklyn dealer asserts that "dancers and nudes hurt sales." It figures. Anybody with any kids doesn't want an album cover like that lying around. So people are beginning to steer clear of the sex covers. They tell us they're buying entertainment on the record, not on the cover. The title listings make the best covers and some of the percussion albums with the crazy dots do a lot of business. I would say that dames, however, have had it. The whole thing is that the cover should give some idea as to what's inside. If people want wild-looking dames, they can pick up a magazine at their newsstand. In that case, the cover gives you an idea what's in the magazines.

# Mort Sahl Ankling Verve for Reprise; LP Recording Set

HOLLYWOOD — Iconoclast Mort Sahl will move from the Verve label to Frank Sinatra's Reprise Records, according to indications here. Reprise refused to confirm or deny the acquisition of recordom's political satirist, but Billboard Music Week learned that an LP was recorded by the Sinatra label during Sahl's recent appearance at Hollywood's Crescendo. In view of the label's product line-up awaiting release, it is apparent that the Sahl Reprise album will be released in late March or early April.

Sahl was first released on disks by Verve in 1958 and since that time Verve has issued five Sahl LP's ("The Future Lies Ahead of Us," "Look Forward in Anger," "Way of Life," "Mort Sahl at the hungry i," and the most recent, "The Next President.") Unless Sahl drastically changed his material for the Reprise recording, LP will be

*(Continued on page 52)*

# MGM's Anger, Handwerger to New Positions

NEW YORK—Two new departments to handle advertising, promotion and publicity have been established in the MGM-Verve Records fold, according to Sid Brandt, vice-president in charge of sales and operations.

Under the new set-up, Sol Handwerger, veteran promotion man at MGM, becomes director of publicity, promotion and exploitation, while Harry Anger Jr., assumes the post of director of creative services. Brandt said under the new arrangement both men take on greater responsibility and authority.

Handwerger will concentrate his efforts in the publicity field, with special emphasis on developing campaigns for established artists as well as newcomers. His efforts will be directed to both the trade and consumer media. Handwerger also will continue to work on artist relations, promotional and exploitation projects.

Anger, who was formerly with RCA Victor and Warner Brothers Records, will be responsible for the creation and development of all advertising, packaging and display material for both lines. He has handled sales promotion for MGM for the past year.

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Send to: Billboard Music Week
2160 Patterson Street Cincinnati 22, Ohio



BILLBOARD MUSIC WEEK

Published by
The Billboard Publishing Company
2160 Patterson St., Cincinnati 22, Ohio

Publisher
Roger S. Littleford Jr. . . . New York Office

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

Sam Chase . . . . . Editorial Director
Paul Ackerman . . . . . Music Editor
Aaron Sternfield . . . . . Coin Machine Editor

Robert Rolontz . . . . . Assoc. Music Editor
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Circulation Office
Send Form 3579 to
2160 Patterson St., Cincinnati 22, Ohio
DUnbar 1-6450
B. A. Bruns . . . . . Circulation Director
Joseph Pace . . . . . Fulfillment Manager

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NAtional 8-4749

Subscription rates payable in advance. One year $15 in U.S.A. and Canada; $30 in all foreign countries. Subscribers when requesting change of address should give old as well as new address. Published weekly Second-class postage paid at Cincinnati and at additional entry office.

Copyright 1961 by The Billboard Publishing Company. The company also publishes Vend, the monthy magazine of automatic merchandising; one year, $5 in U. S. A. and Canada; Billboard Overseas Edition; Amusement Business, the weekly magazine of amusement management, and High Fidelity, the magazine for music listeners.
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Vol. 73 No. 9

STRICTLY TOP 40

# Disk-Pioneering Spirit Fading Fast in Boston

By CAMERON DEWAR

BOSTON — The old Yankee pioneering spirit, at least as far as the record business is concerned, appears to be dead in this once No. 1 kick-off town, according to some record distributors and record retailers. The feeling is that many records deserving of attention go by the board in Boston.

Radio stations appear to be sticking strictly to the Top 40, neglect rhythm and blues and spirituals and lean almost wholly on pop tunes. Talking with some teen-agers and record dealers reveals the perhaps curious fact that there is a great demand for the older r.&b. numbers, but stations seem to be Top 40 - minded.

Several dealers pointed out that there is a potential market of 100,000 Negroes in the area who could be interested in spirituals, but that this market never has been exploited. From enquiries at record stores, there also is a large following for country and western.

Dealers and distributors point out that there are many rhythm and blues records showing good action in other cities in the country, but Boston stations appear to have no interest in this situation. One dealer cited the example of the Bobby Marchan

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# Wein Unveils Big Plans For Castle Hill Concert

By CAMERON DEWAR

BOSTON — George Wein, Storyville impresario and director of the Newport Jazz Festival as well as a number of others, will produce and direct the most ambitious summer concert program ever planned for Castle Hill, Ipswich. The announcement came shortly after word from President Louis L. Lorillard of the Newport Festival to the effect that the Rhode Island jazz event had been called off and probably never would be held again. It had been marked by a riotous outbreak last summer, it is now in debt for $110,000 and is unable to secure a license from the Newport City Council. No backers could be found to launch it on its eighth season.

"We are determined that Castle Hill shall become America's summer center for the performing arts," said Wein, "and we intend to make it a showcase for the greatest talents in classical music and the drama, as well as attracting the great names in jazz, folk and gospel music."

Wein said he believed that Castle Hill, with its gracious surroundings, lovely gardens and magnificent view of the dunes and Ipswich Bay, "is a setting unrivaled anywhere in this country. In the 10 years of its existence, the Castle Hill concert series has been supported by a loyal core of sponsors and we feel that now the series is ready to expand its sponsorship."

Wein plans to bring the Kingston Trio, Duke Ellington, Mort Sahl, the Weavers, Malhalia Jackson, the Modern Jazz Quartet and many others who already have been signed. He said he also hopes to make shortly "an astounding announcement in the field of drama that will cap our entire program."

Such classical performers as Isaac Stern, Leontyne Price and Leon Fleisher, who have appeared at Castle Hill in the past, will be featured. Since attendance will be of necessity limited to the 1,700-seat capacity of the Garden and 4,000 in the amphitheater, first consideration will go to Castle Hill sponsors.

the pick of the new releases:

## SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

**Pop**

**THE INNOCENTS**

**IN THE BEGINNING (Blue Indigo, BMI) (2:25)—KATHY (Blue Indigo, BMI) (2:30)**—The group has had several big outings with Kathy Young and by themselves, and this coupling can keep things going. Both sides are in slow, persistent tempo with a lot of good sound. Side Two could be regarded as a tribute to their former singing mate. Both have a chance. **Indigo 116**

**BOB LUMAN**

**THE GREAT SNOW MAN (Acuff-Rose, BMI) (2:46)—THE PIG LATIN SONG (Acuff-Rose, BMI) (2:26)**—Two fine songs by John D. Loudermilk receive a warm and spirited treatment by Luman. Top side is an interest ballad idea while the flip is a cute rhythmic effort. **Warner Bros. 5204**

**Country**

**JEAN SHEPARD**

**NO ONE KNOWS (Briarcliff, BMI) (2:22)—THE ROOT OF ALL EVIL (Pamper, BMI) (2:05)**—Two great sides for Miss Shepard, with the first a solid, medium-beat weeper, delivered with much vitality and heart. Flip is equally well handled and contains a lot of basic country philosophy. Two efforts that can go. **Capitol 4538**

**Additional Spotlights on Page 31**

MORE FRANTIC THAN USUAL

# Academy's Song Nominations Set Off Scramble for Ballots

By JUNE BUNDY

NEW YORK—The announcement last week of the five "best Song" nominations in Hollywood's 1961 Academy Awards competition touched off an even more frantic than usual scramble for votes on the part of the songwriter nominees and their publishers in the form of TV guest shots, trade paper ads and special disk promotions.

The five tune nominees are: "The Green Leaves of Summer," by Dimitri Tiomkin and Paul Francis Webster from "The Alamo"; "Faraway Part of Town," by Andre Previn and Dory Langdon from "Pepe"; "The Facts of Life," by Johnny Mercer, from "The Facts of Life"; "The Second Time Around," by Jimmy Van Heusen and Sammy Cahn, from "The Second Time Around," and "Never on Sunday," by Manos Hadjidakis, from "Never on Sunday."

Playing a particularly active role in the promotion push is the Big Three (Robbins, Feist and Miller), which has two of the tunes, "The Green Leaves of Summer" and "The Second Time Around." At least one Robbins, Feist or Miller song has been nominated by the Academy for the last 24 consecutive years. A total of 38 Big Three songs were nominated during this period and five won an Oscar. During the same period, the Big Three also had some 72 "Best Score nominations resulting in 11 Oscars. In the "Best Score" category this year, the firm has "The Alamo" and "Let's Make Love."

Although "Green Leaves of Summer" was recorded by more than 50 different artists around the world, the Big Three obtained even more exposure (on the West Coast only) with a special deal whereby two top stars—Frankie Laine and Sarah Vaughan—recorded versions of the tune which were never released for sale by dealers.

Roulette pressed up 500 of the Sarah Vaughan disk and Columbia made up 1,000 of the Laine platter. These records were then distributed only to key deejays and stations in California and members of the Academy. The disks will possibly ultimately be released by Columbia and Roulette in show music albums by the two stars.

**Hit TV, Radio**

Meanwhile, the writer-nominees are making the rounds of radio and TV shows, both local and network. Cahn and Van Heusen this month appeared on four local shows—Oscar Levant's program and "Comment," on KCOP-TV; KFI's "Swing Years" and Pat Buttram's airer on KTLA-TV. Previn, Langdon and Mercer participated in several recent segments of "Hollywood Record Room," a new musical discussion TV series on KRCA, Hollywood.

Andre Previn also guested on the Perry Como show last month and played both of his "Best Score" nominees—"Bells Are Ringing" and "Elmer Gantry"—while Eydie Gorme sang his "Faraway Part of Town" tune on the same program. Tiomkin was saluted a couple of weeks ago on ABC-TV's "Music Is My Beat" show, which featured his entire catalog.

Of the writer-nominees, Cahn and Van Heusen have each won three previous Oscars (Two as a team); Paul Francis Webster has won two Oscars, and Johnny Mercer and Dimitri Tiomkin have each won one. Previn is nominated in three different categories this year; Tiomkin in two.

**Previn Conducts**

Previn will again act as musical conductor for the Academy Awards ABC-TV show, when the winners are announced April 17. Bob Hope will emsee the event, with Jane Morgan and Roger Williams already set as guest performers. Miss Morgan will sing "The Second Time Around" and "Somebody" (which she recorded for Kapp). Williams will play "Never on Sunday."

Local trade paper ads are spotlighting glowing testimonies to the various tunes by everybody from Frank Sinatra to Sigmund Spaeth. Sinatra's ad proclaimed, "I believe in backing a winner!" a reference to his new waxing of "The Second Time Around" (The first release of his Reprise label) which hit "The Hot 11" this week in the No. 86 slot.

It's interesting to note that United Artists Pictures, which scored strongly with theme waxings by UA Records on the best selling singles and album charts in 1960, set an Academy Award record this year with 41 nominations. Three of the five tune-nominees are from UA movies—"The Facts of Life," "Never on Sunday" and "The Alamo." Four of the five film score nominees are from UA movies —"The Alamo," "Elmer Gantry," "Exodus" and "The Magnificent Seven."

# Flick Execs Dig Deep Into Disk Artist Ranks For Box Office Attractions; Tap Deejays, Too

NEW YORK — Movie executives are continuing to dig deeper and deeper into the ranks of hot record artists in both the singles and album fields in their never ending search for box-office properties. And a number of important disk jockeys are being tapped as well for roles in upcoming films.

Meanwhile, the current success of movie themes on records and the importance of these hit disks in helping to create excitement about the movies, has caused a scramble on the part of producers to sign key composers and scorers.

Brenda Lee, Bobby Rydell, and Gene Pitney are the latest young disk stars inked by Hollywood. Miss Lee will make her movie debut in a leading role in "Teddy Bears" for 20th Century-Fox. She has been signed to two films a year for Fox at a starting salary of $50,000. Rydell's first movie will be "Hill Girl."

Pitney, 19-year-old singer-songwriter who has his first hit — "I Wanna Love My Life Away" — on Musicor, was personally selected by Dimitri Tiomkin to sing the main title theme for the forthcoming UA movie, "Town Without Pity" starring Kirk Douglas. The title tune—penned by Tiomkin, who wrote the movie score — is also featured in a juke box sequence Pitney's waxing of the song will be used in that scene. Tiomkin is using a 12-piece jazz combo to record the theme.

**Twitty Production**

Meanwhile, Conway Twitty is following Pat Boone and Bobby Darin's lead, and is setting up his own film production company. Twitty will produce and star in an indie picture which will be filmed

(Continued on page 52)

## SORD MAHOFFS SET FLA. MEET MARCH 19-20

CORAL GABLES, Fla. — The Society of Record Dealers of America board of directors will hold its semi-annual meeting here March 19-20. The Sunday and Monday conclave will be headquartered at the University Court Resort Motel and will be officially hosted by Mike Spector, proprietor of Spec's Records here and a former president of SORD.

A prime topic of discussion is expected to be the matter of reorganizing the Society along the lines of regional and local chapters in order to effect better and faster communication. This move would require a change in the by-laws of the organization, which could be set in motion at the meeting.

## Sidney Mills Back With Mills Music

NEW YORK—Sidney Mills, vet music man, has returned to Mills Music as general mechanical manager. He joins brothers Dick and Paul in acting as liaison with a.&r. men of the various recording firms.

Sid Mills had left Mills a few years ago to start his own publishing company. He will continue the active management of these firms, Diana Music, Sidney Music and Diana Records. He will also continue to represent recording artists Sam Hawkins, Vic Justi and Bobby Hamilton, in addition to his other duties with Mills.

## Cap Labels Set 32-Album Run

HOLLYWOOD—A total of 32 albums comprise the March release for Capitol pop, Classics, Capitol-of-the-World and Angel. Sixteen LP's are devoted to the pop portion of Capitol's March offering, highlighted by the label's move this month in both the comedy and percussion fields. For its laugh entry, Capitol spotlights comic Bob Melvin's disk debut in an album titled, "Closer, Baby, Don't Fight It." On the drum front, it offers "Wild Stereo Drums!" (On mono, "Wild Hi-Fi Drums!"), featuring percussive talents of Billy May, Les Baxter, Pepe Dominguin, the Drum Brigade and Dickie Harrell.

Other artists represented in the March pop release are Ray Anthony, Nat King Cole, Jackie Davis, Webley Edwards, Jackie Gleason, Pee Wee Hunt, Dave Pell; George Shearing, with Nancy

(Continued on page 43)

# Victor, Capitol & Mercury Slash Album Prices 25%

• *Continued from page 1*

both mono and stereo. According to Jack Burgess, vice-president of commercial sales at RCA Victor, the firm's 1960 "Save-on-Stereo" sale was repeated at the dealers' request, and was an enormous success." Burgess stated that "dealers reported that it increased their over-all record business and stimulated stereo sales activity enough to really put stereo on its feet. We believe that "The Greatest Sale on Earth" will do more toward revitalizing the interest of the record-buying public, and just as important, the advertising program created for this sale will give record dealers a great opportunity to show customers that a record shop is still the best place to purchase records." Victor will advertise its "Greatest Sale on Earth" (the diskery made special arrangements with Ringling Brothers, Barnum and Bailey for the use of the slogan), in nine national consumer magazines. Through a co-operative advertising program, Victor expects local advertisers to spend $250,000 on the sale.

Mercury Records Executive Vice-President Irwin Steinberg told Billboard Music Week that he expected the Mercury sale to help dealers move a great amount of product to the consumer by stimulating activity at the dealer-consumer level. He said it would put dealers in a better position to compete with the discount stores. Mercury, too, will work with dealers on co-op ads during the sale, and will work many point-of-sale merchandising items.

To qualify for Capitol's plan, dealers must order a minimum of 100 Capitol LP's and 50 Angel albums, with the free items to be limited to those titles purchased during the program. In addition to the price break, dealers also will receive a 90-day deferred payment benefit, allowing them to pay for their March program purchases in three equal installments, falling due on the 10th of April, May, and June. Capitol's usual 10 per cent exchange privilege and 2 per cent cash discount for prompt payment on the three due dates will remain in effect.

Orders placed under Capitol's February program but not shipped as of February 28, can be canceled to allow dealers to buy the same merchandise under the more favorable terms of the March program.

Capitol moved into the March discount arena with such rapidity, its across-the-board album price slash automatically overshadowed its more conservative deals offered only the week before. A week ago, it announced a one-for-10 Frank Sinatra bonus plan whereby dealers would receive one free Sinatra album for every 10 they buy of his soon-to-be-issued "All the Way" LP or his January-released "Swingin' Session" album. This was disclosed in the February 27 issue of Billboard Music Week, as was the extension of its 10 per cent Angel program. Thus, the new March discount offer supercedes the Sinatra and Angel plans as well as all previously announced Capitol and Angel programs.

Capitol, through the years, has been comparatively conservative in discount drives. The March one-for-three program on all Capitol and Angel LP's and EP's marks "the biggest dealer and consumer incentive ever offered in the company's history," according to Capitol Records Distributing Corporation President Mike Maitland.

Victor's notice to its distributors two weeks ago that it was again initiating a special spring LP sale, caused both Capitol and Mercury to fall in quickly. It is believed by many tradesters that some distributors leaked the Victor sale information to their big accounts last week since both Goody and Korvette in New York jumped into a 50 per cent off list sale of RCA Victor Records last Monday (27).

Victor is initiating its 1961 sale at a time when it is doing better in the album field than it has for many years. Victor's new Limeliters album, its Sviatoslav Richter LP, its albums of "Wildcat" and "Do Re Mi," and the "Exodus" sound track, plus is normal strong-selling albums by Henry Mancini, Van Cliburn and Elvis Presley, and the Red Seal sets, have jumped Victor solidly back in the album picture in 1961. And, as everyone knows, Victor is currently the hottest company in singles. Victor executives are convinced that this is the time to get their album product into stores in great quantity, and that the sale will help both the record business as a whole and Victor's own.

Many labels checked by Billboard Music Week indicated that they did not want to join Victor, Capitol and Mercury in March sales plans for various reasons. Some have just come off special plans and sales, while others feel they have enough hit albums to keep up their sales. Jay Lasker, sales chief of Reprise, said that he felt the advertising of the three companies would help pull so much traffic into stores that all manufacturers with strong product would benefit.

Howard Judkins Sr., president of the Society of Record Dealers, (SORD), told Billboard Music Week that "We hope that it (the Victor, Capitol, Mercury March sales) means the beginning of a permanent price readjustment to bring the suggested list price more in line with actual sales practice." However, in regard to this, Burgess at RCA Victor said the price of its records would come back to the regular list price at the end of the sale, and this was confirmed by the Mercury and Capitol executives. Many trade observers feel it is impossible for the large manufacturers to lower their list prices permanently due to their record club commitments.

# Cerulli, Gold to New Victor Slots

NEW YORK—Dom Cerulli has been named to the newly created post of manager, editorial and creation service at RCA Victor. In his new post, Cerulli will be responsible for the co-ordination of album production and packaging and the development of new ideas relating to albums. He will report to George Avakian. Cerulli was formerly press and information executive for single records at Victor, which he joined in 1960 after leaving Warner Bros. He was associate editor of Down Beat and is president emeritus of the MRA.

Also at Victor, Marty Gold was named co-ordinator of all Stereo Action albums to be produced by the company. Gold joined Victor last year as an a.&r. director. He will continue his activities in a.&r. and as a conductor-arranger and recording artist.

# Atlantic-Atco Bows 6 Album Releases

NEW YORK—Atlantic Records has released three new albums, plus three more new LP's on its Atco subsidiary label. The Atlantic packages feature Ornette Coleman, Chris Connor and alto sax star Crawford on his debut LP.

The new Atco packages spotlight three European acts — the Scandinavian vocal duo Nina and Frederik, British Dixieland band Acker Bilk, and Swedish maestro Harry Arnold and his ork, featuring pianist Frank Barclay.

The Nina and Frederik LP, "Nina and Frederik With Louis Armstrong," contains six selections from the sound track of a European movie, "Formula for Love," in which the team appears with Armstrong. Armstrong's vocalist, the late Velma Middleton, is also heard on one track.

# NARM Giving Artist Awards

HOLLYWOOD — The National Association of Record Merchandisers (rack jobbers) will present special awards to those artists who delivered the top-selling records on racks during the past year at its annual convention, April 25-29, at Miami Beach's Eden Roc Hotel.

Disk artists scoring 1960's highest total rack sales are Capitol's Kingston Trio (best selling vocal combination), RCA Victor's Elvis Presley (best selling male vocalist) and MGM's Connie Francis (best selling female vocalist).

Records enjoying the highest rack sales: Best selling single, Elvis Presley's "Are You Lonesome Tonight?" (RCA Victor; best selling regularly priced LP, "60 Years of Music, Volume 2" (RCA Victor); best selling economy priced LP, "Mantovani Showcase" (London); best selling EP, Elvis Presley's "Touch of Gold" (RCA Victor).

According to NARM President Harry Goldman, the above were selected according to actual rack sales. Each of NARM's members listed his top sellers on a ballot and these were audited by the Haskins & Sells accounting firm. According to NARM, its 40 members last year handled more than $50,000,000 in retail record sales.

# Quality Products Need Less Discount Merc Exec Notes

CHICAGO — Quality product combined with de luxe packaging necessitates fewer and smaller discounts, according to Irwin H. Steinberg, executive vice-president of Mercury Record Corporation.

At last week's meeting of Mercury's a. & r. and field sales staffs, Steinberg said the January sales picture indicated quality goods such as Mercury's Perfect Presence Sound Series and Living Presence Sound Series proved the theory that extensive discounts are unnecessary if quality and salesmanship are employed.

Kenny Myers, vice-president in charge of sales, noted the success of Beethoven's "Wellington Victory" as an example of the acceptance of the PPS line. This album was backed by an all-out, extra-budget merchandising and advertising campaign which included window displays, counter cards, catalogs, demo disks and spot-placed high impact and large circulation advertising shots, as well as a four-color plastic stereo department sign.

Mercury, Myers said, will launch phase two of its program with the February 26 package goods release. This release will receive priority push, merchandising material, de luxe packaging and co-ordinated advertising programs, aimed not only at present consumers but also at the new stereo buyers.

Added to the phase two release will be a special deejay mailing of a monaural disk to pop stations, including many new to the list that are showing a tendency to lean toward relief tracks to vary the standard top 40 format.

# MUSIC AS WRITTEN

## New York

**Max Silverman,** the genial proprietor of the Quality Record Shop in Washington, and his assistant, **Gene Levy,** have started their own record label, called Frandy. First release, titled "Nobody," with **Tibby Hubbard,** has already started to garner action in Washington, Nashville and Philadelphia, says Max. . . . **Lee Eastman's** purchase of Korwin Music (B.M.W., Feb. 27), also includes Pauline Music, the ASCAP firm that includes the **Mitch Miller** "Sing Along" theme. . . . Discos Fuentes is the exclusive distributor for United Artists Records in Columbia. . . . Vesuvious Records in New Jersey has appointed Duncan Distributors in Cleveland and Disc Distributors in Boston to handle the label.

**Nelson Riddle** backs **Johnny Mathis** on the singer's new album "I'll Buy You a Star." Riddle was loaned to Columbia by Capitol for the LP. . . . A new musical, "Kicks & Co.," is due to hit Broadway in the fall. Book, music and lyrics are by **Oscar Brown,** the highly touted new Columbia artist. . . . **Wally Roker,** formerly with Fire and Fury labels is now handling national promotion for the hot Scepter label. . . . **Ivan Mogull** is off to Europe on a four-week trip to acquire new tunes for his Harvard and Ivan Mogul Music firms, and to work on "Pony Time" and "You Can Have Her" abroad. . . . **Chubby Checker** is making a TV film showing the "Pony Time" dance which EMI will distribute throughout the world with his disk. . . . **Harold Herson,** New York dance band leader for 30 years, died last week in Ithaca, N. Y. . . . **Annette LeVine** has joined **Bobby Heller's** distributing firm in Philadelphia as promotion department chief.

Bob Rolontz.

## Hollywood

Gardena Records has signed a nonexclusive deal with the **Gary Paxton** and **Kim Fowley** production. Gardena also picked up the Paxton-Fowley master to "Baby, You Got Soul" b/w "All-Night Party," by **Johnny Angel,** on the P-F Paxley label. . . . **Stan** ("Ghost Riders in the Sky") **Jones'** latest, "Sweet Little Lark," was recorded for the Van-Russ label here by the **Russo Brothers.** Tune is a lullabye.

Liberty Records' national promotion director, **Bob Skaff,** hits the road on a five-week drum-beating tour of key markets. His itinerary includes Denver, Chicago, Cleveland, Pittsburgh, New York; Hartford, Conn.; Boston, Washington, Baltimore and Philadelphia. At the same label, artist-repertoires' **Snuff Garrett** signed vocalist **Dave Edwards** to a recording contract.

Seventeen-year-old singer-actor **Ronnie Keith** (Leroy on "The Great Gildersleeve" show) has been signed by El Monte Records, with first release coupling "The Little Dog Laughed" and "My Little Susie." . . . Candix Records' head, **Bill Silva,** is setting up a West Coast disk jockey tour for **Lou Rawls** to plug his releases. . . . Dot is issuing a special disk-jockey promotional record that includes a **Lawrence Welk** voice-track saluting the spinners and thanking them for their co-operation. Gab track is included with the disk jockey pressing of "Theme From 'My Three Sons'" b/w "Out of a Clear-Blue Sky."

Lee Zhito.

## Chicago

Delmar Records, jazz label operated by Chicago retailer **Bob Koester,** has scheduled **Albert Nicholas, Art Hodes,** barrelhouse pianist **Speckled Red,** and modern jazzmen **Jimmy Forrest, Ira Sullivan** and the **John Young Trio** for a series of LP sessions. The label recently added the following distributors: Alpha, New York; California Record Distributing, Los Angeles; United, Chicago; Record Merchandisers, St. Louis; Lesco, Philadelphia; East-Coast, Pittsburgh; Vieux Carre, New Orleans, and Keynote, Cleveland.

**Shelby Singleton,** Mercury's Southern a.&r. director, will be in Nashville Tuesday (7) when **Billy (Crash) Craddock** cuts his first single for that label. Singleton plans to be in New Orleans Friday (10) for a **Cajun Pete** LP session which will be recorded "live" before an audience composed of local dealers and disk jockeys.

**Ernestine Anderson** (Mercury) cut a single in New York Friday (3), according to Mercury a.&r. man, **Clyde Otis.** . . . **Big Bill Hill,** Colt Records, has set **Bob Heller** and **Gene Canter,** Record Distributing Company, to handle his firm's Philadelphia distributorship. . . . **Jack Russell** was re-elected president of the Midwest region of the Artists' Representative Association for the eighth year in a row. Russell was recently tapped as talent co-ordinator for the "Danny Thomas Salute to the Claretian Fathers' show April 26 here. . . . Distributor James H. Martin has returned to the Windy City following a Philly business trip.

**Ernie Altschueler,** Columbia a.&r. man, was in town last week for record sessions with **Inman and Ira,** currently at the Gate of Horn, and **Johnny Janus,** appearing at the Playboy Club. Altschueler also cut a comedy LP with the **Kirby Stone Four** during a "live" performance at the Playboy. . . . **Norman Dolph,** Columbia Record Productions, just returned from a Columbia conference in New York.

Gloria Manlong

## Nashville

**Roye Lee** last week produced Chancellor sessions at the Bradley Studio by **Nicollet and the Lee Men.** . . . **Jim Reeves'** new RCA Victor album is called "Tall Tales and Short Tempers," and the label's latest album etching by **Homer and Jethro** is "Songs My Mother Never Sang." . . . The **Wilburn Brothers'** new Decca release is "Legend of the Big River Train." . . . **Fred Foster** infos that bass man **Bob Moore's** "Theme From My Three Sons" is destined to become a top pop instrumental. . . . **Chet Atkins** recently etched young **Jimmy Elledge** for RCA

*(Continued on page 52)*

OUT TWO WEEKS
NO. 1 on WINS & WMCA
NO. 2 on WMGM & WABC
New York Radio Stations:

Marv Browdy
Cleveland distributor:
*"It's Just Fantastic!"*

# blue moon

Gladys Pare
N. Y. distributor:
*"Fastest Selling Record Since '48!"*

One N. Y. Prog. Director
Comments:
*"In My 22 Years in the Business, This Tops 'em All!"*

Eddie Rothberg
Miami distributor:
*"Sorry to Call You at Home Saturday—But I Need Records and Quick!"*

Joe Cohen
Newark Distributor:
*"The Best We've Had Since 'The Chipmunks!'"*

by the

# marcels

managed by Julius Kruspir

**colpix cp 186**

**CURRENT SMASH**

**NEXT SMASH**

the

# skyliners

managed by Joe Rock

**Consistent Chartmakers** (Such as "Since I Don't Have You," "Pennies From Heaven," etc.)

**COMING NEXT WEEK**

# the door is still open

**colpix cp 188**

COLPIX

NEW

LITTLE

WILLIE JOHN

"I'M SORRY"

b/w

"The Very Thought of You"

King 5458

and his Smash LP

"SURE THINGS"

(Inc. hits like Heartbreak, Sleep, A Cottage for Sale and Walk Slow)

KING LP 739

"HIDEAWAY"
by FREDDIE KING, Federal 12401

"BEWILDERED"
by JAMES BROWN, King 5442

"LEAVE MY KITTEN ALONE"
by LITTLE WILLIE JOHN, King 5452

"LET'S GO AGAIN"
by HANK BALLARD
and the Midniters
King 5459

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NEW and BIG!

"LITTLE STAR"

CHUCK BERRY

Chess #1779

# Permanent U. S. Body Oversees Govt. Agencies

WASHINGTON—A permanent subcommittee on regulatory agencies will replace the defunct legislative oversight subcommittee which held the spectacular payola and TV quiz during the 86th Congress. Chairman Harris (D., Ark.) of the full House Interstate and Foreign Commerce Committee announced last week that he has no intention of "abandoning or neglecting the responsibility" of his committee in the important field of keeping an eye on the major regulatory agencies of the government.

Membership of the new subcommittee has not yet been announced. Harris said he expects to recruit few new staff members, but will utilize the staff of the parent committee.

Although Harris said moves by agencies like the Federal Communications Commission and the Federal Trade Commission to improve effectiveness were a "most encouraging sign," it will be the job of the new overseer group to see that the agency legislation and administration keeps up with the changing times and develops fewer bottlenecks.

Residue from the business of the 86th Congress includes promises by members of the former Special Legislative Subcommittee to examine network programming, including their handling of musical programming, and to determine the responsibility of ratings in forcing broadcasters into top-40 programming.

# ASCAP 1960 Receipts Surpass 1959 Figure By Over $2.3 Mil.

HOLLYWOOD — Coast membership of the American Society of Composers, Authors & Publishers learned at last week's semi-annual meeting here that the Society's 1960 receipts surpassed its previous year's income by more than $2,300,000. They also applauded ASCAP's increased recognition of the Coast's importance as revealed by the appointment of a resident representative who will serve as a liaison with the Society's New York headquarters. Furthermore, President Stanley Adams said it was likely that ASCAP's board of review would convene annually on the Coast to hear problems presented by Western members.

ASCAP's 1960 receipts were as follows: It collected from licenses $31,983,789.61; from U. S. Treasury bills and notes, $249,590.33; from membership dues, $110,755.37.

Total receipts amounted to $32,344,135.31 as compared to the previous year's receipts which totaled $30,030,967.14.

After expenses were deducted, ASCAP had available for distribution to its members $26,212,689.78. A total of $580,716.52 was set aside for payments to foreign performance rights collection societies. In turn, ASCAP distributed to its own members $2,618,549.43 it had collected for the performance of their works in foreign countries. These countries include Argentina, Australia, Belgium, Brazil, Canada, Denmark, England, Finland, France, Germany, Holland, Israel, Japan, Mexico, Norway, Spain and Switzerland. All collections were settled through 1958, with the exception of Canada, which paid into 1959.

License payments in the symphonic and concert field showed a $5,000 gain over the previous year, amounting to $107,250.73. Treasurer's report was read to the membership by veteran Coast board member, Wolfe Gilbert, in the absence of Treasurer George Hoffman, who couldn't attend the meeting due to illness.

ASCAP is expected to identify its Coast liaison man sometime this month. According to some reports, Harry Garfield was mentioned during a board meeting as a likely appointee. Need for a full-time ASCAP Coast rep has been mounting during recent years, with the increased activity of ASCAP affairs in this area. For some 25 years, Wolfe Gilbert has served the Society in that area here as a non-paid helper. Gilbert, a board member, voted in favor of appointing a salaried rep to handle these affairs since the expansion of this area has resulted in more than a part-time aid can handle.

Pick a winner from the new low-cost

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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.

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FIRST POP HIT!

JUST RELEASED AND BREAKING BIG

AFRICAN WALTZ

by the Cannonball Adderley Orchestra/Riverside 45457/A most unusual instrumental single by the best selling jazz star

*One Stops: Title strips available from your local distributor....* *Disc Jockeys: If you haven't received your copy yet contact Riverside Records...235 W. 46th St....New York 36, N.Y.*

From the top rated Fred MacMurray TV show

Theme from

# MY THREE SONS

with

## Bob Moore*

and his orchestra

45-437

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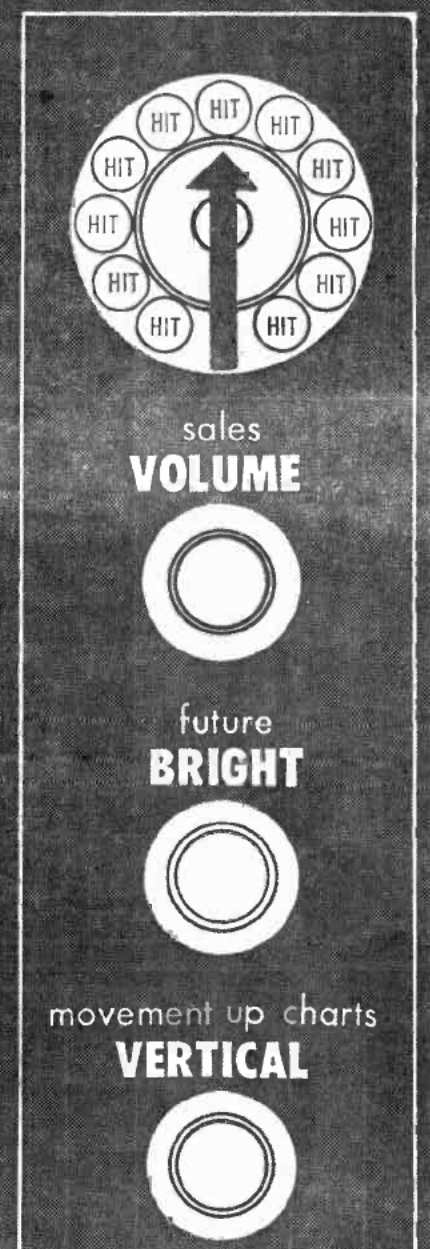



* Responsible for musical backgrounds to all Roy Orbison hits

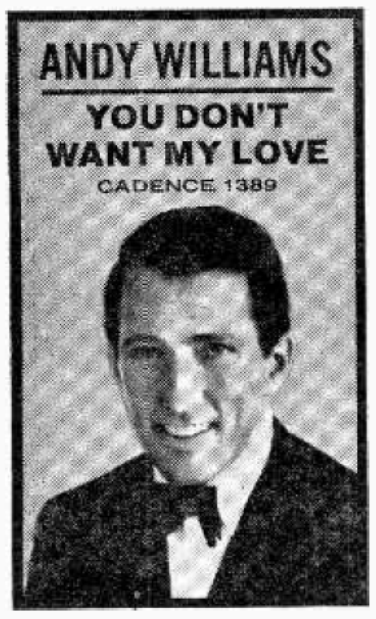
# U. S. Bill Would Thin Out Income Tax For Creative and Performing Talents

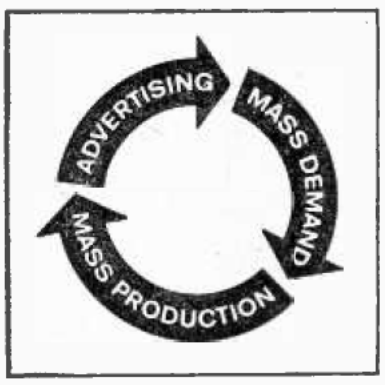
WASHINGTON — Songwriters and other creative and performing talent subject to heavy income tax in windfall years will watch newly introduced legislation to allow tax spread. An early bird in this field is Rep. Thomas Curtis (R., Mo.), who has offered a bill to extend present provisions in the internal revenue code to permit tax spread for any individual whose income for the current taxable year exceeds 150 per cent of his average income for each of the preceding five years.

Proviso for the back-spread of the tax in the Curtis Bill, H.R. 4816, would result, for example, in a tax base of $4,500 when actual personal income for that year was $9,000, while earnings for preceding five years averaged only $3,000 annually.

Curtis explains details in the somewhat complicated back-spread method like this: "Let us assume an individual whose average taxable income for five consecutive years has been $3,000. The sixth year he receives $9,000. His tax liability for the sixth year would be based upon first, 150 per cent of his five-year average, or $4,500; second, one-sixth of the surplus $750, for the current year, and third, one-sixth of the surplus for each of the preceding five years. The entire amount which is received is taxed, but a portion of that received in the big income year is referred back to previous years."

The President is known to favor more equitable tax spread for the creative and performing earner, but a bill from the Democratic ranks is more likely to receive action in the present Congress.


Let's Keep Rolling Ahead


# SIMON PICKED AS NARAS EXEC

NEW YORK — George Simon, record producer and former editor of Metronome magazine, was selected this week as the executive director of the Eastern wing of the National Academy of Recording Arts and Sciences (NARAS). This is the first paid post for the organization. Simon's duties will encompass membership drives, radio-TV exposure, publicity and music scholarships.

# Warners Ponder Promo on Wheels

HOLLYWOOD — Warner Bros. Records executives discussed with their district sales managers whether the label should put its fall convention on wheels again this year by chartering a Pullman car and sending it to the nation's key markets. Talks also included WB's spring and fall plans. Meeting was held in Palm Springs, Calif.

Those attending included the label's four district sales managers, Stuart Woodruff (East), Bob Summers (Midwest), Reggie Tobin (South), Fran Howell (West). Also present were promotion manager Don Graham, San Francisco; Eastern operations manager Monroe Glasberg, New York; Western operations manager Gene Benson, Los Angeles; comptroller Ed West, merchandising director Joel Friedman, assistant to the president Herb Hendler, international director Bob Weiss, engineering and recording director Lowell Frank and president Jim Conkling.

# IRS Balks at Cabaret Tax Rule of Federal Court

WASHINGTON—Internal Revenue Service announced last week that it will not follow an appeals court decision relating to which portions of services and refreshments are subject to the cabaret tax.

In the Bush's, Inc., decision, handed down by the Seventh Circuit, it was held that services and refreshments furnished to patrons after entertainment terminated were not subject to the levy, that those furnished during the entertainment period were properly taxed, and that those furnished before the entertainment period were properly taxed only to the extent paid for during or after the entertainment period.

IRS pointed out that under the Internal Revenue Code of 1954, the tax applies to all amounts paid for admission, service, refreshment or merchandise by patrons of a cabaret who are entitled to be present during any portion of the entertainment furnished by such an establishment. The service held the position that amounts paid under the circumstances of this case for pre-entertainment sales to patrons who are present during any portion of the entertainment are specifically taxable under the law and applicable regulations, regardless of when paid, and that a similar result is called for in the case of post-entertainment sales furnished to patrons who were present during any portion of the entertainment.

IRS said it will not ask the Supreme Court to review the decision, but will take an appeal to the Eighth Circuit.

# Europe Networks Set Song Contest

PARIS—The radio and TV networks of France, Switzerland, Belgium and Canada organized an international contest of French songs for composers and French language authors residing in these countries. A total 1,778 songs have been sent in. French RTF received 818 songs; Switzerland, 160; Belgium, 200, and Canada, 600. National selections will take place in each country to select the three best songs. France's finals will take place at the Salle Pleyel, March 10. International finals will take place the week of March 17. There are 10,000 Swiss francs for the winning writers.

# Dot to Issue 7 Singles as First Compact Release

HOLLYWOOD — Dot Records will issue seven singles as its first compact 33 release.

Disks include some of the label's top sellers of the past: Tab Hunter's "Young Love" b/w "Ninety-Nine Ways"; Billy Vaughn's "Melody of Love" b/w "Sail Along Sil'vry Moon"; Pat Boone's "Oh, What a Feeling" b/w Love Letters in the Sand"; Louis Prima and Keely Smith's "Bei Mir Bist Du Schoen" b/w "Tea Leaves"; Debbie Reynolds' "Am I That Easy to Forget" b/w "City Lights"; Dodie Stevens' "Pink Shoe Laces" b/w "No."

Release will be out next week. It will be monaural only.

first . . . "WHEELS"

NOW . . . their latest smash!

THE STRING-A-LONGS

BRASS BUTTONS

b/w PANIC BUTTON

M-625

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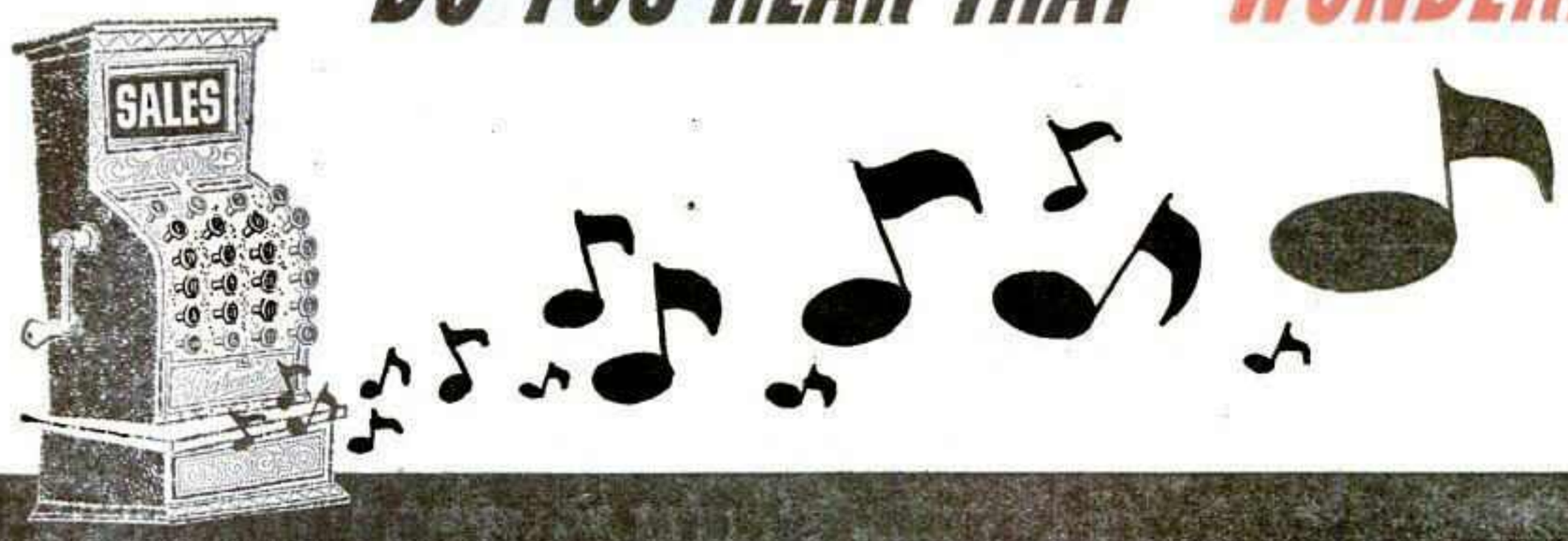
**Keeping The Drifters' chain of hits unbroken!**

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# TALENT TOPICS

## NEW YORK

**Perry Como** flew to Chicago last week with his producer, **Nick Vanoff;** director, **Dwight Hemion;** musical director, **Mitch Ayres,** and set designer, **Gary Smith.** Como may do one of his TV shows from the Windy City. . . . **Jimmie Rodgers** will open at the Statler Hilton in Dallas March 9. . . . **Annette** will star in the new **Walt Disney** version of **Victor Herbert's** "Babes in Toyland." . . . **Maynard Ferguson** and ork are now at Birdland in New York. . . . The **Joe Bushkin Trio** and the **Buck Clayton Quartet** open at New York's Embers Monday night (6). . . . **Art and Dotty Todd** have signed with Decca.

**Jo-Ann Perry is visiting deejays all over the East plugging her Glad record of "Cool Cat." . . . Johnny Gilbert, Dot artist, opened at the Bonfire on Long Island, New York, for a two-week stand. . . . Roger Williams and Jane Morgan will both appear on the next "Oscars" TV spectacular. . . . Lionel Hampton and ork are now in Europe on a seven-week tour of the Continent. On April 13 the band opens at the Flamingo in Las Vegas. . . . Thrush Mitzi Mason has signed with the Strand label.**

Bob Rolontz

## HOLLYWOOD

**Sam Cooke's** British West Indies tour has been extended an additional six days, taking him through March 29. Appearances in Jamaica, Montego Bay and Kingston reportedly are sellouts, with the advance surpassing $45,000. Cooke broke records in the Indies during his tour last year. He opens a week's run at the Howard Theater, Washington, Tuesday (7), prior to starting his island tour March 14.

**Billy Eckstine, following his run at Reno's Riverside Hotel, has signed a new pact with Las Vegas' Dunes calling for 16 weeks during this year. He starts a four-week stand at the Vegas spot March 20, with six-week stands scheduled for the summer and later this year. . . . Bill ("Jose Jimenez") Dana has been set for New York's Basin Street East, sharing the bill with Ella Fitzgerald, April 13-29; Chicago's Mr. Kelley's, May 8-28, and Minneapolis' Freddie's, June 12-25. He makes his Hollywood debut at the Crescendo Wednesday (8), which is only his second night club appearance anywhere.**

**Frankie Avalon,** now getting co-star billing in 20th Century-Fox's "Voyage to the Bottom of the Sea," has been booked for a 15-day tour of South America starting June 12. This is in addition to a 10-day run at Three Rivers Inn, Clay, N. Y., starting May 5; two weeks at the Latin Casino, Merchantville, N. J., starting May 29, and an Easter-week date at Mimai's Eden Roc.

Lee Zhito

## CHICAGO

**Ahmad Jamal** and his trio, **Anita O'Day,** and **Woody Herman** and his orchestra head a one-night performance of "Jazz Opens McCormick" at the 5,000-seat McCormick Place Theater Saturday (18). Others on the bill include the Northwestern University Jazz Workshop lab band led by **Ken Bartosz,** and the Melodons of Notre Dame High School in Niles under the direction of **Father George Wishirchen, C.S.C.,** known as "The Swingin' Padre". . . **Paul Bannister,** Associated Bookings, has set **Les Brown** and his orchestra and the Dukes of Dixieland for the Boat Show at the McCormick Place Theater March 24 through April 2. . . . **Ray Charles** will play the McCormick April 2-14 as part of his Midwest concert tour.

**Dinah Washington (Mercury) is currently holding forth at Roberts Show Lounge. . . . Brook Benton (Mercury) opens at Sciola's in Philadelphis tonight (6) for a one-week engagement. . . . The Chin Twins, Cleo and Carol, open at Mangam's Chateau March 20. This singing and dancing duo was formerly with WBBM - Radio, where they appeared on a number of that station's shows, including "P.M. Party," "The Josh Brady Show" and the "Luncheon Show". . . Bob Atcher (Capitol) has joined "The New WGN Barn Dance" show which will be heard weekly (8-9:30 p.m.) beginning Saturday (11) on WGN-Radio. Bobby Hendricks (Mercury) may soon be wearing army khakis. He takes his physical in mid-March. . . Folk singers Bob Gibson and Bob Camp, currently at the Playboy Club, will cut an LP for Elektra Records during a "Live" performance at the Gate of Horn later this month.**

Gloria Manlong

## NASHVILLE

**Minnie Pearl** and hubby, **Henry Cannon,** hosted a dinner party for **Tennessee Ernie and Betty Ford** Wednesday (1) at the Cannon home. Guests included **Gov. Buford Ellington** and wife, **Katherine; Eddy and Sally Arnold, Grandpa Jones** and spouse, **Ramona;** WSM-Radio's **John McDonald** and wife, **Evelyn,** and the **Jordonaires** and wives. . . . **Mary Reeves** joined hubby **Jim** in Oklahoma City last week but returned here over the weekend to head for Chattanooga and league bowling as a member of the Jim Reeves Blue Girls. . . . Capitol's **Faron Young** returned from Florida last week and heads out right away on a 9,000-mile tour. His new release, "Hello, Wall," is reportedly getting good action.

**RCA Victor arranger Anita Kerr has a brand-new harpsichord in her brand-new office at the RCA Victor Studio here. . . . New receptionist at the RCA Victor Studio is attractive Polly Roper. . . . Chet Atkins is skedded to guest on Eddy Arnold's "Today on the Farm" over NBC-TV March 11. . . . Owen Bradley and wife Katherine vacationed in**

(Continued on page 53)

# FOLK TALENT & TUNES

By BILL SACHS

## Around the Horn

**Johnny Meder, of WBCH, Hastings, Mich., heads up "Hastings Jamboree," broadcast live each Sunday, 3-5 p.m., from the stage of the new Hastings Theater there. Regulars include Don Holly, heard on Skippy Records; Johnny Colmus and the Starliners, and Pat Boyd, fem deejay and country thrush on WLAV, Grand Rapids, Mich., with guests Danny Mack, Don and Phil Pennington, Judy Thomas and Ray Ford and the Echo Valley Boys, of Coldwater, Mich. . . . Joe Taylor, president of the Association of Country Musicians and Entertainers, announces that the organization will hold its annual banquet for members and guests at Steele's Maples Club, Fort Wayne, Ind., at which time an election will be held to name a new board of directors. The newly elected board members will then nominate and elect from their number the officers for the coming year.**

A country music package featuring **Lester Flatt** and **Earl Scruggs** plays Emery Auditorium, Cincinnati, March 26, with the promotion handled by **Jimmy Skinner** and **Lou Epstein,** of the Jimmie Skinner Music Center, Cincinnati, in association with **Ray Scott,** of WNOP, Newport, Ky. Skinner is presently enjoying success with a special package of blue-grass recordings being merchandised over a number of top c.&w. stations on a per-inquiry (PI) basis. Stations include WCKY, Cincinnati; WWVA, Wheeling, W. Va.; KXEL, Waterloo, Ia.; XEG, Fort Worth, and about a dozen others. . . . CFTO-TV, Toronto's new television outlet, features a half-hour country show every Saturday night, with the old-time fiddle expert, **King Ganam,** and his **Sons of the West** in the spotlight. Vocalists are **Wes Chapman** and **Pat Bradley.** In the guest shot the last several weeks has been **Orval Prophet,** of Ottawa, who records for Decca under the name of **Johnny Six.**

**Columbia Records last week released a new Johnny Horton record, "Sleepy-Eyed John" b.w. "They Can Never Take Your Love From Me." Johnny cut the sides shortly before his untimely demise. . . . Tillman Franks has just taken over the exclusive management on Claude King, who is slated to cut his first session for Columbia soon. . . . Jimmy Smart, presently being heard on the Plaid label with the tune, "Shorty," is working the Atlanta sector with his new group billed as the Country Cavaliers. With Smart are Clif Regan, steel; Vernon Maney, piano; Carl Queen, bass, and Hoyt Estes, lead guitar.**

**Lorrie Collins,** of the **Collins Kids,** heard on Columbia Records, presented her husband, **Stew Carnall,** manager of **Johnny Cash,** with a daughter at Cedars of Lebanon Hospital, Hollywood, February 22. . . . **Tommy Cash, Johnny Cash's** younger brother, is hitting the c.&w. trail in Germany with his group, the **Hometowners,** with **Danny Star.** Tommy, an Army Sp5, does a five-a-week c.&w. platter show over the 63-station American Forces Network from the headquarters station at Frankfurt, Germany. . . . **Mrs. Jimmie Rodgers** is recuperating from recent surgery at her home, 142 Montclair, San Antonio.

**Howard Reed, of Galaxie Artists, has a package featur-**

(Continued on page 53)

## CONCERT REVIEW

# Garner's Old Favorites Pleasing

Erroll Garner stuck mainly to his old album favorites as he played to a near-capacity audience at the giant Civic Opera House in Chicago last Saturday evening (25), and judging from audience reaction, it was exactly what the crowd had come to hear.

The maestro retains every bit of the imaginative, light-fingered styling that has made him the popular artist he is today.

In his concert offerings, he used the standard Garner format —starting and ending each number with a melody, but in between going through a wide range of improvization that seldom lacked for imagination and often, daring.

If criticism is to be made of the performance, it would have to be of the lack of variety—the certain sameness bordering on monotony that Garner's playing assumes after a couple of hours. With the exception of an interesting bass solo by Edward Calhoun, and a very delicate brush ride by percussionist Kelly Martin, the program was all Garner. And perhaps the old cliche about too much of a good thing could have some application here.

# LEE LOEVINGER TO ANTITRUST

WASHINGTON — The President's choice of Lee Loevinger, currently a member of the Minnesota Supreme Court, to be head of the antitrust division of the Justice Department will be of special interest to the members of the American Society of Composers, Authors and Publishers.

Dissident ASCAP publishers are trying for a reopening of the Justice - ASCAP consent-decree negotiations which were finalized under the division's former acting antitrust chief, Robert Bicks. (Billboard Music Week, February 13.)

Loevinger is known to be well acquainted with antitrust problems of small business and has testified before congressional committees on these matters. Loevinger has a background of five years with the antitrust division, 1941-1946, and was appointed to his present court position by Secretary of Agriculture Orville L. Freeman when the latter was governor of Minnesota.

# King Records in 2 for 1 LP Sale

CINCINNATI — King Records unveiled a special, two-for-the-price-of-one album deal on a series of European-made packages last week. Under the deal, the factory has prepacked a series of albums in sets of two LP's, each pack of which is offered at the suggested price of $3.98. The sets feature European orks performing pop, mood and concert material.

# Songs of Italy Festival At Carnegie Hall Tabs 'Realta' for Top Place

NEW YORK—A song composed and sung by Claudia Villa named "Realta" (Reality) took the prize at the "Second New York Festival of Italian Songs" held at Carnegie Hall last week. Villa Records in America for the Coral label and the song is published by Curzi of Italy.

Second place went to "Il Sole Non Tramonta" (The Sun Will Not Go Down), sung by Capitol's Luciano Virgili. It is published by National Music. "La Tua Conzone" (Your Song), "Non Dimenticarmi Troppo Presto" (Don't Forget Me Too Soon), and "Un Litro Di Felicita" (A Full Quart of Happiness) finished in the three, four and five positions. They were sung by Rosella Masseglia, Tonina Torreilli, and Ernesto Bonino respectively.

The three-day fete, which ran last weekend (17-19), was staged by Landi Enterprises, Inc.

# Ouster by AFM May Be Resisted

PHILADELPHIA—Any attempt by the national body of the American Federation of Musicians to oust the Executive Board of Local 274, the all-Negro affiliate in Philadelphia, will be stubbornly resisted, said some of the local officers following recept of a directive from Stanley Ballard, International secretary.

The directive stated that the AFM International International Executive Committee found the local board and James Shorter, local president, guilty of charges brought against them by James Adams, a former Local 247 president, and to show cause why they should not be removed from office. All well known among the city's top music makers, the board members named include Stanley Peters, Paul Mack, Kames (Coatesville) Harris, Augustus Johnson, Linwood Johnson, William (Gabe) Bowman, Joseph Thomas, Harry (Skeets) Marsh Jr., and Charles Gaines. The action climaxed a feud of long standing among factions of Local 274.

Adams, the immediate past president, charged in his complaint that the new president and executive board operated the Philadelphia local with no regard to prescribed rules and regulations of the union. He alleged the board paid out moneys without authorization and usurping the powers and rights of members. The president and board are charged with "conspiring to permit the president" to evade the minimum man law and wage scale.

Other charges alleged against President Shorter included failure to have financial reports read to the local, failure to appoint a committee to handle the Music Performers Trust Fund, acting as a business agent in defiance of union directive in 1955 outlawing officials acting as business agents, among other alleged violations.

# Chuck Berry Sets Fun Park Opening

ST. LOUIS—Chuck Berry, the rock and roll star who recently shuttered his nitery downtown here, is opening an outdoor park in Wentzville, Mo., about 20 miles from here, around Decoration Day. Berry Park is a 30-acre site, purchased this winter by the Chess recording ace. Berry intends to put $100,000 into features, such as a swimming pool, barbecue pits, a ballroom and a picnic grove.

Berry, currently one-nighting through Jamaica, B.W.I., returns to the States to continue working one-nighters, with March primarily a series of dates at fraternity parties in Southern universities, such as the University of Georgia, Georgia Tech and the University of North Carolina.

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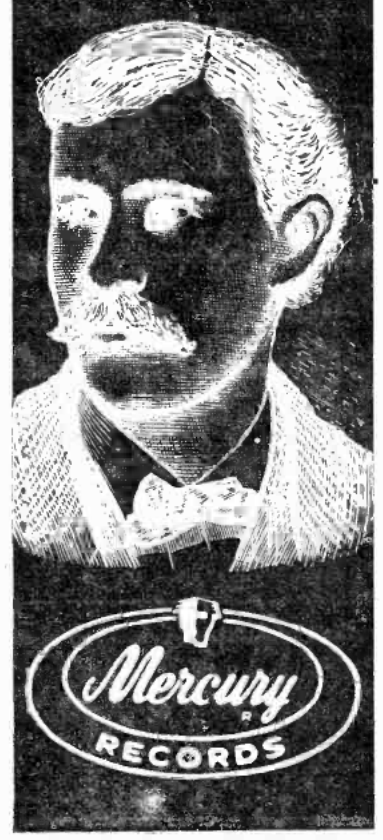


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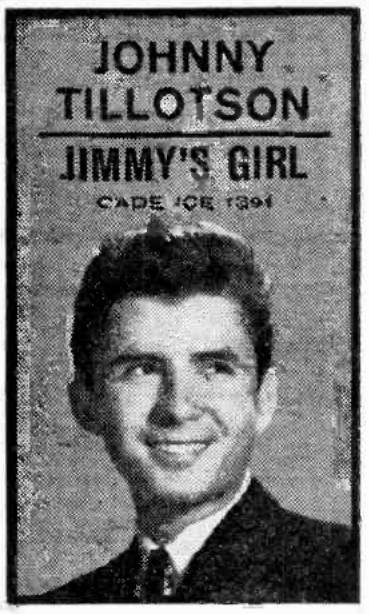



SCANDIA WINNERS

# Scandinavians Unexcited By Eurovision Entrants

By TED WOLFRAM

COPENHAGEN — The Eurovision annual pop song competition, "Melodi Grand Prix," has not aroused any great enthusiasm or optimism in the "durability" of the tunes that were winners in Scandinavia. Most of the singers who took part did a good job selling the songs, but critics were inclined to be cynical as to their quality.

Intermittent heavy fogs during February snarled all forms of communications so that it has been difficult to get an accurate report of all the Scandinavian finals.

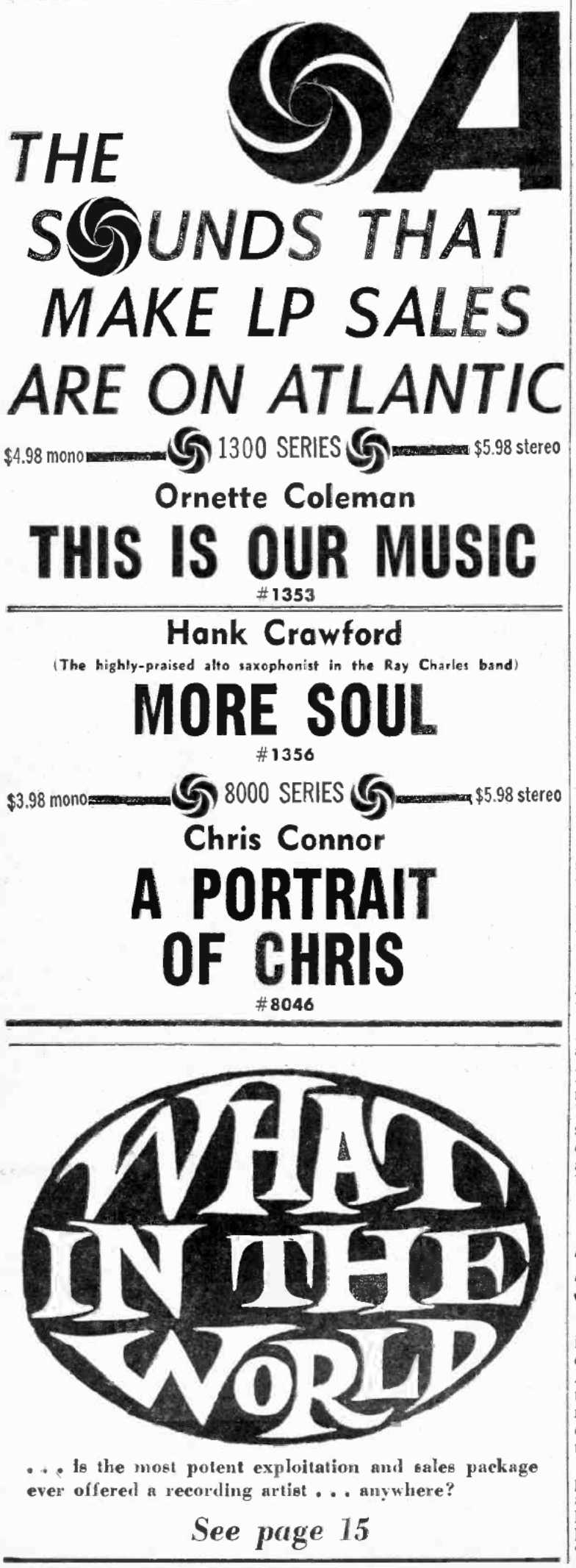
Copenhagen scribes gave good coverage to the finals of Denmark, which took place in the theater at Frederica. The winner was 61-year-old Axel Rasmussen, who wrote both the melody and lyrics of "Angelique," the winning tune. He is a disabled person as result of football and auto accidents and was unknown until the night of February 18, when the final was sent out over the TV and radio networks.

Dario Campeotto sang the song and both he and the composer have been receiving offers of contracts from music publishers and record firms. Otto Brandenburg, Birthe Wilke, Raquel Rastenni, Grethe Sonck, Katy Bodtiger, Gustave Winckler and Pedro Biker were the other singers taking part in the final. All handled their songs well and netted plaudits—but the hit of the evening was the singing of Svend Saaby's Chorus, an added attraction.

No detailed reports of the final in Finland which took place February 12, are available. The Swedish finals were held in Stockholm, February 6. Siw Malmquist sang the winning song, "April, April," which was written by Boby Eriscon, who also was the composer of the tunes which won second and fifth spots. Lill-Babs (Svenson), Lilly Berglund and Lasse Londahl were also among the singers.

The finals in Norway were held Monday (27), in Oslo, with Grynet Molvig, Svein Nielsen, Solvi Wang, Per Asplin and Nora Brockstedt singing the songs.

Wind-up of the competition takes place in the French Riviera resort town of Cannes, March 18.



# UA Notes 300% '61 Billings Boost

NEW YORK — United Artists Records will show an increase of more than 300 per cent in its gross billings for the first two months of 1961 as compared to the same period last year, according to Vice-President General Manager Art Talmadge.

Talmadge noted that these figures do not reflect the market upswing in foreign sales which have also occurred and which are keeping pace with domestic growth of the firm.

Ferrante and Teicher have played a major role in this growth. The piano team's single "Exodus" has passed the 1 million sales mark and their "Great Motion Picture Themes," largest album seller in UA's history, has gone over 3,000,000, while their new album, "Latin Twin Pianos," is UA's fastest breaking LP to date.

# Anita Bryant Due 3 Days' Session

NEW YORK—Carlton Records is planning a busy, three-day recording session for star vocalist Anita Bryant. The thrush will take time out in the near future, to record four new albums composed of some 48 tracks for release in the fall.

These new albums will figure prominently in a distributor package deal, the same as did Anita's last two albums which were released simultaneously for January's "Anita Bryant Month" promotion.

# NEW REPRISE 45 DUE THIS WEEK

NEW YORK — The second single on Reprise Records coming out this week features the Link Eddy combo in an instrumental waxing titled, "Big Mr. C." The platter was cut by Eddie Cobb (of the Four Preps) and Lincoln Mayorga.

# Phillip Skaff Tops Independent Sales Division of Kapp's

NEW YORK — Kapp Records has established an independent sales division and the man named to head the operation is Phillip Skaff. The 28-year-old appointee left his position of sales manager of Milt Salstone's M & S Distributing in Chicago to take over the new slot.

Company spokesmen believe this is the first time an indie disk organization has set up its own separate sales division. The division will incorporate individual departments of promotion, merchandising and advertising.

Skaff, described by head man, Dave Kapp, as "a young man with new ideas that will keep time with today's market," replaces Jay Lasker, who recently departed to take the post of sales chief of Frank Sinatra's Reprise Records.

One of Skaff's first acts was to name Joe Cerami as national sales manager for Kapp. Cerami, who became Kapp divisional sales chief out of Cleveland last August, has also been a retailer and a juke box operator and was active with the Capitol Records Midwest sales organization.

# 70 Tradesters Train to Bristol For 'Music Man'

LONDON—In one of the most unusual — and costliest — stunts ever staged here for a musical, impresario Harold Fielding hired a train to take 70 deejays, producers and other music personalities from London to see the out-of-town try-out Saturday (4) of "the Music Man," which he is presenting.

It is Fielding's first presentation of a transferred Broadway show, The show was on try-out at Bristol, 119 miles away. Fielding therefore decided to transport the music business to the show as he could not take it to them. As an added gimmick he hired British Railways' latest luxury diesel, the Bristol Pullman which doesn't normally run on Saturdays. It was the first time it had been used for a private party.

The cost was estimated at between $4,480 and $5,600, most of which was being met by Fielding. EMI Records was also making a sizable contribution. The firm has the Broadway original cast album on Capitol and will record the London cast March 19, produced by Norman Newell, for HMV release. Frank Music, the publisher, was also meeting a substantial part of the cost. It is the first time a record firm and a publisher have joined with a producer to such an extent in a similar promotional venture.

So far, there are 23 disks issued containing music from the show. Most attention has been centered on singles of "76 Trombones" by the King Brothers (Columbia) and Edmund Hockridge (Pye).

The show lead is being played by Van Johnson, returning to the stage for the purpose. He is the only American in the cast.

# Jack Scott Joins Cap Artist Roster In Exclusive Pact

HOLLYWOOD — Singer-composer Jack Scott has joined the Capitol Records artist roster on a long-term, exclusive basis. Scott formerly was with Carlton and Top Rank labels and has several million sellers to his credit (Carlton's "My True Love" and Top Rank's "What in the World's Come Over You").

Capitol may reissue some of Top Rank's Scott releases, as the artist owns three LP's (Top Rank's "The Spirit Moves Me," "I Remember Hank Williams" and "What in the World's Come Over You" albums) and seven previously released singles.

Scott, who has written most of the tunes he has recorded, is currently preparing original material for his first Capitol recording session skedded for the near future.

# Pat Boone to Record Album With Collegians

ABILENE, Tex. — Pat Boone, the singer, will record an album of 12 hymns and spiritual songs with the Abilene Christian College A Cappella Chorus.

Boone will record the music with the choir in Los Angeles March 28 when the Abilene singers are touring the West Coast. Royalties from sale of the records will benefit the college.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LET YOUR LIPS TELL ME
Prediction—A HIT!
Julius La Rosa on Kapp Records
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THE MILLS BROTHERS DL-4084

JACKIE WILSON BL-54058

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## BRITISH NEWSNOTES

# Eurovision Contest Entrant Rising Fast on British Chart

By DON WEDGE
News Editor
New Musical Express

As expected, Britain's Eurovision Song Contest entrant, "Are You Sure?" written and recorded (on Fontana) by the **Allisons** has become a big hit here, now holding No. 5 position in the chart with British orders exceeding 250,000. Fontana has rushed through session for two more sides to form an EP for issue in the Continental countries which do not have single releases.

**Visitors**

A party of executives from London Records, New York, has been visiting British Decca for conferences, including sizing up some local artists for recording for the U. S. market. In the party were **Lee Hartstone, Ed Kissak** and **Tony Damarto.**

**Talent Tours**

**Bobby Rydell's** first British engagement, an appearance on the previous week's Palladium TV show, was impressive enough to start negotiations for another visit by him in September or October.

**Personals**

**John Barry,** one of the most outstanding young British arrangers, has been asked to direct a session this summer for **Bobby Vee.**

The Musicians' Union has amplified its objection to the continuance of commercial television; the existing network should be handed over to the BBC, it feels. The union also wants the BBC to have control of all local broadcasting.

**New Albums**

Among the Decca-group's March releases were **Shorty Rogers'** "Swingin' Nutcracker"; **Hank Locklin's** "Please Help Me, I'm Falling" (RCA); **Don Ralke's** "Savage and Sensuous Bongos"; **George Greeley's** "Popular Piano Concertos of Great Love Themes" (Warner); two volumes of re-issued tracks, "The Best of Peggy Lee" (Brunswick from U. S. Decca); "The Big Sound of Johnny and the Hurricanes."

**Duane Eddy** stars on "Million Dollars Worth of Twang" and **Billy Vaughn** has "Hit Parade."

**Singles**

Most-covered number released last weekend was the "Exodus" theme. In addition to the **Ferrante** and **Teicher** U. S. hit version (on London from United Artists), British Decca had other sides by its own contract artist, **Mantovani,** and the vocal waxing by **Pat Boone** (London from Dot). EMI had two versions—by **Semprini** (HMV) and the International Pops Ork (Columbia from Cameo).

"The Great Imposter" had versions by the **Piltdown Men** (Capitol), **Henry Mancini** (RCA) and **Dick Jacobs** (Coral.. . . . **Marty Robbins'** "Don't Worry" (Fontana from U. S. Columbia) covered by **Billy Fury** (Decca). . . . **Della Reese's** "Most Beautiful Words" (RCA) has competition from **Shani Wallis** (Philips).

Among other releases were **Titus Turner's** "Sound Off" (Parlophone from Skidmore), **Jack Scott's** "Is There Something on Your Mind?" (Top Rank), **LaVern Baker-Jimmy Ricks'** "You're the Boss" (London from Atlantic), **Fats Domino's** U.S. chart coupling, "Ain't That Just Like a Woman" and "What a Price" (London from Imperial), also **Bert Kaempfert's** "Cerveza" (Polydor). . . . In view of the recent general release of "Take a Giant Step" movie, HMV giving renewed attention to the **Johnny Nash** title song.

**Record Sales**

Topping the charts this week are the **Everly Brothers** with "Walk Right Back" (Warner). It overhauled **Petula Clark's** "Sailor" on Pye, but has growing competition from the **Shirelles'** "Will You Love Me Tomorrow?" (Top Rank).

Moving up fast are the **String-A-Longs'** "Wheels" (London) and **Johnny** and the **Hurricanes'** "Ja-Da" (London).... Three of the four newcomers to the chart were British. The American disk was **Buzz Clifford's** "Baby Sittin' Boogie" (Fontana). The locals included **Cliff Richard's** "Theme for a Dream" (Columbia)—showing in its first week of release at No. 11—and two sides by jazz groups: **Cole Porter's** "Samantha" by the **Kenny Ball** traditional band (Pye) and "African Waltz" by the modern **Johnny Dankworth** ork (Columbia from Roulette).

## Best-Selling Pop Records in BRITAIN

Week ending March 3, 1961
(Courtesy New Musical Express, London)

| Last Week | This Week | |
|---|---|---|
| 4 | 1 | WALK RIGHT BACK—Everly Brothers (Warner Bros.) |
| 2 | 2 | SAILOR—Petula Clark (Pye) |
| 6 | 3 | WILL YOU LOVE ME TOMORROW?—Shirelles (Top Rank) |
| 1 | 4 | ARE YOU LONESOME TONIGHT—Elvis Presley (RCA) |
| 19 | 5 | ARE YOU SURE?—Allisons (Fontana) |
| 3 | 6 | F.B.I.—Shadows (Columbia) |
| 8 | 7 | WHO AM I?—Adam Faith (Parlophone) |
| 9 | 8 | CALENDAR GIRL—Neil Sedaka (RCA) |
| 12 | 9 | RIDERS IN THE SKY—Ramrods (London) |
| 5 | 10 | RUBBER BALL—Bobby Vee (London) |
| — | 11 | THEME FOR A DREAM—Cliff Richard (Columbia) |
| 7 | 12 | YOU'RE SIXTEEN—Johnny Burnette (London) |
| 15 | 13 | LET'S JUMP THE BROOMSTICK—Brenda Lee (Brunswick) |
| 26 | 14 | WHEELS—Strings-A-Longs (London) |
| 28 | 15 | JA-DA—Johnny and the Hurricanes (London) |
| 11 | 16 | PEPE—Duane Eddy (London) |
| 16 | 17 | NEW ORLEANS—U. S. Bonds (Top Rank) |
| 22 | 18 | MYSTERY GIRL—Jess Conrad (Decca) |
| 23 | 19 | GATHER IN THE MUSHROOMS—Benny Hill (Pye) |
| 14 | 20 | BUONA SERA—Acker Bilk (Columbia) |
| — | 20 | SAMANTHA—Kenny Ball (Pye) |
| 10 | 22 | PORTRAIT OF MY LOVE—Matt Monro (Parlophone) |
| 13 | 22 | SAILOR—Anne Shelton (Philips) |
| — | 24 | AFRICAN WALTZ—Johnny Dankworth (Columbia) |
| 24 | 25 | PEPE—Russ Conway (Columbia) |
| 20 | 26 | RUBBER BALL—Marty Wilde (Philips) |
| 30 | 27 | SCOTTISH SOLDIER—Andy Stewart (Top Rank) |
| 17 | 27 | EBONY EYES—Everly Brothers (Warner Bros.) |
| — | 29 | BABY SITTIN' BOOGIE—Buzz Clifford (Fontana) |
| 21 | 30 | POETRY IN MOTION—Johnny Tillotson (London) |

## DANISH NEWSNOTES

# Diskeries Book Stars in Tours

By TED WOLFRAM
Hotel Osterport, Copenhagen

The top-rank platter distributing firms are cashing in on personal appearances on their recording stars in Copenhagen, usually followed up by appearances in other Scandinavian cities as well as on TV and radio shows. Some of the distributors have booking offices of their own, which line up one-night stands, but in many cases agencies which promote hit parade shows arrange such tours when ever they can round up sufficient number of international stars. The producers of TV and radio shows are also eager to sign up such stars.

**Bobby Rydell** was brought here by the Skandinavisk Grammophon firm for the "TV in Tivoli" show Saturday (25) which was sent out over the Nord-Vision networks, after which he went on to Stockholm for a guest appearance at the Nalen ballroom, which was broadcast by the Swedish radio.

**Lorne Lesley,** whose waxings are distributed by Nordisk Polyphon, and **Robertino Loreti,** the Italian teen-ager, were also on the Tivoli bill and both went on to Sweden, where the Knakupp agency had assembled a concert group which played Malmo, Lund and Gothenburg the following three nights. Other disk stars on the Tivoli show were **Dario Campeotto, Lolita** (from Germany) and **Mats Baer** (Sweden).

**Signings**

**Raquel Rastenni** has signed a five-year contract to wax platters for the Dansk Grammofon (Sonet label) record firm. She has been under a 10-year contract for the Skandinavisk Grammophon firm and Odeon after starting with Polyphon and working for Tono. . . . **Gitte,** teen-age pop singer, has signed a contract with booker **Richard Stangerup.**

**New Releases**

**Stan Getz,** "Award Winner," Verve LP; **Acker Bilk,** "Golden Treasure of Bilk," Metronome LP; **Shelly Manne,** "At the Black Hawk" (Vol. 1), Contemporary; Debut label, two EP platters of Danish jazz cat by **Finn Mickelborg's** Quintet and **Jorgen Borch** ork.

## BELGIAN NEWSNOTES

# Three French 'Talk' Versions

By JAN TORFS
Juke Box Magazine
Mechelen, Belgium

"You Talk Too Much" is becoming quite a smash in its French version, recorded by popular singers **Richard Anthony, Johnny Hallida**y and **Dario Moreno.** Another big seller is the French version of another American hit, "The Green Leaves of Summer," titled here "Le Bleu de L'Ete" and recorded by **John William** on Polydor.

**Movie & TV**

Popular French singer **Dalida** completed her first flicker, "Parlez-Moe d'Amour," in which she sings her big record hits "Les Gitans" and "Itsy Bitsy."

**Udo Jurgens,** who became an overnight star by performing his own song, "Jenny," on Belgian TV, sang at the yearly TV-ball in Antwerp. An English recording of this song (also sung by Udo) was made for U. S. release.

**Contest**

The Italo-Belgian Cultural Cercle organizes a big contest for non-professional singers. First prize is a recording.

New Philips releases include a new **Los Merecumbes** recording of "Cha Cha A-He," a French recording by **Maya Casabianca** of "Save the Last Dance for Me" and "Der Rote Tango," a strong number by **Die Regenpfeifer.**

After having made a hit of "Oh Why?" in a German version titled "Sag Warum," well-known Radio Luxemberg deejay **Camillo Felgan** tries again with "City of Tears," now titled "Nur Ein Schatten" (Only a Shadow).

RCA is heavily promoting its new **Presley** disk "Wooden Heart" from the sound track of "G.I. Blues." Presley's newest "Surrender" will soon be released here.

New Grammoe releases (on the Columbia, Pathe, MGM, Capitol and HMV labels) include "Brontosaurus" by the **Piltdown Men,** "C'est Si Bon" by **Conway Twitty,** "Exodus" by **Ferrante & Teicher,** "La Joie d'Aimer" by **Gloria Lasso, Francois Deguelt,** "Non, Je ne Regrette Rien" by **Edith Piaf,** "Saints Go Marchin In" by **Rex Gildo, Ricky Valence,** "You're Sixteen" by **Bill Forbes.**... New Palette releases: "Melodie Sciliano" by **Hans George,** "Here Today and Gone Tomorrow Love" by **Janis Martin,** "Seventeen Tomorrow" by **Tony Dunning,** and "Blues de Paris" and "Petite Cherie" by the **Blue Angels.**... Two new EP records on Barclay are by **Dalida** and **Charles Aznavour.**

**Distribution**

Helia and Pergola Records will no longer be distributed by Philips.

## GERMAN NEWSNOTES

# Germans Select Eurovision Song Contest Entry Tune

By BRITTE KEEB
Music Editor, Automaten-Markt, Branschweig

On February 25, TV broadcast the German advance competition for the Grand Prix Eurovision Song Contest which took place in the Kurtheater of Bad Homburg. First prize was won by **Lale Andersen** with "Einmal Sehen Wir Uns Wieder" (We Once Meet Again), composed by **Rudolf Maluck.** Second prize went to **Fred Bertelmann** with the tune "Ticke-Ticke-Tack," composed by **Fritz Schulz-Reichel.**

The final competition in which all European winners participate will be March 18 in Cannes. These winning songs from the German advance competition will be issued on records soon. The winners were picked from 13 songs.

**German Song Festival**

The preparations for the German Song Festival 1961, for the first time arranged by **Deutsche Schlager-Festspiele** E.V., are in full swing now. In Munich recently a jury chose 24 from 713 compositions as qualified for the competition.

German TV will broadcast these tunes, sung by famous recording artists in four different shows taking place in Munich April 21, Stuttgart April 28, Hamburg May 5 and Berlin May 12. The final, also on TV, will take place June 4 in Baden-Baden. The selected 24 titles have been shared by German record firms and will be released in coming weeks on printed statements of titles without names of composers and lyricist, which will stay anonymous until the final decision in Baden-Baden.

**Answer Song**

Polydor-West reports, it is just preparing the first German answer disk, similar to the American trend, to "Bist du Einsam Heut' Nacht?" (Are You Lonesome Tonight?) sung by **Peter Alexander** on Polydor and **Wyn Hoop** on Telefunken.

By JIMMY JUNGERMANN
Bayerischer Rundfunk, Munich

These publishers bought the rights from Munich's **Ralph Maria Siegel's** "Jenny": Leeds Music for English speaking countries; **Julio Korn,** Buenos Aires, for South America; **Le Milano,** for Italy; **Eddie Barclay** for France; **Charles Bens** for Belgium, Holland and Luxemburg; Southern Music, Stockholm, for Scandinavia; Edition Coda, Zurich, for Switzerland; Weltmusik, Vienna, for Austria.

**Visitor to U. S.**

Munich publisher **Ralph Maria Siegel** off on another trip to the States.

**New Releases**

"Noch Bist Du Einsam" is the German title of Acuff-Rose's hit tune "Only the Lonely." **Bobby Franco** sings on Telefunken. The Metronome label issues two U. S. standards sung by **Nina** and **Frederik,** "Billy Boy" and "It's Been a Long, Long Time.

## AMC FIGURES

# Music Amateurs' Ranks Rocketing

CHICAGO—The American Music Conference stated last week that there were 13 million more amateur musicians studying and playing in the United States in 1960 than a decade earlier. The AMC estimates that there was a total of 32 million amateurs as of January 1, 1961, as compared to some 19 million in 1950.

Categorized by type of instrument, pianists led by a wide margin. More than 21 million amateurs play piano. In second position of popularity is the guitar with 4,750,000 players, followed by stringed instruments with 3,200,000.

Estimates of the total number of instruments owned in the United States ranged in the neighborhood of 36,400,000. It was 21 million in 1950.

The total retail sales of new musical instruments, sheet music and musical accessories for 1960 set an all-time high of $590 million. This figure is $40 million more than 1959, and is more than double the $235 million total a decade ago.

## Best-Selling Pop Records in GERMANY

Week ending March 3, 1961
(Courtesy Automaten-Markt, Braunschweig)

| Last Week | This Week | |
|---|---|---|
| 1 | 1 | MIT 17 FANGT DAS LEBEN ERST AN (Save the Last Dance for Me)—The Drifters (Atlantic); Ivo Robic (Polydor) |
| 9 | 2 | PEPE—Dalida (Ariola); Caterina Valente (Decca); Jorgen Ingmann (Metronomes); Willy Hagara (Philips) |
| 8 | 3 | ADIEU, LEBWOHL, GOODBYE— Gerd Boettcher (Decca) |
| 5 | 4 | SUCU SUCU—Ping Ping (Ariola) |
| 10 | 5 | PIGALLE—Bill Ramsey (Polydor) |
| 6 | 6 | WUNDERLAND BEI NACHT (Wonderland by Night)—Bert Kaempfert (Decca) |
| 7 | 7 | BIST DU ENSAM HEUT' NACHT?—(Are You Lonesome Tonight)—Wyn Hoop (Decca); Peter Alexander (Polydor); Elvis Presley (RCA) |
| 3 | 8 | DA SPRACH DER ALTE HAEUPTLING—Gus Backus (Polydor) |
| 2 | 9 | CAFE ORIENTAL (C'est Ecrit Dans le Ciel)—Vico Torriani (Decca); Nino Robic (Odeon); Bill Ramsey (Polydor) |
| 4 | 10 | RAMONA—Blue Diamonds (Fontana) |
| 12 | 11 | APACHE—Jorgen Ingmann (Metronome) |
| 29 | 12 | WENN DU HEIMKOMMST—Lale Andersen (Elektrola) |
| 22 | 13 | DENN SIE FAHREN INAUS AUF DAS MEER—Peggy Brown (Teldec) |
| 11 | 14 | SCHNAPS, DAS WAR SEIN LETZTES WORT—Willy Millowitsch (Ariola) |
| — | 15 | RASTLOS (Stenka Rasin)—Jimmy Barber (Teldec) |
| 14 | 16 | MUSS I DENN ZUM STAEDTELE HINAUS (Wooden Heart)—Gus Backus (Polydor); Elvis Presley (RCA) |
| 18 | 17 | BLUEBERRY HILL (Ein Kleines Haus)—Billy Vaughn (London) |
| 15 | 18 | VAYA CON DIOS—The Virtues (Elektrola); Gitti Lind-Christa Williams (Teldec) |
| 13 | 19 | SCHAU NICHT AUF DIE UHR (Here We Go Again)—Barbara Klein (Philips); Doris Day (Philips) |
| 20 | 20 | WEIT VON ALASKA (North to Alaska)—Ralf Bendix (Elektrola); Johnny Horton (Philips) |
| — | 21 | ICH HAB' DICH NOCH GENAU SO LIEB (I Love You in the Same Old Way)—Peter Kraus (Polydor) |
| 19 | 22 | TUM BALALAIKA—Leo Leandros (Philips) |
| 23 | 23 | ROSALIE, MUSST NICHT WEINEN—Caterina Valente (Decca) |
| 16 | 24 | DAS ENDE DER LIEBE (Tell Laura I Love Her—Rex Gildo (Elektrola) |
| 28 | 25 | VIER KLEINE SCHUE (Four Little Heels)—Brian Hyland (London); Detlef Engel (Teldec) |
| — | 26 | WOGALEID—Jimmy Martins Ork (Sonet) |
| — | 27 | KILI-WATCH—The Cousins (Ariola) |
| — | 28 | PASCHANGA—Audry Arno-Hazy Osterwald Sextet (Polydor) |
| 24 | 29 | EIN JUNGER KAVALIER—Gaby King (Ariola) |
| — | 30 | DER ROTE TANGO—Die Regenpfeifer (Pergola) |

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## ITALIAN NEWSNOTES

# '61 San Remo Relatively Quiet

By Sam'l Steinman

Piazza S. Anselmo 1, Rome

The top surprise of the 1961 San Remo Song Festival is that it ended with less controversy than any of its predecessors. The national poll to choose the winner turned out to be a success and the top songs were those which were generally considered the best. Looking back on the 11th Festival, these are among the salient highlights:

**Luciano Tajoli,** a popular Italian singer who has been heard in the U. S., and elsewhere throughout the world but who never competed before in the Festival, shared winning laurels with **Betty Curtis,** one of the top favorites of the younger set, providing a complete contrast. Second place also was shared by a newcomer, **Little Tony,** heretofore known as an Italian who had scored a great success in England, along with **Adriano Celantano** who was released from his army service to compete.

On the distaff side, **Milva,** who has been in the shadow of **Mina** these past two years, emerged as the top girl in this sweepstakes.

It has been suggested that next year only four songs be dropped each of the first two nights instead of six, leaving 16 for the third evening when four more can be eliminated. Under this year's system the third night was a complete anticlimax.

By postponing the final result for a week, all records sold big instead of only the three leaders as in the past. Following a week of sales, many of the disk companies recouped their investment in some of the numbers which eventually placed out of the money. Top winners among labels this year would seem to be CGD, Juke Box, Durium, Music and Cetra.

The Song Festival out of the way, San Remo is clearing the decks for its annual jazz festival, March 3-5. . . . Viareggio's Anti-Festival Golden Burlesque seems to have fallen on its face. This event selects a series of songs but does not make an award until they have circulated for a year. **Jimmy** Fontana won the award with "I Drink," a song which had almost no popular circulation during the year. . . . Only category in which the Italian Silver Ribbons for cinema achievement are not awarded is music, but with growth of song popularity this event will probably be added at the end of current year. . . . Titanic Records, which got itself a lot of publicity in a futile effort to enjoin "The Bells Are Ringing" from using this name in Italy, has awarded a series of song Oscars. but the only "name" is that of **Ferruccio Tagliavini.**

### New Releases

**Mario Lanza,** who remains a big seller with RCA Italiana, has had four of his Neapolitan songs issued on stereo 45. . . . Another big item for this label is the historic score of **Roberto Rossellini's** "Viva L'Italia," which celebrates the centennial of Italian unity. . . . Following "A Thousand Blue Bubbles," we now have "Soap Bubbles," which **Sergio Bruni** has cut, possibly indicating a new name cycle. . . . **Tony Dallara** who was the big discovery of 1960 is now recording "Manut" which scored its initial hit as an orchestral number.

### Talent Tours

**Nicola Arigliano** has just had his first four sides, two in Italian and two in English, chosen for release by Capitol. . . . **Sascha Distel,** having completed his Milan engagement, is bound for New York to do 12 sides in English and to fulfill a film engagement with **Gene Kelly.** . . . Casa Ricordi has reached an agreement with Warner Bros. Records for issue of its pops across the Atlantic.

### Personals

**Domenico Modugno,** whose musical stage appearance in "Rinaldo in the Field," has now been postponed until next fall, has been invited to submit numbers for the Sea Song Festival at Ischia in mid-April. . . . **Bobby Rydell,** who appeared on the Gran Gala TV show, has expressed interest in singing at an Italian song festival as a guest.

**Betty Curtis** will sing the San Remo Prize-winner, "From Out of There" at the Eurovision Song Prize event at Cannes March 18.

### Best-Selling Pop Records in ITALY

Week ending March 3, 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) |
| 4 | 4 | IL MARE NEL CASSETTO—Milva (Cetra) |
| 6 | 5 | CAROLINA DAI—Sergio Bruni (Voc del Padrone); Rocco Granata (Bluebell) |
| 5 | 6 | UN UOMO VIVO—Gino Paoli (Ricordi); Tony Dallara (Music) |
| 8 | 7 | LE MILLE BOLLE BLU—Mina (Italdisc) |
| 9 | 8 | IL PULLOVER—Gianni Meccia (RCA) |
| 7 | 9 | WHAT A SKY—Nico Fidenco (RCA) |
| 11 | 10 | NON MI DIRE CHI SEI—Umberto Bindi (Ricordi) |
| 15 | 11 | JEALOUS OF YOU—Connie Francis (MGM) |
| 16 | 12 | PER UN ATTIMO—Peppino Di Capri (Carisch) |
| 10 | 13 | ARE YOU LONESOME TONIGHT?—Elvis Presley (RCA) |
| 12 | 14 | LES ENFANTS DU PIREE—Dalida (Barclay) |
| 13 | 15 | MANDOLINO, MANDOLINO—Sergio Bruni (Voce del Padrone); Teddy Reno (Galleria del Corso) |
| 18 | 16 | THE GREEN LEAVES OF SUMMER—Nelson Riddle (Capitol) |
| 14 | 17 | LOOK FOR A STAR—Garry Mills (Top Rank) |
| 20 | 18 | TAKE ME TO YOUR LADDER—Buddy Clinton (Top Rank) |
| 19 | 19 | MILORD—Dalida (Barclay); Edith Piaf (Columbia) |
| 17 | 20 | IL CIELO IN UNA STANZA—Mina (Italdisc) |

## FRENCH NEWSNOTES

# R.&R. Fans Cheer in French

By EDDIE ADAMIS

92 Quai Du Marechal Joffre
Courbevole (Seine)

As expected, Paris' first Rock an Roll Festival (February 24) at the Palais des Sports stirred much excitement and met with great success. Rock and roll fans cheered the U. S.' **Bobby Rydell** (Cameo-Columbia); Italy's **Little Tony** (Durium - Pop); Great Britain's **Emile Ford** and his **Checkmates** (Pye-Vogue); France's **Johnny Halliday** (Vogue), **Frankie Jordan** (Decca) and **Les Chaussettes Noires** (Barclay).

**Bobby Rydell,** who visits France for the first time, announced five European TV dates in March: Copenhagen, Stockholm, Luxemburg, Rome and London. Back in the U. S., he will succeed **Johnny Mathis** at the Copacabana.

### New Releases

German songstress **Conny** sings in French for the first time. EMI-VSM has issued an EP containing three French songs and the French version of "My Love From Italy": "Je Pense a Toi." . . . The **Four Preps** have come out on Capitol label with "Calcutta," top title here. . . . A new French vocal version of the Unforgiven (LaJoie D'Aimer) by **Gloria Lasso** has been issued on VSM label.

EMI-VSM introduced the first French record by **Connie Francis.** Her EP, titled "Ces Folles Filles d'Eve," is comprised of the French versions of two American songs: Je Sais Qu'un Gars (Where the Boys Are) and Personne (No One). . . . EMI issued a new MGM original, "Bing and Satchmo" containing "Dardanella" and "Muskrat Ramble." . . . Vogue issued the Pye original, "Something Missing," English version of "L'Absent" by Petula Clark.

### Hi-Fi Show

The Third International Festival of the High Fidelity and Stereophonic Sound will take pace March 9 at the Palais d'Orsay here. The Charles Cros Academy will present the annual Grand Prix du Disque 1951 (Annual Disk Awards for Various Categories).

### Talent Tours

**June Christie** and the **Four Freshmen** will appear in Toul March 3.

### Visitors

Interdisc President **Jack Lewerke** visited Paris (February 23-26) for business talkes with Ricordi's artist and repertoire chief **Luigi Arduino.** Ricordi distributes the Interdisc group's catalogs of U. S. jazz independents like Contemporary, Riverside, Hi Fi, World Pacific, and Fantasy. . . . **Gene Moretti,** MGM's International Department manager, will visit Paris (March 8, 9, 10) to discuss exchange problems with **Roger Maruani,** his EMI colleague.

**Petula Clark** is scheduled to record in London (March 23) for Pye.

### Covered

"C'est l'Amour Qui Veut Ca," French version of "Red River Rose here by the Hi-Fi (Bel Air), **Aimable** (Vogue), **Raymond Mamoudy,** (Ducretet - Thomson). **Maria Vincent** (Ricordi) and **John William** (Polydor).

### Record Sales

EMI-Columbia reports very good sales on "Apache" by the **Shadows.** Within two months' time it sold nearly 20,000. Due to this fact, EMI-Columbia has rushed the issuing of an EP by **Cliff Richard,** titled "Me and My Shadows."

### New Albums

EMI issued a U.A. original by **Zoot Sims, Al Cohn** and **Phil Woods** on VSM. . . . **Gloria Lasso** sings in Spanish "My Fair Lady" in an LP also containing standards,

EMI-VSM released an LP containing 14 unedited originals by Guitarist **Django Reinhardt.** . . . A U.A. original, "Mister Percussion" **(Terry Snider),** has been issued on VSM label.

### To the U. S.

**Ted Moura,** owner and manager of Music, flew (February 23) to New York to meet **Frankie Avalon** and **Fabian's** managers to discuss the terms of an eventual appearance here of the two U. S. singers.

**Sacha Distel** will stay in New York from March 1 to 12 to cut for Columbia label a special album, "The Lovers," containing U. S. standards and the American versions of two French songs, "Trois Fois la France (Once) and "Parlez Moi d'Amour."

## JAPANESE NEWSNOTES

# Stereo Making Gains in Japan

By TEN KATTORI

Yokohama Correspondent

Japanese diskeries are having good luck with stereo disk sales. At present, one stereo disk is being sold for every three monaurals, according to a leading record retailer in Tokyo. When both stereo and mono versions of the same music are released, some stereo versions sell more than mono versions, particularly classical items as Beethoven's "Symphony No. 5," Schubert's "Unfinished" Symphony, etc., have been stereo "outfitted" for reissuing. Also interesting to note is that King Records and Nippon Victor are both releasing stereo spectaculars of Beethoven's "Wellington Victor," complete with gunfire. Nippon Columbia has released "Spike Jones in Stereo," and Nippon Victor has issued its electronically reproduced stereo versions of Toscannini's "New World Symphony."

On the stereo equipment front, a large number of electric appliance manufacturers have featured tuners usable for stereo broadcasting. Prices range from $83.33 to $277.78, and they are all selling well. One of the de luxe models was put on sale by Nippon Victor for $4,375. The model is equipped with devices for receiving regular, shortwave and FM, for playing stereo and mono disks as well as stereo tapes and also with 17-inch television set.

### Visitors

**Bobby Darin** is scheduled to come to Japan in May. Visiting this country in June is the **Modern Jazz Quartet.** In April, American-born Japanese thrush **Nancy Umeki** is coming home.

### Best-Selling Pop Records in SPAIN

For week ending March 3, 1961
(Courtesy Discomania Madrid)

This Month

1. ERES DIFERENTE—Carmen Sevilla (Philips)
2. GREENFIELDS—Brothers Four (Philips)
3. THE GREENLEAVES OF SUMMER—Brothers Four (Philips)
4. 15 ANOS TIENE MI AMOR—Duo Dinamico (Voz Amo)
5. MY HOME TOWN—Paul Anka (ABC-Hispavox)
6. ADAM and EVE—Paul Anka (ABC-Hispavox)
7. IT'S NOW OR NEVER—Elvis Presley (RCA)
8. ARE YOU LONESOME TONIGHT?—Elvis Presley (RCA)
9. ENVIDIA—Elder Barber (Hispavox) Angeles Hortelano (Carillon)
10. POR DOS BESOS—Anita Traversi
11. TRAIN OF LOVE—Paul Anka (ABC-Hispavox)
12. EL PAJARO CHOGUI—Hermanos Silva (RCA)
13. LA MONTANA DE IMITTOS—Cinco Latinos (Philips)
14. AL DI LA—Luciano Tajoli (Juke Box) Betty Curtis (CGD-Hispavox)
15. YOU MEAN EVERYTHING TO ME—Neil Sedaka (RCA)
16. 24,000 BACI—Adriano Celentano (Zafiro-Jolly)
17. TODO ES NUEVO—Cinco Latinos (Philips)
18. LE MILLE BOLLE BLU—Mina (Italdisc Discophon)
19. POETRY IN MOTION—Johnny Tillotson (Hispavox)
20. PASEANDO CON PAPA—Los 3 Carino (Philips) Ramon Calduch (Voz amo.)

## SPANISH NEWSNOTES

# Eurovision Tune Named by Spain

By RAUL MATAS

Editor, Discomania
Radio Madrid

Eurovision will celebrate its annual festival, March 18. For the first time, Spain will be in the show with a song by **Augusto Alguero** with words by **Guijarro** titled "Estando Contigo." **Conchita Bautista** will sing the song for the European audience with **Frank Pourcel** and his ork. Cannes will be the place this year for the contest. Last year, **Jacqueline Boyer,** from France, was the winner with "Tom Pillibi."

### Visitors

Paul Anka's father came to Madrid a few weeks ago to collect rights from the Spanka people here. . . . **Johnny Camacho** from RCA-New York is now in Spain.

### Disk Biz

RCA launches the Compact 33 33 in all its series. . . . Hispavox announced their new plastic records (same material used by the Parisian firm Sonorama). The new singles will cost 25 pesetas, which means only 40 cents per record. . . . Roulette Records are now being released in Spain by Philips.

### The Chart

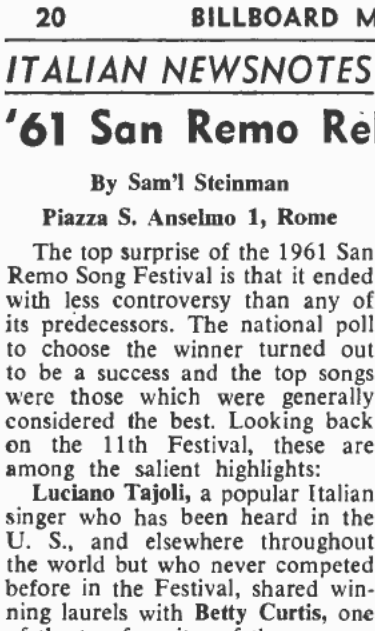
**Elvis Presley** came back to the Top 10 with "It's Now or Never" and "Are You Lonesome Tonight." . . . "The Alamo" preview in Barcelona started a great demand for **Dimitri Tiomkin's** melodies.

### Top 10 Deejay

"The Overseas Edition of Billboard Music Week is my best friend" said **Pepe Palau,** famous Spanish deejay whose "Lluvia de Estrellas" (Rain of Stars) launches the weekly 10 Top Tunes of the U. S. A. through Radio Madrid. . . . **Angel Alvarez,** from "La Voz de Madrid," has a daily show. He works with Iberia (Spanish Air Line) and brings from New York the "last word" in popular American songs.

# Myers Sets Up Zircon In Canada Distribution

PHILADELPHIA — Jimmy Myers, publisher and disker here, has concluded an arrangement with Zircon Records of Canada for distribution of both the Myers label and Bandbox Records in the Dominion. Recent distributor changes announced by sales chief, Dick Colanzi, include the appointment of Chips, Philadelphia; Best, Buffalo; Music Sales, Memphis; F & F, Charlotte, N. C.; Tone, Miami; Southern, Nashville, and National, Atlanta.

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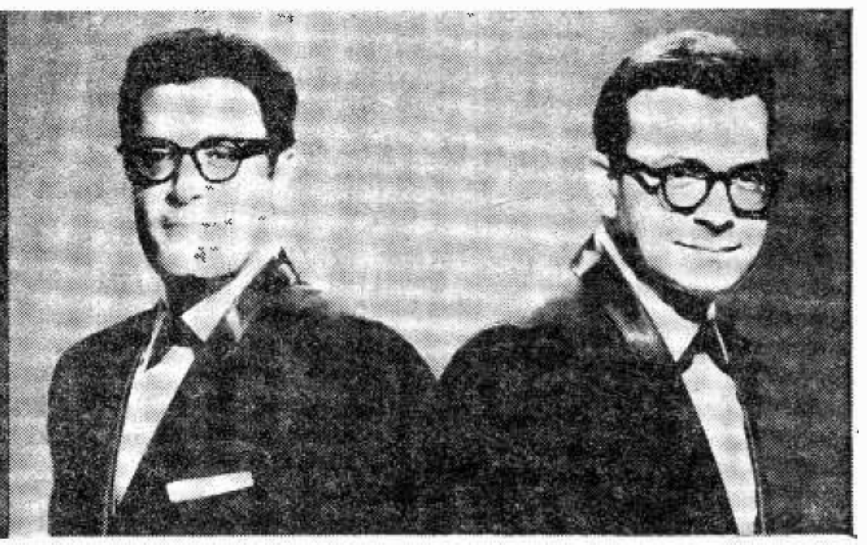

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# BILLBOARD MUSIC WEEK BEST SELLING

**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

**Bobby's Biggest Hits** (M)
Bobby Rydell .....Cameo C 1009

**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 Horton's Greatest Hits** (M-S)
.....Columbia CL 1596; CS 8396

**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

**Make Way** (M-S)
Kingston Trio..Capitol T 1474; ST 1474

**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

**Tonight in Person** (M-S)
Limeliters .....RCA Victor LPM 2272; LSP 2272

**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

**Mitch's Greatest Hits** (M)
Mitch Miller .....Columbia CL 1544

**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 Selt** (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

**Do Re Mi** (M-S)
Original Cast...RCA Victor LOCD 2002; LSOD 2002

**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-S)
Original Cast...RCA Victor LOC 1060; LSO 1060

### SOUND TRACK

**The Alamo** (M)
Sound Track.....Columbia CL 1558

**Ben-Hur** (M-S)
Rome Symphony Orchestra (Savina)... .....M-G-M 1E1; 1SE1

**Can Can** (M-S)
Sound Track.Capitol W1321; SW 1321

**Carousel** (M)
Sound Track.....Capitol W 694

**Exodus** (M-S)
Sound Track...RCA Victor LOC 1058; LSO 1058

**G. I. Blues** (M-S)
Elvis Presley...RCA Victor LPM 2256; LSP 2256

**Gigi** (M-S)
Sound Track.....M-G-M E 3641; SE 3641 ST

**King and I** (M-S)
Sound Track...Capitol W 740; SW 740

**Never On Sunday** (M)
Sound Track..United Artists UAL 4070

**Oklahoma!** (M-S)
Sound Track.....Capitol WAO 595; SWAO 595

**Porgy and Bess** (M-S)
Sound Track ....Columbia OL 5410; OS 2016

**South Pacific** (M-S).
Sound Track...RCA Victor LOC 1032; LSO 1032

**Student Prince** (M)
Mario Lanza.....RCA Victor LM 1837

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

### MUSIC FROM MUSICALS, FILMS AND TV

**Ballads and Rhythms of Broadway** (M-S)
Johnny Mathis .....Columbia C2L 17; 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)
Hollywood Studio Orchestra..... .....United Artists UAL 3123

**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

**Music From Exodus and Other Great Themes** (M-S)
Mantovani ..London LL 3231; PS 224

# ACTION

On the Charts

## MONOPHONIC

| This Week | Last Week | Title, Artist, Label and Number | Weeks on Charts |
|---|---|---|---|
| 1 | 1 | **EXODUS** ..... Sound Track, RCA Victor LOC 1058 | 8 |
| 2 | 2 | **CALCUTTA** ..... Lawrence Welk, Dot DLP 3359 | 6 |
| 3 | 4 | **CAMELOT** ..... Original Cast, Columbia KOL 5620 | 7 |
| 4 | 5 | **GREAT MOTION PICTURE THEMES** ..... Various Artists, United Artists UAL 3122 | 7 |
| 5 | 6 | **SINATRA'S SWINGIN' SESSION** ..... Frank Sinatra, Capitol W 1491 | 4 |
| 6 | 8 | **CAMELOT (MUSIC FROM)** ..... Percy Faith Orch., Columbia CL 1570 | 9 |
| 7 | 22 | **MAKE WAY** ..... Kingston Trio, Capitol T 1474 | 2 |
| 8 | 12 | **MEMORIES ARE MADE OF THIS** ..... Ray Conniff, Columbia CL 1574 | 4 |
| 9 | 21 | **BEST MUSIC ON/OFF CAMPUS** ..... Brothers Four, Columbia CL 1578 | 4 |
| 10 | 11 | **TONIGHT IN PERSON** ..... Limeliters, RCA Victor LPM 2272 | 2 |
| 11 | 10 | **WILDCAT** ..... Original Cast, RCA Victor LOC 1060 | 6 |
| 12 | 15 | **JOHNNY HORTON'S GREATEST HITS** ..... Columbia CL 1596 | 2 |
| 13 | 19 | **BOBBY'S BIGGEST HITS** ..... Bobby Rydell, Cameo C 1009 | 2 |
| 14 | 14 | **AN EVENING WITH MIKE NICHOLS & ELAINE MAY** ..... Mercury OCM 2200 | 5 |
| 15 | 16 | **HIS HAND IN MINE** ..... Elvis Presley, RCA Victor LPM 2328 | 9 |
| 16 | 20 | **NEVER ON SUNDAY** ..... Sound Track, United Artists UAL 4070 | 6 |
| 17 | 23 | **THEME FROM "THE SUNDOWNERS"** ..... Billy Vaughn, Dot DLP 3349 | 8 |
| 18 | 9 | **WONDERLAND BY NIGHT** ..... Louis Prima, Dot DLP 3352 | 7 |
| 19 | 17 | **TEMPTATION** ..... Roger Williams, Kapp KL 1217 | 9 |
| 20 | 18 | **TENDERLOIN** ..... Original Cast, Capitol WAO 1492 | 5 |

# LP'S by CATEGORY

FOR WEEK ENDING MARCH 11

**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** (M-S)
Enoch Light .....Command RS 814; RS 814 SD
**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; LST 7122
**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 Dale** (M-S)
Lawrence Welk.....Dot DLP 3350; DLP 25350
**Let's Dance Again** (S)
David Carroll ....Mercury SR 60152
**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-S)
Jackie Gleason Orch., Buddy Hackett..
.....Capitol W 352; SN 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
**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
**Nina at Newport** (M)
Nina Simone .....Colpix CP 412
**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 Orch.....
.....RCA Victor LM 2466; LSC 2456
**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
**Mario** (M)
Mario Lanza ....RCA Victor LM 2331
**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
**Wellington Victory, Leonore Overture No. 3, Opus 72A, Prometheus Overture, Opus 43** (S)
London Symphony Orchestra (Dorati)
.....Mercury LPS 9000

## BEST SELLING TEEN BEAT LP'S

Listed Alphabetically

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

**Dedicated to You** (M)
Ray Charles.....ABC Paramount 355
**Genius Hits the Road** (M)
Ray Charles. ABC-Paramount ABC 335
**12 Plus 3 Equals 15 Hits** (M)
Assorted Artists .....End LP 310

### 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

**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
**Camelot** (S)
Living Strings .....Camden CAS 657
**Perry Como Sings Just for You** (M)
Perry Como ..... Camden 440
**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
**Living Strings Play Music in the Night** (S)
.....Camden CAS 638
**Living Strings Play Music of the Sea** (S)
.....Camden CAS 639
**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
**Quiet Hours** (S)
101 Strings .Stereo Fidelity SF 10200
**Silver Screen** (S)
101 Strings . Stereo Fidelity SF 7000
**Soul of Spain, Vol. I** (S)
101 Strings . Stereo Fidelity SF 6600
**Soul of Spain, Vol. II** (S)
101 Strings . Stereo Fidelity SF 9900
**Symphony for Lovers** (S)
101 Strings...Stereo Fidelity SF 4500
**You Do Something to Me** (M)
Mario Lanza .....Camden 450

### LOW PRICE SPECIALTY

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

# ALBUMS

## Nine Weeks or Less

(21) 25 **I'VE GOT A RIGHT TO SING THE BLUES** ..... 4
Eileen Farrell, Columbia CL 1465

(22) — **DEDICATED TO YOU** ..... 1
Ray Charles, ABC-Paramount 355

(23) — **NINA AT NEWPORT** ..... 1
Nina Simone, Colpix CP 412

(24) — **MORE ITALIAN FAVORITES** ..... 9
Connie Francis, MGM E 3871

(25) — **LOVE IS THE THING** ..... 9
Nat King Cole, Capitol W 824

## STEREOPHONIC

| This Week | Last Week | Title, Artist, Label and Number | Weeks on Charts |
|---|---|---|---|
| (1) | 1 | **EXODUS** ..... Sound Track, RCA Victor LSO 1058 | 8 |
| (2) | 2 | **CALCUTTA** ..... Lawrence Welk, Dot DLP 25359 | 5 |
| (3) | 3 | **WONDERLAND BY NIGHT** ..... Bert Kaempfert, Decca DL 7-4101 | 9 |
| (4) | 4 | **GREAT MOTION PICTURE THEMES** ..... Various Artists, United Artists UAS 6122 | 7 |
| (5) | 6 | **SINATRA'S SWINGIN' SESSION** ..... Frank Sinatra, Capitol SW 1491 | 3 |
| (6) | 5 | **CAMELOT** ..... Original Cast, Columbia KOS 2031 | 6 |
| (7) | 9 | **MEMORIES ARE MADE OF THIS** ..... Ray Conniff, Columbia CS 8374 | 3 |
| (8) | 7 | **CHET ATKINS' WORKSHOP** ..... RCA Victor LSP 2232 | 4 |
| (9) | 8 | **UNSINKABLE MOLLY BROWN** ..... Original Cast, Capitol SWAO 1509 | 8 |
| (10) | 10 | **SATURDAY NIGHT SING ALONG WITH MITCH** ..... Mitch Miller, Columbia CS 8211 | 7 |
| (11) | 13 | **ITALIAN FAVORITES** ..... Connie Francis, MGM SE 3791 | 8 |
| (12) | — | **JOHNNY HORTON'S GREATEST HITS** ..... Columbia CS 8396 | 1 |
| (13) | — | **TONIGHT IN PERSON** ..... Limeliters, RCA Victor LSP 2272 | 1 |
| (14) | 14 | **MORE ITALIAN FAVORITES** ..... Connie Francis, MGM SE 3871 | 9 |
| (15) | — | **MAKE WAY** ..... Kingston Trio, Capitol ST 1474 | 1 |

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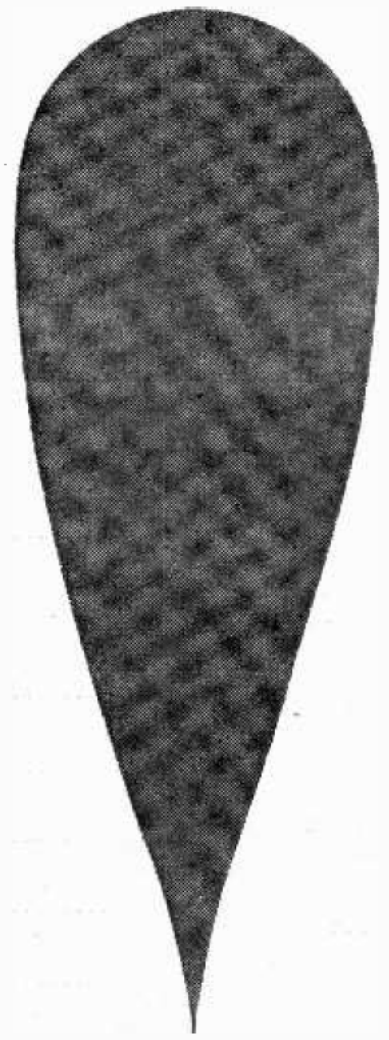

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the pick of the new releases:

# SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

## Pop

### YOU CAN HAVE HER

**Roy Hamilton. Epic BN 595; LN 3775. (Stereo & Monaural)**—The chart-topping vocalist sings his current hit as the lead track of this LP and then swings into a fine series of ballads and standards accompanied by a mixed vocal group and swinging ork background. Besides the hit "You Can Have Her," Hamilton sings a strong set which includes "I'll Never Be Free," "Abide With Me," "I Need Your Lovin'," and "Down by the Riverside."

## EP

### CONNIE FRANCIS

**(1-EP). MGM X 1703**—Miss Francis delivers four fine efforts on this EP, all of them in the soft, string-filled groove. "Valentino," was previously released in some overseas territories while the other selections, including "You Made Me Love You," "Because of You," and "Young at Heart," have the album sound. Every one of them can get play and her fans are sure to go for the package.

## Jazz

### THE GREATEST HORN IN THE WORD

**Al Hirt. RCA Victor LPM 2366**—Hitherto a favorite of Dixieland fans, Al Hirt should gain general public recognition from this LP. The trumpeter reveals unique technical skill plus that extra something that sets apart the truly outstanding performer. Hirt does just about everything with his horn that can be done. Henri Rene supports him with a swinging big band on one side, that shows off Hirt's virtuosity, and with lush strings on the other with Hirt stressing emotion. Top jockey material that stacks up as imporant merchandise.

### THE MODERN JAZZ QUARTET AND ORCHESTRA

**Atlantic 1359**—Here is a fascinating blend of the classical and jazz schools, a much talked about concept where very little has been accomplished at the recording level. The MJQ, working as a sort of concerto soloist all by itself in front of the distinctively classical ork passages to pick up a similar theme in readily identifiable jazz connotations. In this set, composer Gunther Schuller conducts most of the material and contributed the interesting three-movement Concertino for Jazz Quartet and Orchestra, which occupies Side 2. Shorter works are by John Lewis himself, Andre Hodeir, and Werner Heider. Sure to be greated with considerable interest.

### EUROPEAN CONCERT

**The Modern Jazz Quartet. Atlantic 2-603**—This album is of special importance for MJQ fans; it is the first recording of an actual concert ever issued by the group, and it is a two-LP set. The pair contain 15 selections by the group, including lovely performances of "Django," "Odds Against Tomorrow," "La Ronde," "Round Midnight," "Bag's Groove" and "I Remember Clifford." There are announcements of the tunes by John Lewis and enthusiastic applause from the Scandinavian audience where the concert was waxed about a year ago. Strong LP for the MJQ followers.

## Classical

### LEONTYNE PRICE SINGS ARIAS

**RCA Victor LM 2506**—This has been a great year to date for Leontyne Price, and after hearing her remarkable and exceptional voice on this new LP it is no wonder. Her voice is truly a thing of beauty, and she shows off its color and quality on this collection of soprano arias from "Aida," "Il Trovatore," "Madame Butterfly," "Tosca" and "Turandot." The LP, which was waxed in Italy, features fine sound. An item to be treasured by collectors, and a set that should sell for years and years.

## Folk

### THE NEWPORT FOLK FESTIVAL 1960, VOLUME I AND VOLUME II

**Various Artists. Vanguard VSD 2087, 2088 (Stereo & Monaural)**—Here is a set of live recordings, made on location last summer at what may well turn out to be the last Newport Folk Festival. Either one seems to be a natural for collectors with a bevy of top names in various facets of the folk field. Volume 1 offers Pete Seeger, John Lee Hooker, Alan Mills and the Quebec fiddler Jean Carignan, Tom Makem, Jimmy Driftwood and the New Lost City Ramblers. On Volume 2 a listener will find Ed McCurdy, Bob Gibson, Bob Camp, Cisco Houston, Flatt and Scruggs and Peggy Seeger and Ewan MacColl. The sound of the live audience is present, too. These two sets plus an earlier one put out by Elektra Records (and mentioned in the liners here) would provide a pretty complete set of Festival performances.

*(Continued on page 26)*

The pick of the new releases:

# SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

• *Continued from page 25*

**FROM BONDAGE TO FREEDOM**

**Theodore Bikel. Elektra EKL 200**—Theodore Bikel's large following will find him in fine form here. As indicated by the title, these are songs about injustice and the fight for freedom. They are derived from many sources—French, German, Irish, Negro, Scottish, Hebrew, Yiddish. Some are sad but most are inspirational and all gain a special force from Bikel's spirited delivery. Among folk disks, this should deliver a strong sale.

Specialty

**THE RESTORATION REVISITED OR THE PURSUIT OF HAPPINESS**

**Pro Musica Erotica. Off Beat O 4014**—Genuine 17th and 18th Century British catches and glees prove that erotic drives have changed less than musical styles since then. The music is charming and quaint. The lyrics are earthy, and as the harmonies come together, the words suddenly take on new meanings that are apt to bring blushes to the unsuspecting. An adult item, this is a witty, wicked collection that should tickle many a funny bone. The performances bring out the nuances exceedingly well.

Documentary

**GREAT MOMENTS AT THE UNITED NATIONS**

**Narrated by Dave Garroway (2-12"). Signature SM 9001**—Here's a standout, two-LP documentary set which covers the story of the UN, from its birth to the present. Dave Garroway is highly effective in a narration which flows neatly through a flock of actual recordings of memorable moments in United Nations History. Inside and extending to the back cover of the book-fold package are fascinating notes and comment on the UN. The production was planned and executed by Bud Greenspan and an excellent job he did. The set can come into wide usage among the classroom set in schools and colleges.

Sound

**FAR AWAY PLACES**

**Enoch Light & His Ork. Command RS 822 SD (Stereo)**—Here's another standout recording, bound to grab a lot of attention. The sound here features a harpsichord with various types of percussion. The numbers are keyed to the title idea and include "Bali Ha'i," "Calcutta," "Waltzing Matilda," etc. Strong wax for sound and mood buyers with a cover which carries out the theme with names of countries set into blocks of different colors and shapes. This one merits a lot of attention.

*(Continued on page 28)*

## POP LP'S

### ★★★★ STRONG SALES POTENTIAL

**★★★★ OFF BEAT**

**June Christy. Capitol ST 1498 (Stereo & Monaural)**—Miss Christy is in excellent voice on this beautifully planned and executed set of unusual songs. Besides the swinging title tune, there are many seldom-heard ballads like "Remind Me," "You Wear So Well," "Who Cares About April" and "A Sleepin' Bee." The torchy quality of the tunes and the Pete Rugolo arrangements are right in the Christy groove.

**★★★★ ALL STARR HITS**

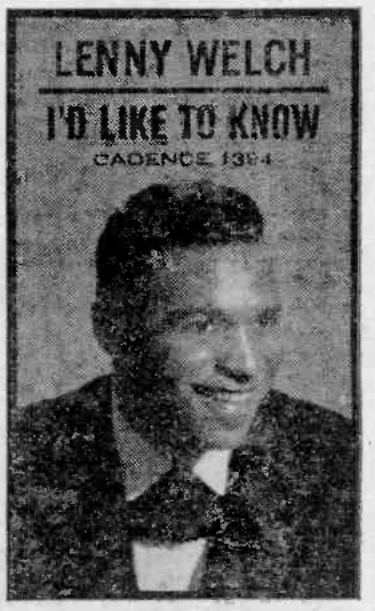
**Kay Starr. Capitol T 1468**—This fine collection of hits previously issued on singles by Kay Starr should interest the huge army of fans of the exciting singer. The tunes include "Just for a Thrill," "Mississippi," "Out in the Cold Again," "You've Got to See Mama Every Night" and "When My Dream Boat Comes Home." Sides cover a decade of the performer's career, from 1950 to 1960. The sides seem to improve with age.

**★★★★ DIANA TRASK**

**Columbia CL 1601**—Here is the classy new thrush from Australia in her first album. She sings with great warmth, style and maturity and shows promise of becoming one of the established hit-makers. The tunes are smartly selected — "Little Girl Blue," "Spring Is Here," "Gypsy in My Soul," "Let's Face the Music and Dance," among others, and the band backs them all in strong style. A listenable album for the thrush and one that can grab jock interest as well as counter activity.

**★★★★ DREAM AWHILE**

**Bobby Hacket with Johnny Seng on the Wuritzer Pipe Organ. Columbia CL 1602**—Bobby Hackett moved out of the jazz scene several years back to join the Jackie Gleason crew in some successful mood albums, and this new one featuring the fine clean Hackett trumpet tones against a mighty Wurlitzer pipe organ, is much on "Pigalle." Good bet for racks.
those lines. The organ essays the sound of an ork or band—it's that big, and Hackett moves in to take his pleasant solos. Tunes include "Misty," "Stardust," "That Old Feeling," "Dream," among other nostalgic items. Strong mood wax.

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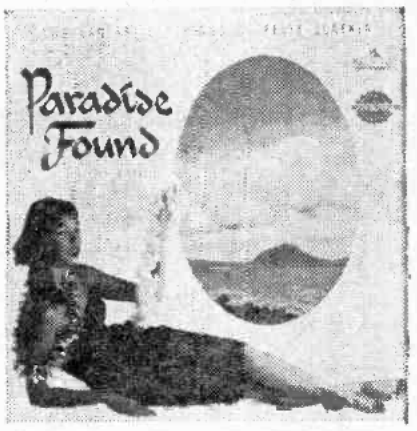
**THE MAGNIFICENT XII** The Fantastic Strings of Felix Slatkin LMM-13004/LSS-14004 Memorable motion picture themes and instrumental favorites in rich, lavish sound. Hear: Exodus, Song From Moulin Rouge, Never on Sunday, Sundowner's Theme, Laura, Unchained Melody, 6 more.




**PARADISE FOUND** The Fantastic Strings of Felix Slatkin LMM-13001/LSS-14001 A native Hawaiian ensemble blended with sweeping string backgrounds. Exciting! Hear: Moon of Manakoora, Beyond the Reef, Sweet Leilani, Hawaiian Wedding Song, Aloha Oe, Little Grass Shack, 6 others.

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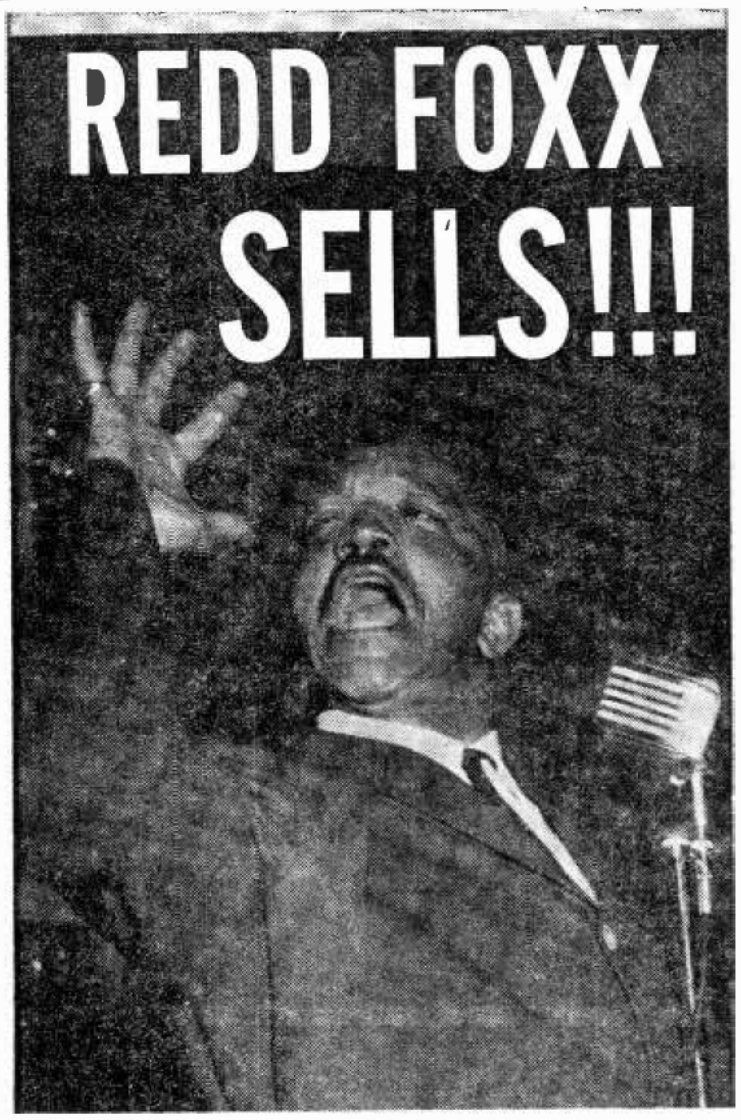


## NEW RELEASES

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

## BEST SELLERS

| | | |
|---|---|---|
| LAFF OF THE PARTY | REDD FOXX | 214 |
| RACY TALES | REDD FOXX | 275 |
| SONGS THRU A KEYHOLE | JOEL COWAN | 285 |
| REDD FOXX FUNN | REDD FOXX | 290 |
| SLY SEX | REDD FOXX | 295 |
| LAFF OF THE PARTY, Vol. 5 | SLOPPY DANIELS | 232 |
| PARTY RECORD PARTY | GENE & FREDDY | 279 |
| THE SIDESPLITTER, Vol. 1 & 2 | REDD FOXX | 253-270 |

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Los Angeles 2, Calif.
LOrain 7-2466

# SPOTLIGHT WINNER OF THE WEEK

**Strongest sales potential of all albums reviewed this week.**

• *Continued from page 26*

**EXCITING SOUNDS**

**The Clebanoff Strings & Percussion. Mercury PPS 6012; PPS 2012. (Stereo & Monaural)**—There have been many good "sound" records but this one by the Clebanoff Strings should prove a real seller for dealers. Like most of the "sound" sets it features extraordinary percussion work and excellent sound—but the arrangements and the tunes are what make the LP outstanding. The arrangements are both tasteful and musical, and what is more they engage attention and hold it all the way through. Tunes include "Golden Earrings," "Quiet Village," "Yours" and "My Shawl." For all hi-fi and stereo buffs.

# POP LP'S

## ★★★★ STRONG SALES POTENTIAL

**★★★★ BROADWAY TO HOLLYWOOD Ferrante and Teicher. Columbia CL 1607**—Ferrante and Teicher have been associated with a number of labels on their rise to fame, and here's another in the string of diskings they left in their wake. And a nice collection it is, with the pair focusing on four tunes each from Porter's "Can Can," and Rodgers and Hammerstein's "Me and Juliet," plus assorted other movie and show tunes. The twin piano team perform with an ork in mostly danceable rhythm. Good recording, nice selection and big name value can add up to sales here.

**★★★★ BUDDY'S BACK IN TOWN**
**Buddy Greco. Epic BN 593; LN 3771. (Stereo & Monaural)**—The intrepid night club performer swings a fine set of standards on this LP. Accompanied by just his own trio on some tracks and by a big band on others, he belts out a jumping group of evergreens like "You're the Top," "I Married an Angel," "Day By Day," and "They All Laughed."

### LOW PRICED POPULAR

**★★★★ PARIS IN A SYMPHONY OF STRINGS**
**The Symphony of Strings Orchestra (Verity). Venise 10007 (Stereo & Monaural)**—First-quality arrangements and performances of music popularly associated with Paris, arranged by Lew Raymond and conducted by James Verity, the latter a veteran British concert violist. The result is an above-average mood package regardless of price. Tunes include "Domino," "La Mer," "C'est Magnifique," "I Love Paris" and "Pigalle." Good bet for racks.

## ★★★ MODERATE SALES POTENTIAL

### POPULAR

**★★★ THE HITS OF HARRY JAMES**
**Capitol T 1515**—Back in the mid 1950's the Harry James band made this collection of Jamesiana, featuring the trumpeter in the hits he made famous. The tunes include "The Mole," "You Made Me Love You," "Cherry," "I'm Beginning to See the Light" and "Two o'Clock Jump." The sound has been updated tastefully, and James and his boys, including Juan Tizol and Willie Smith sell them all smartly. A strong nostalgia album for the older set.

**★★★ THE HITS OF BENNY GOODMAN**
**Capitol T 1514**—These sides were by B.G.'s crew in the mid 1950's and they feature the Goodman band playing the tunes that they made so familiar way back in the days of swing. Sides include "Let's Dance," "Stompin' at the Savoy," "Air Mail Special," "Jersey Bounce," "Sent for You Yesterday" and "Blue Lou." It's one of the better Goodman orks and the sound has been updated nicely. For the many, many Goodman followers.

**★★★ ANDY AND THE BEY SISTERS**
**RCA Victor LPM 2315**—Andy and the Bey Sisters, although born in the U. S., have made more of a name in Europe than here to date. But this new recording, their first on the label, should introduce their warm and deeply rooted vocal stylings to a large audience. They are down-home oriented, and on this set they come through with meaningful performances of "Trees," "Zombie Jamboree," "Mood Indigo" and "You Can't Be Mine Anymore." Strong vocal stylings will help this group gather an avid following.

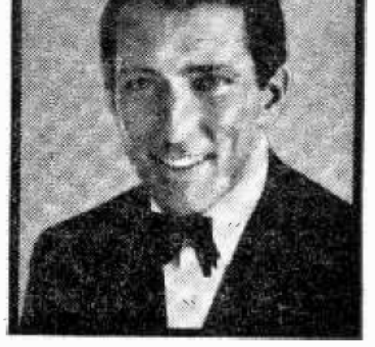
**★★★ ARTHUR GODFREY'S GREATEST HITS**
**Columbia CL 1580**—Godfrey's loyal old fans and his new following (sparked by his current appearance on TV's high-rated "Candid Camera") should help sales on this package. Godfrey's old sides are spotlighted, including his hit waxing of "Too Fat Polka," plus "Candy and Cake," "Lazy Bones," and others.

### LOW PRICED POPULAR

**★★★ DREAM**
**June Hutton. Venise 10017 (Stereo & Monaural)**—Frank Comstock and Lew Raymond have done a fine job of arranging and conducting on this set by the veteran thrush. Her singing is excellent on this memory-filled set of 12 standards. "Let's Fall in Love," "It's Been a Long, Long Time," "All Alone," "Imagination," and the title tune, are just a few of the fine tracks.

*(Continued on page 29)*

ANDY WILLIAMS
DON'T GO TO STRANGERS
CADENCE 1389



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# THE NATION'S TOP TUNES
# HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING MARCH 12

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

| This Week | Last Week | Tune | Composer-Publisher | Weeks on Chart |
|---|---|---|---|---|
| 1 | 1 | CALCUTTA | By Gaze-Bradtke—Published by Pincus-Symphony House (ASCAP) | 10 |
| 2 | 3 | PONY TIME | By D. Corvay-J. Berry—Published by Alan K (BMI) | 6 |
| 3 | 2 | EXODUS / THE EXODUS SONG (This Land Is Mine) | By Gold—Published by Chappell (ASCAP) / By Gold-Pat Boone—Published by Chappell (ASCAP) | 14 |
| 4 | 4 | WHEELS | By Torres-Stephens—Published by Dundee (BMI) | 4 |
| 5 | 9 | WHERE THE BOYS ARE | By Greenfield-Sedaka—Published by Aldon (BMI) | 6 |
| 6 | 6 | THERE'S A MOON OUT TONIGHT | By Striano-Luccisiano-Gentile—Published by Rob-Ann (BMI) | 6 |
| 7 | 13 | SURRENDER | By Pomus and Schuman—Published by Presley (BMI) | 3 |
| 8 | 7 | DON'T WORRY (LIKE ALL THE OTHER TIMES) | By Marty Robbins—Published by Marty's (BMI) | 4 |
| 9 | 12 | BABY SITTIN' BOOGIE | By J. Parker—Published by Reis (BMI) | 5 |
| 10 | 10 | DEDICATED TO THE ONE I LOVE | By Pauling-Bass—Published by Armo (BMI) | 5 |
| 11 | 14 | CALENDAR GIRL | By Greenfield-Sedaka—Published by Aldon (BMI) | 9 |
| 12 | 8 | SHOP AROUND | By Gordy-Robinson—Published by Jobbett (BMI) | 10 |
| 13 | 11 | EBONY EYES | By J. D. Loudermilk—Published by Acuff-Rose (BMI) | 3 |
| 14 | 5 | (WILL YOU LOVE ME) TOMORROW | By Carol King-Jerry Goeffin—Published by Aldon (BMI) | 12 |
| 15 | 17 | APACHE | By Lordan—Published by Regent (BMI) | 3 |
| 16 | 22 | YOU CAN HAVE HER | By Cook—Published by Big Billy (BMI) | 2 |
| 17 | 21 | SPANISH HARLEM | By Jerry Lieber-Phil Spector—Published by Progressive-Trio (BMI) | 3 |
| 18 | 15 | GOOD TIME BABY | By Mann-Lowe-Appel—Published by Lowe (ASCAP) | 3 |
| 19 | 16 | WINGS OF A DOVE | By Bob Ferguson—Published by B Gee Music (BMI) | 10 |
| 20 | 23 | ALL IN MY MIND | By Brown—Published by Figure (BMI) | 6 |
| 21 | 20 | EMOTIONS | By Mel Tillis and Ramsey Kearney—Published by Cedarwood (BMI) | 8 |
| 22 | 18 | WONDERLAND BY NIGHT | By Klaus Guenter Neumann-Lincoln Chase—Published by Roosevelt (BMI) | 15 |
| 23 | 19 | ANGEL ON MY SHOULDER | By Shelby Flint—Published by Sherman-DeVorzon (BMI) | 3 |
| 24 | 29 | GEE WHIZ (LOOK AT HIS EYES) | By Thomas—Published by East (BMI) | 2 |
| 25 | — | WALK RIGHT BACK | By Sonny Curtis—Published by Cricket (BMI) | 1 |
| 26 | 8 | LITTLE BOY SAD | By Wayne Walker—Published by Cedarwood (BMI) | 2 |
| 27 | — | THINK TWICE | By Joe Shapiro-Jimmy Williams-Clyde Otis—Published by Play (BMI) | 1 |
| 28 | 30 | WHAT A PRICE | By Maddux-Jessup-Domino—Published by Travis (BMI) | 2 |
| 29 | — | HEARTS OF STONE | By Ray Jackson—Published by Regent (BMI) | 1 |
| 30 | — | UTOPIA | By Schroeder-Gold-Kalmanoff—Published by Arch (ASCAP) | 1 |

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

## 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. **PONY TIME — Chubby Checker, Parkway 818; Don Corvay & the Goodtimers, Arnold 1002;** Twi-Lites, King 5461.
3. **EXODUS**—Pat Boone, Dot 16176; **Ferrante and Teicher, United Artists 274;** Legends, Col 41949; Mantovani, London 1953; Medallion Strings, Medallion 602.
4. **WHEELS**—Johnny Duncan, Leader 814; **String-A-Longs, Warwick 603; Billy Vaughn, Dot 16174.**
5. **WHERE THE BOYS ARE—Connie Francis, MGM 12971.**
6. **THERE'S A MOON OUT TONIGHT**—Pat Boone, Dot 16176; **Capris, Old Town 1094.**
7. **SURRENDER—Elvis Presley, Vic 7850.**
8. **DON'T WORRY (LIKE ALL THE OTHER TIMES)**—Tony Martin, Dot 16181; **Marty Robbins, Col 41922.**
9. **BABY SITTIN' BOOGIE — Buzz Clifford, Col 41876.**
10. **DEDICATED TO THE ONE I LOVE**—Five Royales, King 5453; June and Joy, Dot 16134; **Shirelles, Scepter 1203.**
11. **CALENDAR GIRL—Neil Sedaka, Vic 7829.**
12. **SHOP AROUND—Miracles, Tamla 54034.**
13. **EBONY EYES—Everly Brothers, Warner Bros. 5199.**
14. **(WILL YOU LOVE ME) TOMORROW—Shirelles, Scepter 1211.**
15. **APACHE—Jorgen Ingmann, Atco 6184;** Shadows, ABC-Paramount 10138.
16. **YOU CAN HAVE HER — Roy Hamilton, Epic 9434.**
17. **SPANISH HARLEM—Ben E. King, Atco 6185.**
18. **GOOD TIME BABY—Bobby Rydell, Cameo 186.**
19. **WINGS OF A DOVE**—Paul Clayton, Monument 432; **Ferlin Husky, Cap 4406;** Kitty White, Dot 16157.
20. **ALL IN MY MIND**—Terri Anders, Chief 7027; **Maxine Brown, Nomar 103;** Linda Hopkins, Brunswick 55202; Bobby Marchan. Fire 1035; Dakota Staton, Cap 4512.
21. **EMOTIONS — Brenda Lee, Dec 31195;** Don Reno/Red Smiley, King 579.
22. **WONDERLAND BY NIGHT** — Anita Bryant, Carlton 537; **Bert Kaempfert, Dec 31141;** Louis Prima, Dot 16151.
23. **ANGEL ON MY SHOULDER—Shelby Flint, Valiant WB 6001;** Jerry Wallace, Challenge 59098.
24. **GEE WHIZ (LOOK AT HIS EYES) —Carla Thomas, Atlantic 2086.**
25. **WALK RIGHT BACK — Everly Brothers, Warner Bros. 5199.**
26. **LITTLE BOY SAD—Johnny Burnette, Liberty 55298.**
27. **THINK TWICE — Brook Benton, Mercury 71774.**
28. **WHAT A PRICE — Fats Domino, Imperial 5723.**
29. **HEARTS OF STONE—Bill Black's Combo, Hi 2028;** Red Foley/A. Kerr Singers, Dec 29375; Fontane Sisters, Dot 15265 and Dot 16027.
30. **UTOPIA — Frank Gari, Crusade 1020.**

# JAZZ LP'S

★★★★
**STRONG SALES POTENTIAL**

• *Continued from page 28*

**★★★★ THE CHARLES BELL CONTEMPORARY JAZZ QUARTET**

**Columbia CL 1582**—Charles Bell, and the young men who make up his contemporary jazz quartet, won first place at the Intercollegiate Jazz Festival in Washington last year. On this album, the group's first, they show off some of the interesing and conemporary stylings that garnered them first place. Bell, the leader and pianist, is oriented toward the classical world, and the jazz he plays here is both modern and "third-stream" style. He is backed neatly by guitarist Bill Smith, drummer Allen Blairman and Frank Traficante on bass. Tunes are originals and "Latin Festival" is outstanding.

**★★★★ THE TOMMY FLANAGAN TRIO**

**Prestige-Moodsville 9** — Pianist Tommy Flanagan, ably assisted by drummer Roy Haynes and bassist Tommy Potter, have put together an excellent set of seven tracks that are restful and listenable. As the "Moodsville" category indicates, this is music in the romantic idiom and Flanagan has chosen a number of standards with character and plays them with grace. "You Go to My Head" is balanced with the less often heard "Born to Be Blue," "Velvet Moon" and "In the Blue of Evening."

**★★★★ DUKE ELLINGTON AND HIS ORCHESTRA PLAY INTERPRETATIONS OF GRIEG: PEER GYNT SUITES NOS. I & II; ELLINGTON-STRAYHORN: SUITE THURSDAY**

**Columbia CI 1597 (Stereo & Monaural)**—There are two sides of Ellington on this LP. The first is the Duke's interpretation of Grieg's "Peer Gynt" Suites; the second a suite of his and Billy Strayhorn's, debuted at the last Monterey Jazz Festival, "Suite Thursday." Both are entertaining fare in the Ellington manner. The Grieg melodies like "Hall of the Mountain King" and "Anitra's Dance," familiar to all, get the swing treatment, while "Thursday" is a somewhat slight but swinging dedication to John Steinbeck. Good solos abound.

**★★★★ THE MONTGOMERY BROTHERS**

**Fantasy 3308**—A fine, lightly swinging album is contained here. The three Montgomery Brothers (Wes, guitar; Buddy, piano, and Monk, bass) and drummer Larence Marable pick their way with taste and punching rhythm through five tracks that should get good jazz air play. Wes pretty much predominates the set with fine solo work especially on "Lover," "Jingles" and Montgomery Blues."

**★★½★ AUTUMN SONG**

**Mose Allison Trio. Prestige 7189**—The jaunty jazz piano and singing of Mose Allison is in fine form on this set. There are three highly individual Allison vocal stints: the standard, "Do Nothin' 'Till You Hear From Me," and the two blues, "Eyesight to the Blind" and "That's All Right." The rest of the album is filled with jumping Allison piano, supported by Ronnie Free, drums, and Addison Farmer, bass.

**★★★★ LISTEN TO THE AHMAD JAMAL QUINTET**

**ARGO LP 673**—Though Ahmad Jamal has had much success in the past in breaking through the pop barrier, with singles and even LP's, this one is much more on a moody, reflective jazz kick. Beyond that, the normal Jamal Trio has been neatly augmented by the addition of violin and guitar (Joe Kennedy and Ray Crawford respectively). These lads add much in the way of harmony and ensemble sound as well as confident soloing and contribute to the breadth of the jazz feeling. There's a Jamal original, plus things like "Baia," "Lover Man," "Hallelujah," etc. Good variety well played.

**★★★★ ANNA MOFFO SINGS ARIAS**

**RCA Victor LM 2504**—Anna Moffo has been widely acclaimed for her performances this season as one of the Metropolitan Opera's coming young sopranos. On this album the youthful singer shows off her light and lovely coloratura voice with arias from a number of well-known operas. Selections are from "Faust," "La Boheme," "Carmen," "Turandot," and "Lakme." Her interpretation of "The Bell Song," from the latter should interest all vocal collectors. A strong set that could rack up steady sales.

**★★★★ TONY BENNETT SINGS FOR TWO**

**Ralph Sharon at the Piano. Columbia CL 1446**—Bennett is in an intimate mood on this package of nostalgic standards, backed only by solid pianist, Ralph Sharon. The warbler's warmly expressive vocals are showcased on "I Didn't Know What Time It was," "Bewitched," "My Funny Valentine," etc. Sock deejay wax.

**★★★★ CHECKMATE**

**Johnny Williams. Columbia CL 1591**—The haunting background music of this popular TV series is well showcased here by Johnny Williams who wrote and conducted the sound track score. In addition to the sock title tune, the package includes "Cyanide Touch," "Far Out Place," "The Bishop's Retreat," and "The Black Knight." Fine jockey wax for mood segs.

**★★★★ BEETHOVEN: SYMPHONY NO. 3 IN E FLAT MAJOR, OP. 55 (EROICA)**

**London Symphony Orchestra (Kripps). Everest SDBR 3087 (Stereo & Monaural)**—From the complete set of nine symphonies of Beethoven conducted by Kripps, Everest has been releasing some individual disks. This is one of the best, which means it ranks among the top versions of this classic work. Not as dynamic as some, but more lyrical than most, it is an outstanding interpretation. Everest's sound in this set is sheer brilliance and realism. The sum of these parts should be a disk that sells well above average.

**★★★★ CHARLIE'S CHOICE**

**Charlie Byrd Trio. Offbeat OJ 3007**—This could be a big one for Byrd. The exciting jazz guitarist has put together his most commercially interesting album. As usual Byrd plays impeccable unamplified jazz guitar, but on this album there is a concentration on showmanship, pace and solid effort. Thanks for this goes to drummer Buddy Deppenschmidt and bassist Ketter Betts. With Byrd out front, the trio plays a beautifully paced set including: "Taboo," "The House of the Rising Sun," "Django," "Makin Whoopee," and "Speak Low,"

# CLASSICAL LP'S

★★★★
**STRONG SALES POTENTIAL**

**★★★★ LES BROWN AND HIS BAND OF RENOWN PLAY THE LERNER AND LOEWE BANDBOOK**

**Columbia CL 1594**—Here's a swinging treasure trove of show music for hip jocks. Brown wraps up a group of great Lerner and Loewe tunes in sock, danceable instrumental arrangements, augmented by the addition of soloists Donn Trenner, John Newsome and Dick Collins. Songs are from "Gigi," "Camelot," "My Fair Lady" and "Brigadoon."

**★½★★ SCHUMAN: THE FOUR SYMPHONIES AND THE PIANO CONCERTO**

**Leon Fleisher (piano); The Cleveland Orch. (Szell). Epic BSC 110 (4-12") (Stereo & Monaural)**—A very attractive package which combines all of Schumann's symphonies, the piano concerto and the "Manfred" overture on four disks. Szell and the Cleveland Orchestra give poignant poetic expression to the symphonies, while Fleisher's rendition of the concertos is among the top available versions. A prime gift item of eternally popular music which can be recommended strongly by dealers.

# SPECIALTY LP'S

★★★★
**STRONG SALES POTENTIAL**

## LATIN AMERICAN

**★★★★ LOS FABULOSOS TRES REYES Hernando Aviles, Gilberto y Raul Puente. Orfeon LP 12-213**—This trio should sell well in Spanish-speaking areas. They have good rhythm and vocal sound. The set is highly danceable, being composed as it is of a guaracha, boleros and a vals perunao. Some of the titles are intriguing: "Adan Y Eva," "Un Telegrama," "Diagnostico De Amor" and "Don Quijote."

FOR WEEK ENDING MARCH 12

# BILLBOARD MUSIC WEEK HOT 100

THIS WEEK | ONE WEEK AGO | TWO WEEKS AGO | THREE WEEKS AGO

STAR PERFORMERS showed the greatest upward progress on Hot 100 this week.

[S] Indicates that 45 r.p.m. stereo single version is available.

[S] Indicates that 33⅓ r.p.m. stereo single version is available.

TITLE — Artist, Company — Record No. | STEREO | WEEKS ON CHART

| This Week | One Week Ago | Two Weeks Ago | Three Weeks Ago | Title | Artist, Company | Record No. | Stereo | Weeks on Chart |
|---|---|---|---|---|---|---|---|---|
| 1 | 1 | 4 | 9 | PONY TIME | Chubby Checker, Parkway | 818 | | 7 |
| 2 | 4 | 24 | — | SURRENDER | Elvis Presley, RCA Victor | 7850 | | 3 |
| 3 | 10 | 10 | 15 | WHEELS | String-A-Longs, Warwick | 603 | | 9 |
| 4 | 5 | 15 | 28 | DON'T WORRY (LIKE ALL THE OTHER TIMES) | Marty Robbins, Columbia | 41922 | S | 6 |
| 5 | 7 | 11 | 16 | WHERE THE BOYS ARE | Connie Francis, MGM | 12071 | | 8 |
| 6 | 2 | 1 | 1 | CALCUTTA | Lawrence Welk, Dot | 16161 | | 13 |
| 7 | 12 | 12 | 14 | BABY SITTIN' BOOGIE | Buzz Clifford, Columbia | 41876 | S | 9 |
| 8 | 6 | 9 | 13 | DEDICATED TO THE ONE I LOVE | Shirelles, Scepter | 1203 | | 7 |
| 9 | 3 | 5 | 10 | THERE'S A MOON OUT TONIGHT | Capris, Old Town | 1094 | | 10 |
| 10 | 9 | 18 | 40 | EBONY EYES | Everly Brothers, Warner Bros. | 5199 | | 6 |
| 11 | 13 | 14 | 25 | GOOD TIME BABY | Bobby Rydell, Cameo | 186 | | 7 |
| 12 | 24 | 31 | 32 | YOU CAN HAVE HER | Roy Hamilton, Epic | 9434 | | 6 |
| 13 | 18 | 21 | 26 | SPANISH HARLEM | Ben E. King, Atco | 6185 | | 10 |
| 14 | 8 | 2 | 3 | SHOP AROUND | Miracles, Tamla | 54034 | | 13 |
| 15 | 20 | 26 | 48 | APACHE | Jorgen Ingmann, Atco | 6184 | | 7 |
| 16 | 11 | 3 | 2 | (WILL YOU LOVE ME) TOMORROW | Shirelles, Scepter | 1211 | | 16 |
| 17 | 28 | 39 | 44 | WALK RIGHT BACK | Everly Brothers, Warner Bros. | 5199 | | 5 |
| 18 | 14 | 8 | 5 | EXODUS | Ferrante and Teicher, United Artists | 274 | S | 17 |
| 19 | 15 | 6 | 4 | CALENDAR GIRL | Neil Sedaka, RCA Victor | 7829 | S | 12 |
| 20 | 17 | 13 | 12 | WINGS OF A DOVE | Ferlin Husky, Capitol | 4406 | | 15 |
| 21 | 21 | 25 | 46 | LITTLE BOY SAD | Johnny Burnette, Liberty | 55298 | | 5 |
| 22 | 26 | 40 | 45 | GEE WHIZ (LOOK AT HIS EYES) | Carla Thomas, Atlantic | 2086 | | 6 |
| 23 | 29 | 56 | 73 | THINK TWICE | Brook Benton, Mercury | 71774 | | 4 |
| 24 | 16 | 7 | 7 | EMOTIONS | Brenda Lee, Decca | 31195 | | 10 |
| 25 | 19 | 19 | 19 | ALL IN MY MIND | Maxine Brown, Nomar | 102 | | 10 |
| 26 | 44 | 70 | — | HEARTS OF STONE | Bill Black's Combo, Hi | 2028 | | 3 |
| 27 | 27 | 22 | 27 | WHAT A PRICE | Fats Domino, Imperial | 5723 | | 7 |
| 28 | 22 | 28 | 34 | ANGEL ON MY SHOULDER | Shelby Flint, Valiant WB | 6001 | | 11 |
| 29 | 31 | 32 | 39 | RAM-BUNK-SHUSH | Ventures, Dolton | 32 | | 7 |
| 30 | 32 | 34 | 38 | UTOPIA | Frank Gari, Crusade | 1020 | | 12 |
| 31 | 35 | 37 | 50 | LAZY RIVER | Bobby Darin, Atco | 6188 | | 5 |
| 32 | 58 | 79 | — | HAPPY BIRTHDAY BLUES | Kathy Young and the Innocents, Indigo | 115 | | 3 |
| 33 | 25 | 27 | 31 | JIMMY'S GIRL | Johnny Tillotson, Cadence | 1391 | | 9 |
| 34 | 38 | 45 | 69 | STAYIN' IN | Bobby Vee, Liberty | 55296 | | 4 |
| 35 | 71 | — | — | PLEASE LOVE ME FOREVER | Cathy Jean and Roomates, Valmor | 007 | | 2 |
| 36 | 42 | 53 | 71 | YOUR FRIENDS | Dee Clark, Vee Jay | 372 | | 5 |
| 37 | 43 | 55 | 66 | WHEELS | Billy Vaughn, Dot | 16174 | | 5 |
| 38 | 37 | 41 | 49 | WAIT A MINUTE | Coasters, Atco | 6186 | | 6 |
| 39 | 46 | 75 | — | ASIA MINOR | Kokomo, Felsted | 8612 | | 3 |
| 40 | 23 | 16 | 17 | THE STORY OF MY LOVE | Paul Anka, ABC-Paramount | 10168 | S | 8 |
| 41 | 34 | 38 | 41 | NO ONE | Connie Francis, MGM | 12971 | | 8 |
| 42 | 49 | 54 | 67 | HAVIN' FUN | Dion, Laurie | 3081 | | 5 |
| 43 | 33 | 35 | 36 | AIN'T THAT JUST LIKE A WOMAN | Fats Domino, Imperial | 5723 | | 7 |
| 44 | 84 | — | — | LONELY MAN | Elvis Presley, RCA Victor | 7850 | | 2 |
| 45 | 36 | 20 | 8 | WONDERLAND BY NIGHT | Bert Kaempfert, Decca | 31141 | S | 17 |
| 46 | 50 | 68 | 93 | FOR MY BABY | Brook Benton, Mercury | 71774 | | 5 |
| 47 | 61 | 76 | — | I DON'T WANT TO CRY | Chuck Jackson, Wand | 106 | | 3 |
| 48 | 57 | 69 | 77 | ONCE UPON A TIME | Rochell and the Candles, Swingin' | 623 | | 5 |
| 49 | 60 | 80 | — | WATUSI | Vibrations, Checker | 969 | | 3 |
| 50 | 40 | 33 | 22 | PEPE | Duane Eddy, Jamie | 1175 | | 12 |
| 51 | — | — | — | ON THE REBOUND | Floyd Cramer, RCA Victor | 7840 | | 1 |
| 52 | 39 | 43 | 55 | (I WANNA) LOVE MY LIFE AWAY | Gene Pitney, Musicor | 1002 | | 6 |
| 53 | 79 | 98 | — | I PITY THE FOOL | Bobby Bland, Duke | 332 | | 3 |
| 54 | 30 | 17 | 6 | ANGEL BABY | Rosie and the Originals, Highland | 1011 | | 13 |
| 55 | 68 | 59 | 72 | MODEL GIRL | Johnny Mastro, Coed | 545 | | 5 |
| 56 | 41 | 23 | 18 | MY EMPTY ARMS | Jackie Wilson, Brunswick | 55201 | | 9 |
| 57 | 52 | 61 | 53 | TEAR OF THE YEAR | Jackie Wilson, Brunswick | 55201 | | 7 |
| 58 | 76 | 84 | — | TO BE LOVED (FOREVER) | Pentagons, Donna | 1337 | | 3 |
| 59 | 54 | 57 | 97 | CHERIE | Bobby Rydell, Cameo | 186 | | 4 |
| 60 | 74 | 95 | 90 | TUNES OF GLORY | Cambridge Strings, London | 1960 | | 4 |
| 61 | 63 | 97 | — | PONY EXPRESS | Danny and the Juniors, Swan | 468 | | 3 |
| 62 | 48 | 30 | 43 | GHOST RIDERS IN THE SKY | Ramrods, Amy | 813 | | 9 |
| 63 | 51 | 62 | 65 | AT LAST | Etta James, Argo | 5386 | | 8 |
| 64 | 82 | 89 | — | LET'S GO AGAIN (WHERE WE WENT LAST NIGHT) | Hank Ballard and the Midnighters, King | 5459 | | 3 |
| 65 | — | — | — | BABY BLUE | Echoes, Segway | 103 | | 1 |
| 66 | — | — | — | THAT'S IT—I QUIT—I'M MOVIN' ON | Sam Cooke, RCA Victor | 7853 | | 1 |
| 67 | 77 | 90 | — | I DON'T KNOW WHY | Clarence (Frogman) Henry, Argo | 5378 | | 3 |
| 68 | 72 | 83 | — | TOUCHABLES | Dickie Goodman, Mark X | 8009 | | 3 |
| 69 | 73 | 74 | 79 | PONY TIME | Don Corvay and the Goodtimers, Arnold | 1002 | | 7 |
| 70 | — | — | — | ONE MINT JULEP | Ray Charles, Impulse | 200 | | 1 |
| 71 | 80 | 78 | 80 | HONKY TONK, PART II | Bill Doggett, King | 5444 | | 6 |
| 72 | 65 | 67 | 70 | WHEN I FALL IN LOVE | Etta Jones, King | 5424 | | 8 |
| 73 | 89 | 92 | 96 | CERVEZA | Bert Kaempfert, Decca | 30866 | | 5 |
| 74 | — | — | — | FIND ANOTHER GIRL | Jerry Butler, Vee Jay | 375 | | 1 |
| 75 | 91 | — | — | ALL OF EVERYTHING | Frankie Avalon, Chancellor | 1071 | | 2 |
| 76 | — | — | — | PORTRAIT OF MY LOVE | Steve Lawrence, United Artists | 291 | | 1 |
| 77 | — | — | — | RUNAWAY | Del Shannon, Big Top | 3067 | | 1 |
| 78 | — | — | — | IT'S UNBELIEVABLE | Larks, Sheryl | 334 | | 1 |
| 79 | 94 | — | — | BEWILDERED | James Brown, King | 5442 | | 2 |
| 80 | 55 | 52 | 30 | C'EST SI BON | Conway Twitty, MGM | 12969 | | 10 |
| 81 | — | — | — | HIDEAWAY | Freddy King, Federal | 12401 | | 1 |
| 82 | 75 | 77 | 85 | KEEP YOUR HANDS OFF OF HIM | Damita Jo, Mercury | 71760 | | 5 |
| 83 | 99 | — | — | WON'T BE LONG | Aretha Franklin, Columbia | 41923 | | 2 |
| 84 | 96 | — | — | MORE THAN I CAN SAY | Bobby Vee, Liberty | 55296 | | 2 |
| 85 | 83 | 96 | — | ORANGE BLOSSOM SPECIAL | Billy Vaughn, Dot | 16174 | | 3 |
| 86 | — | — | — | SECOND TIME AROUND | Frank Sinatra, Reprise | 20001 | | 1 |
| 87 | — | — | — | BLUE MOON | Marcels, Colpix | 186 | | 1 |
| 88 | 97 | — | — | TUNES OF GLORY | Mitch Miller, Columbia | 41941 | | 2 |
| 89 | — | — | — | BLUE MOON | Classics, Promo | 1010 | | 1 |
| 90 | 70 | 72 | 83 | BYE, BYE, BABY | Mary Wells, Motown | 1003 | | 6 |
| 91 | 67 | 71 | 76 | MOST BEAUTIFUL WORDS | Della Reese, RCA Victor | 7833 | | 5 |
| 92 | — | — | — | LITTLE MISS STUCKUP | Playmates, Roulette | 4322 | | 1 |
| 93 | — | — | — | TONIGHT I FELL IN LOVE | Tokens, Warwick | 615 | | 1 |
| 94 | 90 | 99 | — | TOP FORTY, NEWS, WEATHER & SPORTS | Mark Dinning, MGM | 12980 | | 3 |
| 95 | — | — | — | MILORD | Edith Piaf, Capitol | 4493 | | 1 |
| 96 | 85 | 91 | 98 | A TEXAN AND A GIRL FROM MEXICO | Anita Byrant, Carlton | 538 | | 4 |
| 97 | — | — | — | LING TING TONG | Buddy Knox, Liberty | 55305 | | 1 |
| 98 | 86 | — | — | JA-DA | Johnny and the Hurricanes, Big Top | 3063 | | 2 |
| 99 | — | — | — | I LIED TO MY HEART | Enchanters, Musitron | 1072 | | 1 |
| 100 | — | — | — | APACHE | Sonny James, RCA Victor | 7858 | | 1 |

# & TOMORROW'S TOPS

## BUBBLING UNDER THE HOT 100

1. COWBOY JIMMY JOE.....Lolita, Kapp 370
2. KOKOMO.....Flamingos, End 1085
3. LITTLE TURTLE DOVE .....Otis Williams and the Charms, King 5455
4. PLEASE SAY YOU WANT ME .....Little Anthony and the Imperials, End 1086
5. LITTLE SAD EYES.....Castells, Era 3038
6. BANNED IN BOSTON.....Merv Griffin, Carlton 540
7. MERRY-GO-ROUND....Marv Johnson, United Artists 294
8. THE WORLD IS WAITING FOR THE SUNRISE .....Don Gibson, RCA Victor 7841
9. HEY, LOOK ME OVER.....Pete King Chorale, Kapp 367
10. I'LL LOVE YOU TILL THE COWS COME HOME .....Clyde McPhatter, Mercury 71783
11. HOLD IT.....James Brown's Band, King 5438
12. CHERRY BERRY WINE....Charlie McCoy, Cadence 1390
13. SOME OF YOUR LOVIN' .....Johnny Nash, ABC-Paramount 10181
14. CHURCH BELLS MAY RING.....Willows, Melba 102
15. MEMPHIS.....Donnie Brooks, Era 3042
16. NOT ME.....U. S. Bonds, LeGrand 1005
17. ILLUSION.....Nat King Cole, Capitol 4519
18. MILORD.....Frank Pourcel, Capitol 4493

## TOP MARKET BREAKOUTS

**NEW YORK**
—BABY BLUE
Echoes, Segway
—BLUE MOON
Marcels, Colpix
—IT'S UNBELIEVABLE
Larks, Sheryl
—LET'S GO AGAIN (WHERE WE WENT LAST NIGHT)
Hank Ballard and the Midnighters, King
—TO BE LOVED (FOREVER)
Pentagons, Donna

**CHICAGO**
—LET'S GO AGAIN (WHERE WE WENT LAST NIGHT)
Hank Ballard and the Midnighters, King
—MODEL GIRL
Johnny Mastro, Coed
—THAT'S IT—I QUIT—I'M MOVIN' ON
Sam Cooke, RCA Victor
—ONE MINT JULEP
Ray Charles, Impulse

**LOS ANGELES**
—HONKY TONK, PART II
Bill Doggett, King
—TO BE LOVED (FOREVER)
Pentagons, Donna
—THAT'S IT—I QUIT—I'M MOVIN' ON
Sam Cooke, RCA Victor
—FIND ANOTHER GIRL
Jerry Butler, Vee Jay
—RUNAWAY
Del Shannon, Big Top

**PHILADELPHIA**
—BEWILDERED
James Brown, King
—TO BE LOVED (FOREVER)
Pentagons, Donna
—BABY BLUE
Echoes, Segway
—MODEL GIRL
Johnny Mastro, Coed
—THAT'S IT— I QUIT—I'M MOVIN' ON
Sam Cooke, RCA Victor

**DETROIT**
—ONE MINT JULEP
Ray Charles, Impulse
—TO BE LOVED (FOREVER)
Pentagons, Donna
—RUNAWAY
Del Shannon, Big Top

**BOSTON**
—TO BE LOVED (FOREVER)
Pentagons, Donna
—THAT'S IT—I QUIT—I'M MOVIN' ON
Sam Cooke, RCA Victor

**CLEVELAND**
—APACHE
Sonny James, RCA Victor

**BUFFALO**
—TO BE LOVED (FOREVER)
Pentagons, Donna
—TUNES OF GLORY
Cambridge Strings, London
—HONKY TONK, PART II
Bill Doggett, King

**BALTIMORE-WASHINGTON, D. C.**
—ONE MINT 'ULEP
Ray Charles, Impulse
—TO BE LOVED (FOREVER)
Pentagons, Donna
—MODEL GIRL
Johnny Mastro, Coed
—HONKY TONK, PART II
Bill Doggett, King
—THAT'S IT—I QUIT—I'M MOVIN' ON
Sam Cooke, RCA Victor

**SEATTLE**
—TOP FORTY, NEWS, WEATHER & SPORTS
Mark Dinning, MGM
—MILORD
Edith Piaf, Capitol
—TUNES OF GLORY
Mitch Miller, Columbia

**MILWAUKEE**
—PORTRAIT OF MY LOVE
Steve Lawrence, United Artists
—TOP FORTY, NEWS, WEATHER & SPORTS
Mark Dinning, MGM
—I DON'T KNOW WHY
Clarence (Frogman) Henry, Argo
—HAVIN' FUN
Dion, Laurie
—SECOND TIME AROUND
Frank Sinatra, Reprise

**MIAMI**
—FIND ANOTHER GIRL
Jerry Butler, Vee Jay
—HIDEAWAY
Freddy King, Federal
—BLUE MOON
Classics, Promo
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## 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**

**JACKIE WILSON**
**PLEASE TELL ME WHY (Lena, SESAC) (1:59) — YOUR ONE AND ONLY LOVE (Pearl, BMI), (2:37)** — Wilson has two strong sides here (both from LP's), with emotion-packed readings on both tunes. "Please Tell Me Why" is a dramatic item, with gospel styling in the chorus. The flip is an attractive tune with a familiar melody. **Brunswick 55208**

**THE STRING-A-LONGS**
**BRASS BUTTONS (Dundee, BMI) (1:59)—PANIC BUTTON (Dundee, BMI) (2:03)**—The group has a current smash in "Wheels," and "Brass Buttons," an interesting blues-patterned instrumental, could move out as well. Flip, a blues-styled medium-tempo effort, is also a solid instrumental. However, "Brass Buttons" has the edge. **Warwick 625**

**THE KINGSTON TRIO**
**YOU'RE GONNA MISS ME (Frankie and Johnny) (Granada, BMI) (2:32)**—Sock upbeat material by the boys on a new version of the folk classic. There's a lot of fancy pickin' here to match the high quality of performance. Flip is "En Al Agua" (Santa Rosa, BMI) (2:16). **Capitol 4536**

**ETTA JAMES**
**TRUST IN ME (Advance, ASCAP) (2:55)**—The thrush could have a smash with this fine performance of the great standard. Backing effectively features fiddles and triplets. Flip is "Anything to Say You're Mine" (Arc, BMI) (2:35). **Argo 5385**

**THE BROTHERS FOUR**
**FROGG (Bigareff, BMI) (2:41)—SWEET ROSYANNE (Ludlow, BMI) (3:12)**—The boys come on with two pieces of material with strong potential. First tune is folk-based and has humorous spoken break-ins. Flip is a soft folk ballad and in that groove might be a follow-up to "Greenfields." **Columbia 41958**

**RAMRODS**
**TAKE ME BACK TO MY BOOTS AND SADDLES (LaSalle, ASCAP) (2:13)**—The Ramrods stay on the Western kick with this rocking instrumental follow-up to their current chart entry, "Ghost Riders in the Sky." Flip is a rhythmic rocker version of the Scottish classic, "Loch Lomond Rock" (Leo Rogers, BMI) (2:00). **Amy 817**

**JEANNE BLACK**
**DON'T SPEAK TO ME (Auff-Rose, BMI) (2:27)**—Jean turns in a warm weeper much in the country vein. Big ork backing is a definite asset. "When You're Alone" is the flip and is a fine medium-beat ballad (West, Spenser, BMI) (2:32). **Capitol 4535**

**BOBBY FREEMAN**
**THE MESS AROUND (Benell & Ed-Dar, BMI) (2:25)**—Freeman had "Shimmy Shimmy" on another label and this pounding rocker, sung with vitality, might have a chance to go, too. Other side is a slow rockaballad with Freeman semi-shouting the lyric to "So Much to Do" in fine style (Benell, BMI) (2:30). **Josie 887**

**BOBBY VINTON**
**LITTLE LONELY ONE (We Three, BMI) (2:23)**—This bright new tune, based on "Santa Lucia," is handed a rock performance here by Bobby Vinton. Although there is a lot of competition, this could be a solid contender. Flip is "Corinna, Corinna" (Mills, ASCAP) (2:07). **Epic 9440**

**BARRY MARTIN**
**LITTLE LONELY ONE (We Three, BMI) (2:20)**—Another rocking version of the melodic tune, this one spotlighting a sock vocal by Martin and a fine multi-stringed arrangement. Flip is "Are You Sure" (Duchess, BMI) (2:13). **RCA Victor 7864**

**THE JARMELS**
**LITTLE LONELY ONE (We Three, BMI) (2:30)**—The Jarmels sell this rocking ditty with a lot of bounce, and this version, too, is sure to be in contention. Flip is "She Loves to Dance" (Schwartz, ASCAP) (2:16). **Laurie 3085**

**CHARLIE RICH**
**CAUGHT IN THE MIDDLE (Hi Lo, BMI) (2:28)—WHO WILL THE NEXT FOOL BE (Hi Lo, BMI) (2:20)**—Two exciting sides by Rich who can jump back to the top with this disking. Top side is a catchy novelty; flip is a warm blues sung with much charm. **Phillips 3566**

*(Continued on page 38)*

*when answering ads . . .*

**Say You Saw It in Billboard Music Week**

## • 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 | 15 |
| 2. | **CALCUTTA** (Pincus-Symphony House) | 2 | 10 |
| 3. | **WONDERLAND BY NIGHT** (Roosevelt) | 3 | 13 |
| 4. | **THEME FROM THE APARTMENT** (Mills) | 4 | 33 |
| 5. | **ARE YOU LONESOME TONIGHT** (Bourne-Cromwell) | 5 | 14 |
| 6. | **LAST DATE** (Acuff-Rose) | 6 | 17 |
| 7. | **NORTH TO ALASKA** (Robbins) | 7 | 11 |
| 8. | **HEY, LOOK ME OVER** (Morris) | 8 | 6 |
| 9. | **WHEELS** (Dundee) | 10 | 3 |
| 10. | **CALENDAR GIRL** (Aldon) | 9 | 5 |
| 11. | **WINGS OF A DOVE** (Gee Music) | 11 | 2 |
| 12. | **WHERE THE BOYS ARE** (Aldon) | 15 | 2 |
| 13. | **SECOND TIME AROUND** (Miller) | 13 | 2 |
| 14. | **MISTY** (Octave) | 12 | 38 |
| 15. | **EMOTIONS** (Cedarwood) | — | 2 |

## UA Holding Meet With Dept. Heads

NEW YORK — United Artists Records is holding a semi-annual meeting with all department heads, regional field managers and executives here, Tuesday (7). Purpose of the conclave is to analyze the label's past six months' activities and discuss upcoming plans for the spring season.

The label's new Ultra Audio program will be introduced at the meet (which will also be attneded by UA's Eastern distributors), followed by a sales seminar conducted by national sales manager Andy Miele.

In attendance at the sessions will be all of UA's executives, includ-including Vice-President and General Manage Art Talmadge, Executive Vice-President David Picker, Artist and Repertoire Chief Don Costa, National Advertising and Publicity Director Norman Weise, and National Promotion Director Eddie Mathews.

## Teddy Charles Is Jazz A.&R. Chief Of Warwick Disks

NEW YORK — Warwick Records entered the jazz disk market place with President Morty Craft's appointment of Teddy Charles as jazz a.&r. director. Charles has been prominent for some years as a modern jazz instrumentalist on vibes, composer and leader of his own group.

His first set features his own New Directions Quartet in a concert at the Museum of Modern Art Garden. Other dates will star such names as Donald A. Byrd, Pepper Adams, Curtis Fuller, singer Nat Wright, and an all-star group in "The Soul of Jazz Percussion."

On the pop front, Warwick purchased the master of "Scottish Soldier" by Andy Stewart from Top Rank Records. The label claims the disk is breaking out in Detroit.

## MUSIC STORES ARE FINALISTS

NEW YORK — The Brand Names Foundation has named 19 music stores as finalists in the 1960 Retailers - of - the - Year Competition. Finalists merchandising name brand music products have been requested to submit their selling programs for study by a panel of Foundation judges.

Among the finalists are: Akron Music Center, Akron; Beihoff Music, Milwaukee; Tom Clark Music, Grand Junction, Colo.; Colonial Music, Frederick, Md.; Galperin Music, Charleston, W. Va.; Grinnell Brothers, Detroit; Hardin Music Stores, Marion, Ohio; Hays Music Company, Hays, Kan.; Kitt Music, Washington; Ludwig Music, St. Louis; Pace Piano, Houston; H. J. Steffey Inc., Des Moines; and the Winter Company, Erie, Pa.

## Stuart Winer Leaves MGM to Join Father, Sparkle Artists Corp.

NEW YORK—Stuart Winer has left MGM Records to rejoin his father, George Winer, and Johnny Brandon in the operation of Sparkle Artists Corporation. Sparkle is involved in management and indie record production. Artists now in the fold include Wallie Hawkins, Marilyn Michaels, Ken Lyon, Dizzie Dixon and the Deacons, Sammy Denskin, Pumpy Dixon and the Clouds, Joe Simmons and the Inspirations.

Meanwhile, George Winer leaves March 15 for London and other European points to conduct talks with talent agencies on behalf of SAC. In April, Stu Winer heads out on a talent trek to the West Coast.

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The String-A-Longs
Warwick M-603

Destined to Be a Smash!
"A SCOTTISH SOLDIER"
(Green Hills of Tyrol)
Andy Stewart
Warwick M-627

Picked by Billboard!
"PLAY ME A SAD SONG"
Jerry Landis
Warwick M-619

Smash Version of the Hit
"PLEASE LOVE ME FOREVER"
Sunny Gale
Warwick M-626

Continental Hit Now on Warwick
Matt Monro
sings
"PORTRAIT OF MY LOVE"
Warwick M-624

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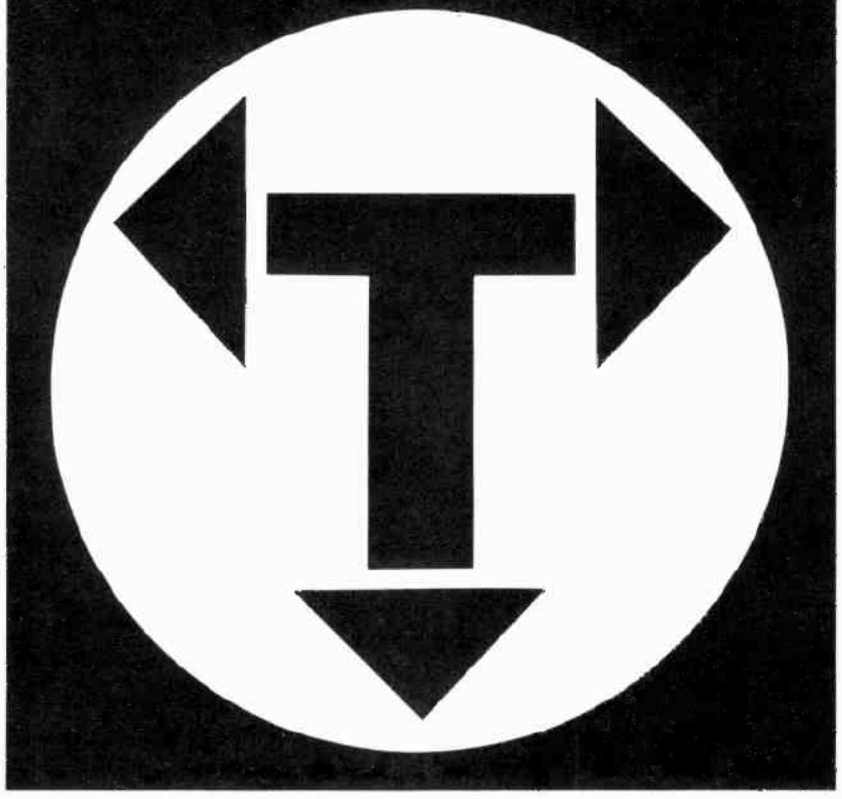

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The pick of the new releases:

# SPOTLIGHT WINNERS OF THE WEEK

**Strongest sales potential of all records reviewed this week.**

• *Continued from page 31*

**LITTLE WILLIE JOHN**

**I'M SORRY (Armo-Big Star, BMI) (2:29)—THE VERY THOUGHT OF YOU (Witmark, ASCAP) (2:18)**—Here's an exciting coupling for the chanter. On top he starts with a few meaningful spoken words then offers a moving vocal on the fine ballad, which is not the same as the recent Brenda Lee hit. On the flip, there's a warm, soulful reading of the standard. Either way. **King 5458**

**JERRY LEE LEWIS**

**WHAT'D I SAY (Progressive, BMI) (2:25)**—It's been a long dry spell for Lewis but this outstanding rendition of the Ray Charles song, once a hit for Chrles himself, can bring him back, with the proper push. Lewis' pumping piano work is tops and the vocal matches it. This can go. Flip is "Livin' Lovin' Wreck" (Hill & Range, BMI) (2:00). **Sun 356**

**THE TIMETONES**

**HERE IN MY HEART (Clarose, BMI) (2:30)**—Here's a new group and a new label and it's an impressive debut. The side rocks, uptempo-style and the lead hands it a sincere performance. It's not, by the way, the old Al Martino hit. Side could easily catch on. Flip is "My Love" (Clarose, BMI) (2:25). **Times Square 421**

# 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.**

(See Reviews Elsewhere in This Issue)

## Pop Disk Jockey Programming

**IRA IRONSTRINGS**

★★★★ **MILORD (Alamo, ASCAP) (2:05)**

★★★★ **TWO WAY STRETCH (Miller, ASCAP) (1:56) Warner Bros. 5206**

**BILL SANFORD & ORK**

★★★ **TWILIGHT (Southern, ASCAP) (2:25)**

★★★ **DRUMBOOGIE (Essex, ASCAP) (2:08), Gold Eagle 1802**

## Country & Western

**BILLY BROWN**

★★★★ **LOOK OUT HEART (Four Star, BMI) (2:03)**

★★★ **IT DON'T TAKE LONG TO LEARN (Golden West Melodies, BMI) (2:45), Republic 2012**

## ★★★★ STRONG SALES POTENTIAL

★★★★ **Salty**—GONE 5099—Here's an upbeat, snappy rock-type item that has touches of "White Silver Sands" in the treatment. Good sax, guitar and shouting here. Side should be watched. (Gregmark, BMI) (1:52)

★★★★ **Hi Lili, Hi Lo**—A smart, medium-tempo rock arrangement of the familiar movie song, with a lead guitar backed by a floating, non-lyric voice. Midway, the instrumental picks up steam and rocks with shouts and a tenor-honking chorus. This could garner action. Smart scoring. (Robbins, ASCAP) (2:29)

**BILLY GRAMMER**

★★★★ **Rainbow Round My Shoulder**—DECCA 31226 — Grammer has a solid chance with this bouncy rhythm tune with an old-time cakewalk sound. The drums provide the infectious beat and Grammer and a chorus do the rest. Watch this one. (Combone, BMI)

★★★★ **Columbus Stockade Blues**—Grammer turns in a top-notch vocal effort on this folk-styled tale of the cat who wants to go back to sunny Tennessee. Has the old time flavor which really gets across. Two solid sides.

**GARY STITES**

★★★★ **Little Lonely One**—MADISON 155—The new interpretation of the oldie melody, "Santa Lucia" gets a neat reading by Stites, who has been absent from the scene. A pleasant performance which can get spins. (We Three, BMI)

★★★★ **Honey Girl** — Stites has a nice, easygoing rocker, with femme chorus. Good arrangement. Side is also worthy of attention. (Monument, BMI)

**MIMI ALLEN**

★★★★ **Do You Miss Me** — THREE SPEED 711—Gal wails her heartbreak, a la Rosie and the Originals, on this r.&r. weeper. (Locket, BMI) (2.31)

★★★★ **Whoopee (Love's a Wonderful Thing)**—Weird vocal effort by the thrush on a lively Latin-tempo r.&r. ditty with male chorus on backing. (Locket, BMI) (2:04)

**SKIP AND FLIP**

★★★★ **Doubt** — TIME 1031 — Here's a bouncy ditty by the boys which features fancy fiddle licks in the backing. It's their first in a spell and it's spinnable. (Trinity, BMI)

★★★★ **Betty Jean**—A blues on the girl's-name kick. The boys hand it a nice whirl. This can get action. (Trinity, BMI)

**PATTI PAGE**

★★★★ **A City Girl Stole My Country Boy**—MERCURY 71792—Miss Page turns in one of her typical fine weeper-style ballads, with the dual-track technique. She sounds in great voice here and she's neatly backed by a chorus. (Gil, BMI)

★★★★ **Dondi**—Here's the title song from the picture which features the thrush. It's on a Latin kick and she sings it warmly. (Lear, ASCAP)

**GARY CANE**

★★★★ **Day Is Done**—SHELL 303—He is sent on a secret mission for the U. S. Government, and he is concerned that his girl will think he is dead. Interesting side, with patriotic flavor, and a love story to boot. Watch it. (Saxon, BMI) (2:35)

★★★★ **After Midnight**—Snappy rocker receives a wild reading from Cane over a bright backing as he tells how he can't kiss his girl till after midnight. (Saxon, BMI) (2:26)

**KAY STARR**

★★★★ **Foolin' Around**—CAPITOL 4542—This is a big hit for Buck Owen on the country charts right now and Miss Starr hands it a solid, bouncing pop version. The gal's got a lot of get up and go here and the side could pull plays plenty. (Central Songs, BMI)

★★★★ **Kay's Lament**—An older tune, cocleffed by Miss Starr awhile back. It's a blues and this version has an updated lyric. Gal sings it with an assist from a male chorus group. (Starstan, ASCAP)

**NANCY THOMAS**

★★★★ **Nighty Night**—CUB 9087—The old Joe Davis tune is turned into a rockaballad by the gal as she sings along with organ and vocal backing. She hands it a lot of feeling in the Kathy Young, Rosie tradition and the side would figure to have a chance. (Dorsey, ASCAP) (2:22)

★★★ **Rainbow Girl**—An upbeat rocker is sung handily by the gal, with male vocal group in support. Flip has an edge here. (Mary Hill, BMI) (2:20)

**ROBERTA SHORE**

★★★★ **A Teen-Age Prayer**—DOT 16189—The plaintive r.&r. oldie is sung with feeling and heart by the thrush. A talent to watch. (La Salle, ASCAP) (2:23)

★★★ **What Else Can I Do**—Bright chirping by the gal on a lively country-flavored item with effective multi-track thrushing seg. (Gil, BMI) (2:28)

**JON THOMAS**

★★★★ **Story Teller**—ABC-PARAMOUNT 10190 — Infectious vocal treatment of a bouncy r.&r.-styled ditty. Spinnable. (Pamco, BMI) (2:32)

★★★ **The Shake**—Danceable teen-appeal instrumental side with catchy r.&r. tempo. Fine hop wax. (Jurny, BMI) (2:28)

**PEEWEE KING**

★★★★ **Slow Poke**—LANDA 668—Here's a top-notch reprise of Pee Wee King's great hit of some years back. The chanter sings it fine against a smart arrangement for chorus and ork. This could be a hot one for the cat. (Ridgeway, BMI) (2:15)

★★★★ **Looking Back to See**—Here's the bright, upbeat country rouser written by Jim Edward and Maxine Brown. It was once a hit for Justin Tubb and Goldie Hill and this version could again bring it plenty of plays. (Jamie, BMI) (2:13)

**IRA IRONSTRINGS**

★★★★ **Mllord**—WARNER BROS. 5206—A smartly arranged instrumental version of the big British hit song. Horns predominate here along with a souped-up piano. This can get a lot of play on jukes and on the air. Side is worth watching. Also employs a chorus. (Alamo, ASCAP) (2:05)

★★★★ **Two Way Stretch**—Here's a neat, old-fashioned rickey-tick tune with a Clyde McCoy-type trumpet. Another catchy juke box side which also employs a "la la" chorus. Two listenable efforts. This side is from the movie of the same title. (Miller, ASCAP) (1:56)

**TEDDY RANDAZZO**

★★★★ **But You Broke My Heart**—ABC-PARAMOUNT 10193—Plaintive rockaballad is sung sincerely—multi-track fashion—by Randazzo with femme chorus. Side has a chance. (Almino, BMI) (2:24)

★★★ **Happy Ending**—Wistful reading by Randazzo on a sprightly theme. Merits exposure. (Almino, BMI) (2:24)

**ANN-MARGARET**

★★★★ **Lost Love**—RCA VICTOR 7857—Pretty piping by the young canary on a strong vocal version of H. B. Barnum's current hit. Barnum's ork and chorus are featured on backing. (Eldorado & Hidle, BMI) (2:20)

★★★ **I Ain't Got Nobody**—Frantic Latin-tempo version of the standard, with showmanly reading by gal. (Mayfair & Jerry Vogel, ASCAP) (1:53)

**CLYDE McPHATTER**

★★★★ **The Glory of Love**—MGM 12988—A very exciting reading of the standard by McPhatter here, aided by a moving arrangement featuring strings and a chorus. It's their vocal, however, that makes the side. Strong disking. (Shapiro-Bernstein, ASCAP) (3:45)

★★★ **Take a Step**—This Clyde McPhatter tune waxed about a year ago, features the chanter in a bright, swingy novelty that moves neatly. Backing is alive, too. Could get spins. (Figure, BMI) (2:15)

**JERRY FULLER**

★★★★ **She Away**—CHALLENGE 59104—Appealing multi-track vocal stint on a jaunty tune with teen-styled lyrics. (Jat, BMI) (2:05)

★★★ **Heavenly**—Wistful reading by Fuller on a poignant rockaballad. (Jat, BMI) (2:05)

**GENE AND RUTH**

★★★★ **Can't Take It** — KING 5456 — A slower blues-styled rocker with Gene chanting the message with Ruth offering interesting spoken replies. Then they switch roles with Gene doing the answering. Strong wax. (Lois, BMI) (3:00)

★★★ **Ooh-Oops**—A snappy rocker by the couple who have a good harmony sound. Solid beat is another asset for the side. This could grab spins. (Wisto, BMI) (2:34)

**LARRY COLLINS**

★★★★ **What About Tomorrow**—COLUMBIA 41953 (33)—Feelingful reading by Collins on emotion-packed r.&r. item. Could get spins.

★★★ **Get Along Home Cindy**—Personable rendition by Collins on folksy ditty with catchy tempo.

**GEORGE TINLEY**

★★★★ **Close Your Eyes**—HERALD 558—A slow and pulsing, emotional ballad. Tinley sings in panting tones with repeating phrases from an out-of-breath thrush in the backing. It's all very much in the popular groove of the day and it could draw attention. It's the old Chuck Willis tune. (Tideland, BMI) (2:15)

★★★ **Heart of Gold**—An interesting Latin-tinged rockaballad. It's sung devotedly by Tinley with smart fiddles heard in the backing. Side is also worth a hearing. (Angel, BMI) (2:36)

**BOBBY HENDRICKS**

★★★★ **Happy Hearts**—MERCURY 71788—A bright, breezy item receives a solid performance from Hendricks aided strongly by the ork and chorus support. It's in the "Personality" groove, and it could bust out. Watch it (Eden, BMI) (2:20)

## ★★★ MODERATE SALES POTENTIAL

**RAYMOND LEFEVRE**

★★★ **Come Softly to Me**—ATLANTIC 2093—The Fleetwoods had a big vocal hit with this tune several seasons back and here's a mighty attractive instrumental waxing, highlighting the LeFevre fiddles. A spinnable side. (Cornerstone, BMI) (2:18)

★★★ **Havah Naguila** — The traditional Israeli folk song is done up in a nice arrangement by the Lefevre ork from Paris. Listenable effort. (2:15)

**JOHNNY ZEE**

★★★ **Rebecca, Remember**—AMY 815—A pensive rockaballad is done for pleasant effects by Zee, He works to a big fiddle sound in the arrangement. Okay wax that could pull spins. (Music Hall, ASCAP) (2:00)

★★★ **Worlds Apart**—A pretty ballad with a nice arrangement. Zee hands it a nice, easygoing reading that is spinnable. (Famous, ASCAP) (2:42)

**CHARLES FETTERS AND GLEN McKINNEY**

★★★ **Echo Waltz**—A pretty duo-guitar instrumental side. The song has Westernish touches and would figure as worthy box fare in some Western sectors. (Acuff-Rose, BMI) (2:24)

★★★ **Charglenda Waltz**—Another appealing waltz, again with some of the Western influence. Pretty pickin' and strumming by the boys. Another listenable side. (Acuff-Rose, BMI) (v:03)

**MARTY WYTE**

★★★ **Queen of the Mardi Gras**—REVUE 1—New label bows in with this medium tempo rocking tune by Marty Wyte. Punching combo and vocal chorus ably assist. (Int'l, BMI) (1:58)

★★★ **The Hobo Song**—Country-styled tune gets a Latin touch on the flip with the boy singing in good style. Lyric has to do with a rambler whom love settles down. (Intl, BMI) (2:01)

**TERI THORNTON**

★★★ **Devil May Care** — RIVERSIDE 45455—Teri Thornton, a thrush in the night club tradition, handles this new ballad pleasantly enough over swinging ork support. Side is from her new album. (2:44)

★★★ **Lullaby of the Leaves**—Lass sells the oldie with a lot of feeling, again supported solidly by the ork. Both sides deserve spins. (2:45)

**TOM BLAIR**

★★★ **With My Hand on My Heart**—DECCA 31223—Listenable ballad is sung warmly here by the chanter, although the backing is weak. Worth spins. (Champion, BMI) (2:55)

★★★ **West Coast**—Tom Blair sells this slight rocker pleasantly over routine support with a beat. (Champion, BMI) (1:50)

**ROD BERNARD**

★★★ **Lonely Hearts Club** — MERCURY 71767—Bernard pleads for some little girl somewhere to give him her love. It's a rocker and Bernard gives it an okay ride. (Flat Town-Big Bopper, BMI) (2:12)

★★★ **Who Knows?**—Bernard turns in a moderate-paced rockaballad in dual-track style. Okay performance on mediocre material, with support from chick group. (Regent, BMI) (2:20)

**LLOYD ARNOLD**

★★★ **Red Coat, Green Pants and Red Suede Shoes**—MYERS 113—A rocker in the older tradition. Arnold has the rockabilly sound and the message is the familiar "Saturday Night Record Hop" idea set in the rockin' blues pattern. Okay wax with a good beat. (Myers, ASCAP) (1:45)

★★★ **Hangout**—Another blues, this time about the corner juke box joint, where all the cats hang out. Message is much the same as the flip, on the old hat side, but the performance is good and there's rhythm here. (Myers, ASCAP) (1:58)

**ART MINEO & GROUP**

★★★ **Frenchy's Guitar** — PAT RICCIO 66720—Pleasing guitar work here on a light and billowy instrumental effort. It could garner spins. (Mineo, ASCAP) (1:58)

★★★ **Non Sai**—Happy novelty effort receives an interesting performances from the Art Mineo group here as they sing and talk the lyrics (Mills, ASCAP) (2:02)

**XAVIER CUGAT**

★★★ **Isle of Capri**—MERCURY 71789—Romantic Latin instrumental treatment of the nostalgic oldie. Nice jockey side (Harms, ASCAP) (2:35)

★★★ **Jungle Concerto**—Exotic instrumental theme with exciting tempo. Another spinnable side. Both sides are from Cugat's recent LP, "Viva Cugat." (Marks, BMI) (2:30)

**WAYNE MORRIS**

★★★ **Twice as Blue**—SUPER-SONIC 1002—Morris chants sincerely on okay up-tempo country weeper. (Chris, BMI) (2:01)

★★★ **I Pay and Pay**—Same comment. (Chris, BMI) (2:10)

**BILL SANFORD & ORK**

★★★ **Twilight** — GOLD EAGLE 1802 — Haunting theme is accorded dreamy guitar solo treatment. Spinnable instrumental wax. (Southern, ASCAP) (2:25)

★★★ **Drumboogie** — The old Krupa-Eldridge hit is handed a vital instrumental treatment. Another solid deejay side. (Essex, ASCAP) (2:08)

**MARTY GOLD AND HIS ORK**

★★★ **Carnival in Rome**—RCA VICTOR 7856—Happy neapolitan-styled ditty is handed bright instrumental treatment. Both sides are nice jockey wax. (Favorite, ASCAP) (2:24)

★★★ **My Romance**—The poignant Rodgers & Hart oldie is wrapped up in a quietly effective ork treatment. (Harms, ASCAP) (2:52)

**ART AND DOTTY TODD**

★★★ **Ca C'est La Vie**—DECCA 31227—Melodic theme is wrapped up in typical Todd harmony vocal treatment. Nice jockey side. (Oakland, ASCAP)

★★★ **Drifting and Dreaming**—The lovely oldie is handed an attractive duo vocal by team. Spinnable side. (Morris, ASCAP)

**KENT DRAKE**

★★★ **Each Time We Love** — JUBILEE 5399—Expressive chanting by Drake on a pretty ballad. (Benell, BMI) (2:39)

★★★ **Ev'ry Time We Say Goodbye** — The lovely Porter standard is sung with feeling by Drake. (Chappell, ASCAP) (2:36)

**PARIS SISTERS**

★★★ **Be My Boy**—GREGMARK 2—One of the girls takes over the lead on this slow rockaballad and pleads for the love of the boy. The girl out front and the group as a whole is somewhat in the Cathy Jean style. (Gregmark, BMI) (1:50)

★★★ **I'll Be Crying Tomorrow**—The girls sing this rockaballad in close harmony to the accompaniment of an instrumental combo and vocal chorus. (Gregmark, BMI) (2:02)

**JOE HARNELL AND HIS BAND**

★★★ **Fever**—MEDALLION 604—This was a big hit for both Little Willie John and Peggy Lee and now Harnell and the band come through with a powerful, persistent-rhythm instrumental arrangement. This could cop plenty of spins. (Jay & Cee, BMI) (2:05)

★★★ **Naked City Theme**—This pretty moody TV theme material was written by Billy May and the band gives the classy Joe Harnell arrangement a highly spinnable go. Danceable and listenable. (Gower, BMI) (2:23)

*(Continued on page 40*

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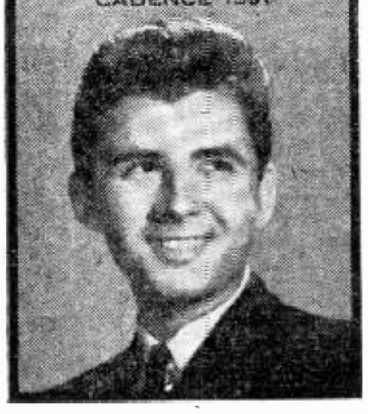

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# • Reviews and Ratings of New Records

• Continued from page 38

**KATHY LINDEN**
★★★ **So in Love (With You)**—MONUMENT 436—Kathy Linden hands this bright ditty a first-rate performance over good backing by the band and ork. Side has a good sound and the disk has a chance. (Acuff-Rose, BMI) (2:30)

★★★ **Take Me Home, Jimmy**—A plaintive weeper is sung with feeling by the thrush aided nicely by chorus and ork support. Two good tunes, both penned by Felice and Boudleaux Bryant. (Acuff-Rose, BMI) (2:33)

**CHIP TAYLOR**
★★★ **Innocent Eyes**—MGM 12993—Chip Taylor tells this story of eyes that seemed innocent but told lies about love. Taylor performs it in a simple and unaffected Everly Brothers style. Good wax. (Saxon, BMI) (2:29)

★★★ **Foolin' Around** — Country novelty receives a warm performance from Taylor aided by listenable country backing. Tune is already a hit with Buck Owens in the country field. (Central Songs, BMI) (2:40)

**MIKE CLIFFORD**
★★★ **Uh Huh**—COLUMBIA 41964—Mike Clifford handles this Paul Anka tune with a lot of verve and bounce over sock support by ork and chorus. Side could grab play. (Spanka, BMI) (1:50)

★★★ **Look In Any Window**—The chanter performs this sad Paul Anka tune with warmth and feeling over simple support. Song is from the picture of the same name. Also a good side. (Spanka, BMI) (2:28)

**RICHARD HAYES**
★★★ **The Blacksmith Blues** — COLUMBIA 41952 (33)—Infectious oldie is handed a catchy vocal by Hayes. Should pull play.

★★★ **Seventeen Come Sunday**—Folk-flavored theme is warbled attractively by Hayes with unusual backing. Spinnable.

**BOBBY DARVELL**
★★★ **Little Angel Lost**—CUB 9088—Intense chanting by Darvell on an infectious r.&r. ditty (Potomac, BMI) (2:06)

★★★ **Fountain of Love**—Tender vocalizing by the lad on a dramatic rockaballad. (Potomac, BMI) (2:35)

**ANDREA CARROLL**
★★★ **I've Got a Date With Frankie** — EPIC 9438—Sweet piping by the young thrush on a wistful rockaballad with good teen-type lyric. (Regent, BMI) (2:38)

★★★ **Young and Lonely**—Gentle thrushing stint on a plaintive rockaballad. Both sides merit exposure. (Regent, BMI) (2:37)

**THE DANCING PANTHER DANCE BAND**
★★★ **The Charlie Greensleeves March**—WARNER BROS. 5203—Haunting theme is wrapped up in a tasteful jazz-flavored instrumental treatment. Unusual jockey side. (Valley Entertainment, ASCAP) (2:54)

★★★ **53rd and First**—In spite of the title, this is a solemn r.&r. instrumental treatment of a familiar Chopin theme, a hit several years ago as "To the End of Time." (Valley Entertainment, ASCAP) (2:59)

**JIMMIE FLETCHER**
★★★ **Hopin' It Will Be That Way Again**—Winston 1054 — Fletcher offers a lusty, down-home rendition of this weeper ballad, with a harmony assist from the Ranch Hands. Weeping fiddles and guitars also help the mood. (Slim Willet Songs, BMI) (2:21)

★★★ **I Never Had a Bad Day**—A frank statement of independence on the part of the cat—about his days. It's the nights that get him down. Good performance of interesting weeper material. (Slim Willet Songs, BMI) (2:14)

**DAVID CARROLL**
★★★ **Hand in Hand**—MERCURY 71790—From the flick of the same name comes this melodic tune handled by the David Carroll crew in expressive manner. Good side for station airings. (Witmark, ASCAP) (2:12)

★★★ **Two Way Stretch**—This song is from the new British flick with Peter Sellers, of the same title, and it's a bright happy tune performed with lightness by the ork. Two good sides. (Miller, ASCAP) (2:04)

**FELTON JARVIS**
★★★ **Indian Love Call**—MGM 12982—Jarvis lampoons the Jeanette MacDonald oldie with a country-styled multi-track reading. Funny jockey wax. (Harms, ASCAP) (2:30)

★★★ **Goin' Down Town** — Jarvis wails pleasantly — multi-track fashion — on catchy country-flavored item. (Lowery, BMI) (2:10)

**JERRY AND MEL**
★★★ **Double Whammy**—WARNER BROS. 5195—The boys sing with youthful vitality on a bouncy r.&r. ditty with fem chorus on backing. (Glenwood, BMI) (2:30)

★★★ **Confessions of a North Beach Poet**—Relaxed bluesy beat is featured behind spoof-lyrics in the Kerouac vein. Off-beat jockey side. (Glenwood, BMI) (3:06)

**LeROY HOLMES & ORK**
★★★ **Anna**—MGM 12992—The smash hit of a few years ago receives a wonderfully exciting instrumental performance from the Holmes crew with a chorus adding good sounds. A coin-catcher. (Hollis, BMI) (2:10)

★★★ **The Bilbao Song**—Interesting piece of material penned by Kurt Weill is played and sung smartly here by the Holmes chorus and ork. Also worth spins. (Harms, ASCAP) (2:18)

**RONNIE HEIGHT**
★★★ **Dolores**—BAMBOO 500—The young chanter handles the Frank Loesser tune with a nice style with a kid group aiding in the choral work. Nice wax. (Paramount, ASCAP) (2:10)

★★★ **I'm Confessin'**—Ronnie Height, a young singer, bows on the new label with a pleasant performance of the fine evergreen aided by a high-voiced kids' chorus. (Bourne, ASCAP) (2:20)

**ALFRED APAKA**
★★★ **Easter Parade** — DECCA 31225 — Pleasant warbling stint on the nostalgic Berlin oldie with typical Hawaiian guitar backing. Both sides are good off-beat wax for forthcoming holiday. (Berlin, ASCAP)

★★ **Hawaii on an Easter Day**—Another pleasing vocal stint on an okay holiday tune. (Criterion, ASCAP)

**ETHEL SMITH**
★★★ **Haven't Had a Good Night's Sleep**—GOLD EAGLE 1803—Happy rocker is sold with enthusiasm by the lass over attractive support by the band. Worth spins. (Kim, SESAC) (2:28)

★★ **Just a Little Bit More**—Ethel Smith bows on the new label with a fair performance on a passable rockaballad. (Kim, SESAC) (2:39)

**THE CAPPELLO KIDS**
★★★ **Dondi**—DECCA 31232—The motion pic theme tune is done up by a big chorus of kids. The side has a likable, cute quality and it could gather some spins. Patti Page has also recorded the tune. (Lear, ASCAP) (2:17)

★★ **Dream Your Tears Away**—The kids turn out an okay tune, styled much along kiddie lines. (Lear, ASCAP) (2:19)

**JO COURTIN**
★★★ **Milord**—KING 5470—Here's a bright polka-styled version of the British tune that's currently a hit for Edith Piaf and Frank Pourcel. This is happy and it can get a lot of juke play, especially in the polka belt (Alamo, ASCAP) (2:18)

★★ **C'est Ca L'Amore (It's Love)**—Here's a pleasant Latinish instrumental with an accordion lead. Danceable but the attention goes to the flip. (2:28)

**SUNNY GALE**
★★★ **Sunny** — WARWICK 626 — Happy ditty receives a listenable performance from the thrush over backing that swings neatly. Side has a good feel and could help Sunny get spins. (Conley-Selma, BMI)

★★ **Please Love Me Forever**—Sunny Gale tries hard on this rockaballad but it's a weak effort in spite of passable backing. (Tricky, BMI)

(Continued on page 41)

# BILLBOARD MUSIC WEEK HOT C&W SIDES

FOR WEEK ENDING MARCH 12

| THIS WEEK | ONE WEEK AGO | TWO WEEKS AGO | THREE WEEKS AGO | • TITLE, Artist, Company, Record No. | WEEKS ON CHART |
|---|---|---|---|---|---|
| 1 | 1 | 5 | 5 | DON'T WORRY (LIKE ALL THE OTHER TIMES), Marty Robbins, Columbia 41922 | 5 |
| 2 | 2 | 1 | 1 | ON THE WINGS OF A DOVE, Ferlin Husky, Capitol 4406 | 27 |
| 3 | 4 | 2 | 3 | WINDOW UP ABOVE, George Jones, Mercury 71700 | 18 |
| 4 | 6 | 8 | 9 | FOOLIN' AROUND, Buck Owens, Capitol 4496 | 6 |
| 5 | 3 | 3 | 4 | I MISSED ME, Jim Reeves, RCA Victor 7800 | 19 |
| 6 | 5 | 4 | 2 | NORTH TO ALASKA, Johnny Horton, Columbia 41782 | 17 |
| 7 | 7 | 10 | 8 | LOVING YOU, Bob Gallion, Hickory 1130 | 15 |
| 8 | 14 | 26 | — | LET FORGIVENESS IN, Webb Pierce, Decca 31197 | 3 |
| 9 | 10 | 9 | 12 | I'LL HAVE ANOTHER CUP OF COFFEE, Claude Gray, Mercury 71732 | 9 |
| 10 | 8 | 6 | 6 | MY LAST DATE (WITH YOU), Skeeter Davis, RCA Victor 7825 | 10 |
| 11 | 9 | 11 | 14 | WALK OUT BACKWARD, Bill Anderson, Decca 31168 | 11 |
| 12 | 13 | 13 | 11 | I THINK I KNOW, Marion Worth, Columbia 41799 | 17 |
| 13 | 16 | 17 | 22 | OH LONESOME ME, Johnny Cash, Sun 355 | 5 |
| 14 | 12 | 12 | 10 | SWEET DREAMS, Don Gibson, RCA Victor 7805 | 15 |
| 15 | 11 | 7 | 7 | FALLEN ANGEL, Webb Pierce, Decca 31165 | 17 |
| 16 | 18 | 18 | — | ODDS & ENDS, Warren Smith, Liberty 55302 | 3 |
| 17 | 19 | 25 | — | LOUISIANA MAN, Rusty & Doug, Hickory 1137 | 4 |
| 18 | 27 | — | — | KISSING MY PILLOW, Rose Maddox, Capitol 4487 | 4 |
| 19 | 15 | 14 | 19 | ONE STEP AHEAD OF MY PAST, Hank Locklin, RCA Victor 7813 | 10 |
| 20 | 23 | 22 | — | I'D RATHER LOAN YOU OUT, Roy Drusky, Decca 31193 | 3 |
| 21 | 20 | 20 | 18 | WANTING YOU, Jimmy Newman, MGM 12945 | 18 |
| 22 | — | — | — | YOUR OLD LOVE LETTERS, Porter Wagoner, RCA Victor 7837 | 1 |
| 23 | 22 | 19 | 17 | POLKA ON A BANJO, Lester Flatt & Earl Scruggs, Columbia 41786 | 14 |
| 24 | 17 | 15 | 13 | YOU CAN'T PICK A ROSE IN DECEMBER, Ernest Ashworth, Decca 31156 | 20 |
| 25 | — | — | — | EBONY EYES, Everly Brothers, Warner Bros. 5199 | 1 |
| 26 | — | — | — | THE OTHER CHEEK, Kitty Wells, Decca 31192 | 1 |
| 27 | 24 | 21 | 23 | I WANT TO LIVE AGAIN, Rose Maddox, Capitol 4487 | 4 |
| 28 | 21 | 24 | 24 | LAST DATE, Floyd Cramer, RCA Victor 7775 | 18 |
| 29 | 25 | — | — | FACING THE WALL, Charlie Walker, Columbia 41820 | 3 |
| 30 | — | 28 | — | HOUSE OF BLUE LOVERS, James O'Gwynn, Mercury 71731 | 2 |

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# • Reviews and Ratings of New Records

• Continued from page 40

GRADIE O'NEAL
★★★ **Too Many Chiefs Not Enough Injuns**—JAN ELL 7—A recitation by O'Neal starts this epic historical narrative. It's about fightin' the Indians and it has some of the comic touches of "Please Mr. Custer," Unfortunately it's not as funny. (Jan Ell, BMI) (2:14)

★★ **Ballad of Joaquin Murrieta**—O'Neal has a bit of Johnny Cash quality on this ranchera-styled side. Backing features a guitar played in the Latin style. Recording has a muddy quality. (Jan Ell, BMI) (2:30)

**★★★★ STRONG SALES POTENTIAL**

## JAZZ

GENE AMMONS
★★★★ **Exactly Like You** — PRESTIGE 189—The big-voiced tenor sax star could have a potent jazz deejay and juke item in this swinging medium-tempo side. (2:50)

★★★★ **Ol' Man River** — The old river standard gets a nice, medium-tempo rocking on this fine side by Gene. Both sides are from the LP "Jug." (3:07)

MOSE ALLISON
★★★★ **That's All Right**—PRESTIGE 190—Allison scores again singing this fine Jimmy Rogers blues in an infectious medium tempo. (2:56)

★★★★ **Eyesight to the Blind**—The tempo is quicker on the flip but the format is again blues and Allison does a fine job reading the swinging lyric. Both sides are from his "Autumn Song" LP. (2:41)

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BUDDY RICH
★★★★ **Makin' Whoopee**—ARGO 5384—Sam Most is the featured performer on this easy-singing instrumental side. The flutist does an insinuating job on the oldie. Could get some programming breaks on other than jazz shows. (Conn, ASCAP) (2:47)

★★★ **Lulu's Back in Town**—Vibist Mike Mainieri takes the solo spotlight here with a hard-swinging Rich pushing the tempo right along. Both sides are from a recent LP. (Witmark, ASCAP) (3:20)

**★★★★ STRONG SALES POTENTIAL**

## COUNTRY & WESTERN

ROY ACUFF
★★★★ **The Streamlined Cannon Ball**—HICKORY 1142—Roy Acuff handles this new "Cannonball" in his usual listenable style aided by a group in the backing. It should appeal to his many fans and fans of the original "Cannonball." (Acuff-Rose, BMI) (2:30)

★★★ **Time Will Make You Pay**—Roy goes all out as he sings of a honky-tonk girl who has broken his heart. The fiddle in the backing adds a fine touch. (Acuff-Rose, BMI) (2:15)

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SLIM WHITMAN
★★★★ **Just Call Me Lonesome** — IMPERIAL 5731—A most appealing ballad receives a tender and warm Slim Whitman vocal here over ear-catching support from the guitars One of his best sides in a long time. (Forrest, BMI) (2:47)

★★★ **Remember Me (I'm the One Who Loves You)**—The Stuart Hamblen tune receives a very satisfying reading from Whitman here over country-ish backing. A side that should help the chanter get spins. (Hill & Range, BMI) (2:18)

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BILLY BROWN
★★★★ **Look Out Heart** — REPUBLIC 2012—Virile chanting by Brown with fem chorus ou bouncy r.&r. ditty. Merits spins. (Four Star, BMI) (2:03)

★★★ **It Don't Take Long to Learn** — Brown warbles with feeling and sincerity on heartfelt country - flavored ballad. (Golden West Melodies, BMI) (2:45)

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MILT FOREST
★★★★ **Old Hometown**—TOPPA 1035 — The lad sings with heartbreak about how things in the old home town have changed—including a love no longer free. (Mixer, BMI) (2:12)

★★ **Some Other Tomorrow**—"Last Date" like piano sets up the background for this moody tune about a love that is no more. (Mixer. BMI) (2:10)

**★★★ MODERATE SALES POTENTIAL**

JAN HOWARD
★★½ **All Alone Again** — CHALLENGE 59106—The thrush does a fine singing job on this meaningful weeper about infidelity. Supporting country group carries its assignment off well. (Pamper, BMI) (2:10)

★★★ **Too Many Teardrops Too Late**—Jan sings out the "won't-take-you-back" lyric of this breezy country tune in fine style. Multiple tracking is also an aid. (Jat, BMI) (2:45)

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RALPH MOONEY
★★★ **Moonshine**—CHALLENGE 59105 — Country blues gets a good guitar going over by Mooney and his group. Also good piano solo in this medium tempo rock instrumental. (Jat Music, BMI) (2:11)

★★★ **Release Me**—Mooney and the group do an excellent instrumental job on the country weeper. Good spots of steel guitar, fiddle and piano. (Four Star Sales, BMI) (2:07)

---

LORNE CARR
★★½ **When Shadows Fall Again** — FEDORA 1001—Carr sings of the loneliness at night when love has gone. Tempo moves along nicely thanks to good group. (Mixer, BMI) (2:36

★★ **Trade Winds**—Trade winds reminds Carr of his lost love. (Mixer, BMI) (1:59)

---

WALLY BLACK
★★★ **The Hurt Inside**—FEDORA 1002—A fast-stepping weeper in the country idiom here has Black strongly singing a lyric that has to do with the pain of lost lost. (Mixer, BMI) (2:37)

★★ **Please**—Flip has Black singing his plea for love in a country waltz tempo. (Mixer, BMI) (1:49)

---

CLAY ALLEN
★★★ **Long Long Trailer** — LONGHORN 510—Clay sings with a big voice on this tune about the enormity of the blues. Fine country combo assists. (BMI) (2:39)

★★ **What Are We Gonna Name Our Baby**—Flip with femme vocal group assisting Clay on a tune about parental bliss. (BMI) (2:14)

---

REX ALLEN
★★½ **My Confession**—HACIENDA 1—Allen does a strong interpretation of the Wills tune on this new subsidiary label of Wildcat Records. Intriguing rhythm has a touch of the Latin in it. (2:05)

★★ **I Gotta Have My Baby Back**—Flip is a plaintive plea for the return of his sweetheart. (Peer Intl., BMI)

**★★★★ STRONG SALES POTENTIAL**

## RHYTHM & BLUES

CATHY SAUNDERS
★★★★ **I'm Going Home**—EDIT 115—On this side the chantress handles a rocker with style, again with the group and combo adding strong backing. A strong side. (Cepha, BMI) (2:45)

★★★★ **Don't Let 'Em Bring You Down**—This is an answer to "Shoppin' Around" and the lass sells it with a lot of feeling over a wild beat. A side with a chance, Watch it (Cepha, BMI) (2:45)

---

MISS LaVELL
★★★★ **Tide of Love**—DUKE 334—Miss LaVell sells this driver in a LaVerne Baker style, helped muchly by the male group in the backing. Tune has a gospel flavor, too. (Lion, BMI) (2:25)

★★★★ **Just Look At You Fool**—On this side the thrush shouts her way through a rhythm and blues ballad with a lot of spirit over blaring support from the horns. She could get attention with this disk. (Lion, BMI) (2:28)

---

LAZY LESTER
★★★★ **Patrol Blues** — EXCELLO 2197—Lester, a blues singer with a solid down-home sound, tells of his loneliness on this Southern blues, aided by harmonica and rhythm backing. Should pull coins in the South. (Excellorec, BMI) (2:35)

★★★ **You Got Me Where You Want Me**—The chanter comes through with another passionate vocal on this more usual side. Middle portion of the disker features a rocking rhythm, beginning and end are in the ballad groove. (Excellorec, BMI) (3:03)

**★★★ MODERATE SALES POTENTIAL**

LATTIMORE BROWN
★★★ **Somebody's Gonna Miss Me**—EXCELLO 2196—Brown injects some life into this happy swinger that shows off his Sam Cooke-ish style. Organ backing helps, too. (Excellorec, BMI) (2:29)

★★★ **Darlin' Dear**—Brown turns in a listenable performance on a slow-paced blues effort here over muddy backing by the combo. (Excellorec, BMI) (2:23)

---

JOE SIMON
★★★ **Call My Name**—HUSH 104—The chanter shouts this tocker to fair results aided by a femme group in the backing. (Morhits, BMI) (2:07)

★★ **Everybody Needs Somebody** — Simon tries hard but not much happens. (Morehits, BMI) (2:10)

---

BEN TORO
★★★ **My Wonderful Mama**—NEW YORK SKYLINE 503—Boy, who has a fine voice, sings this weepy dedication to mother with strong chorus as background. (Trim, BMI) (2:18)

★★ **More Every Day**—The boy pleads love on this Latinized side. Flip is better. (Starling, BMI) (2:09)

---

TED WAYNE
★★★ **Please** — YOU-GLO 205 — The lad sings this rockaballad with emotion while a vocal group assists. (Candle-Glo, BMI) (2:05)

★★ **Don't Dream**—This bouncy little number is sung with a bit of a Latin rhythm. (Candle-Glo, BMI) (2:11)

**★★★★ STRONG SALES POTENTIAL**

## POLKA

KENNY BASS & HIS ORK
★★★★ **Blue Bonnet Polka**—DECCA 31224—A bright, zingy polka with accordion, banjo, drums and piano heard prominently. It's on the upbeat side and neatly recorded. Can get a lot of juke play. (Gala, BMI) (1:55)

★★★★ **West View Polka**—Another snappy outing by the band, at an even faster clip. Solid accompaniment for the dancers and the tavern crowd. (Lake Erie, BMI) (2:18)

**★★★ MODERATE SALES POTENTIAL**

STEVE ADAMCZYK
★★★ **Lover's Moon-Polka**—DANA 3292—The band steps along lightly and quickly on this instrumental that should register sales in the usual polka areas. (Sajewska)

★★★ **My Favorite Oberesk**—Polka band sound on this three-quarter dance step has lively terp beat. (Sajewski)

---

RAY HENRY
★★★ **Blue Waltz**—DANA 3291—Full rich sax section sound is the highlight of this instrumental waltz. Could see limited pop action, but should do well in the polka-waltz belt. (Dana, BMI)

★★★ **Teddy and Eddy-Polka**—The polka tempo at medium speed gets a thorough instrumental going over by Henry and his men. (Dana, BMI)

---

FRANK WOJNAROWSKI
★★★ **Ha-Ha Polka**—DANA 3290—Laughs abound on this high-stepping hop that should do well in areas that demand this kind of instrumental music. (Dana, BMI)

★★★ **Father Forbade Me-Polka**—Another hopping polka done instrumentally. Diverse moments are supplied by the unison whistling of ork members. (Dana, BMI)

---

JOHNNY PECON
★★★ **Snowflake Polka** — DANA 3293—The Pecon crew handles this polka with spirit. It should interest the ork's fans in polka areas. (Dana, BMI)

★★★ **You-Hou Waltz**—On this side the band turns to a stop-and-go waltz to good effect. Two listenable sides. (Dana, BMI)

**★★★★ STRONG SALES POTENTIAL**

## LATIN AMERICAN

EMILIO REYES
★★★★ **Mi Guantanamera**—DECCA 25507—This is of the cha cha variety known as the "Guajira," and it's slow and sensuous. The full ork plays this one with group male vocal and a long trumpet solo. From the album, "Perfect Dance Tempos for Latin Lovers." (Northern, ASCAP) (3:25)

★★★ **Quirino Con Su Tres**—An upbeat mambo cha cha arrangement with vocal by the maestro himself. From the same album as the flip. More good dance fare, neatly recorded. (Northern, ASCAP) (2:40)


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

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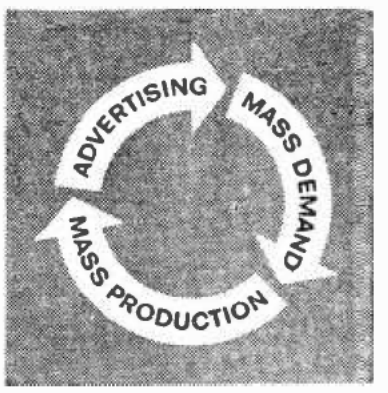

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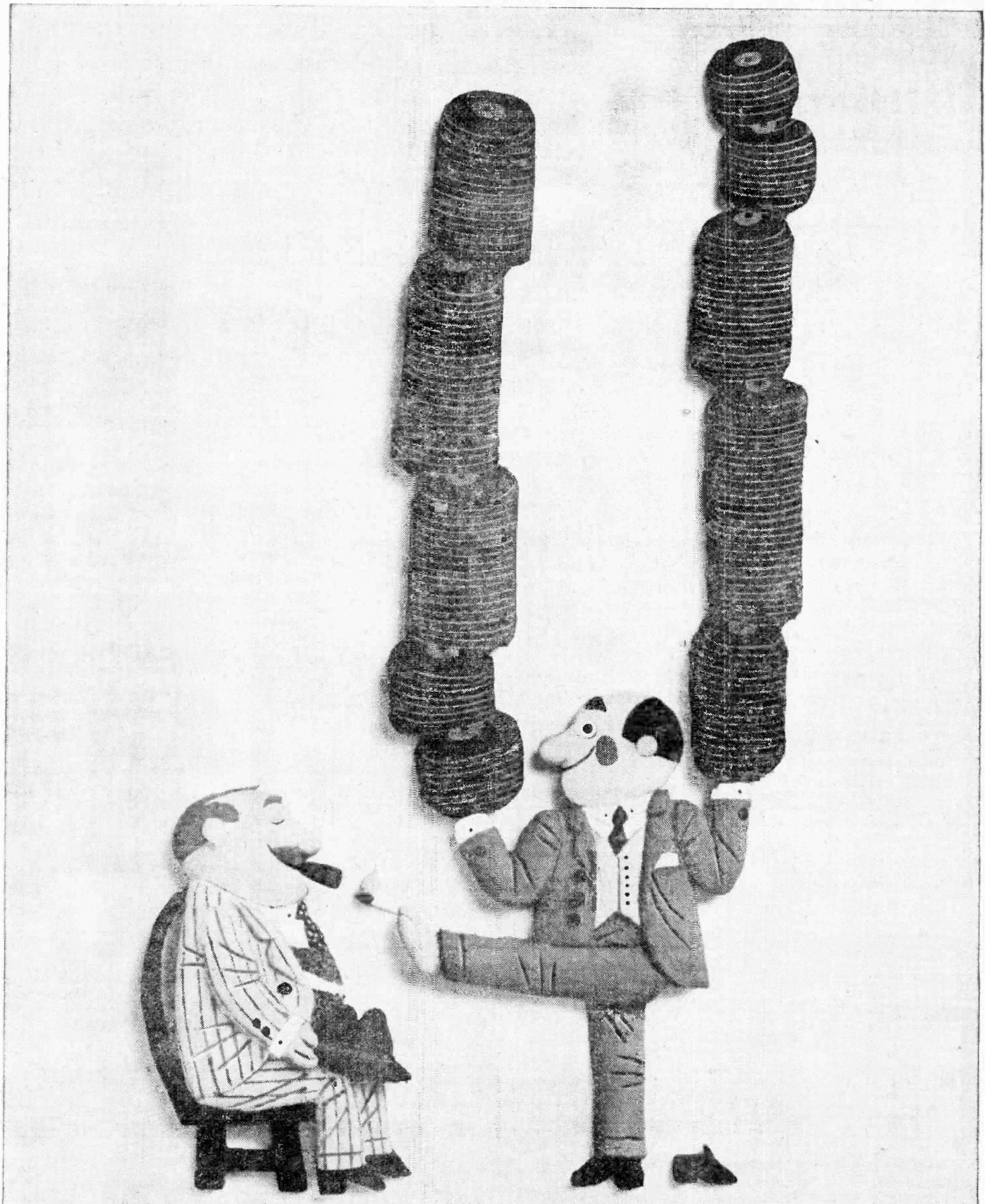

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Nashville: 800 17th Ave., S., AL 5-6691/Canada: RCA Victor Co., Ltd., 1001 Lenoir St., Montreal; 225 Mutual St., Toronto

# BILLBOARD MUSIC WEEK HOT R&B SIDES

FOR WEEK ENDING MARCH 12

| 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 | 13 |
| 2 | 3 | 4 | 16 | PONY TIME, Chubby Checker, Parkway 818 | 5 |
| 3 | 2 | 2 | 3 | ALL IN MY MIND, Maxine Brown, Nomar 102 | 7 |
| 4 | 6 | 5 | 4 | AT LAST, Etta James, Argo 4003 | 8 |
| 5 | 4 | 3 | 2 | (WILL YOU LOVE ME) TOMORROW, Shirelles, Scepter 1211 | 10 |
| 6 | 15 | 14 | 8 | I PITY THE FOOL, Bobby Bland, Duke 332 | 5 |
| 7 | 5 | 9 | 30 | I DON'T WANT TO CRY, Chuck Jackson, Wand 106 | 4 |
| 8 | 8 | 11 | — | FOR MY BABY, Brook Benton, Mercury 71774 | 3 |
| 9 | 9 | 19 | 19 | GEE WHIZ (LOOK AT HIS EYES), Carla Thomas, Atlantic 2086 | 5 |
| 10 | 10 | 20 | 20 | CALCUTTA, Lawrence Welk, Dot 16161 | 6 |
| 11 | 20 | — | — | DEDICATED TO THE ONE I LOVE, Shirelles, Scepter 1203 | 2 |
| 12 | 12 | 6 | 7 | YOU CAN HAVE HER, Roy Hamilton, Epic 9434 | 5 |
| 13 | 7 | 13 | — | WHAT A PRICE, Fats Domino, Imperial 5723 | 3 |
| 14 | 21 | 17 | 10 | THEM THAT GOT, Ray Charles, ABC-Paramount 10141 | 5 |
| 15 | — | — | 14 | CLOSE TOGETHER, Jimmy Reed, Vee Jay 373 | 3 |
| 16 | 13 | 8 | 18 | BYE, BYE, BABY, Mary Wells, Motown 1003 | 9 |
| 17 | 17 | 16 | 6 | EXODUS, Ferrante & Teicher, United Artists 274 | 11 |
| 18 | 26 | 23 | 15 | SPANISH HARLEM, Ben E. King, Atco 6185 | 7 |
| 18 | 16 | 26 | 5 | ANGEL BABY, Rosie & the Originals, Highland 1011 | 8 |
| 20 | 19 | 22 | 24 | AIN'T THAT JUST LIKE A WOMAN, Fats Domino, Imperial 5723 | 4 |
| 21 | 18 | 12 | 11 | THERE'S A MOON OUT TONIGHT, Capris, Old Town 1094 | 5 |
| 22 | — | 29 | — | LET'S GO AGAIN (WHERE WE WENT LAST NIGHT), Hank Ballard & the Midnighters, King 5459 | 2 |
| 23 | 11 | 18 | — | THINK TWICE, Brook Benton, Mercury 71774 | 3 |
| 24 | 27 | — | — | APACHE, Jorgen Ingmann, Atco 6184 | 2 |
| 25 | 24 | 27 | — | MAGNIFICENT SEVEN, Al Caiola, United Artists 261 | 3 |
| 26 | 14 | 7 | 27 | WON'T BE LONG, Aretha Franklin, Columbia 41923 | 4 |
| 27 | — | — | — | I DON'T KNOW WHY, Clarence (Frogman) Henry, Argo 5378 | 1 |
| 28 | 22 | 28 | — | CALENDAR GIRL, Neil Sedaka, RCA Victor 7829 | 3 |
| 29 | 23 | 10 | 22 | TEAR OF THE YEAR, Jackie Wilson, Brunswick 55201 | 4 |
| 30 | 30 | — | 12 | WONDERLAND BY NIGHT, Bert Kaempfert, Decca 31141 | 12 |

## Roulette Campaign In St. Louis Stores Gets Wide Backing

ST. LOUIS—Roulette Records are being pushed in an area-wide sale at leading music stores here. Newspaper ads, stating that the entire Roulette stereo and hi-fi catalogue of records is available for making selections, list some of the artists whose recordings are included.

The artists include the Barry Sisters, Frankie Avalon, Woody Herman, Tony Bennett, Joe Reisman's orchestra, Count Basie, Jimmie Rogers, Sarah Vaughn, the Playmates, Billy Eckstine, Joe Williams, Jimmy Durante, Charlie Parker, Tito Perente, Pearl Bailey, Richard Maltby, Joe Jones, Johnny Smith, Machito, Stan Getz, Maynard Ferguson and Dizzy Gillespie.

Records which regularly sell for $3.98 are offered for $2.69. Regular $4.98 records can be purchased for $3.33 and the $5.98 records are being offered for $3.98.

Newspaper ads also carry a breakdown of record stores according to areas or sections of the city of St. Louis, St. Louis County and the nearby Illinois communities. In all, 34 locations are included in the ads.

In addition to the consolidated sales pitch, the individual stores carry window displays of the records available. These, too, are presented in an inviting way to record buyers who want to take advantage of a bargain.

Since Mitch Miller's "Sing Along" program started on television, downtown department and specialty stores and stores in shopping centers are displaying and advertising albums by Miller in both stereo and monaural recordings.

## Ann Whitens Launches Promo Office in South

NASHVILLE — Ann Whitens opens offices today in Atlanta for Ann's Promotion Service, from which she will cover the three-State area of Georgia, Alabama and East Tennessee.

Formerly associated with Bill Lowrey and Art Godwin at National Record Distributors in Atlanta, Miss Whitens has—for the past two years — been associated with RCA Victor distributor Sam Wallace in Atlanta.

## Cap 32-Album Run

• *Continued from page 3*

Wilson; Jean Shepard, Voice of Hope Choir, Ruth Welcome; Stanley Wilson and Faron Young. Capitol-of-the-World offers four albums recorded in Austria, Mexico, Sweden and Hong Kong.

On the longhair side, Capitol Classics has five entries, and Angel offers seven. Capitol Classics' release includes a Roger Wagner chorale LP, and Erich Leinsdorf stereo recording of "Scheherazade," a Virgil Fox recital of French organ music, plus the Capitol debut of two young pianists, 24-year-old Eric Heidsieck's reading of two Mozart concerti, and last year's 18-year-old Warsaw Chopin competition winner, Maurizio Pollini, playing the composer's first piano concerto, same work with which Pollini won the competition.

Angel's release is paced by a four-LP boxed set devoted to the four Brahms symphonies recorded by Otto Klemperer and the London Philharmonic; the complete "I Pagliacci" in a double-LP set; Klemperer's reading of the Beethoven "Fifth Symphony," the Sibelius "Second Symphony," performed by Herbert Von Karajan; "Madame Butterfly" highlights, and and album of three popular ballets.

## *BRITISH ENTRY FOR EUROVISION LOOKS LIKE HIT*

By DON WEDGE

LONDON — Britian's entrant for the Eurovision Song Contest looks like a smash hit here long before the Cannes finals on March 18.

The tune, called "Are You Sure" was picked by a nation-wide non-show business jury in a special program February 15. It was recorded on Fontana (Philips group) and televised by the Allison's, two London teen-age brothers.

John and Bob Allison composed the tune themselves. It was their first TV date and also their recording debut. The disk was in the shops next morning and within six days had sold over 150,000 copies. After three days' sales, it was in this week's chart at No. 19.

For the first time this year, BBC-TV called in the disk firms to nominate entries. The Philips, Decca and EMI groups put in three sides each.

The Music Publishers' Association, which had previously been connected with the BBC in finding the British Eurovision entrant, this year organized a British Song Contest with the companies making up the ITV network. This had $4,900 in prize money attached.

First prize was won by Arthur Coppersmith, bandleader at the Cafe de Paris, with "Marry Me," performed in the contest by Mike Preston and recorded by him last Monday (20) by Decca. It is published by Lawrence Wright Music, who also have the song which placed third, "Enough of Your Kisses," by Larry Stone.

Essex Music published the second-place song—"My Kind of Girl" by Leslie Bricusse. It was sung in the contest by Matt Monro, who recorded it for Parlophone.

## Everest to Issue Assorted Package

NEW YORK—Everest Records will issue eight albums this week. Four are pop packages, three are classical and one is a low-price sampler. The top sets include one with King Curtis, another with Billy Mure, one with Charlie Shavers and a new Wild Bill Davis LP. These pop sets will retail at the special March price of $2.98. Classical albums feature Jorge Bolet, the Houston Symphony under Leopold Stokowski, and the London Symphony under Sir Josef Krips. The sampler album spotlights the Raoul Politakin ork, and retails for $1.98.

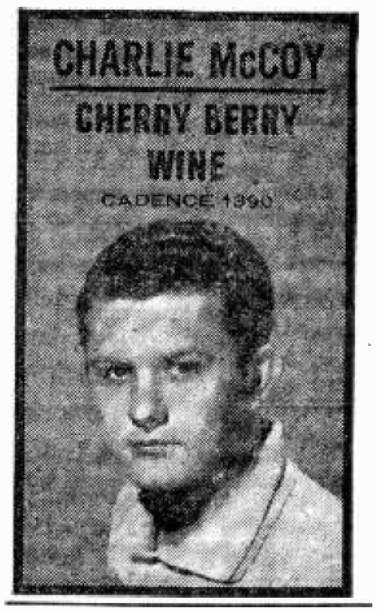
## Liberty Declares Cash Dividend for Quarter

HOLLYWOOD — Liberty Records declared a regular quarterly cash dividend of 10 cents per share, payable March 15, to stockholders of record as of March 3 on 167,040 shares of common stock. This is the firm's third stock dividend since it went public last year.

## Peerless Album Co. Is Out of Business

NEW YORK — The Peerless Album Company, established in 1919, has gone out of business. The firm had been operating under an arrangement under Chapter II of the federal bankruptcy laws since last April.

A flock of record companies—including Roulette, United Artists, Design, and Westminster — were busy transferring their inventories from the Peerless office to other companies last week.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# Payola Very Much Alive; Indies Note Fresh Flurry

• *Continued from page 1*

story, columnist Ralph J. Gealson said that some of the FCC's questions (to stations) "centered on a now legendary motel party staged last fall by a phonograph record distributing company (wholesale jobber) and attended by disk jocks. According to some reports the party made Babylon look like Booneville." Gleason also said Bay area distributors "have been complaining about the relative position of their records on the popularity charts of local stations as well as of periodic inability to get certain records listed."

Among the payola rumors circulating about San Francisco and Oakland jocks, said Gleason, were reports of such gifts as a color TV set and a trip for two to New York City, plus loans ranging from $350 to $2,000. "A local distributor," noted Gleason, "is said to have told a disk jockey 'I still have the cancelled checks, don't fool around with me.'"

One of the wilder stories making the rounds in the East—and which a key indie executive swears is true—is that deejays at an important Southwest station are now asking for 5 cents on every record sold in their area to get behind a new release. The executive didn't know if there had been any takers.

At least one jock is making a good thing out of selling record pluggers tickets to "special events" in return for spinning their records. The tickets are priced at $1.50 each.

Opinion is divided on the legitimacy of record giveaways by stations. Many stations defend giveaways as a valid promotional activity which benefits record companies as much as it does deejays. (See the Programming Panel in next week's Billboard Music Week for comments on this subject by four jockeys.)

Some stations actually buy the records (at distributor rates) they give away. For example, WABC, New York, purchases all the disks it gives away in its new "Hit Kits" promotion. Other outlets utilize dated library platters (those not in demand for plays anymore) and "rejects"—disks received in the mail but deemed not up to the outlet's programming standards.

# WLW Honored at Pioneers' 1st Annual Mike Award Bash

NEW YORK—Cincinnati's Station WLW, "cradle of stars," was honored in auspicious fashion at the First Annual Mike Award Banquet staged by the Broadcast Pioneers, New York Chapter, at the Latin Quarters here Sunday night (26) for the benefit of Broadcasters Foundation, Inc. With tickets pegged at $25 per head, some 575 people from the fields of radio, television, music, entertainment and advertising jammed the nitery for the event.

The occasion marked the inauguration of the Annual Mike Award to honor pioneer radio and television stations which have contributed to the traditions of the broadcast industry. To WLW went the honor of being the first recipient of the Radio Pioneers' award in tribute to the station's distinguished broadcasting career which began 39 years ago. The award, a golden ribbon mike, was presented to James D. Shouse, chairman of the board of the Crosley Broadcasting Corporation, by the veteran newsman and commentator, H. V. Kaltenborn, founder of Broadcast Pioneers. Kaltenborn lauded WLW for its numerous broadcasting innovations and its outstanding record of launching a virtual countless number of performers to stardom in the entertainment world.

### Salute to Old Grads

Following the reception and dinner, sportcaster Al Helfer, a WLW grad, took over the emseeing of the night's proceedings. Arthur Simon, president of the New York Chapter of Radio Pioneers, gave a brief rundown on the organization's background. Following the presentation of the award, Crosley Broadcasting chief newscaster, Peter Grant, called the names of many showbiz personalities who got their start on WLW, while pictures of the luminaries were flashed upon a screen.

Thirty-eight former WLW staff members who came to New York especially for the occasion answered Grant's call to come onstage for what took on the appearance of an old grads' reunion. Among those who answered the call were such names as Durward Kirby, Rod Serling, Bill Nimmo, Frank Lovejoy, Virginia (Ma Perkins) Payne, Burt Farber, Al Helfer, Ramona, Corky Robbins, Ruth Lyons, the Smoothies, Eddie Byron, Lon Clark and Mary Paxton.

Others who were highlighted in Grant's salute were Doris Day, Rosemary and Betty Clooney, Red Skelton, Fats Waller, Andy Williams, Jay Josten, Ma and Pa McCormick, Nan Sergeant, Red Barber, Jack Birch, the Ink Spots, Eddie Albert, Jane Froman and many others. A number of these had accepted invitations to be present but were prevented from making it by tangled reservations occasioned by the air lines strike.

As a fitting finale to a successful program those gathered were treated to a showing of the regular Latin Quarters revue.

Crosley Broadcasting execs who made the trip here for the award festivities were Robert E. Dunville, James Shouse, Al Bland, John T. Murphy, Marjorie Kemme, Gene Zimmerman, Jack Frazier, J. Rockwell, Howard Lepple, Joe Cella, Abe Cowan, Walter Jacobs, Gene Dailey, Chester Herman, Gil Kingsbury, Ruth Lyons, Eleanor Meagher, Peter Grant and Elsa Sule, of WLW-T, Cincinnati; James Burgess, WLW-A, Atlanta; George Gray, WLW-D, Dayton, Ohio; John Babcock, WLW-I, Indianapolis; Walter Bartlett, WLW-C, Columbus, Ohio, and Harry Albrecht, Chicago sales rep. H. Peter Lasker, Scott McLean and T. R. Nunan, of the New York sales office, were also present.

## BMI Names Justin Bradshaw

NEW YORK—Justin Bradshaw has been named director of stations service for Broadcast Music, Inc., effective immediately. The announcement was made by Glenn Dolberg, vice-president in charge of station relations. Bradshaw has been BMI field representative covering the South Central States for eight years.

# 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 | 3 | Wheels, String-A-Longs, Warwick |
| 2 | 7 | Baby Sittin' Boogie, Buzz Clifford, Columbia |
| 3 | 12 | You Can Have Her, Roy Hamilton, Epic |
| 4 | 13 | Spanish Harlem, Ben E. King, Atco |
| 5 | 15 | Apache, Jorgen Ingmann, Atco |
| 6 | 17 | Walk Right Back, Everly Brothers, Warner Bros. |
| 7 | 26 | Hearts of Stone, Bill Black's Combo, Hi |
| 8 | 32 | Happy Birthday Blues, Kathy Young and the Innocents, Indigo |
| 9 | 35 | Please Love Me Forever, Cathy Jean and the Roomates, Valmor |
| 10 | 44 | Lonely Man, Elvis Presley, RCA Victor |
| 11 | 47 | I Don't Want to Cry, Chuck Jackson, Wand |
| 12 | 49 | Watusi, Vibrations, Checker |
| 13 | 51 | On the Rebound, Floyd Cramer, RCA Victor |
| 14 | 53 | I Pity the Fool, Bobby Bland, Duke |
| 15 | 55 | Model Girl, Johnny Mastro, Coed |
| 16 | 58 | To Be Loved (Forever), Pentagons, Donna |
| 17 | 60 | Tunes of Glory, Cambridge Strings, London |
| 18 | 64 | Let's Go Again (Where We Went Last Night), Hank Ballard and the Midnighters, King |
| 19 | 65 | Baby Blue, Echoes, Segway |
| 20 | 66 | That's It—I Quit—I'm Movin' On, Sam Cooke, RCA Victor |
| 21 | 70 | One Mint Julep, Ray Charles, Impulse |
| 22 | 73 | Cerveza, Bert Kaempfert, Decca |
| 23 | 74 | Find Another Girl, Jerry Butler, Vee Jay |
| 24 | 75 | All of Everything, Frankie Avalon, Chancellor |
| 25 | 76 | Portrait of My Love, Steve Lawrence, United Artists |
| 26 | 77 | Runaway, Del Shannon, Big Top |
| 27 | 78 | It's Unbelievable, Larks, Sheryl |
| 28 | 79 | Bewildered, James Brown, King |
| 29 | 81 | Hideaway, Freddy King, Federal |
| 30 | 86 | Second Time Around, Frank Sinatra, Reprise |
| 31 | 87 | Blue Moon, Marcels, Colpix |
| 32 | 89 | Blue Moon, Classics, Promo |

## 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

51. On the Rebound (Cigma, BMI)—Echoes, Segway
65. Baby Blue (Greta, BMI)—Echoes, Segway
66. That's It—I Quit—I'm Movin' On (Planetary, ASCAP)—Sam Cooke RCA Victor
70. One Mint Julep (Progressive, BMI)—Ray Charles, Impulse
74. Find Another Girl (Conrad, BMI)—Jerry Butler, Vee Jay
76. Potrait of My Love (Maxana, ASCAP)—Steve Lawrence, United Artists
77. Runaway (Vicki-McLaughlin, BMI)—Del Shannon, Big Top
78. It's Unbelievable (Schulman, BMI)—Larks, Sheryl
81. Hideaway (Sonlo, BMI)—Freddy King, Federal
86. Second Time Around (Maraville, ASCAP)—Frank Sinatra, Reprise
87. Blue Moon (Robbins, ASCAP)—Marcels, Colpix
89. Blue Moon (Robbins, ASCAP)—Classics, Promo
92. Ltile Miss Stuckup (Planetary, ASCAP)—Playmates, Roulette
93. Tonight I Fell In Love (Halkay, BMI)—Tokens, Warwick
95. Milord (Alamo, ASCAP)—Edith Piaf, Capitol
97. Ling Ting Tong (St. Louis, BMI)—Buddy Knox, Liberty
99. I Lied to My Heart (Sylvia, BMI)—Enchanters, Musitron
100. Apache (Regent, BMI)—Sonny James, RCA Victor

## PICK HITS

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

### POP

**JACKIE WILSON:** Please Tell Me Why (Lena, SESAC) (1:59)—Your One and Only Love (Pearl, BMI) (2:37) Brunswick
**THE STRING-A-LONGS:** Brass Buttons (Dundee, BMI) (1:59) Panic Button (Dundee, BMI) (2:03) Warwick
**THE KINGSTON TRIO:** You're Gonna Miss Me (Frankie and Johnny) (Granada, BMI) (2:32) Capitol
**ETTA JAMES:** Trust in Me (Advance, ASCAP) (2:55) Argo
**THE BROTHERS FOUR:** Frogg (Bigareff, BMI) (2:41)—Sweet Rosyanne (Ludlow, BMI) (3:12) Columbia
**RAMRODS:** Take Me Back to My Boots and Saddles (LaSalle, ASCAP) (2:13) Amy
**JEANNE BLACK:** Don't Speak to Me (Acuff-Rose, BMI) (2:27) Capitol
**BOBBY FREEMAN:** The Mess Around (Benell & Ed-Dar, BMI) (2:25) Josie
**BOBBY VINTON:** Little Lonely One (We Three, BMI) (2:23) Epic
**BARRY MARTIN:** Little Lonely One (We Three, BMI) (2:30) RCA Victor
**THE JARMELS:** Little Lonely One (We Three, BMI) (2:30) Laurie
**CHARLIE RICH:** Caught In the Middle (Hi Lo, BMI) (2:28)—Who Will the Next Fool Be (Hi Lo, BMI) (2:20) Philips
**LITTLE WILLIE JOHN:** I'm Sorry (Armo-Big Star, BMI) (2:29)—The Very Thought of You (Witmark, ASCAP) (2:18) King
**JERRY LEE LEWIS:** What'd I Say (Progressive, BMI) (2:25) Sun
**THE TIMETONES:** Here in My Heart (Clarose, BMI) (2:30) Times Square

### COUNTRY AND WESTERN

**JEAN SHEPARD:** No One Knows (Briarcliff, BMI) (2:22)—The Root of All Evil (Pamper, BMI) (2:05) Capitol

### POP DISK JOCKEY PROGRAMMING

**IRA IRONSTRINGS:** Milord (Alamo, ASCAP) (2:05)—Two Way Stretch (Miller, ASCAP) (1:56) Warner Bros.
**BILL SANFORD & ORK:** Twilight (Southern, ASCAP) (2:25)—Drumboogie (Essex, ASCAP) (2:08) Gold Eagle

### COUNTRY AND WESTERN TALENT

**BILLY BROWN:** Look Out Heart (Four Star, BMI) (2:03)—It Don't Take Long to Learn (Golden West Melodies, BMI) (2:45) Republic


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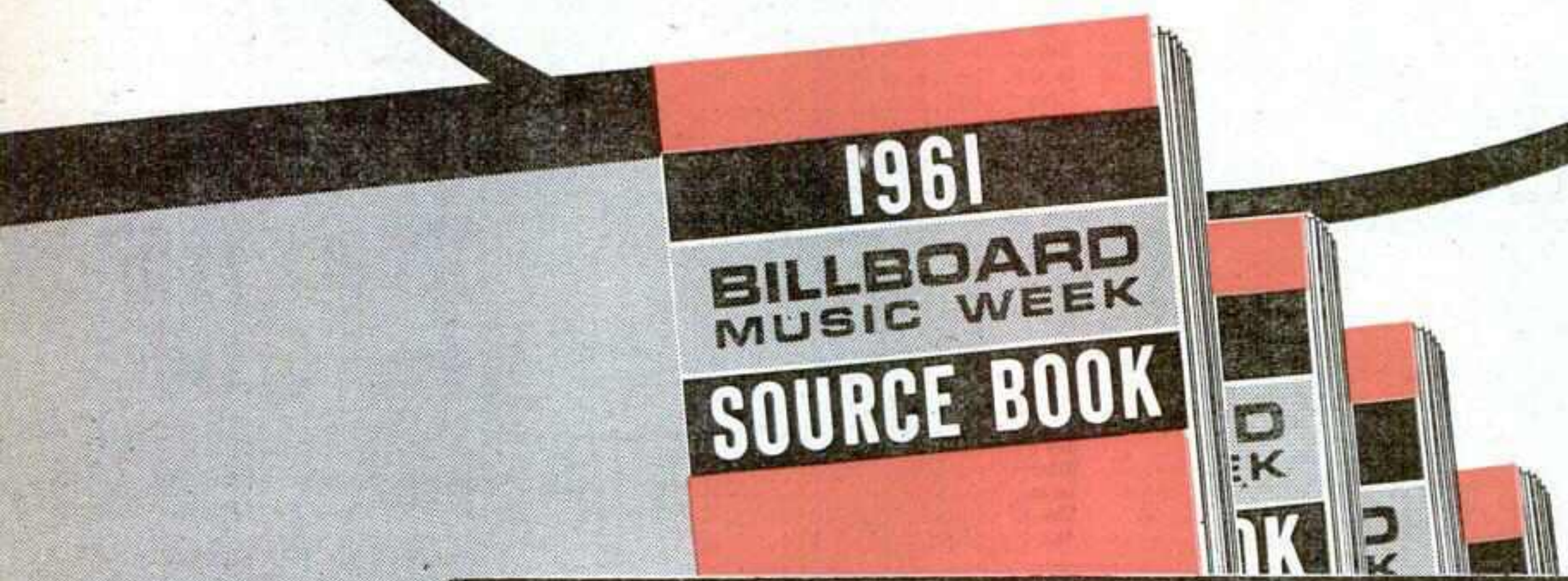


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# TV JOCKEY PROFILE

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

**SPIN TIME**

**Starring Jack Hilton**

**WGN-TV, Chicago**

Jack Hilton

"Spin Time," which celebrates its third anniversary May 6, 1961, is primarily directed at the college crowd. However, emsee Jack Hilton reports "Recent audience surveys indicate that in addition to definite adult appeal, the program is followed avidly by a large number of teen-agers, with ticket requests from the latter group received at a rate of 1,000 per week."

**Big-name guest artists, party games and novelty dances are featured in a night club setting. Dancers in the studio are limited (with rare exceptions) to young collegians and upper-class teens.**

In the beginning the musical emphasis was on jazz rather than rock and roll. However—as a result of the surveys indicating a sizable teen following—a proportionate amount of pop and rock and roll music is now programmed weekly, in addition to jazz and standards. Records played on the show are selected by Hilton, who also produces the program. Leroy Olliger, of WGN-TV, is director.

**According to Hilton—a junior at Northwestern University when he took over the show's emsee spot in 1958—"Spin Time" is currently the highest-rated dance show in the Chicago area.**

As an employee of the Pepsi-Cola General Bottlers, Inc., in Chicago (a "Spin Time" sponsor), Hilton also works in sales promotion and public relations specializing in the youth market. He has made over 450 personal appearances since the show first started—both on his own and in co-operation with Pepsi-Cola. Pepsi sponsors 30 minutes of the program. The remaining time is sold on a participation basis.

# R.&B. Rocks Big GAC Tour

NEW YORK — A heavily increased emphasis on rhythm and blues in the Hot 100 charts these days is reflected in the talent line-up for the spring 1961 edition of GAC Super's "Biggest Show of Stars" one-nighter tour.

Irvin Feld of GAC-Super announced the six-week tour last week. Feld said the trek would kick off Saturday, April 2, spotlighting such talent as Fats Domino, the Shirelles, Chubby Checker, the Shells, the Drifters, Ben E. King, Bo Diddley, Chuck Jackson and Paul Williams' band. Harold Cromer is emsee. The tour will encompass several Canadian dates in addition to those in the States.

# CFTO-TV Prexy Hits AFM Policies

TORONTO — The American Federation of Musicians was blamed here by Joel Alfred, CFTO-TV president, with throwing a serious roadblock into the syndication of musical programs over independent TV stations.

He said the Federation had a different agreement with the Canadian Broadcasting Corporation than it had with private stations. This was to the advantage of the network.

Alfred also said that the CBC could put a musical program over its 40 stations at a cost of $200 for musicians, while a private station would have to pay $1,300 for the same musicians over eight stations. He said the CBC's agreement with the Federation guaranteed Canadian musicians $5 million in work a year.

# *LITTLE BULL GOES LONG WAY FOR KTKT'S JOCKS*

NEW YORK — The trend toward rougher and rougher promotional stunts by disk jockeys was topped—at least momentarily—last week when six deejays of KTKT, Tucson, Ariz., entered the bull-fighting ring at Nogales Sonora, Mexico.

The station shelled out $280 per jockey for insurance, since the spinners were actually pitted against two bulls—baby bulls, yes, with sizable horns and each weighing about 600 pounds. The brave deejays were Program Director Guy Williams, Dave Nelson, Frank Kalil, Lee Smith, Bobby Dean, Jerry Stowe and Robert E. Lee.

Altho Nelson suffered a cut hand from one of the bull's horns and Williams was bruised when a bull chased him behind a barricade, the stunt paid off with new advertising for KTKT. For the first time, KTKT has signed Mexican sponsors —the Caverns Cafe and Arena Hotel in Nogales Sonora, and, of course, the bull ring. "It was a switch to see the bull throw the disk jockeys," said Williams, "and a good time was had by all, including the bulls, because the jocks didn't kill them. But I wouldn't do it again."

# PROGRAMMING PANEL

## THE QUESTION

**What kind of special information (aside from regular label copy) do you want on singles and how do you like to receive it? (Submitted by Peggy Joy of Joy Records).**

## THE ANSWERS

**JERRY SANDERS**
**WCHN, Norwich, N. Y.**

Record companies should issue cards, similar to the bubblegum baseball players cards. These would be identification cards, with vital data, artists' age, etc. This could really start a fad among card collectors and also could be filed by individual radio stations and "pulled" along with the artist's records, so deejays would have something to refer to when ad-libbing.

**AL TRILLING**
**Music Manager**
**WNEW, New York**

When there is something really exciting (say, about a new artist) we would like it in an insert. We use our own record sleeves, so we have no feelings about the commercial sleeves. We feel most strongly about the difficulty of reading all the pertinent information on many of the labels. Could I put in a plug for complete legibility—good contrast between the print and the color of the background—the largest, simplest print. This goes for LP's too.

**PAUL COBURN**
**Music Director-Deejay**
**KWIC, Salt Lake City**

For the current chart material by the teenagers no special information please. Likewise for the "old guard" such as Sinatra or Boone. What is there to say? However for new significant "quality" talent such as Adam Wade I would be interested in age, education, experience, credits such as TV or Broadway—anything unusual. Instead of jacket or inserts which become torn and lost, a gum strip pasted on the label for permanence.

**PAT HARVEY**
**WGEM, Quincy, Ill.**

When obviously needed I would like pronunciation of new artists' names—Sedaka, etc.—inserted with disks and released as part of record info to newswires weekly. Suggest also in event music is based on previously written score such as an opera or other classic—that complete info concerning source be imprinted on record label.

# VOX JOX

By JUNE BUNDY

**GIMMIX:** Station WINS, New York, is asking its listeners to guess exactly how long it will take the 1961 St. Patrick's Day Parade to pass the reviewing stand March 17. Dialer submitting the closest guess will win a pedigreed Irish Setter puppy.... **Buddy Deane,** WJZ-TV, Baltimore, started a new feature February 24—a "Teen Panel," which discusses current teen-age problems on the show. The 10-minute feature will be spotlighted by Deane every other Friday.

**RECESION CONTEST: The recent recession cloud had a silver promotional lining for KALL, Salt Lake City, which launched a new contest tagged "KALL's Concession to the Recession." Random names are culled from the phone book and announced on the air. When the person named calls the station, a KALL jock picks an envelope from the station's "recession bag" and reads its contents. The envelopes contain such rewarding messages as "Pay the light bill for a month" and "Pay the rent bill for a month."**

**THIS 'N' THAT: Les Malloy,** KWKW, Pasadena, Calif., is teaching his Spanish-speaking listeners English by playing **Mitch Miller's** "Sing-A-Long" LP's. Before he plays a side, he reads the lyrics phonetically.... **Phil McClure,** WVLK, Lexington, Ky., is the top-rated (Pulse) deejay in his area with a 43 per cent share of audience in his 3-6 p.m. Monday through Saturday time period. He also emsees two weekly record hops—a Pepsi-Cola dance part on Friday nights and an ice skate hop on Saturday afternoon. Both hops are aired by WVLK.

**HOUGH HIGH ON HOG: Bob Adkins, KNEW, Spokane, writes: "We really created a lot of talk with this Ground Hog Day bit. Had our afternoon man, Bubblehead Hough, interview the ground hog to see if he saw his shadow. We built it up with tape interview of Hough in near-by cave with tape recorder, climaxing with terrible growling-screams as though hog had devoured Hough. Played it on my show in the morning and it was really well received. Got a lot of mail and talk about it. Some idiots really thought it happened."**

**Joe Dine,** formerly press department director at NBC and more recently head of his own public relations office, has joined CBS News, New York, as director of information and special services for the network.... **Bud Wendell,** program director of KYW, Cleveland, has been named co-ordinator of nighttime programs for the Westinghouse Broadcasting Company. He will headquarter in Cleveland, while traveling the WBC station markets.... Station KRBE-FM, Houston, has joined the QXR network as its 35th affiliate.

**STORZ GOES SOUTH: The Storz Broadcasting chain is moving its home office from Omaha to Miami Beach which will be extensively remodelled and which will serve as national headquarters and recording studios for the chain. Storz Miami Station WXAM will continue to operate from its present offices. Storz no longer operates a radio station in Omaha, having sold KOWH there several years ago. The exact date of the move is not set yet, but prexy Todd Storz reports that most of the home office personnel will be transferred from Omaha to to Miami Beach, and some additional personnel will be hired in Florida.**

**CHANGE OF THEME:** Veteran deejay-band leader **Ted Steele,** has been upped from general manager of WNTA and WNTA-TV, Newark, N. J., to vice-president, in charge of the National Telefilm properties. Steele will continue to host his nightly "Dance Party" and "Don't Call Us," a quiz show, on WNTA-TV.

**George Sheridan has joined WBNX, New York, in the midnight to 6:30 a.m. time slot.... Ray Wampler, a 15-year veteran of the engineering staff at KQV, Pittsburgh, has been named studio supervisor, succeeding Arthur Sterman, who has moved to KABC, Duluth, Minn., as director of operations. In his new post, reports Rose, "I will be picking all the music here, taking care of the programming chores and eventually get back to my first love—being on the air. WEBC is a swinging Top 40 operation—a solid No. 1 in the market."**

**Jim Wood,** ex-WIBG, Philadelphia, and **Doug Don,** ex-WILS, Lansing, Mich., have joined WSPD, Toledo, a Storer station.... **Dale Jackson,** continuity supervisor at KDKA, Pittsburgh, since he joined the outlet as a writer in 1940, is retiring this month.... New staffer at WSIX, Nashville, is **Bob Terry,** formerly with WKY, Evansville, Ind., in the 7 p.m. Monday through Saturday time slot. **Dave Harper,** ex-KRCT, Houston, now emsees "Musical Potpourri" at KQRO, Dallas, a variety program. **Carroll James,** whose radio trade-mark is "C. J. Your D. J.," joins WWDC, Washington, this week in the 4-8 time period. More than 50 deejays auditioned for the show. Carroll formerly served with WTAR, Norfolk.

**TEXAS: Scott Boxon, formerly with KFMK-FM, and KTRH-FM, Houston, has joined KRBE-FM, same city.... New program manager of WFAA, Dallas, is Pierce Allman.... Murphy Martin has also joined WFAA as host on "Nightwatch," Tuesdays and Thursdays.... George Lester is leaving KTSA, San Antonio, to join KOL, Seattle.... New early morning jock at KILT, Houston, is John Trotter, a veteran of 20 years in radio.... Jim Jefferies, one-time writer for Garry Moore, has taken over the "Happiness Home" program on KXYZ, Houston.**

New line-up of spinners at WHAT-FM, Philadelphia, where the broadcast day is devoted exclusively to modern jazz, has **Ted Arnold** starting at 6 a.m. to 11; **Gene Shay** from 11 to 5 p.m.; **Sid Mark** from 5 to 11 p.m., and **Chuck Sherman** taking it from 11 to 1 a.m. in addition to a Sunday stint from noon to 6 p.m.... **Jack Rattigen,** disk jockey of WRCV, Philadelphia, makes his TV bow as host of the "Meet Your Neighbor" weekly show on the sister station WRCV-TV.

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# 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.

**PAUL ANKA:** Billboard Music Week considers Paul Anka's new release, I'm Just A Fool Anyway b/w Tonight, My Love, Tonight, "his best sides in recent months." First side is a bright new tune written by the versatile singer-composer-actor. Flip is based on a clasical melody with Latin flavor. Paul opens at the Fontainebleau in Miami Beach, April 1, and Blinstrub's in Boston, April 24.

**BROOK BENTON,** whose singing showmanship has made him a consistent chart contender, is in the hit-maker groove with his new ones, For My Baby, a medium-tempo item which Benton sings with charm, b/w Think Twice, a tender ballad. Both moved up on the Hot 100 this week. Brook's million sellers, It's Just A Matter Of Time, So Many Ways and Baby (with Dinah Washington), are packaged in the Mercury album, Brook Benton Golden Hits.

**TERESA BREWER,** pint-sized, big-voiced mother of four, belts out another potential hit on Coral Records, Whip-Poor-Will. Teresa, who started singing when she was two and toured with the Major Bowes Amateur Hour, makes an appearance on Ed Sullivan's TVer April 30.

**BIRTHDAYS OF THE WEEK:** March 8, Dick Hyman. March 10, Jehtro (Homer & Jethro). March 11, Mercer Ellington, Lawrence Welk. March 12, Gordon MacRae, Paul Weston.

**FLOYD CRAMER** pops into Billboard Music Week's Hot 100 this week as a fast-climbing Star Performer via his newest, On The Rebound . . . he sure is! Flip side, Mood Indigo, is also getting chart action. Floyd is living up to his title "Most Promising Solo Instrumentalist" in Billboard's recent Deejay Poll. It all started for Floyd with Last Date.

**TENNESSEE ERNIE FORD** has an impressive new release, Dark As A Dungeon, in the order of his million-seller hit, 16 tons. He tells of the tale of a miner's life with feeling . . . a Billboard Music Week Spotlight Winner.

**WANDA JACKSON,** 20-year-old singer from Oklahoma City, is on the scene with a new Capitol Records' single, Riot In Cell Block Number Nine, a wild rocker in the blues tradition. It's an old tune by Leiber and Stoller, the hot songwriting team. Flip side is Little Charm Bracelet, a neat, medium-tempo tune.

**SONNY JAMES** of Young Love fame makes his bow on RCA Victor with Apache, the first vocal version of the current instrumental hit. Chet Atkins produced the side in Nashville and Billboard Music Week rates it a Spotlight Winner.

**GENE McDANIELS** digs 100 Lbs. Of Clay . . . that's his new Liberty release and it stacks up to be a sharp piece of material sung by the new artist against a good arrangement featuring strings with a bit of an inspirational touch. Gene, the son of a minister, claims his style is based on equal parts of Gospel music and the early recordings of Ella Fitzgerald and Frank Sinatra. Can't get much better instruction!

**PROGRAMMING 1960's GOLD ALBUMS:** The Record Industry Association of America has qualified 16 albums for Gold Record awards predicated on 1960 sales. To qualify, an album must have a minimum audited sale of 500,000. Columbia topped all by capturing seven awards; Capitol garnered five; RCA, three, and Dot, one. The Columbia albums included three of Mitch Miller's Singalongs, Johnny Mathis' Heavenly, Warm and Merry Christmas, the original cast of Sound Of Music. Capitol's included four by the Kingston Trio and Nat King Cole's Love Is The Thing. RCA's were Mario Lanza's Student Prince, 60 Years Of Music and Presley's Elvis. Dot's was Pat Boone's Pat's Greatest Hits. RIAA noted that this is the largest number of awards certified under RIAA since it began auditing record sales in 1958.

**HENRY MANCINI** should have another smash album for RCA, Mr. Lucky Goes Latin, his newest. On this new set Mancini, composer of the Mr. Lucky TV music as well as the Peter Gunn music, puts the accent on the Latin beat. Billboard Music Week rates it a Spotlight Pick. Mr. Mancini makes Northridge, California, his home with his wife, Virginia, and their three children.

**THE MODERN JAZZ QUARTET,** John Lewis, Milt Jackson, Percy Heath and Connie Kay, have, through their many European concert tours, done a great deal to spread American good will on that continent via their great American music, jazz. Atlantic Records has packaged their "European Concert" in a two-record album release titled The Modern Jazz Quartet European Concert.

**OVERTURE: AMERICAN MUSICAL THEATER** is the title of a new series of 4 albums produced by Time Records offering excellent Broadway Stage programming. They cover the musical theater beginning with 1924. Vol. I covers the period 1924-1935; Vol. II, 1935-1945; Vol. III, 1946-1952, and Vol. IV, 1953-1960 . . . in all 113 songs from 67 shows. Hugo Montenegro conducts the 70-piece orchestra for this "Musical Theater."

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

**BOBBY VEE** has a lot to smile about lately. The Rubber Ball lad has two new sides working for him on the Hot 100, Stayin' In, a hot rhythm item penned by John Loudermilk, and the flip, I Can Say, an effective dual-channeled chanting.

**PROMOTION DAYS & WEEKS:** March 6 is Independence Day in Gahana and the beginning of National Smile Week. March 7 is Town Meeting Day in Vermont. March 12 begins Girl Scout Week, National Want Ad Week, National Formfit Week and Jane Delano Day, founder of the American Red Cross.

This issue brings to an end my two years of writing DISCourse. On March 4 I left Billboard's employ to begin new activities in the music/record field. It has been my pleasure to act on Billboard's behalf in providing you with this lively programming chatter. Next week's issue will introduce you to the capable pen of **Dennis Hyland.**

**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**

A CITY GIRL STOLE MY COUNTRY BOY—Patti Page ..... Mercury
BLUE MOON—The Marcels ..... Colpix
HAPPY BIRTHDAY BLUES—Kathy Young ..... Indigo
HEART OVER MIND—Ray Price ..... Columbia
JANINE—Al Hirt ..... RCA Victor
JUST FOR OLD-TIMES' SAKE—McGuire Sisters ..... Coral
KATHY—The Innocents ..... Indigo
LOVE THEME FROM ONE-EYED JACKS—Ferrante and Teicher ..... United Artists
MY THREE SONS—Bob Moore ..... Monument
ONE MINT JULEP—Ray Charles ..... Impulse

**ALBUMS**

YOU CAN HAVE HER—Roy Hamilton ..... Epic

*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**

Radio Station WJZZ-FM, Fairfield, Conn., is unique in the New York Metropolitan-Southern New England area. At 99.9 on the FM dial, WJZZ programs jazz exclusively during its 2 p.m. to 2 a.m. broadcasting day. Mike Lawless is manager of WJZZ. Jazz pianist-composer Dave Brubeck is its music director. The station with studios in Fairfield, is heard clearly in New York City, Northern New Jersey, suburban New York, Connecticut and Southern Massachusetts.

Its present 12-hour broadcasting day is an increase of two hours over WJZZ's initial broadcasting hours when it went on the air in October 1960. WJZZ's owner, Kenneth M. Cooper, forecasts around-the-clock jazz programming in the near future.

WJZZ Music Director Brubeck says the station's music policy is strictly LP in content with the emphasis on modern jazz. WJZZ Director Lawless, comments "WJZZ is unique in this area . . . not in the sense to be different, but a station devoted to jazz, a solely American art form that has been seriously neglected by most information and entertainment media." WJZZ Vice-President John Metts, estimates that there's a potential FM audience of around 3 million homes for WJZZ's programming. Metts expects it will be several more months before the station is rated or before final market data is compiled.

**WJZZ, The Program Breakdown—Seven Days Per Week**

**2 p.m. "Sound of the Big Bands." Harry Downie.** Features big bands only.

**3 p.m. "Lawless at Large." Mike Lawless.** Small groups, big bands and vocals, mixed.

**6 p.m. "Turks Works." Al Turk.** One big band and one small group.

**7 p.m. "Dreamsville." Frank Delfino.** As the show title implies, soft-lush, gently swinging.

**8 p.m. "Cutting's Corner." Phil Cutting.** Mixed format. Balanced. (1st hour—Blues exclusively).

**11 p.m. "The Late Lawless at Large." Mike Lawless.** Mixture of big bands, small groups and singers who have the jazz message. Tempo decreases as broadcast day tapers out.

**2 a.m. Sign off.**

According to Director Lawless, the station doesn't neglect the bands of the '40's in its tendency to emphasize the modern. Ellington, Basie, Henderson, Goodman, Shaw, Lunceford, and the like, are given a good play along with the bands of the '30's and artists who have since progressed (grown with the music), such as Coleman Hawkins, Webster, Hines and the late Lester Young, to name a few.

Music Director Brubeck says that as a rule the station doesn't program albums in their entirety. One exception would be a special lengthy work on two sides of an LP, such as "Kansas City Suite," played by the Basie Band and written by Benny Carter. More often, a listener will hear 10 minutes of one LP, followed by 10 minutes of a second LP, followed by a third, to complete the half hour (roughly) segments that the stations operates with. Only if the LP is an album of exceptional merit will it be heard twice in a half hour segment. In which case, it would take the place of the third LP mentioned above. There are definite rules at WJZZ against programming one LP for 20 minutes straight.

Another rule, of which there are few, is that there must be at least two instrumentals to every vocal. Often, though, there will be as many as four instrumentals to a vocal because it seems there are just not enough good jazz vocalists to go around.

WJZZ Librarian Phil Cutting estimates the station uses about 190 albums per week, drawing from a fairly large jazz library of 3,000 albums. Cutting feels there's a need for a constant supply of new material to be appraised—the best picked for air use.

All WJZZ promotion stresses quality, all-jazz, LP programming. Promotion is by AM radio, trades, New York City newspapers and smaller newspapers in the WJZZ area. WJZZ's sister station WICC-AM (Southern Connecticut-suburban New York) broadcasts regular spot announcements about WJZZ's programming highlights. New York City newspapers—particularly the Times and Tribune, have been especially kind to WJZZ-FM, according it generous coverage when the station went on the air and later, listings of WJZZ's dial setting. Several papers list program highlights. Again, jazz, quality and LP programming are stressed. Heavy mail indicates that listeners are anxious to receive a WJZZ program guide. This is being prepared, and in the near future will be available on request.

The Dave Brubeck show is heard every Friday between 8 and 9 p.m. On the show, Dave plays and analyzes his own music and the music of his jazz contemporaries. He has brought noted guests to his show, including jazz critic John Hammond bassist-french horn artist. Willie Ruff, (dicussing Jazz Behind the Iron Curtain), Sarah Vaughn and Dave's brother Howard, who recently flew East to aid Dave in the orchestrations of an original jazz ballet. The Brubeck show is a highlight of WJZZ's programming, and promises to present interesting and informative guests from the jazz world on future shows. Here, many new LP artists' works are examined in depth by Brubeck.

Kenneth Cooper, president of Connecticut-New York Broadcasters, Inc., owner of WJZZ-FM, has these thoughts on his new venture:

"Why an all-jazz FM station? WJZZ's programming is filling a void. The top 40's, the fabulous 50's, the elegant 80's cannot be the answer to musical entertainment on the AM and FM bands. Surely this format radio cannot appeal to the listener who has a dram of intelligence—the person who thinks for himself, be it the clothes he buys, the clubs he frequents, or the ski slopes he climbs.

*(Continued on page 53)*

# Music Slated for Big Role In Int. Telemeter Pay-TV

NEW YORK—Music will plan n important role in pay TV, judg- ng by the new programming lined ip by International Telemeter, pay livision of Paramount Pictures Corporation, Toronto.

The line-up spotlights Patricia Neway in Gian-Carlo Menotti's opra "The Consul" starting March 6; a "live" telemetercast of Carol Channing's hit musical "Show Girl" direct from its Broadway theater April 2; and "An Evening With Edith Piaf in Paris," taped at the Olympia Theater in Paris, starting May 4. Also scheduled is the off-Broadway hit drama, "Hedda Gabler" starring Anne Meachem, beginning April 20.

"The first phase of the development of Telemeter—technical field testing of the system on a large scale—has been completed," said International Telemeter President Louis A. Novins. "We are now moving into the second phase—the extension of programming." The first of the specially produced pay-TV shows was "An Evening With Bob Newhart." Some 6,000 Toronto families subscribe to Telemeter, which charges $1.50 per program.

## NBC'S WNBC DROPS 'STRINGS,' SWINGS TO POP

NEW YORK—NBC's flagship here, WNBC, is dropping its "wall to wall" sweet-stringed music policy in favor of a broader format featuring more pop hits, including even an occasional rock and roll record if it's not too raucous.

The move is of particular interest to the record industry, since it may very well indicate that other owned-and-operated NBC stations (also heretofore on "wall to wall" formats) across the country will shortly follow suit, thereby offering additional exposure outlets for current pop releases.

## PROGRAMMING TIP OF THE WEEK

Station KQV, Pittsburgh, pulled 3,000 letters in four days recently on a Nat King Cole contest. Dialers were asked by deejay Henry DaBecco the number of Cole records that had been sold through the years.

Cole himself made the trek to Pittsburgh to participate in the promotion. Winner was treated to a night out at a local night club, the Twin Coaches, by program director Drury, DaBecco and Cole. The winning estimate was 54,378,000 disks. Actual count of Cole disks sold by Capitol was over 54,376,000.

## WITH THE COUNTRY JOCKEYS

**Bill Nelson, now offering 17 hours of c.&w. music a week on KODL, The Dalles, Ore., puts in a plea for new releases. He also requests tapes from artists explaining in their own words how important cards and letters are to "The Bill Nelson Show" and to country and western music in general. . . . Bill Anderson typewrites that he's getting good response to his tune, "The Hand That Held the Hand," recorded on Decca by Lewis Pruitt. Deejays who may have been missed in the mailing may obtain a sample by writing to Bill Downer, Champion Music, 445 Park Avenue, New York 22. Downer also has samples available on "One Heartache at a Time," by Johnnie Humbird on Columbia, and "Sleep, Baby, Sleep," by Connie Hall on Decca.**

**Jack Morris,** early morning man at KFOX, Long Beach, Calif., and bossman at Toppa Records, 729 Park Avenue, Covina, Calif., says his label boasts some excellent sounds these days and that he'll be happy to service all jocks who'll drop him a line. . . . A happy note comes from **Biff Collie,** KFOX country music spinner, who reveals that his wife **Shirley,** heard on the Liberty label, is mending nicely from a recent operation which had the doctor putting a floating kidney back where in belonged.

**Lucille (Perunia) Gallion, now in her 16th year of spinning country records on WLOG, Logan, W. Va., says she always gives a fair shake to c.&w. deejay samples sent her way. . . . Bob Dodson, country music director at KURV, Edinburg, Tex., typewrites, to wit: "Thanks so much for the publicity on our recent change-over to the country and western format. The publicity helped tremendously in obtaining records from the various companies and artists. Beginning March 22 we will be doing a remote broadcast for six days from the Rio Grande Valley Livestock Show in Mercedes, Tex. Our booth will be decorated in a country and western theme, and we are in need of photos of c.&w. artists, album covers and anything else pertaining to country and western music. This show attracts over a half million people each year. Country music is going over in a big way in South Texas."**

"We have started a country and western show with the accent on the so-called hillbilly sound," writes **George Spelman,** program director at WILM, Wilmington, Del. "This is not a slam," continues Spelman, "it just seems that our audience would rather hear a country sound than a western song. We are programming an hour and a half every Saturday night and are going to increase it until we have at least five hours every Saturday. As is the usual case, we were in no way prepared for the terrific reaction from both listeners and sponsors. We are the only station in the area that took the chance, and we are happy. Our library is short on the current releases and we would appreciate being put on the mailing lists of the record companies that put out c.&w. records. I'll keep you posted on the reaction in this area."

**Jimmy Work, president of All Records, 14188 E. Close Street, infos that he plans to release country records on his label soon. He is anxious to hear from c.&w. jockeys who are in need of service on releases. . . . Jim Whitlock, the Singing Cherokee of Station KBUB, Sparks, Nev., says he'd like to hear from record firms and artists who would like to have their platters played in the Reno, Nev., area. Address him: Station KBUB, Box 1270, Sparks, Nev.**


STATION SUBSCRIBERS

THAT'S ACCEPTANCE!

On June 27, RSI announced a new service for radio and television stations that play records:

Ten new singles each week . . . Billboard Music Week "Spotlight Winners"—the best of the new releases as selected by Billboard Music Week.

In five months, over 572 stations—from every section of the United States and Canada—subscribed to RSI. This swift acceptance is an accurate measure of the great value broadcasters place on this unique record service.

AND IT IS A GREAT VALUE.✱✱✱ RSI SUBSCRIBERS GET THE BEST OF THE NEW RELEASES✱THEY GET THEM FASTER✱THEY GET THEM AT A LOWER PRICE ✱AND THEY GET THEM WITH AN UNCONDITIONAL GUARANTEE OF COMPLETE SATISFACTION!

*Six Record and Album Services Available*

If you play records — and you're not yet a subscriber — you owe it to yourself to look into the many record services stations have asked RSI to provide. For today, in addition to the "Hot 100," you can get weekly "Easy Listening" and "Country Music" singles from RSI . . . new monthly popular and classical albums . . . an LP Catalog Album service.

Write to Hal Cook for the full story. No obligation, of course. Just a wonderful opportunity to find out how you can get better records — faster and cheaper. Write today.

RSI

Record Source, Inc.
333 East 46th Street
New York 17, N. Y.
Telephone: YUkon 6-0155

*Hal B. Cook Executive Director*


## 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.

### THE LIMELIGHTERS

The newest group to hit on the album scene is RCA Victor's recording artists called the Limelighters. The boys are Lou Gottlieb, bass player and the group's comic spokesman; Glenn Yarbrough, classical guitarist and lyric tenor, and Alex Hassilev, guitar and banjo-playing baritone.

Before their merger in Los Angeles, each had worked as a single supper club acts. Gottlieb organized the trio as the Limelighters and they soon began a tour of successful club appearances. Although together for only a little more than a year, they have appeared on many network TV shows, on a national tour with comedian Mort Sahl and in many top night spots.

The LP to bring the group into the recording spotlight is RCA Victor's "Tonight in Person." The boys also have an earlier LP titled The Limelighters on the Elektra label and this week they have their first single release for RCA Victor, "A Dollar Down" b/w "When Twice the Moon Has Come and Gone."

### PAUL DINO

Promo recording artist, Paul Dino, was born March 2, 1939. He began singing in high school in the glee club and at dances and private parties.

Upon graduating from high school Dino went to barber school. But he didn't last long in that profession. One day he was fired for listening to rock 'n' roll music while trving to cut a customer's hair. From then on music became his career.

Dino auditioned at Promo for Bill Lasly, who signed him to a contract. The result was his current hit disk, "Ginnie Bell."

His hobbies are boxing, golf and farming. Dino has made many personal appearances in theaters and at record hops. The chanter is presently making club appearances. This versatile new artist plays the sax, piano, drums, accordion and is a songwriter (wrote "Ginnie Bell") and arranger.

## 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.

### POP—5 Years Ago

MARCH 10, 1956

1. Lisbon Antigua, Nelson Riddle, Capitol
2. Rock & Roll Waltz, Kay Starr, RCA Victor
3. Poor People of Paris, Les Baxter, Capitol
4. No, Not Much, Four Lads, Columbia
5. Great Pretender, Platters, Mercury
6. See You Later, Alligator, Bill Haley & the Comets, Decca
7. I'll Be Home, Pat Boone, Dot
8. Memories Are Made of This, Dean Martin, Capitol
9. Why Do Fools Fall in Love, Frankie Lymon, Gee
10. Band of Gold, Don Cherry, Columbia

### POP—10 Years Ago

MARCH 10, 1951

1. Be My Love, Mario Lanza, RCA Victor
2. If, Perry Como, RCA Victor
3. My Heart Cries for You, Guy Mitchell & Mitch Miller, Columbia
4. Tennessee Waltz, Patti Page, Mercury
5. Aba Daba Honeymoon, Debbie Reynolds & Carleton Carpenter, MGM
6. You're Just In Love, Perry Como & the Fontane Sisters, RCA Victor
7. Mockin' Bird Hill, Les Paul & Mary Ford, Capitol
8. Would I Love You, Patti Page, Mercury
9. Roving Kind, Guy Mitchell & Mitch Miller, Columbia
10. I Taut I Taw a Puddy Tat, Mel Blanc, Capitol

### ROCK & ROLL

5 Years Ago

MARCH 10, 1956

1. Great Pretender, Platters, Mercury
2. Why Do Fools Fall in Love, Frankie Lymon and the Teenagers, Gee
3. Drown in My Own Tears, Ray Charles, Atlantic
4. Tutti Frutti, Little Richard, Specialty
5. Speedo, Cadillacs, Josie
6. Eddie My Love, Teen Queens, RPM
7. Devil or Angel, Clovers, Atlantic
8. Bo Weevil, Fats Domino, Imperial
9. Ain't That Lovin' You, Baby, Jimmy Reed, Vee-Jay
10. Seven Days, Clyde McPhatter and the Drifters, Atlantic

## ANNETTE FILM PROMOS READY

NEW YORK — Walt Disney Productions has completed the filming of six individual film strips to promote six of the tunes from Vista Records' "Dance Annette" album. The segments are being offered for TV play on teen-type record and dance shows, and may be used either individually or as a 20-minute short. One of the features of the film is Annette's singing and dancing demonstration of "The Glide."

# Bell Sound Uncorks Unique Dealer-Customer Components Sales Plan; Feature Home Demo

By REN GREVATT

COLUMBUS, Ohio—Bell Sound Division of Thompson Ramo Woolridge, Inc., has unveiled a unique sales plan for the firm's complete line of components. The plan embodies a portable stereo demonstrator unit and direct mail promotion, and gives dealers an opportunity to go to a prospect's home to demonstrate stereo in their own living room.

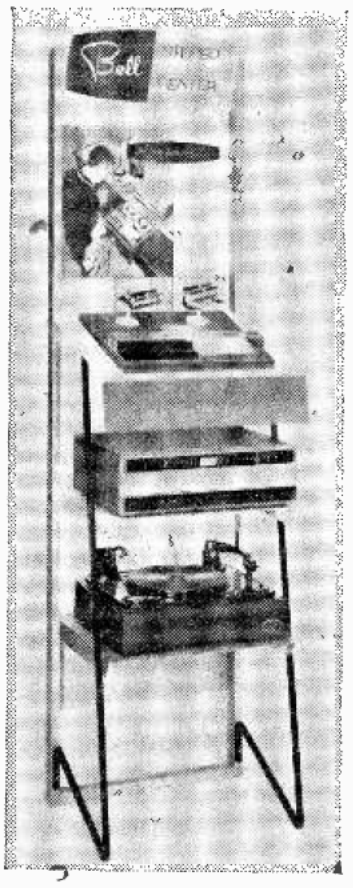
The plan is the brain child of Andy Lorant, director of advertising and promotion for Bell, who explained: "We found that much of our so-called co-op advertising money was being wasted in ineffective promotion. After all, newspaper ads constitute promotion of a buckshot nature. So we decided to substitute a highly personalized approach."

Lorant pointed out that the Bell program brings dealers 100 per cent into the sales picture, whereas certain other house-to-house sales operations now in effect by other manufacturers give the dealer only a token participation.

Bell had developed a portable unit including an amplifier plus twin speaker, one of which is detachable from the basic unit. This unit was devised for use of Bell distributor salesmen in selling dealers on the Bell line of components. Bell switched to two-step distribution in May 1960.

It was then decided that dealers, too, by purchasing one of the portable units, would have a ready-made apparatus for demonstrating stereo in the homes of prospects, simply by using the handy demo unit, plus a Bell tape transport.

"But the dealer had to have some way of knowing who his prime prospects were," explained Lorant. "So we came up with our direct mail idea as a substitute for co-op newspaper advertising. All a dealer needs to get in on this plan is to have one of our portable demo units and one of our floor "stereo sound center" display units (see illustration). The latter he can acquire with his first order for our equipment.



BELL SOUND'S handy "stereo sound center" occupies only two square feet of floor space, yet makes an effective visual presentation of Bell stereo equipment. Bell makes available all components necessary for stereo reproduction but the disk changer, hence a Garrard unit is shown here.

We offer the dealer a personalized direct mailing to up to 200 of his best prospects. He provides us with the names and we make the mailing, which consists of a letter about stereo from our president, Ken Bishop; a copy of John Conly's booklet, "All About Stereo," and a reply card directed to Mr. Bishop. We give the prospect three questions to answer by yes or no, on the card. The last of these has to do with whether he would like a stereo demonstration in the dealer's store or in his home. We also type the dealer's name and address right into the letter.

The cards are returned to us for checking and screening so we can have an idea of how well these mailings are working. Then the cards are turned back to the distributor salesman and then to the dealer. Those who have asked for a demonstration in the home can be followed up at once by the dealer. If the dealer happens to carry records, this certainly gives him a chance to not only sell the component equipment but to make a record customer as well."

The salesmen working for the new line-up of Bell distributors across the nation are also given certain bonus incentives for getting the dealer's mailing list together. The distributors participate in the cost of the mailings. "It costs us almost 25 cents to get each mailing piece in a home, but we feel the personal direct mail approach will prove far more effective than the general run of newspaper ads.

An interesting aspect of the plan is the fact that the stereo demo unit, containing the stereo amplifier and matched speaker compartments, can also be sold to the customer. It's emphasized that jacks in the rear of the unit make it possible to make pickups from tape decks, record players, AM-FM tuners or a microphone (for use as a PA system).

Lorant said that the program has just been kicked off with high hopes for proving out the theory that direct mail will pay out. He added that the direct dealer participation is regarded as a vital part of the expected success of the plan.

# Cap Invades Electronics; Buys Mfrs.; Forms Subsid

• *Continued from page 1*

sidiary firm, Bonbright named Bruce Rozet as EMI-U.S. vice-president and general manager.

EMI-U.S. will have four divisions: Broadcast Division, to market studio equipment, professional tape recorders and related equipment; Magnetic Tape, to market video, audio and instrumentation tape lines; Electronic Tube, to manufacture and market a complete line of high-performance electron tubes and microwave instrumentation, including photomultipliers, klystrons, traveling-wave tubes, camera pick-up tubes, cathode ray and storage tubes; Consumer Products Division, to manufacture and market electronic products for home use. While the type of home equipment was not specified at this time, there is strong speculation that a tape recorder line would be among the first products to be introduced by this division.

Bonbright hailed the formation of EMI-U.S. and the acquisition of the two eletctronic firms as "significant steps in our company's forward progress. Capitol's move into the electronic field . . . allows us to diversify our present activities by entering into an area that is closely related to our primary business and one in which EMI, our parent company, has already established pre-eminence as a pioneer and as a major force in the total area of research and development."

EMI-U.S. will exhibit its wares at the Institute of Radio Engineers Trade Show in New York this month and in May at the National Association of Broadcasters Convention in Washington.

# Denmark's Stereo Given Large-Scale Promotional Push

COPENHAGEN—A serious effort is being made here to introduce stereo, and it's largely due to the Philips firm. Philips is now using a large amount of newspaper space for plugging its stereo sets. It is also providing dealers with means of running similar ads of smaller format, as well as material for elaborate window displays.

Many retailers have now installed booths where stereo and other special platters can be auditioned, and many distributors have issued catalogs and pamphlets listing classical, pop and jazz stereo platters of various labels.

Nordisk Polyphon is providing dealers with a catalog, made up by Deutsche Grammophon, which lists operas, classics and other categories of stereo platters. The firm has also sent out publicity material on more popular items, such as its "Star Parade," which offers pop stereo platter bearing the Polydor label, as well as a "Decca" catalog titled: "Great Artists, Your Guests."

# Clairtone Eyes Hi-Fi Consoles Market in U. S.

TORONTO — Clairtone Sound Corporation, which achieved an average monthly gross sales of $300,000 in 1960 after only two years in business, now plans to export its stereo high-fidelity consoles to the United States. Offices have already been set up in New York, Chicago and Los Angeles and a heavy national advertising program is planned.

The firm is headed by Peter Munk, 33-year-old Canadian electronics engineer, and David Gilmour, 29, a well-known furniture and cabinet designer in the Dominion.

The firm is adding four new products, including two consoles, a complete chassis, and what is called "the world's first wireless, remote control for stereo," in addition to the original three models on which it built its Canadian business, as a part of its debut in the U. S. market. Already, the firm has established sales beachheads in various U. S. department stores and plans are to substantially broaden this distribution.

The remote control unit enables the owner to control his stereo set in terms of volume, balance of channels and turning the set on and off, from any part of his home. The line is also featuring what is called, "cycloramic sound," in which sound is said to emanate clearly and evenly in a full periphery around the set. U. S. public relations for Clairtone is being handled by Richard B. Gersh.

# 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 $401 AND $500

| RANK | BRAND | % OF TOTAL POINTS |
|---|---|---|
| 1 | Magnavox | 47.0 |
| 2 | Zenith | 11.7 |
| 3 | Pilot | 7.8 |
| 3 | Fisher | 7.8 |
| 3 | RCA Victor | 7.8 |
| 6 | Motorola | 6.2 |
| 7 | Harmon-Kardon | 3.9 |
| | Others | 7.8 |

## 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

***HAPPY BIRTHDAY BLUES . . . . . Kathy Young and the Innocents**
(Blue Indigo) Indigo 115

**PLEASE LOVE ME FOREVER . . . . . Cathy Jean and the Roomates**
(Ricki, BMI) Valmor 007

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

**ONCE UPON A TIME . . . . . Rochell and the Candles**
(Michele, BMI) Swingin' 623

**WATUSI . . . . . Vibrations**
(Arc, BMI) Checker 969

***ON THE REBOUND . . . . . Floyd Cramer**
(Cigma, BMI) RCA Victor 7840

### C&W

***KISSING MY PILLOW . . . . . Rose Maddox**
(Central Songs, BMI) Capitol 4487

### R&B

**DEDICATED TO THE ONE I LOVE . . . . . Shirelles**
(Armo, BMI) Scepter 1203

## HI-FI MAKERS SLATE CONFAB

NEW YORK — The Institute of High Fidelity Manufacturers has scheduled a special membership meeting for Friday, April 7. The conclave will take place at the Ambassador Hotel here. Abraham Schwartzman, executive administrator of the Institute, termed the meeting "very important," and urged 100 per cent attendance. He said that the agenda will be presented shortly.

# 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.

**20TH FOX**—Expires March 15, 1961. Started February 15, 1961.
Two-pocket album set dealer incentive plan. Monophonic: Dealer usually pays $4.94, under plan pays $3.09, to be sold at $4.98 receiving normal mark-up. Stereophonic: Dealer usually pays $6.18, under plan pays $7.71, to be sold at $5.98 receiving normal mark-up.

**DECCA**—Expires March 24, 1961. Started March 1, 1961.
"All Time Golden Favorites" incentive plan covering nine new releases and the six packages previously released in that series. Details can be obtained from Decca distributors. See current issue for details.

**ROULETTE**—Expires March 25, 1961. Started February 15, 1961.
Plan covers entire catalog. Details available from label's distributors.

**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.

**AUDIO FIDELITY**—Expires March 31, 1961. Started March 1, 1961.
"March New Release and Sales Program." Buy six LP's get one free on seven new March releases plus a 10 per cent dealer discount on four-track stereo master tapes. See pages 6 and 43, February 27 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.

**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.

**SPRING LP SALE**—For newly announced Spring LP Sale see page 1 story and Merchandising Section.

# Audio News Briefs

The new TV, and phono distributor for Sylvania Home Electronic Products in the Los Angeles areas is the **J. N. Ceazan Company.** In another West Coast move, the same corporation appointed **Roland H. Martin** as district sales manager in the San Francisco - Northwest area. **Harry H. Marco** succeeds Martin as manager of the San Francisco branch. **James M. Hudson** is the new district manager for Sylvania in Miami.

The Vega Electronics Coporation has named **Dr. S. C. Chao** as its new development senior product engineer.... Philco has issued a serviceman's guide to business identification and advertising. Purpose of the booklet is to aid and encourage independent servicemen to make better promotional use of the business - building opportunities that surround them.... Shure Brothers has promoted **Roger W. Ponto** to the distributor sales department.... **Lex Lawson** will represent the Voice of Music Corporation in the Southwest with headquarters in Dallas.

The Space-Tone Electronics Corporation, maker of high fidelity and stereo fidelity products for the consumer market, has acquired the Product and Industrial Engineering Company as a wholly owned subsidiary. . . . Shure Brothers has named **Donald H. Bitner** as regional distributor sales manager.... The Electronics Industries Association has been asked by the U. S. Office of Education to prepare a guidebook to familiarize school administrators and language teachers with the use of electronic devices in the teaching of languages.

*BELL RINGER*

# Special Phoning System Effective

MINNEAPOLIS — Marshall Baubaire, owner of Edina Record Center here, has built his telephone up to the point where it's virtually another salesman for the store. Customers have gotten in the habit of inquiring about records by phone, and Baubaire makes the most of these selling opportunities.

"This is one way of competing with the discounters," Baubaire noted. "If we can, we give the information right away. If not, we call 'em back as soon as possible."

In his office, Beaubaire has a series of hooks on the wall, arranged by distributors, to accommodate special telephone orders. As soon as the disk comes in from the distributor, the ticket on the hook is picked up and the customer called. The disk is then placed, with the customer's name attached to it, in a basket in front of the store for fast pickup when the buyer arrives.

Many of the callers become known to store personnel who will gladly charge the purchases. In the case of special order, less regular buyers are asked to leave a small depost before the order is placed.

# RETAILING PANEL
QUESTION

**What type of manufacturers' point-of-sale material is most useful?**

THE ANSWERS

**PAUL VILLA-LOBOS**
**Custom Classics, Inc.**
**Indio, Calif.**

Window display material, album covers and posters are the most helpful sales aids manufacturers provide. We particularly favor mobiles, as they are the most effective in stopping passers-by. Most important is that these feature top-selling artists and their current releases.

We rarely use material of an unknown artist, as names are still the top draw. Secondly, the material must be colorful. We get far more material than we can ever use, therefore we can be selective in what we use.

**GEORGE A. SILHA**
**The House of Music**
**Chicago**

Our most effective materials are consumer catalogs and window-display materials. The displays are especially effective for us as we have a lot of traffic going past our windows. An attractive window will pull people into the store. As far as catalogs go, we find that a lot of people like to take them home, browse through them, and then come in later and buy the records they want. Many people have become conditioned to catalogs from the literature mailed out by record clubs. We'll go as far as to give out a Schwann catalog to our better customers.

**DALE SHONROCK**
**Alexander's Stereo Shop**
**Chicago**

Advertising mats for use in neighborhood papers are excellent. Our big trouble, however, is that we don't get them until too late. Columbia, for example, has just sent us mats on its January release items. RCA Victor does an excelent job in this area. They make mats and other material available to us as soon as the new releases come out. Many of the big retailers run ads as soon as a new release item comes out, but for us smaller retailers it's not so easy. Another point-of-sale item that we like is the type of sampler record currently being put out by Medallion Records. It contains 12 selections from 12 of the label's new albums. We use this as a 99-cent leader with excellent sales results.

**WALTER SEMAGIN**
**The Record Shop**
**Buffalo**

Enlarged album covers, especially the ones with those fancy die-cuts, make the best display material for our purposes. The covers have to have a certain eye appeal, yet not too much. Some of the labels overdo it to the point where the covers become overwhelming and some are too big for windows. But covers well done, like Capitol's, we find are best for display.

# Close Inventory Control Hikes Dealer's Volume

BILLBOARD PROFIT TESTED POINTERS MUSIC WEEK

HIGHLAND PARK, Mich.—Much of the profit which the record and stereo equipment dealer can show is nullified by poor inventory control, in the opinion of Milt Keverson, of Uptown Radio Company here.

Thanks to a detailed inventory control system, Keverson has increased his turnover from four times a year to five, and has shown a 10 per cent better profit on exactly the same dollar volume in sales.

"We thought that we were too busy for such a system," Keverson said. "Actually, as the inventory controls later showed, we were wasting our time on what we thought were profitable operations. For example, we know for a certainty that we were not showing a worthwhile profit on transistor radios, on phonograph records, and on certain lines of components. Before the inventory control system divulged its hard and cold facts, I would have sworn that each department was showing a healthy profit."

Now, although the store carries complete lines of components and electronic control panels, as well as tape recorders, every item is under the inventory control system. This begins when the item is received, at which time it is given a control number which henceforth tells the complete story, until the item is sold. As the system operates, it incorporates not only a quickly accessible flow of information on everything in stock from a fuse to a tape recorder, but likewise inculcates automatic markdowns, designed to keep stock within certain turnover classifications.

The control number, when assigned, covers the date the merchandise was actually received, its cost, including all freight or "special costs," the standard selling price and a special "low" at which the store will break even, in the event that mark-downs are necessary. Keyed in with the control number on every item is a time limit on the number of days it will be continued in the inventory. Usually, this is 45 days. For example, if a stereo phonograph or a tape recorder in the upper-price bracket doesn't sell for some reason, when it reaches the 45-day limit, the price is automatically reduced 10 per cent as it stands on the sales floor. At the end of another 45 days, the price drops a like amount. If a third markdown period is ended, a red tab goes on the file card on which the full information is maintained, which means that Keverson studies the individual situation, and will use concentrated promotion, or a "combination price," to dispose of the "shelf-warmer."

This special consideration does away with what otherwise might be automatic elimination of an item from the inventory, simply because its turnover is apparently far below what it should be. By insuring that it will automatically be given separate consideration, Keverson can decide whether to use more newspaper advertising, whether the weather, the financial period, etc., is responsible for slow movement.

Another highly useful bit of information which goes along with the inventory control system is reuse of figures which show what the competitive price on the market is at all times. Naturally, the store attempts to sell as near list price as possible, but Keverson is realistic enough to know that he must meet competitive prices in order to keep his turnover up.

The control system quickly shows Keverson that the store is losing money on many items which at first glance seemed profitable. Phonograph records, due to intense discount competition everywhere, are definitely not profitable, but the record department has been retained simply because customers would be highly disappointed if they could not buy the records at the same place they buy their phonographs.

There has been a considerable shake-up in the store's security system, since it was found through the first year's inventory control records that many items were being stolen rather than sold. In fact, where transistor radios were concerned, ordinary protective methods were not enough — since loss from out-and-out theft was actually more than the total loss from uncollectible accounts and bad credit.

Now Uptown Radio Company has a stock geared directly to the market, with no "shelf-warmers" to worry about, is doing away with every department which isn't paying its way in average profits, and theft-proofing the store to do away with the profit leakage which had proved embarrassingly high.

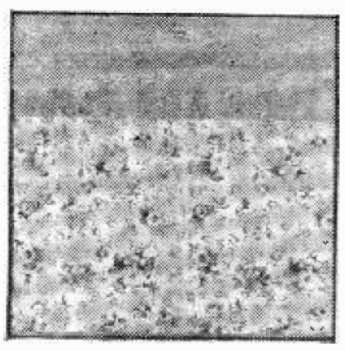
# NAMM Conventioners Briefed on 1961 Plans

CHICAGO—Officers and directors of the National Association of Music Merchants (NAMM) recent completed their mid-year convention in Fort Lauderdale, Fla., and were brief on upcoming plans for the coming year.

Brought forward for report and discussion was a new bill proposed in the U. S. House to repeal excise taxes on musical instruments. Also in the briefing were plans for the battle against retail exemption in the federal wage-hour law.

Hugh Randall, former president from 1948 through 1950, was elected to honorary membership, and Frank O. Wilking was appointed chairman of the 1961 nominating committee. Committee members will be appointed in Chicago in the spring.

# ALBUM COVER OF THE WEEK



**ROSSINI:** La Cambiale di Matrimonio (Complete) — Renata Scotto, Rolando Panerai, Renato Capecchi and Nicola Monto, Mercury SR2-9009. Very attractive cover bound in bright blue with lettering in gold script and a full-color floral pattern on a gold background. Powerful display item for classical counters.

**THE THINKING MAN'S TROMBONE** —Al Grey, Argo LP 677. Eye-catching cover with a full-color pic of the artist posed against a white background. Clever tie-in with script-like commercial printed on cover. Prime display item.

BEST SELLING!
LOWEST PRICES
HIGHEST QUALITY
BIGGER PROFITS

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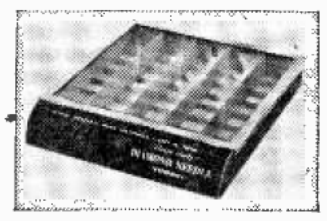
TRANSCRIBER CO., INC.
WRITE DEPT. C,
P.O. BOX 478, ATTLEBORO, MASS.,
FOR ORDERING INFORMATION

# NEW DEALER PRODUCTS

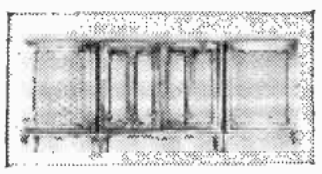
## Counter-Top Display for Dealers

The Walco Company, East Orange, N. J., has debuted a new "Gillette-type," counter-top merchandiser which can put 160 of the firms needles on view. The unit has a double-thick, unbreakable glass top and may be used as part of the usual counter work-space area.



## 3 New Custom Furniture Cabinets

The Allied Radio Corporation has introduced three new furniture styles for housing high-fidelity and electronic equipment. Pictured here is the French Provincial cabinet style, while the other two come in Danish Modern and American Colonial. Over-all, the cabinets measure some 33 inches high, some 36 inches wide and 20 inches deep. The interiors are divided into a top shelf to accommodate an amplifier and tuner; the lower half is for changer and record storage. Matching speaker enclosures accommodate a 12 to 15-inch horn, with provision for two and three-way system components.



The French Provincial unit is $129.95 assembled and $79.95 in kit; Danish Modern is $94.50 and $84.50, and the American Colonial $129.95 and $79.95.

# MUSIC AS WRITTEN

• *Continued from page 4*

Victor here. College lad Elledge was discovered by **Jim Stretch,** of Walther Bros., RCA Victor distributor in New Orleans. . . . **Hank Locklin** comes to town to appear on "Grand Ole Opry" March 11 and for RCA Victor sessions March 14. . . . Hickory Records' **Joe Lucus** is excited over **Roy Acuff's** latest release, "Streamlined Cannon Ball" b/w "Time Will Make You Pay."

Pat Twitty.

### Philadelphia

**Ben Krass'** new record, "When the Saints Go Marching In," which he issued under his own label in Philadelphia, called Krass Records, has been taken over by Theresa Brewer Enterprises for distribution. . . . **Johnny Salerno,** head of Salco Records, Philadelphia, is a patient at Osteopathic Hospital in that city—back trouble. . . . **Mr. and Mrs. Lloyd Ryan,** who own their own record labels in Philadelphia, had a dozen recording artists help them celebrate their 22d wedding anniversary at the Venus Lounge in that city. . . . **Nat Fisher** moving his Record Mart in the Broad and Olney shopping section in Philadelphia to larger quarters in the same shopping area. The new store will be devoted exclusively to records and record players.

Maurie Ordenker.

### Toronto

**Whitey Haines** was busy the last two weeks doing promotion on the "Fiorello" show at the O'Keefe Centre. It paid off with increased sales of the Capitol disk in the city. Windows were blanketed by displays on the show. Whitey also showed **Nelson Riddle** around the city. Riddle was in for a TV appearance, but before setting into rehearsals, Riddle made p.a.'s on a couple of other TV shows and two deejay programs. . . . **George Keane,** of Quality Records, was in Montreal for a business trip while **Don McKim,** of Phonodisc, returned from a two-week holiday in the Barbadoes. . . . **Wray Rutledge,** of Quality, claims that Top Rank's "Donald, Where's Your Trousers," is a cinch to make the top runs in sales. . . . RCA Victor began release last week of **Elvis Presley's** "Surrender." Release was held up by copyright problems in Canada, and a rep flew to Rome to clear the issue. . . . Seven hours will be spent here by **Teresa Stratas,** 20th Century-Fox artist with "This Is Canada," when "The Canadians" opens here. Miss Stratas, a Metopera star, is a local girl who made good south of the border. . . . Supermarket appearances are being arranged for **Conway Twitty** in connection with the rack displays of Hadelman Drugs.

RCA Victor of Canada will be first in this country to issue its compact 33 double, shipping out to key dealers across the country a prepack which includes merchandiser, 25 titles, and 100 catalogs, a value of $25, costing the dealer $19.95. Dealers are being given an extra discount in this promotion. . . . Bravo label has the top three songs at San Remo, according to **St. Clair Low** of Canadian Music Sales. These include "24,000 Kisses" with **Celentano,** "Un Umo Vivo" with **Tony Dallara,** and "Al Dila" with **Luciano Tjoli. . . . Phil Anderson** of Arc Sound, distributors in Canada for Stereo Oddities, was proud to announce that Canadian music dealer **Gerry St. James** of St. James Stereo Centre, Port Arthur, Ont., placed second in the North American contest for the best promotion with **Woody Woodbury.** He picked up a cash prize of $300 Canadian funds. . . . Columbia Records of Canada is embarking on merchandising four-track stereo tapes, offering 20 of the top selling albums.

Harry Allen Jr.

# Flick Execs Dig Into Disk Ranks

• *Continued from page 3*

in Germany this summer. Mamie Van Doren may co-star in the picture, which deals with the Communist threat to occupation forces in Germany.

Bobby Darin's first indie production will be "The Sound of Hell" with Dick Shawn as his co-star. Darin starts his second movie this month ("Too Late Blues," for Paramount) with Andre Previn as composer-conductor for the score.

Pat Boone's Cooga Mooga Film Productions has an ambitious two-year schedule set to produce five films: three pictures starring Boone himself — two musicals and the comedy, "Young Man About Washington." Boone penned the lyrics of a current best-selling film theme, "Exodus." His next movie for 20th Century-Fox will be "Drink to Me Only," in which the warbler will play his first drunk scene. (Boone is a teetotaler.)

Connie Francis' personal manager, George Scheck, was in Hollywood last month to huddle with local movie moguls and discuss ideas for possible movie roles to follow the canary's first picture, "Where the Boys Are." Miss Francis' waxing of the title theme is No. 5 on the "Hot 100" chart this week.

Frankie Avalon is currently working on "Voyage to the Bottom of the Sea" at 20th Century-Fox and will record the title song.

Elvis Presley, riding high at the box office with "Flaming Star," has a new film, "Wild Is the Country," ready for release, and is working on another in Hawaii. He recently signed a contract to star in four movies at MGM, first of which will be an all-star musical, "Chautauqua." Presley will warble several "period" tunes in the film.

Duane Eddy plays the musical score of MGM's new movie, "Ring of Fire" and has also recorded the theme for Jamie. Comedian Frank Gorshin, who co-stars in the picture, will record a vocal version of the song for Trey Records. Other new movie deals set for recording stars include Tommy Sands and Annette in Walt Disney's "Babes in Toyland," and Lillian Briggs in Jerry Lewis' "Ladies Man."

New signings in the composer-conductor - scorer field include Previn for Billy Wilder's next two productions "1, 2, 3" and "Irma La Douce"; Cahn and Van Heusen, for the Bing Crosby-Bob Hope reunion movie "Road to Hong Kong"; Percy Faith for "Tammy Tell Me True" (his first film score); Buddy Bregman, "The Cat Burglar"; and Elmer Bernstein, "By Love Possessed."

In the deejay-actor field, Dick Clark is currently working in his second movie, "The Young Doctors," and will play a top role in Frank Sinatra's next indie production. Veteran Hollywood deejay Al Jarvis, will play his first film role as an engineer in the "Outlaw" TV seg tagged, "Outrage of Pawnee Bend."

Another Hollywood spinner, Bob Crane, KNX, is doing an acting stint in "Deadlock," and jockey Johnny Grant, KMPC, Hollywood, is type-cast as an announcer in a forthcoming episode of the "Peter Loves Mary" TV film series.

## Strictly Top 40

• *Continued from page 3*

number, "Something on My Mind." He reported he sold more than 1,500 copies of this record and said that to his knowledge, the record never was played on a Boston station.

It also was the strong feeling that many, many records were being played that didn't sell, as well as the other side of the coin where an equal amount was selling and were never played by the stations. Switching stations on the radio dial gives evidence of this curious situation. The same records are being played over and over again and it is possible to pick up the same tune on two or three stations at one time.

Dealers claim that few of these records are among the really big sellers and they feel that overexposure of these pop tunes ruins their chances of the substantial sales that should accompany a hit. The reason seems to be that the number is played out before the public has had a chance to buy it on any large scale.

Dealers appear to be less than happy with the Boston radio station situation and point out that even 40 miles away in Providence, that stations there appear to give some variety to the selections they play and do not concentrate to any great degree on the top pops.

None would say outright what the solution or the reason for this narrow attitude on the part of the local stations migh be, but dealers and distributors do feel that the stations' methods are hurting the record business. As one dealer put it: "All we ask is that the Boston stations give a record a chance without waiting to see if it makes the Top 40 and then playing the heck out of it."

## Garrard Hikes Price On Turntable Type A

PORT WASHINGTON, N. Y.—The Garrard Division of British Industries Corporation here, has announced a price increase on the Garrard automatic turntable, Type A. The firm pointed out that rising costs of maintaining close quality control made the moderate increase mandatory. The new price for the unit is $79.50. The price change takes effect at once.

## Chicago Dealers

• *Continued from page 2*

ness was founded on service. Dealers feel there is still a need for a place where the record buyer can go, discuss records with a knowledgeable dealer and get the many special services that only a dealer can offer.

**Dislike Change**

Perhaps more important or to the point is the fact that dealers are reluctant to change a method of operation that they have been in business with for many, many years.

One local dealer pointed out, "Changing to a discount operation for me would mean changing my entire method of doing business. Instead of hiring five people, I would probably use only two. I would put a guard at the door to watch customers, I would specialize in high-traffic merchandise, and when a man asked me for a specific type of music, instead of waiting on him like I do now, I would simply say, 'check the bin over there.' Frankly, I'm not sure I'm ready to make this switch." Neither, it seems, do many of the other dealers here.

## Mort Sahl

• *Continued from page 1*

devoted to treating the Kennedy "new frontier" political approach, based upon the show Billboard Music Week covered during Sahl's Crescendo run.

Sahl has created a considerable following among record buyers, was the first in Verve's strongest sellers, and should add considerable weight to the Sinatra label's artist roster.

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CHERRY BERRY WINE
CADENCE 1390

Two new smashes!
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and
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DREAM BOY
Please Please Signore
F-374
ANNETTE
Vista

GIVE TO DAMON RUNYON CANCER FUND

# TALENT TOPICS

• *Continued from page 10*

**Florida last week. . . . Mercury's Shelby Singleton in town over the weekend for sessions for the label. . . . Acuff-Rose Publications' songwriting Johnny Russell is back in town after a California visit.** Pat Twitty

If you're a man who takes pride in his work, you're a man who reads his businesspaper carefully. Cover to cover. Advertising as well as editorial pages. Why? Because—as a man who gets a kick out of doing a great job—you know there's no better place to get so many good, practical ideas you can put to work with extra profit to yourself, and your firm, than in . . . your businesspaper.

PHOTO ON LOCATION BY EHRENBERG

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

BILLBOARD MUSIC WEEK

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

## BOSTON

Impresario **George Wein** of Storyville already making plans to produce and direct this summer's concerts at Castle Hill in Ipswich, Mass., where he'll mix classics with his specialties, jazz, folk and gospel music. . . . The Colonial Theater opened to a good showing for "Once Upon a Mattress," with **Dody Goodman** in the stellar role.

**Connie Francis packing them in at Blinstrub's big bistro to be followed by the Mills Brothers and Teresa Brewer for a week's stand apiece. . . . Jazz pianist Toshiko off to Japan after five years in Boston and spots throughout the U. S., writes that she is in constant demand for concerts and interviews. . . . North Shore Music Circus has already lined up Molly Picon to star in "A Majority of One" this summer. . . . MGM's Bob Newhart has set an early April date at Symphony Hall for his first local appearance.**

Boston's popular comic **Billy Kelly** has accepted an invitation to entertain a ballroom full of national celebrities, including President Kennedy in March at the Sheraton Park Hotel, Washington. . . . TV's **Will Able** takes a starring role in "Where's Charley" opening April 4 in the Bradford Hotel's new series of capsuled musicals. . . . **Toni Arden** and her brother **Jan** canceled a week at Blinstrub's when she was taken suddenly ill. **Margie Anderson** replaced them. Cameron Dewar.

## PITTSBURGH

**George Shearing** and **Nancy Wilson** share star billing in the final Jazz Horizons concert of the season April 28 in the Penn-Sheraton Hotel. . . . **Gene Landy,** a former Pittsburgher, now living in Hollywood and head of Lectern Records, spent a few days here en route to New York with folk singer **Bob Grossman** to promote his new LP. . . . **Lou Guarino,** a partner in Lenny Martin's local record operation, will soon release his new single, "The Jury," featuring **Lugee (Guarino)** and the **Lions.** The Lions are **Louis Sacco, Janet R. Chick** and **William J. Faber.**

**George Jessel spent last weekend here taping several shows for WIIC, the NBC-TV outlet here. He will host a weekly series of late, late movies. . . . Johnny Puleo and his Harmonica Gang report to Rose Calderone's Twin Coaches for two weeks beginning April 24. They follow the Poni Tails, who arrive April 7. Other Twin Coaches bookings include the Ames Brothers, May 8; Bobby Rydell, May 22; the Platters and Mickey and Sylvia.** Lennie Mendlowitz.

## TORONTO

O'Keefe Centre for the Performing Arts has dated **Brendan Behan** to front a new jazz revue which includes **Nina Simone, Art Blakey and the Jazz Messengers,** dancer **Carmen De Lavallade, Olatunji** and his drums of passion, backed by the **Gil Evans** orchestra. . . . **Ruben Rivas** trio has moved into the Prince George Hotel, featuring **Jane Forrest.** . . . **Shelley Berman** will have backing of the **Cumberland Three** when he plays a week at the Royal Alexandria Theater. . . . Personalities in Canadian public life were asked to choose their favorite songs by **Wally Koster,** which he will present on his show, "World of Music," CBC-TV. . . . Singer **Joan Fairfax** who created such a stir in appearances with **Jack Paar,** finally had her TV show, previously taped, screened on the CBC-TV. It is called "Joan and a Hundred Men." . . . **Larry Adler,** harmonica virtuoso, helped out **Jack Kane's** show. . . . **Walter Susskind,** who has made records all over the world, the latest being for Columbia Records with **Glenn Gould,** has had his contract with the Toronto Symphony Orchestra renewed for another three years. Harry Allen Jr.

# LP PROGRAMMING

• *Continued from page 48*

WJZZ is aiming for, and is reaching the discriminating listener, the one who really cares about the music that he hears on his set. He demands not only quality music, but a technically pure sound. Here the LP industry can take a bow. WJZZ is a necessity rather than an all-jazz luxury.

"WJZZ is heard in an area noted for its wealth, education and sophistication. Not all FM listeners are sophisticated, college graduates, or wealthy. WJZZ's audience has one thing in common: a love of good music—a love of jazz. We are traveling the seldom-traveled broadcasting path, seeking the provocative and stimulating. We have found it in jazz and in the presentation of jazz to those who have neither a tin ear nor the Madison Avenue concept of the average radio listener."

Lee Zhito.

# FOLK TALENT & TUNES

• *Continued from page 10*

**ing Marty Robbins; Joe Poovey, of Azalea Records, and Beverly Oliver, of "The Big Shindig," Fort Worth, set for a one-nighter at Tyler, Tex., March 24. Unit plays the State Fair Music Hall, Dallas, the following night. . . . Steve Stebbins, of American Corporation, Woodland Hills, Calif., has Lefty Frizzell booked 10 days in Oklahoma winding up next Saturday (11), after which Lefty makes a 10-day swing through Northern California for the same office. . . . Little Jimmy Dickens kicked off an 18-day tour for Americana in Phoenix, Ariz., March 2. He follows with a California jaunt for the same office, working with Freddie Hart on some of the dates. On Wednesday (8), Hart concludes an eight day tour for the Americana firm.**

**Ernest Tubb** packs his guitar to Owensboro, Ky., March 15; Evansville, Ind., 16; Peoria, Ill., 17; Moline, Ill., 18, and Indianapolis, 19. . . . Country singer **Loretta Lynn** reports that her husband **Mooney** has opened an office, Mooney's Country & Western Attractions, in Custer, Wash., to handle bookings and promotion on c.&w. talent in the Vancouver, B. C., sector. . . . **Stringbean,** "Grand Ole Opry" comic, takes his rib-ticklers to Columbus, Ga., March 16; Birmingham, 17; Jackson, Miss., 18; Bristol, Tenn., 30; Augusta, Ga., 31, and Mobile, Ala., 31. Final six dates finds him on the same bill with **Jim Reeves and the Blue Boys.**

**Roger Miller concluded his California tour at George's Round-Up Club, Long Beach, Calif., March 1. . . . Ray Price stops off at Lubbock, Tex., March 7; Phoenix, Ariz., 9; El Paso, Tex., 10; San Antonio, 11; McAllen, Tex., 12, and Corpus Christi, Tex., 13. . . . Little Dickie Chaffin and his personal manager, Carl Day, of Coshocton, Ohio, are readying a trek thru Pennsylvania, Ohio, Kentucky and West Virginia to promote Dickie's new Hilltop release, "Crying Heart" b.w. "Lost Love." Day claims that "Crying Heart" is spilling over into the pop field in many sections. . . . Gloria Tury is back in**

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# MONY Hosts 80 Ops To Informative Evening

By REN GREVATT

NEW YORK — "A highly successful and informative meeting," was the way Music Operators of New York spokesmen termed the association's quarterly dinner affair, held Tuesday evening (28) at Rosoff's Restaurant here. More than 80 operators turned out for the session, which featured a roast beef dinner with all the trimmings and a host of well-informed speakers on topics of concern to operators.

Following a brief business meeting, MONY President Al Denver opened the forum part of the meeting by introducing Sam Epstein, of the CPA firm of Epstein and Rosenberg, first of a series of speakers.

Epstein discussed at some length the matter of tax deductions from expenses incurred in maintaining good will with existing customers and those involved in developing new business. He noted that bonus money paid to a location is deductible in the first year if no written contract is entered into. If there is a location contract, the bonus can be deducted in equal annual amounts according to the length of the pact.

Epstein said that any sum paid to a seller of a route constitutes money paid essentially for good will and therefore is not deductible. He then cited numerous court cases having to do with the matter of money paid out for good will. Epstein also dealth with the various methods of figuring depreciation on juke box equipment for tax reduction purposes.

Morris Kaplan, also of the Epstein and Rosenberg firm, was the next speaker. Kaplan dealt with tax deductions on entertainment and travel expenses, and pointed out that the government has adopted an increasingly stiff attitude toward these expenses. On any and all entertainment expenses, the spender must prove the money was actually expended and for whom, according to Kaplan. He also dealt with the finer points of claiming travel expenses.

Morton Singer, an attorney associated with the American Arbitration Association, and one of the architects of the standard location contract form adopted by MONY, discussed such problems as holding a buyer to a contract presently in existence with a location, liquidated damages, and sales taxes. On the first point, he said there is no clear-cut way of holding the buyer to contract provisions with a location.

On the subject of liquidated damages in the case of a location owner making an agreement with an operator and then throwing the operator out before he gets in because somebody else made a better offer, Singer advised operators to insist on a liquidated damages clause with a specified minimum on every contract. Singer also noted that many favorable decisions are now being won by operators through the American Arbitration Association and that non-members of MONY are beginning to use the MONY contract form and to avail themselves of the services of AAA.

There was also some discussion on the matter of lease arrangecations. In the cases of leases, it was pointed out, the automatic renewal provision, which used to be part and parcel of lease deals, was effectively blocked out by State legislation some time ago. In the case of a contract, such automatic renewal provision, however, can apply.

Attorney Teddy Blatt cited a case where the Appellate Division ruled that a short-form lease agreement in force between an operator and a location was not, in fact, a lease, but a contract. Therefore, the automatic renewal provision did apply and the location was found duty-bound to honor it. "This is a better deal for the operator," said Blatt, who urged the operator to use contracts at all times rather than leases. "With contracts, they can be settled by arbitration rather than litigation and that's faster, cleaner and usually more rewarding to the operator," Blatt said. He also expressed the hope that in the future there would be a single basic contract form for both games and jukes.

Lou Boorstein, head of Leslie Distributors here, spoke next on records and programming. Boorstein said that despite the current financial difficulties of his firm, "We're open, we're stocked, and ready to serve you." Boorstein attacked the practice of some one-stops who offer to operators the "buy 75 and get 25 free" idea. "This is expensive to you and it doesn't pay out when you read your meters," he said, noting that "one-stops are under these very same pressures."

Boorstein added "It takes more than a month to become a good one-stop. We're doing our best to get you the records that will get the play and we check every day in different parts of the country to find out what's breaking. Sometimes we've had hot records here before their own distributors have had them, and all for your benefit." Boorstein also noted the problem posed for operators by "crackpot customer and nutty bartender request for certain records."

The concluding speaker was Joe Godman, MONY attorney, who discussed the current activity in

(Continued on page 62)

# All Segments of Industry To Exhibit at MOA Show

By NICK BIRO

CHICAGO — A strong cross-section of representatives from all branches of the coin machine industry—juke box, game and vending—plus record companies, background music companies and other suppliers will be exhibiting at this year's Music Operators of America Convention, May 15-17 at Miami's Deauville Hotel.

A total of 29 firms, accounting for 79 booths out of a possible 100, have been signed to date, according to a joint statement last week by George A. Miller, MOA president, and E. R. Ratajack, managing director.

Two of five juke box manufacturers—AMI and United—have signed to exhibit. Notably missing however are Seeburg, Wurlitzer and Rock-Ola—all three of which also missed last year's MOA convention in Chicago.

**More to Sign**

At press time there was no indication whether the three juke box manufacturers would sign to exhibit.

Both Miller and Ratajack, however, indicated they fully expected the MOA exhibit space to be sold out by convention time. Additional exhibitors were expected to come from the ranks of record companies, vending firms and game manufacturers.

Game manufacturer and representatives signed to date include Bally Manufacturing Company and American Shuffleboard Company. Pool table manufacturers include Fischer Sales Company, Irving Kaye Company and Valley Sales Company.

**Disk Firms**

Record manufacturers signed are Capitol Records, Columbia Records Decca Records, MGM Records and RCA Victor. From the background music ranks are Cine-Sonic Sound, All Tech Industries, and Rego Sound.

Other firms signed are: Automatic Photo, photo machines; Paul Bennett, needles; Billboard Publishing Company; Capitol Projectors, rides; Cash Box Publishing Company, Coin Machine Council, Mike Munves, ride and game distributor; Music Reporter, Johnson Fare Box, coin equipment; National Rejectors, slug rejectors and miscellaneous equipment; National Vendors, vending machines; Southland Engineering Company, rides; Star Title Strip Company, title strips; and Table Football, distributor for German-made coin games.

# Milwaukee Coin Industry Survives 'Ink Bath'

MILWAUKEE — The Beer City coin machine business was the target of a series of newspaper articles which ran in The Milwaukee Journal, February 20-24.

The industry survived its periodic "ink-bath." In fact, according to most observers, it came out "smelling pretty good."

The Milwaukee Journal, in its series of five articles alternately blasted and praised the conduct of coinmen here. The general tenor of the articles was one of suspicion and innuendoes of misconduct on the part of several local coinmen, one of them a dead man.

But it closed its widely heralded "expose" by admitting that the coin machine business here was clean of racketeering elements, stating: "Milwaukee's juke box and amusement device business over the years has been free of the type of violence and open racketeering that has erupted in some major metropolitan centers."

Operators had been aware for some months that the newspaper's reporters were at work on some sort of coin industry "expose." Most of the city's operators had been contacted and queried by the researchers.

Pre-publication blurbs fostered the impression that the articles would unveil some serious shenanigans among local juke box and amusement game operators and wholesalers.

Readers were told that until 18 years ago slot machines were common among Milwaukee's "private clubs, veterans' and fraternal halls and the back rooms of taverns." Since April 22, 1943, the opening article noted, slot machines have not been tolerated anywhere in this county by law enforcement agencies.

The articles rehashed the federal income tax difficulties of Joe Beck, Mitchell Novelty Company. This information was scarcely new; it made front pages of both local newspapers several years ago.

Also prominently highlighted was a reputed incident of high-handed repossession of a juke box route from a former Milwaukee operator by recently slain distributor, Herman Paster.

Concealing control of taverns by coinmen and loans to barroom owners were pointed up as existing evils of the industry here. And the city's attitude toward amusement games was described as "contradictory and confusing" since on one hand it licenses pinballs and at the same time declares them illegal gambling devices.

To the credit of the article, it should be pointed out that they suggested several steps that could be taken by the city to insure that the coin industry here will retain its racketeer-free status:

1. Require tavern license holders to reveal each year the extent and nature of their business debts.
2. Require licensed coin machine corporations and taverns operated by corporations to identify stockholders annually. Exceptions would be those firms which sell their stock on public markets.
3. Require operators to state on license application forms whether any of their machines can be adjusted to pay off in free games or registor pay-off scores.

According to the articles, police officials had no indication in the last 15 years that hoodlums had attempted to cut in on the Milwaukee coin machine business.

Why have racketeering elements shied away from organizing the industry here? Hidden in the final paragraphs of the last of the five articles is this statement: "Individual operators and locations "stood up" to hoodlums when an attempt was made to enter Milwaukee in the early 1940's."

## Rock-Ola Sales Meet For Midwest Distribs

CHICAGO—The fourth in a series of regional sales meetings was held here by Rock-Ola Manufacturing Company Saturday (4), with some 15 Midwestern distributors in attendance.

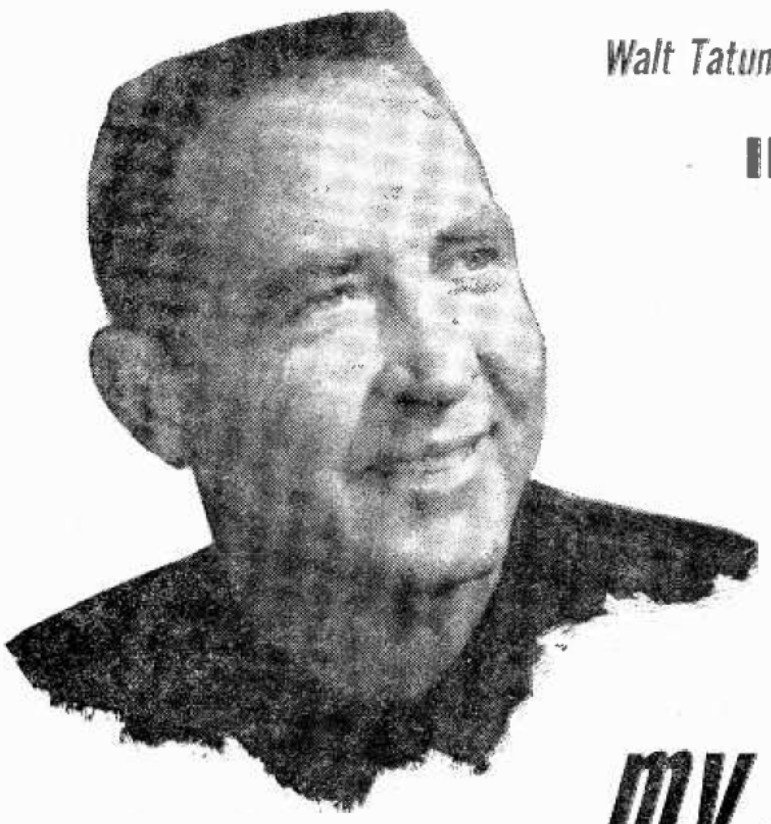
Previously meetings were held by the factory for its distributors in New York, New Orleans and Los Angeles. The Chicago meeting, last in the series, will feature a discussion of spring promotion and sales plans.

Heading the session will be E. G. Doris, Rock-Ola vice-president; Frank Mitchell, director of sales, and Jack Barabash, field service manager.

# DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100, or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

| | | |
|---|---|---|
| SURRENDER AND LONELY MAN | ELVIS PRESLEY | RCA Victor 7850 |
| WHERE THE BOYS ARE AND NO ONE | CONNIE FRANCIS | MGM 12971 |
| EBONY EYES AND WALK RIGHT BACK | EVERLY BROTHERS | Warner Bros. 5199 |
| GOOD TIME BABY AND CHERIE | BOBBY RYDELL | Cameo 186 |
| SPANISH HARLEM AND FIRST TASTE OF LOVE | BEN E. KING | Atco 6185 |
| THINK TWICE AND FOR MY BABY | BROOK BENTON | Mercury 71774 |
| WHAT A PRICE AND AIN'T THAT JUST LIKE A WOMAN | FATS DOMINO | Imperial 5723 |
| EMOTIONS AND I'M LEARNING ABOUT LOVE | BRENDA LEE | Decca 31195 |
| STAYIN' IN and MORE THAN I CAN SAY | BOBBY VEE | Liberty 55296 |
| WHEELS AND ORANGE BLOSSOM SPECIAL | BILLY VAUGHN | Dot 16174 |

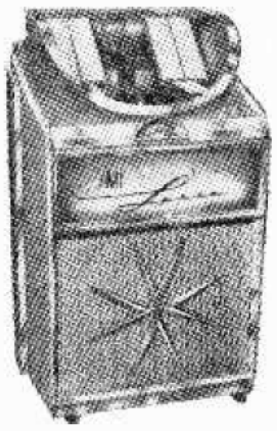


*Walt Tatum, operator, Calmusic Co., Santa Ana, California, says:*

# "most beautiful jukebox I've ever seen, *and my locations agree*"

## *the AMI Compacts are selling, selling, selling!*

Walt Tatum's enthusiasm for AMI Compacts is being echoed by operators all around the country. They already know from experience that the bold, new years-ahead styling of the Lyric and Continental can open up new locations, and increase the take up to 100%. See for yourself . . . cash in on the AMI Compacts.



**LYRIC 100A - 100M**

Intriguing top turret design puts titles and mechanism in the spotlight together.

**CONTINENTAL 200A - 200M**

A distinctive new silhouette with all the world famous AMI performance features engineered in.

*the styling of tomorrow for more play today*

from ROWE AMI

NOW WITH OPTIONAL AMI AUTOMIX 45-33 RECORD SPEED

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*The Industry's Most Complete Line of Automatic Vending and Music Equipment*

# EUROPEAN NEWS BRIEFS

## Shape Tax Proposals to EEC

PARIS—Chancellor Konrad Adenauer's visit to Paris and London within recent weeks is being accompanied by efforts to harmonize and unify tax and other trade legislation inside the trading blocs, and the coin machine industry is among the leaders in the tax untangling. Representatives of the coin machine and other industrial groups are at work here in Paris on specific proposals for handing to authorities of the six-nation European Economic Community (Common Market). Recommendations also will extend to the European Free Trade Area (EFTA), as Adenauer's latest trip to London has raised hopes here that a fusion of the Common Market and European Free Trade Area may be nearer than is suspected. As concerns the coin machine industry, the problem in this: each country's industry is plagued by a tangle of tax and other regulatory legislation, enacted on both the local and national levels. Tax laws vary from country to country, and indeed, even from province to province. As long as this tax muddle exists it is quixotic to speak of free and equitable competition in the six-nation (France, West Germany, Italy, Holland, Belgium and Luxemburg) market. Since low-tax producers will have a built-in advantage over high-tax producers, it is essential that tax structures be harmonized to insure fair competition. The experts huddled here are seeking a common Common Market approach to problems such as amusement taxes, turnover taxes, licensing fees, and artist royalties.

## N. German Group Picks Chiefs

HAMBURG—Carl Heinz Wende has been re-elected chairman of the North German Coin Machine Operators Association. Serving on the board of directors with Vende are Martin Michalski, Erich Schneegass, Heinrich Juhl, Arno Glasgua, Max Walden, and Walter Woehler. Elected to the arbitration committee are Glasgau, Johann Kuttler, Schneegass, and Woehler. Meantime, Professor Gerhard Wacke of Hamburg, one of West Germany's leading experts on constitutional law, has just written a legal brief holding the amusement tax in all 11 West German States to violate the Federal Constitution. Dr. Wacke has conducted long level investigation into the amusement tax field, and his brief cites from scores of court cases in the individual States. Briefly, he contends that the amusement tax is not a consumer tax but a tax levied against the operator's business, which tax is prohibited by the Federal Constitution.

## Ops, Pic Firms Battle New Taxes

HANOVER, West Germany—Motion picture theater owners are joining with juke box operators in a common front opposed to the proposed new amusement tax legislation for the State of Lower Saxony. State officials had promised a sharp reduction in the tax, but the draft legislation lowers the tax only 3 per cent. Juke box operators demand a minimum of 15 per cent slash. The present amusement tax is branded as "confiscatory" by operators and motion picture house proprietors alike. The tax is blamed, specifically, for the closing of 23 movie houses in Lower Saxony in the first six weeks of 1961. Aside from the immediate issue of tax legislation, the common front forged between the movie house proprietors and juke box operators is acclaimed within the two industries as a model for future joint co-operation of mutually agreed objectives. The amusement tax is the most onerous of operator burdens, or at least the majority of operators feel it is; and the law is also a drag on motion picture patronage.

## Hungary Boosts Phono Imports

VIENNA—Juke box distributors report a modest surge in business from communist Hungary. Three Viennese distributors have shipped or have orders for 12 boxes. The boxes will be installed in hotels and restaurants catering to Western tourists, mainly in Budapest but also in other Hungarian cities. Distributors here quote their Hungarian clients as announcing that Western tourists will be wooed in the approaching season as never before. All of the boxes ordered are reconditioned, but the Hungarians are talking of beginning a new-box replacement program next year, provided Western tourist traffic meets their expectations. The distributors report that at least three-quarters of the juke boxes in Hungary are of American manufacture, albeit vintage production. The juke box orders were placed through the State trade ministry, but this fact did not inhibit the officials concerned from specifying American-made boxes. It is reported that the Hungarians are not only buying American juke boxes but are also stocking them with U. S. top tune disks, some of them surprising currency. "They really dig that Yankee dollar on the Red Danube," a Vienna distributor cracked.

## Aircraft Firms Study Coin Field

HAMBURG—West Germany's renascent aircraft industry may produce coin machine components in line with the trend to diversification by aircraft producers. German aircraft producers are conducting surveys in Britain, where two major companies, Gloster, a member of the Hawker Siddeley Group, and Bristol, a major producer of transport aircraft, are producing coin machines. Gloster, which has concentrated on production of automantic merchandising equipment, has an agreement with Automatic Canteen Company of America. Bristol's production facilities are used to produce the Chantal juke box. Coin machines are the ideal diversification item because they are peacetime consumer goods and an expanding line of production.

# 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
APACHE, Sonny James, RCA Victor 7858
ASIA MINOR, Kokomo, Felsted 8612
CALCUTTA, Lawrence Welk, Dot 16161
CERVEZA, Bert Kaempfert, Decca 30866
EXODUS, Ferrante and Teicher, United Artists 274
LAZY RIVER, Bobby Darin, Atco 6188
MILORD, Edith Piaf, Capitol 4493
MOST BEAUTIFUL WORDS, Della Reese, RCA Victor 7833
MY EMPTY ARMS, Jackie Wilson, Brunswick 9-55201
ON THE REBOUND, Floyd Cramer, RCA Victor 7840
ORANGE BLOSSOM SPECIAL, Billy Vaughn, Dot 16174
SECOND TIME AROUND, Frank Sinatra, Reprise 116
SURRENDER, Elvis Presley, RCA Victor 7850
THINK TWCE, Brook Benton, Mercury 71774
TUNES OF GLORY, Cambrdge Strings, London 1960
TUNES OF GLORY, Mitch Miller, Columbia 41941
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

ALL OF EVERYTHING, Frankie Avalon, Chancellor 1071
APACHE, Jorgen Ingmann, Atco 6184
ANGEL BABY, Rosie and the Original, Highland 1011
ANGEL ON MY SHOULDER, Shelby Flint, Valiant WB 6001
BABY BLUE, Echoes, Segway 103
BABY SITTIN' BOOGIE, Buzz Clifford, Columbia 41876
BLUE MOON, Classics, Bonus 1001
BLUE MOON, Marcels, Colpix 186
CALENDAR GIRL, Neil Sedaka, RCA Victor 7829
C'EST SI BON, Conway Twitty, MGM 12969
CHERIE, Bobby Rydell, Cameo 186
DEDICATED TO THE ONE I LOVE, Shirelles, Scepter 1203
EBONY EYES, Everly Brothers, Warner Bros. 5199
EMOTIONS, Brenda Lee, Decca 31195
FIND ANOTHER GIRL, Jerry Butler, Vee-Jay 375
FOR MY BABY, Brook Benton, Mercury 71774
GEE WHIZ, Carla Thomas, Atlantic 2086
GHOST RIDERS IN THE SKY, Ramrods, Amy 813
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
HIDEAWAY, Freddy King, Federal 12401
HONKY TONK, Part II, Bill Doggett, King 5444
I LIED TO MY HEART, Enchanters, Musitron 1072
IT'S UNBELIEVABLE, Larks, Sheryl 334
(I WANNA) LOVE MY LIFE AWAY, Gene Pitney, Musicor 1002
JA-DA, Johnny and the Hurricanes, Big Top 3063
JIMMY'S GIRL, Johnny Tillotson, Cadence 1391
LAZY RIVER, Bobby Darin, Atco 6188
LET'S GO AGAIN (Where We Went Last Night), Hank Ballard and the Midnighters, King 5459
LING TING TONG, Buddy Knox, Liberty 55305
LITTLE BOY SAD, Johnny Burnette, Liberty 55298
LITTLE MISS STUCKUP, Playmates, Roulette 4322
LONELY MAN, Elvis Presley, RCA Victor 7850
MODEL GIRL, Johnny Mastro, Coed 545
MORE THAN I CAN SAY, Bobby Vee, Liberty 55296
NO ONE, Connie Francis, MGM 12971
ONCE UPON A TIME, Rochell and the Candles, Swingin' 623
ON THE REBOUND, Floyd Cramer, RCA Victor 7840
PEPE, Duane Eddy, Jamie 1175
PLEASE LOVE ME FOREVER, Cathy Jean and the Roomates, Valmor 007
PONY EXPRESS, Danny and the Juniors, Swan 4068
PONY TIME, Chubby Checker, Parkway 818
PONY TIME, Don Corvay & Goodtimers, Arnold 1002
PORTRAIT OF MY LOVE, Steve Lawrence, United Artists 291
RAM-BUNK-SHUSH, Ventures, Dolton 32
RUNAWAY, Del Shannon, Big Top 3067
STAY, Maurice Williams and the Zodiacs, Herald 552
SURRENDER, Elvis Presley, RCA Victor 7850
STAYIN' IN, Bobby Vee, Liberty 55296
THE STORY OF MY LOVE, Paul Anka, ABC-Paramount 10168
TONIGHT I FELL IN LOVE, Tokens, Warwick 615
TO BE LOVED (FOREVER), Pentagons, Donna 1337
UTOPIA, Frank Gari, Crusade 1020
YOU CAN HAVE HER, Roy Hamilton, Epic 9434
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

### NOVELTY

TOP FORTY, NEWS, WEATHER & SPORTS, Mark Dinning, MGM 12980
TOUCHABLES, Dickie Goodman, Mark X 8009

### COUNTRY & WESTERN

Operators in locations requiring Country & Western programming are referred to the Hot C&W chart in this week's issue. In addition to those C&W listings, the following, from the Hot 100, also are recommended.

APACHE, Sonny James, RCA Victor 7858
EBONY EYES, Everly Brothers, Warner Bros. 5199
LONELY MAN, Elvis Presley, RCA Victor 7850
ON THE REBOUND, Floyd Cramer, RCA Victor 7840
SURRENDER, Elvis Presley, RCA Victor 7850
WALK RIGHT BACK, Everly Brothers, Warner Bros. 5199

### RHYTHM & BLUES

Operators in locations requiring Rhythm & Blues programming are referred to the Hot R&B chart in this week's issue. In addition to those R&B listings, the following, from the Hot 100, also are recommended.

BLUE MOON, Classics, Promo 1010
BLUE MOON, Marcels, Colpix 186
FIND ANOTHER GIRL, Jerry Butler, Vee Jay 375
HAPPY BIRTHDAY BLUES, Kathy Young and the Innocents, Indigo 115
HEARTS OF STONE, Bill Black's Combo, Hi 2028
HIDEAWAY, Freddy King, Federal 12401
HONKY TONK, Part II, Bill Dogget, King 5444
I LIED TO MY HEART, Enchanters, Musitron 1072
IT'S UNBELIEVABLE, Larks, Sheryl 334
KEEP YOUR HANDS OFF OF HIM, Damita Jo, Mercury 71760
LONELY MAN, Elvis Presley, RCA Vctor 7850
MOST BEAUTIFUL WORDS, Della Reese, RCA Victor 7833
MY EMPTY ARMS, Jackie Wilson, Brunswick 9-55201
ONCE OPON A TIME, Rochell and the Candles, Swingin' 623
ONE MINT JULEP, Ray Charles, Impulse 200
ON THE REBOUND, Floyd Cramer, RCA Victor 7840
PLEASE LOVE ME FOREVER, Cathy Jean and the Roomates, Valmor 007
PONY TIME, Don Corvay & Goodtimers, Arnold 1002
RAM-BUNK-SHUSH, Ventures, Dolton 32
SPANISH HARLEM, Ben E. King, Atco 6185
SURRENDER, Elvis Presley, RCA Victor 7850
TO BE LOVED (FOREVER), Pentagons, Donna 1337
TONIGHT I FELL IN LOVE, Tokens, Warwick 615
WAIT A MINUTE, Coasters, Atco 6186
WATUSI, Vibrations, Checker 969
WHEN I FALL IN LOVE, Etta Jones, King 5424
YOUR FRIENDS, Dee Clark, Vee Jay 372
YOU'RE THE BOSS, La Vern Baker and Jimmy Ricks, Atlantic 2090

# Far-Flung Music Route Challenges Operator's Programming Ingenuity

LaJARA, Colo.—Even on remote routes, where records are changed only once per month, a little thought given to "music merchandising" will pay dividends, according to Ralph Rivera, phonograph operator here.

Rivera's locations are in Colorado's big San Juan Valley, in the south-central section of the State, where small towns are separated by as much as 40 or 50 miles, in a rich potato-growing belt.

Rivera, who naturally must travel long distances for all collection calls. service, and location-spotting, services his 40 locations on the average of once per month, changing only five records at a time. Most of his spot owners, in cafes, taverns and roadside restaurants throughout the area, are inclined to complain that the records are not changed often enough—but Rivera sticks to his guns, pointing out that more frequent changes, and the resultant increases in operating cost would wipe out his profit otherwise.

### Tried Mailing Disks

For a while, admitting that location owners would get better play with more frequent changes, the Southern Colorado operator experimented with mailing records together with instructions on making the changes. He was flabbergasted to find out, however, that most of the selfsame location owners who had complained most, did nothing at all about changing the records, to the point that they would still be in the mailing carton when Rivera made his next service call.

Disappointed, Rivera has tried other ideas, such as sending the records by bus, and spending a little time with each location owner attempting to teach him the mechanics of simple repairs and changing records. Co-operation was not good, mostly because location owners are too busy with their own problems to give much thought to the juke box except when commission time arrives.

Accordingly, the Southern Colorado operator has been forced to use several ideas for improving play which don't require any effort on the part of the location owner and make returns better without more frequent record-changing stops.

### Old Favorites

One of the most effective of these has been to place several old favorites on the box during the monthly change, then slipping the record covers into the top where they are completely visible out in front of the turntable. Here, with the faces of popular artists reproduced in this way, on each sleeve, tavern patrons are reminded of old favorites such as "Nature Boy" by Nat King Cole, "Autumn Leaves" by Roger Williams, "Stardust" by various instrumental groups, "Long Ago and Far Away" by Margaret Whiting. Use of the sleeve inside the phonograph in this way, where they are completely proofed against dust, breezes or handling, has always brought such good results that the two or four records featured in this way often show just as much play as new top favorites.

Where there is a large amount of Spanish population—and this is true of 85 per cent of his territory—Rivera not only provides plenty of Spanish music but likewise gets record covers printed in the language to call attention to favorites. This had spectacular results in agricultural areas where the braceros, or Mexican nationals, brought in to help pick the potato crop under government license, had paid no attention to the juke box before. On seeing some Mexican old favorites thus featured they "loosened up" with a bang.

Rivera, who has many 100-play Rock-Olas along his route, deliberately buys his machines to impress the location owner just as well as the public. In isolated small towns the juke box is an important source of entertainment where there are no theaters or TV, and because of this the spot owner will often devote plenty of time to keeping it thoroughly scrubbed, clean, and displayed as attractively as possible. Rivera is careful to honor any request from location owners for special numbers, inasmuch as it is often something of a serious problem to fill up the 100 record slots on many of his machines.

### Worth Looking For

When a location owner is conscious enough of music to come up with a special request such as this, the chances are that he will suggest it to his own customers, Rivera has found, and so, even if it means much letter writing and research, he will usually locate the desired disk.

At some points along his scattered routes Rivera has been lucky enough to find a location owner who has some mechanical ability, or understands some part of electronics. In such instances, he leaves a stock of replacement parts for the tubes, resistors, amplifier strips most likely to go out. A tavern owner who enjoys the juke box music just about as much as his patrons can be counted on to take a stab at putting the box back into action if Rivera has been able to give him enough training to do the job without damaging the rest of the equipment.

It isn't easy to maintain routes which may show only three phonographs in a 70-mile drive out and a 70-mile drive back, Rivera agreed. The only operator to cover this area, however, he accepts long hours behind the wheel as a "necessity."

## COMPACTED COSTS

# Snodgrass Motor Fleet Brings Route Dividends

ALBUQUERQUE, N. M.—Amusement machine operators who are mulling over the idea of cutting route operating expenses with miniature automobiles, either American or foreign-built, can learn a lot from the experiences of Harry and John Snodgrass, father and son combination heading up the big Border-Sunshine Novelty Company here.

Snodgrass, a veteran of every phase of coin machine operations and currently operating music, games and vending machines, is thoroughly enthusiastic over what he calls the "dual advantages" of foreign miniatures. Currently, Border-Sunshine operates four Italian Fiat cars, tiny four-passenger sedans, for route supervision, emergency delivery and general transportation, plus one Volkswagen which cuts administrative trouble costs to the bare minimum.

Snodgrass' first entry into the foreign car field came when he bought four Isettas, egg-shaped, one-cylinder "bugs" which were among the first to make their appearance in New Mexico. While the little "one-lungers" would carry only two people, there was plenty of baggage space to service both amusement machine and phonograph routes, plus rush deliveries of cigarets and food items for the vending routes. "They were valuable to us from the beginning as 'eye-catchers'," Snodgrass said. "We use plenty of signs on all four sides of the Isettas to call attention to all of our services, and to invite prospective location owners to contact us."

### Drew Attention

Threading their way easily through the most congested downtown traffic, and capable of parking in almost any niche, the Isettas were such good public relations assets that often a potential location owner would call in and ask whether Border-Sunshine was the firm which used them. This was plenty of proof of identification.

All four of the tiny 13 horsepower cars were driven for 25,000 miles, with only one accident, occurring when a driver hit a deep puddle of water on a city street at high speed. The four, which had cost a little more than $900 at the original purchase, were traded in on the subsequent fleet of Fiats for an allowance of $450, which, of course, sets a record for the cost-per-mile of servicing Border-Sunshine's multiple routes.

"It isn't all gravy, of course," Snodgrass admitted. "There was always a parts problem to contend with. One of the Isettas was laid up for a month, because the distributor didn't have a $3.85 part. Parts for any foreign car are much more expensive, of course, than American-built, and we had to use careful preventive maintenance in order to put in a request for a needed part before any actual breakdown occurred."

### Still a Novelty

The five small cars being used at present are larger than the original Isettas, and not quite as unusual, but still get plenty of attention wherever they appear. Albuquerque, in its comparatively isolated location, has a much smaller ratio of imported vehicles per capita than most large cities.

Service on the two types of foreign cars currently being used over the Albuquerque metropolitan area is no longer a serious problem, Snodgrass reported, with distributors available in both brands.

The heavy-duty transportation needs of Border-Sunshine are being handled by a fleet of Metro Mites, American-built compact step-down vans which handle the chores of moving games, phonographs, cartons of cigarets, and large loads of dry foods. In addition, the company has a $12,000 refrigerated custom-built sandwich truck, which is a real eye-catcher wherever it goes.

Snodgrass disagrees with operators who attempt to operate on a conservative basis in every step of their everyday work. His colorful truck fleet, always perfectly identified, has been responsible for saving at least 50 per cent on fuel costs, immeasurable quantities of time, while at the same time producing tremendous dividends in good public relations and promotion.

# Speaker of N. Y. State Assembly To Talk at UJA May 3 Dinner

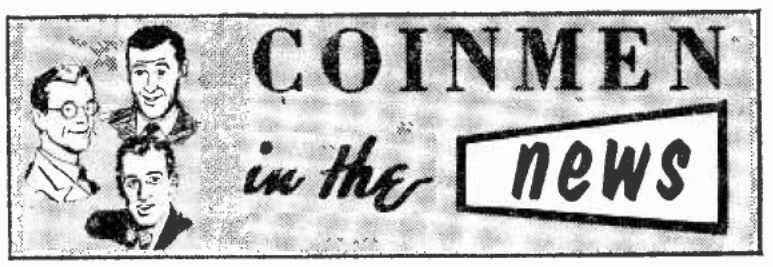
NEW YORK — New York Assembly speaker, Joseph Carlino, will be the guest speaker at the annual dinner of the coin machine division of the United Jewish Appeal Wednesday, May 3, at the Hotel Plaza here. Another prominent public official to be a guest at the dinner will be Nassau County district attorney, William Cahn.

Arrangements for the guests were announced last week at a UJA coin division committee meeting in the Yacht Room of the Hotel Astor Thursday evening (2), Guest of honor for the 1961 affair will be Irving Holzman, head of United East Coast Distributors here.

The goal of this year's UJA coin drive is $30,000 plus an additional $6,000 for what has been termed the special Adopt-a-Project drive. Moneys received in this area of the campaign will be put toward a special agricultural project in the Negev region. The meeting last week was occupied by assignments of lists of names to the various committee members and reports on preliminary fund-raising activity from area chairman. UJA coin division co-ordinating chairman, Albert S. Denver, announced several substantial pledges already received from National Vending, United East Coast Distributing and United Manufacturing.

Beyond this there was considerable discussion as to ways and means of putting the campaign into high gear in the weeks ahead. Chairman Denver called for and received a number of suggestions from the group present. The meeting took on a sort of speeded-up character due to the fact that honor-guest-to-be, Irving Holzman and Mrs. Holzman, had to leave to catch a flight to Florida. Following this and a stimulating exchange of views on strategy, the meeting was adjourned.

Next meeting has been set for Thursday, March 23, at UJA's West 58th Street headquarters.




## Midwest

### MILWAUKEE MENTIONS

Three coin machine firms were among the exhibitors at the 28th Annual Food and Equipment Exposition, Milwaukee Auditorium, February 28-March 2. Exhibiting background music, juke boxes and cigaret venders were United, Inc., and the S. L. London Music Company. Also on hand showing a line of bar equipment was Wis-Coin, Inc., of Oshkosh, headed by **Val Andreas** and **Donald Stowe,** veteran operators.

Milwaukee Coin Machine Operators' Association will hold its monthly meeting Monday evening, March 13, at the Ambassador Hotel. . . . **Sam Hastings,** Hastings Distributing Company, notes a stepped-up interest in used music and games equipment. Up-State operators are preparing for the tourist rush expected within the next few months. Shoppers at the Hastings' headquarters this week included Coin Machines. Unlimited, Colfax; **Jack Zimmerman,** Watertown; Fort Record Shop, Fort Atkinson, and **Joe Halladay,** Halladay Coin Machine Service, Green Bay.

**Jerome (Red) Jacomet** says: "I'll bet that I've gotten over 100 favorable comments from location owners and personal acquaintances on the $100 that the Milwaukee Coin Machine Operators' Association presented to the March of Dimes on their telethon." . . . Belated but interesting news comes from the Southern Novelty Company headquarters. Routeman **Lyle Wilcox** became a father for the third time on Christmas day. Wilcox and his wife have been blessed with three children—each of them born on Christmas Day! Also passing out cigars at the Southern Novelty Company at about the same time was the brother of the owner, **Bob Sommerfield.** A fertile place to work, evidently.

Clint S. Pierce

**Bert Davidson,** Chicago, Wurlitzer district sales manager, spent most of the week at the United, Inc., showroom. Also checking in was the Wurlitzer field service engineer, **C. B. Ross.** . . . **Herb Geiger,** Geiger Automatic Sales, reports that members of the Wisconsin Cigarette Operators' Association will hold a meeting in Milwaukee in March to discuss proposed State tax legislation. The date has not been set as yet. Working with Geiger to organize the confab are **Clint S. Pierce,** Pierce Music, Brodhead; **Herb Tonnell,** Cigarette Service, Appleton. and **Carl Millman,** Automatic Merchandising Corporation, Milwaukee. . . . Music and games takes are at a low ebb, according to **Carl Betz,** P. & P. Distributing Company.

### CLEVELAND CAPERS

Officials at Shaffer Music Company report stereo head phones increasing in popularity in several locations including the Harlem Sports Center on E. 55th Street. . . . Attending a recent Seeburg service school at Shaffer Music Company were **David Meyers** and **William Klausek** of Universal Music Company of Akron, O. Among 40 or 50 others were **Homer Williams** and **Raymond Abdov** of Castle Music Company of Cuyahoga Falls, **J. F. Thompson** of B. & T. Amusement, **Bud Bell** and **John Painaby** of Bell Amusement Company.

**Morris Gisser,** president of Cleveland Coin Machine Exchange Company, continues to distribute between 50 and 75 coin-operated machines each week to every corner of the globe. Telephone calls, both incoming and outgoing, link the firm to many far-flung countries. The firm's telephone costs well exceed $1,200 a month.

**Joseph Abraham,** head of Lake City Amusement, Inc., hints he

*(Continued on page 66)*

## STEP UP TO 10¢ VENDING

with

A NEW COMBINATION!

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.

CONNOISSEUR PISTACHIO NUTS, $1.05 per lb. packed in 5-lb. bags.

HERSHEY'S BITE-SIZE CHOCOLATE ALMONDS, 65¢ per lb. packed in 25-lb. cartons.

ACORN CHANGE-OVER, from 1¢ to 10¢ VEND, $4.50 per machine.

⅓ deposit, balance C.O.D.

Rake Coin Machine Exchange
609-A Spring Garden St.,
Philadelphia 23, Pa. WAlnut 5-2676


## Northwestern Corp. Sets Distrib Meet

CHICAGO—The Northwestern Corporation will hold a meeting for its distributors preceding the National Vendors Association convention here March 16-19.

Northwestern has scheduled its meeting for March 15 at the Sheraton Towers Hotel. Agenda has not been announced.


THESE ADHERE!

(Play Value)

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
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Order from your distributor or:

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55 Leonard St., N.Y. 13, N.Y. COrtlandt 7-5147-8


# CHARM MFRS. CONSIDER USE OF NEW GERMICIDE

NEW YORK—Sanitation—or at least the attitude toward sanitation taken by various public health officials—has long been a major concern to the bulk vending industry. And while the record of the bulk vending industry with regard to selling contamination-free products is a good one, bulk vending machines have been restricted in isolated areas for health reasons, real or imagined.

Several manufacturers of charms used in bulk vending machines are investigating the possibilities of a new germicide called Permachem for use in the industry.

A leading industry figure is reliably reported to be negotiating for the Permachem franchise for the entire vending industry.

According to an article in the February issue of Pageant magazine, Permachem does not evaporate as do other germicides. The article claims that this substance constantly disinfects the air with which it comes in contact, and it is capable of destroying a whole culture of bacteria.

The germicide is available in clear liquid, as a spray, as a paste or in crystals.

Possible uses for Permachem in the bulk vending industry include the impregnating of globes with the germicide and impregnating the charms. Protection is said to last for months.

For the operator, spray containers, retailing for $1 to $2, can be used to safeguard globes periodically.


BIG SAVINGS

on BALL AND VENDING GUMS

Same fine flavors, Centers and Coatings.

Direct Low Factory Prices

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size . . . . . 27¢ lb.
Chicle Ball Gum, 130 ct. . . . . 35¢ lb.
Clor-o-Vend Ball Gum . . . . . 40¢ lb.
Clor-o-Vend Chicks, 320 ct. . 40¢ lb.
Chicle Chicks, 320 & 520 ct. . 36¢ lb.
Bubble Chicks, 320 & 520 ct. 28¢ lb.
Tab (short stick), 100 ct. . . 38¢ box
5-Stick Gum, 100 packs . . . . . $1.90

F.O.B. Factory 150 lb. lots.

AMERICAN CHEWING PRODUCTS
36 years of manufacturing experience.
4th & Mt. Pleasant • Newark 4, N. J.


## GETS CALLS BY MAIL

# Op Gives 'Bus Service' Top Stops in Boondocks

SANTA FE, N. M.—Robert Gallegos, bulk operator here, has found an effective way to cut down travel costs where long distances are involved between spots: Gallegos, who has over 500 machines in Colorado's potato-growing San Juan valley, services his most remote locations by bus delivery.

Since it is an expensive proposition to visit all of his villages, hamlets and roadside locations by truck, even on a once-per-month basis, Gallegos keeps in touch with his spots by postcards. When there is an indication that any peanut, bridge-mix, ball gum, or tab-gum vender is about to run out, Gallegos' location owners simply send in the postcard with the facts.

**Sends Whole Machine**

Gallegos, instead of sending a replacement head, with the danger that the location owners may break it, or spill the fill, sends a complete machine by bus. The cost amounts to only about half of what a trip by car or truck would, and gets a machine in perfect condition — bright and clean and painted up for maximum eye-appeal —into the spot, usually on the same day.

Gallegos shows astonishingly good returns from economically barren areas in the northern part of the State where there is little industry or agriculture other than potato growing. The probable reason for this, Gallegos reports, is simply that people who do not have a dime handy for a candy bar from a vending machine, usually have a few pennies, and satisfy their sweet taste with the products of bulk venders.

Northwestern

HEADQUARTERS

Whatever your bulk vending requirements might be we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

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SPECIAL NOTICE

*DO You Operate Vending Machines???*
*DO You Distribute Supplies and Equipment for the Vending Machine Trade???*
*DO You Manufacture Equipment for the Vending Machine Industry???*

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"VEND-O-RAMA OF '61"

*Sponsored by National Vendors Association*
*Sheraton-Towers Hotel*
*Chicago, Illinois*
*March 16 thru March 19*

*Mail your reservation to:*

*J. Mason*
*Executive Secretary*
*National Vendors Association*
*1155 North Cicero Avenue*
*Chicago 51, Illinois*


## Supermart Sued in Negligence Case Involving Charms

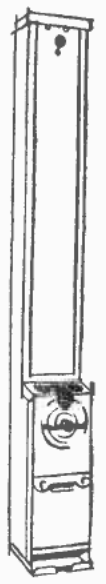
MINEOLA, N. Y. — A local supermarket is being sued for $75,000 in a negligence case involving a bulk vending charm. Mrs. Joseph Areiter of nearby Bay Park, contends that in 1953 her son, Rolf Ackers, who was eight years old, choked to death on a charm which

*(Continued on page 60)*

## Oak & N. C. Distrib Slate Sales Meet

CHARLOTTE, N. C. — Oak Manufacturing Company and its local distributor, Southern Acorn Sales, will jointly host a sales meeting of operator-customers at the Manger Hotel here Wednesday (8) at 8 p.m. Participating in the event will be Mr. and Mrs. Sid Bloom, of Oak Manufacturing Company, and Mr. and Mrs. Jack Thompson and Mr. and Mrs. Lee Smith, of Southern Acorn.

**In last week's issue, in the story on the social program for the National Vendors Association's forthcoming convention the captions on the photos of Mrs. Vivian Fraga and Mrs. Maple Graff were switched. Here are the ladies again—Mrs. Graff on the left, and Mrs. Fraga on the right.**

AMCO SANITARY VENDOR

The Finest for Vending Flat Pack Products

1¢, 5¢, 10¢, or 25¢ Operation

Vends flat packs up to ⅛" x 2" x 4¼". Advance coin detector with automatic coin return when machine is empty. Separate coin box.

For Details and Prices Write, Wire Phone Today.

J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

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PResident 2-2900



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25¢ OR 50¢ SANITARY VENDOR

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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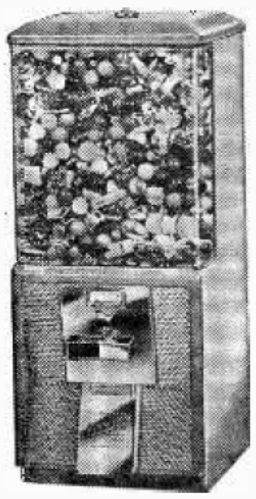
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| N.W. 10-Col. 1¢ Tab Gum Machine. | 18.00 |
| N.W. Model #33, 1¢ Porc. Converted for 100 ct. B.G. | 6.50 |
| Silver King 1¢ B.G. or Mdse. | 8.50 |
| ABT Guns | 30.00 |
| Mills 1¢ Tab Gum | 12.00 |
| Acorns 1¢ or 5, B.G. or Mdse. | 10.00 |

MERCHANDISE & SUPPLIES

| | |
|---|---|
| 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 |
| 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-e-ite, 100 ct., per 100 | .35 |
| Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct. | .30 |
| Rain-Blo Ball Gum, 100 ct. | .32 |
| 30¢ 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, Brackets, Charms. Everything for the Operator.
One-Third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY
on the New
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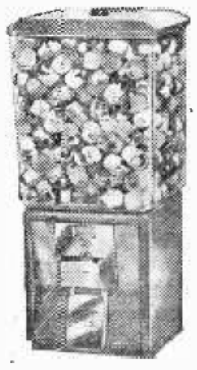
SUPER SIXTY

This capsule vendor is truly the most accurate on the market. Handles all size capsules without "skipping," breaking or crushing. Gold decorative front panel. Mammoth capacity.
Available with 5c, 10c or 25c Mechanisms

STAMP FOLDERS, Lowest Prices. Write

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LOngacre 4-6467

# Hurvichs Look Back on 30 Years

By THOMAS F. HILL

BIRMINGHAM — Thirty years of successful coin machine operation will be celebrated here April 16 by Max and Harry Hurvich, whose Birmingham Vending Company has grown from a penny basement operation into a busy vending machine enterprise stretching over several States.

The depression had braked the industrial and economic wheels of the nation to a near halt when Max and Harry switched from a losing candy-jobbing business to the coin machine field.

Their initial order of a few Columbus peanut machines in 1931 proved to be a winning step, and from this modest beginning they soon branched into the distributing business.

"We started with penny machines then," said Max Hurvich, "because there were more pennies in circulation than any other coins. We worked in our homes with our wives, Rebecca and Rosalie, helping us."

### Success Story

A true American success story, the Hurvich saga started with a few peanut machines, a borrowed telephone number, a good-sized basement, and a lot of hope. The business grew and prospered until today the brothers—still operating as a partnership with their wives—have 15 employees and are headquartered in a modern office and warehouse that has 17,000 square feet of floor space. They represent more than 20 manufacturers and suppliers, and have customers throughout Alabama and in the adjoining fringe area of Tennessee, Georgia, Mississippi and Florida.

As they did on their 25th anniversary celebration, Max and Harry want all their customers and distributors to join them at a gala open house party at the Birmingham headquarters.

In appreciation for the support and help given them by customers and distributors, the Hurvich's will open their offices and showrooms Sunday, April 16, from 10 a.m. until 5 p.m. to enable all operators, their servicemen and families to attend the celebration.

Many major factories have notified the brothers they will send key personnel to the open house.

Having come up a rocky trail as small operators, Max and Harry specialize in helping the little man get started.

"The fact that a fellow has 1,000 machines doesn't impress me nearly as much as a little fellow making a good living," says Max.

### Diversification

"We feel there still is a wonderful opportunity for the individual to make a living in the bulk vending machine business," they say. "We urge diversification as a solution to staying in business in a highly competitive field."

The brothers see further developments in the fields of music, games, and the vending of coffee, food and other drinks.

"After 30 years, this business is even more fascinating than it was at first," said Max. He cited developments in the background music field, with hospitals, public buildings, industrial plants, doctors, and even private residence becoming potential customers.

In addition to better machines operating in new fields, the brothers see many other advances made by their industry. They point with pride to the fact that the vending machine business is now recognized as sound by banks and finance companies who now are eager to provide credit and handle their paper.

With their steady and planned growth, Max and Harry have added new lines.

The Hurvich brothers now are associated with Chicago Dynamic Industries, D. Gottlieg & Company, Williams Electronic Manufacturing Corporation, Midway Manufacturing Company, Rowe-AMI Sales Company, Automatic Products Company, The Northwestern Corporation, Oak Manupany, Beech-Nut, Life Savers, Inc., Ferra Candy Company, Leaf Brands, Inc., Peanut Specialty Company, Samuel Eppy & Company, Paul Price Company, Ringmaster Charms, Plastic Process Corporation, Karl Guggenheim, Inc., Fischer Sales & Manufacturing Company, Finance Company of America, Fidelitone, Inc., and Capitol Projector Corporation.

Working together as harmoniously as when they started, Max and Rebecca and Harry and Rosalie Hurvich, still operate the business as a partnership.

Max' son-in-law, Albert Toranto, is sales manager. Personnel turnover has been very low.

Although their business and civic responsibilities keep Max and Harry busy, they still have time for their families. Max' son, Fred Hurvich, is a second-year law student at the University of Michigan's graduate law school. Harry's son, Marvin, is a first lieutenant at Fort Riley, Kan., where he is a psychologist at the base hospital. He has received his Ph.D. degree from the University of Pennsylvania. Max and Harry are especially proud of their grandchildren. Max has five and Harry has two.

The Hurvich brothers are always who have made it a success.

"Our operators mostly are home owners, and all are good members of their community," they say. "They are active in civic organizations, churches, parent-teacher associations, and take leading roles in charity drives."

Max and Harry feel their field provides an opportunity for older men to become affiliated with a profession that does not require hard work or long hours, yet will provide an opportunity to make a good living.

"We have several men in the operating end who are semi-retired," they said. "Several men past 60 are handling food machines."

Most operators in their area do their own work or employ one or two helpers. Birmingham Vending has guided the small operators and helped them with financing when needed. It has paid off. The company has picked trustworthy people, given them credit, ideas and any other help needed, and made it a point never to oversell.

Max and Harry credit their 30 years of success to this, as well as to a policy of service—on a 24-hour-a-day basis; sound credit, both for themselves and their customers, treating customers as friends, and keeping up with the latest equipment.

Their plans for the future are to continue to operate in the same way that brought them success this first 30 years.

Their early success and drive, plus heads of hair on the red side, brought them the title of "Gold Dust Twins."

The years have turned the gold to white, but they haven't slowed the pace of the two brothers. They are quick to point out that although there may be snow on the roof now, there still is plenty of fire in the furnace.

CELEBRATING 30 YEARS IN THE BUSINESS are, left to right, Mr. and Mrs. Harry Hurvich and Mr. and Mrs. Max Hurvich.

BIRMINGHAM VENDING COMPANY employees assemble in front of the office and warehouse.

BONGOS!
HOT! HOT! HOT!
Kids, Teens, Adults, they all want BONGOS!
2-color plastic
1 to 4m ..... $8.75 per thou.
5m and up ..... 7.75 per thou.
vacuum plated with white heads!
1 to 4m ..... $12.50 per thou.
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YOUR PROFITS SOAR
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Let the Cardinals, Orioles, Robins and Bob Whites sing a song in your machines. New Low Price
ONLY $2.25 per M in 5 M lots.
SURE LOCK, the perfect capsule. Patent No. 2762411. Outstanding items. Send $2.50 and receive 100 quality filled capsules. Contains our complete line.
FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

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World's Largest Selection of Miniature Charms
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# Texas Op & Family Photo-Featured

GRAND PRAIRIE, Tex. — Vernon Jackson, local bulk vending operator, and his family, were the subjects of a recent full-page feature story in The News Texans, the community daily newspaper. Given the photo reatment were Jackson, his wife Ruthe, and his dauthers, Jorja and Xanna.

Jackson operates his bulk vending route—the Jackson Novelty Vending Service—from his home at 202 Myers Road.

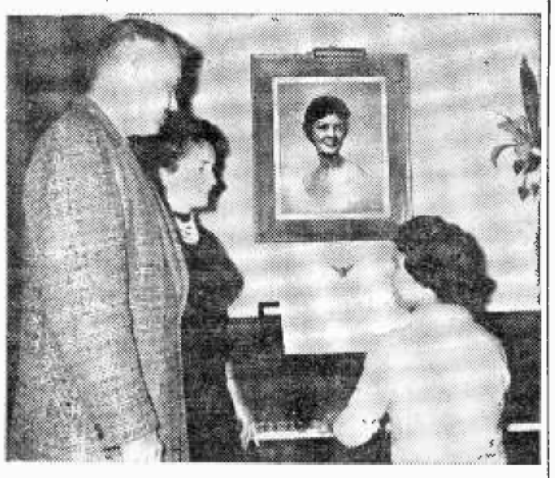
Before entering bulk vending, Jackson had worked for North America Aviation and as an instructor for the Dallas Board of Education Defense

Active in community affairs, he is a member of the local school board, a life member of the Parent-Teachers Association and assistant director of Civil Defense.

But the real joiner is Mrs. Jackson, who also serves as secretary of the bulk vending operation.

Mrs. Jackson is a life member of the PTA and a State board member of PTA Cultural Arts, treasurer of the Friends of Jefferson Library, secretary of the Jefferson Junior High School PTA, parliamentarian of the City Council PTA, corresponding secretary of the Grand Prairie Civil Defense Commission, a member of the Women's Division of the Chamber of Commerce, a Fine Arts Association member, and immediate past president of the City Council PTA.

Jorja, their 14-year-old dauther, is a student at Jefferson Junior High and is also enrolled at the Powers Modeling School in Dallas. She is studying voice and piano and she plays the flute, piccolo and violin in the school band and orchestra.



**MR. AND MRS. JACKSON listen to their daughter, Jorja, as she plays the piano. Daughter Xanna in portrait is now attending Abilene Christian College.**

Another dauther, Xanna, 19, is a sophomore at Abilene Christian College, where she is a cheer leader and active in campus affairs. Xanna has been selected Girl of the Year by the Grand Prairie Federation of Women's Clubs.

# Ohio Vendor Association Slates Its First 1961 Meet During NVA Show

COLUMBUS, Ohio—The Ohio Vendors Association will hold its first meeting of the year during the forthcoming NVA convention in Chicago, according to Herman Eisenberg, president of the group. The time and place will be determined and announced during the convention.

Eisenberg, Confection Sales, Cleveland, will report on the status of the Ohio General Assembly taxation and the work being done by O.V.A. representatives to obtain an exemption from the inspection fee for Ohio bulk vending operators.

Discussed, in addition to taxation, will be the charm import situation and any problems encountered by the operators since the last meeting.

Also on the agenda will be the recommendations for adoption by the O.V.A. of the group's committee on health and sanitation standards headed by Charles Neuremberg, B & B Sales, Toledo.

A concerted effort will be made to recruit for membership in the O.V.A. those NVA members not based, but operating in Ohio, to enlist their aid and support of the O.V.A. for the protection of their Ohio investments.

FIRST SHOWING
At N.V.A. Convention
NEW, Patent Pending and COPYRIGHTED
RINGS that!!
COME SEE 8 NEW RINGS
Creativeness and Inventiveness by
SAMUEL EPPY & CO., INC.
91-15 144 Place, Jamaica 35, N. Y.

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

MARCH 13

ADVERTISING DEADLINE, MARCH 8

If you haven't already scheduled an ad, why not pick up your phone now.

Call your Billboard office nearest you. Call collect, too.

## JUDITH EPPY IS ENGAGED

JAMAICA, N. Y.—The engagement of their daughter, Judith Meryl Eppy to Paul Glicksberg was announced last week by Mr. and Mrs. Samuel Eppy, here.

*Channel Chuckles By Keane*

# WVMOA Meet Shifts Program

. LOS ANGELES—Discussion of an important tax problem was postponed by the Western Vending Machine Operators Association until the next meeting, March 28, when only a few members were present at the February meeting, Tuesday night (28), at the Nickabob Restaurant here.

The small attendance was blamed upon a mix up in mailing out the notices for the session. W. D. Coombs, secretary, was the only officer on hand.

The evening was given over to a bull session on various problems confronting local bulk operators. While most of these were of a serious nature, there were several who reported humorous incidents in solving these matters.

The seriousness of the tax problem in question was discussed. Several members volunteered to make contacts before the next meeting when a complete report is expected to be ready.

## Supermart Sued

• *Continued from page 58*

was vended in a machine at the Supreme Sunrise Supermarket, East Rockaway.

Mrs. Areiter's attorney claims that the supermarket was negligent in that it did not forsee that children might put foreign objects in their mouths.

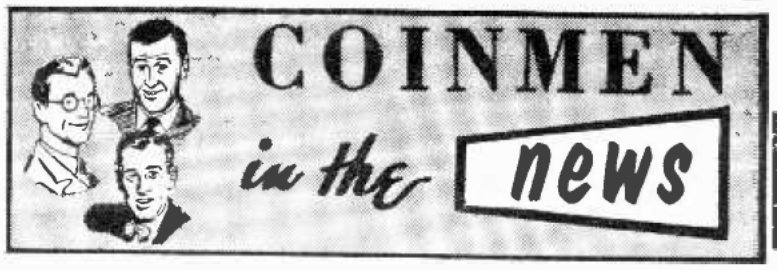
An official of the Food and Drug Administration will appear as a witness for Mrs. Areiter.

The Supermarket, in turn, has filed suit against Fred Gruber, the operator at the time the incident occured. It seeks to recover any damages assessed against it.

## Funk Appointed NAMA Legal Arm

CHICAGO—Richard W. Funk was appointed legislative counsel for National Automatic Merchandising Association, succeeding Herbert M. Beitel, a member of the NAMA staff for the past five years, who is leaving the association to join a private business enterprise.

Funk, 34, is a graduate of the University of Chicago (1950) and Yale University Law School (1954) and has practiced law for six years in Chicago.




## East

### NEW ENGLAND NOTES

While snow is still piled on the sidewalks, **Cy Jacobs,** of Interstate Music Company, Roxbury, is making plans for the summer. His diversification is sound trucks and searchlights, and already he's booked two affairs that will use his equipment for June. . . . A shock to many in the music industry was the death of **Bart Sullivan,** shop foreman for Mystic Automatic Sales Corporation in Medford and a veteran in the industry. Bart had a heart attack a year ago and the second one was fatal. He was only about 50.

Jerry Flatto

**Jerry Flatto,** of Boston Record Distributors, Hub one-stop, is out of the hospital and back to work after a tough siege. He had some serious surgery over an infected jawbone. . . . International Vending Corporation of Boston held an open house at its Portland (Me.) branch on Washington's birthday to accommodate the operators from Maine, New Hampshire and Vermont. Hosting were **Phil Swartz, Lee Jenkins** and **Richard Mandell,** who report the Rock-Ola models found favor with the many visitors.

## West

### LOS ANGELES ANGLES

**Sonny Lomberg** of Simon Distributing Company is spending his weekends in the mountains and in San Diego. **Jack Simon,** who heads the firm, said to make it emphatic that he was on his own time. Simon and **Henry Leyser** of Associated Coin Amusements Company, Inc., Oakland, are back at their respective desks following a business trip to Las Vegas. Simon Distributing recently installed a complete parts department with **George Muraoka** in charge. Lomberg reported that the Valley Pool Tables are moving well.

**Matt Nordberg,** who was with both Sierra Distributing and Minthorne Music before going into music operating on his own, is reported seriously ill but coming along as well as can be expected. . . . **Lela Smith,** Barstow operator, is on the mend from her recent illness. . . . **Herman Stauffacher** of San Bernardino was in town and picked up some new Seeburgs from **Leo Simone** at the Seeburg Distributing Company. . . . **Stewart Metz** of Arrowhead Vending in San Bernardino has moved his company from the downtown location near the Antlers Hotel to a location near Highway 99 freeway.

**Jack Neel** and **Dale Cooper** of G. F. Cooper Music in Riverside made what they thought would be a quick trip to Pico Coinrow recently. Their car, however, developed oil pump trouble and they were delayed more than five hours on the street. . . . **Mr. and Mrs. Nick Beaver** of Cactus Amusements in Lancaster made a trip to Los Angeles following bouts with the flu. . . . **Dean McMurdie,** Seeburg Western sales representative, back in town following a trip to the Northwest. . . . **Stan Rousso,** who recently joined Seeburg as vending machine factory sales representative, will hang his hat at Seeburg Distributing Company of which **John (Right Away) Ruggiero** is the manager.

**Emil Addy,** Wurlitzer factory auditor, is in town to help **John Scarvado,** local auditor, close out the books in lieu of ending the fiscal year the end of March. . . . **Royce Garrison,** who represented Wurlitzer in the territory around West Virginia, is being transferred to the West Coast and will make his headquarters in Los Angeles. . . . **Ray Barry,** local Wurlitzer branch manager, lost a good night's sleep last week when fire damaged an automobile showroom near his home. Barry said the fire started soon after midnight and was going well for nearly four hours. He and others in the neighborhood stayed up to watch the action. . . . **Walter Petteet,** Wurlitzer factory service representative, is due in Los Angeles this month for another music machine school. . . . **Gary Sinclair,** Wurlitzer Western sales representative who makes his home in Redwood City on the Peninsula near San Francisco, is due in town and will accompany **Clayton Ballard,** local branch sales manager, on a selling trip. They expect to be out about three weeks.

**Ermie Levine** of Service Novelty in San Diego is convalescing from a recent illness. . . . **Tom Lessing** of San Diego is expected to be back on the job in about 10 days. . . . **Manny Trivino Jr.** of Oxnard Music was a West Pico visitor. . . . **Joe Tamulonis** in town from Banning for supplies. • Sam Abbott.

### DENVER ROUND-UP

For a full two weeks following the showing of the new Wurlitzer 2500, Draco Sales Company was welcoming out-of-town operators. Included were **Ziltan Gancz,** of Cheyenne, Wyo.; **Len Hilderman** of Pla Mor Music Company, Denver; **Herb Roggow** of Las Vegas, N. M., and **Roy** and **Don Kaiser** from Durango, Colo. All were active buyers, reports **Betty Ferguson** of the Denver Wurlitzer distributorship.

Condolences to **Mike Savio,** partner at Draco Sales Company, on the death in January of his brother Harry of a heart attack. Just as in the case of Clark Gable, **Harry** had been hospitalized, convalesced, and was apparently back on the road to good health, when a relapse carried him off.

**Lee Wyscaver,** of Lee Music Company, in Arvada, Denver suburb, used the purchase of a new phonograph as "leverage" to gain some locations which had been hanging fire for one reason or another. Seeting the new phonograph out on display in his showroom, Wyscaver brought the hesitant location owners around for a look at it, and wound up signing up all of them.

**Mr.** and **Mrs. Johnny Knight** of Skyline Music Company, embarked on a long-overdue, two-week vacation. Plans for the vacation were indefinite, but will take the couple "completely away from the phonograph business."

A popular feature which has been installed at Draco Sales Company, Wurlitzer distributorship, is a "coffee bar" always ready to serve a hot cup of freshly brewed coffee to showroom visitors. **Betty Ferguson,** secretary, does the honors. Bob Latimer

# BILLBOARD MUSIC WEEK COIN MACHINE PRICE INDEX

Listings represent used machines in average condition. Price quoted on each machine represents the average of quotes to operators by franchised distributors. Quotes are received and averaged bi-monthly. Listings should be used only as a general guide, since machines of identical type and condition may have considerably different values in different areas.

## MUSIC

*AMI*

| | |
|---|---|
| D-40 (40), 1951 | $ 60 |
| D-80 (80), 1951 | 105 |
| K-40 (40), 1953 | 95 |
| E-80 (80), 1953 | 125 |
| E-120 (120), 1953 | 135 |
| F-40 (40), 1954 | 150 |
| F-80 (80), 1954 | 210 |
| F-120 (120), 1954 | 250 |
| G-40 (40), 1955 | 250 |
| G-80 (80), 1955 | 275 |
| G-120 (120), 1955 | 310 |
| G-120-1 (120), 1956 | 310 |
| G-200 (200), 1956 | 275 |
| G-200-1 (200), 1956 | 275 |
| G-200-2 (200), 1956 | 275 |
| G-200-3 (200), 1956 | 275 |
| G-200-4 (200), 1956 | 275 |
| G-200-5 (200), 1956 | 275 |
| H-200 (200), 1956 | 445 |
| H-120 (120), 1956 | 435 |
| H-100 (100), 1956 | 360 |
| H-200M (100), 1957 | 385 |
| I-200 (200), 1957 | 585 |
| I-120 (120), 1957 | 535 |
| I-100 (100), 1957 | 420 |
| I-200M (200), 1958 | 445 |
| J-200 (200), 1958 | 660 |
| J-120 (120), 1958 | 625 |
| J-100M (100), 1958 | 535 |
| J-200M (200), 1959 | 535 |
| J-120 (120), 1959 | 675 |
| J-100 (100), 1959 | 575 |
| J-200 (200), 1959 | 650 |

*ROCK-OLA*

| | |
|---|---|
| 1436 (120), 1953 | $ 85 |
| 1438 (120), 1954 | 190 |
| 1442 (50), 1955 | 195 |
| 1446 (120), 1955 | 235 |
| 1448 (120), 1958 | 345 |
| 1450 (120), 1957 | 395 |
| 1452 (50), 1956 | 275 |
| 1454 (120), 1957 | 395 |
| 1455D (200), 1957 | 445 |
| 1455S (200), 1957 | 445 |
| 1458 (120), 1958 | 520 |
| 1462 (50), 1958 | 395 |
| 1465 (200), 1958 | 550 |
| 1468 (120), 1959 | 635 |
| 1468 Stereo (120), 1959 | 685 |
| 1475 (200), 1959 | 700 |
| 1475 Stereo (200), 1959 | 750 |

*SEEBURG*

| | |
|---|---|
| M100B (100), 1950 | $ 200 |
| M100C (100), 1952 | 240 |
| 100W (100), 1953 | 325 |
| HF100G (100), 1953 | 335 |
| HF100R (100), 1954 | 400 |
| V200 (200), 1955 | 300 |
| 100J (100), 1955 | 500 |
| K200 (200), 1957 | 430 |
| L100 (100), 1957 | 545 |
| 201 (200), 1958 | 750 |
| 161 (160), 1958 | 730 |
| 101 (100), 1958 | 620 |
| 220 (100), 1958 | 770 |
| 200S (100), 1959 | 770 |
| 200SR (100), 1959 | 795 |
| 222 (160), 1958 | 810 |
| 222DH (160), 1959 | 775 |
| 222DHR (160), 1959 | 835 |

*WURLITZER*

| | |
|---|---|
| 1250 (48), 1950 | $ 55 |
| 1400 (48), 1951 | 70 |
| 1500 (104), 1952 | 85 |
| 1500A (104), 1953 | 110 |
| 1600A (48), 1954 | 130 |
| 1700 (104), 1954 | 215 |
| 1800 (104), 1955 | 310 |
| 1900 (104), 1956 | 390 |
| 2000 (200), 1958 | 385 |
| 2100 (200), 1957 | 435 |
| 2150 (200), 1957 | 465 |
| 2250 (200), 1958 | 545 |
| 2204 (104), 1958 | 575 |
| 2200 (200), 1958 | 615 |
| 2300-S (200), 1959 | 790 |
| 2300 (200), 1959 | 735 |
| 2304 (104), 1959 | 700 |
| 2304-S (104), 1959 | 760 |
| 2310 (100), 1959 | 700 |

## BOWLERS & SHUFFLES

*BALLY*

| | |
|---|---|
| ABC Bowler 7/55 | $ 210 |
| ABC Bowling Lanes 12/56 | $ 220 |
| 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 |
| Blinger 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 Ball 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 8/57 | 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 | 165 |
| 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*

| | |
|---|---|
| Ballernia 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 12/58 | 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 9/56 | 70 |
| 2 Brite Star 4/58 | 205 |
| Classy Bowler 7/56 | 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 | 160 |
| 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 4/56 | 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 8/58 | 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 7/56 | 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 8 | 995 |
| Auto Photo Model 11 | 1,845 |
| Auto Test (with sound) (Cap) 9/58 | 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 5/58 | 140 |
| Gun Club (Genc) 1/58 | 300 |
| Gunsmoke (Bally) 4/59 | 220 |
| Heavy Hitter (Bally) 3/59 | 285 |
| Hercules (Wms) 3/59 | 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) 5/59 | 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 (Uu) 7/54 | 100 |
| Jungle Hunt (Exhib) 7/54 | 175 |
| Jr. Auto Test (Cap) 12/58 | 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) 12/58 | 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) 10/56 | 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) 5/58 | 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 (Exhibit) 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 Rrun (CC) 3/54 | 50 |
| Super Pennant Baseball (Wms) 1/54 | 50 |
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| 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) 3/54 | 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 |
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| 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 |

# W'chester Ops' Annual Dinner Looking Good

WHITE PLAINS, N. Y.—Reservations are pouring in for the 10th Annual Dinner of the Westchester operators Guild (April 18), according to Seymour Pollack, general chairman of this year's event.

The affair will be held at Tropical Acres, recently opened Yonkers branch of the famous Dania and Pompano Beach, Fla., restaurant firm. Pollack said that announcements on the emsee and guest stars for the event would be made shortly. Final negotiations are under way now. Entertainment co-chairmen are Nate Bensky and Larry Crane.

Space in the journal for the event is closing up rapidly, according to Pollack, who added that the final closing date is April 8. Reservations for the dinner may be made through Guild headquarters here or through Pollack.


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# State Legislatures Introducing Avalanche Of Bills Bearing on Coin Machine Trade

CHICAGO — A flood of bills affecting various branches of the coin machine industry were introduced again this year as State Legislatures throughout the country began to convene shortly after January 1. Here is a State by State recap from reports prepared by Richard W. Funk, newly named legislative counsel of the National Automatic Merchandising Association, and John Insalata, legislative assistant.

**ALASKA**—Three bills (H-57, H-59, and H-126) increasing the authority of cities to levy local sales taxes were introduced. The bills, says NAMA, make Alaska an excellent example of what will be a national trend if it is not opposed. The tendency is to authorize cities to levy more and different kinds of taxes, and to increase the taxes they now have authority to assess, often using the local sales tax as a precedent. The trend will have long run, serious repercussions on operators who usually can't collect the tax and can't easily absorb new taxes.

**ARKANSAS**—A bill calling for a $5 per machine license fee on all merchandise vending machines that vend articles for "human use or consumption," was introduced. It expressly includes, but is not limited to, machines vending foods, soft drinks, papers, gum, nuts, cigarettes and confections. Active opposition is being directed by Carl F. Keller, NAMA State legislative chairman, Whistle-Vess Bottling Company, Little Rock, Ark.

**CONNECTICUT**—A number of bills affecting the coin machine industry were introduced. House bill 3287 would require a $50 distributor license and a $20 operator's license. in addition to a $25 per machine tax on amusement devices, including juke boxes.

House bill 2590 would enact a State health code regulating the operation of food and beverage machines. The provisions governing sanitary requirements generally conform to the recommendations of the U. S. Public Health Service. The bill would require a $25 operator's license plus 50-cent per machine license fees. Specifically excluded are all machines vending gum or nuts and those vending at a penny.

Also introduced were bills dealing with sales tax, increasing cigarette stamps from 4½ per cent to 6 per cent, regulating coin-operated laundry locations and prohibiting bulk milk machines.

**ILLINOIS**—Bills for regulation of coin machines and increasing the cigaret tax 1 cent were introduced. House bill 123 would authorize county boards to license, tax, regulate or prohibit certain types of coin-operated games in any place or public resort outside incorporated areas. Senate bill 46 would impose an additional 1-cent-per-pack cigaret tax. Two bills introduced last week, (see separate story) S. 137 and S. 138 deal further with licensing and regulation of coin-operated devices.

**IOWA**—Iowa has long been one of the last hold-out States banning cigaret vending machines. Two bills, one legalizing only location-owned machines, and one repealing entirely the ban on cigaret machines, were introduced.

NAMA opposes both measures, pointing out that the Iowa Supreme Court has under consideration the legality of remote control cigaret machines and that the newly introduced repeal bill is an effort to cloud the issue and get a compromise on the location-owned bill. Although NAMA has long been fighting for approval of cigaret machines in the State, it feels both current measures would be detrimental to operator interests.

**KANSAS**—A bill (H. 280) introduced February 17 would place an annual $5 per machine tax on all merchandise or service vending machines accepting coins of 5 cents or more. The license fee for six months or less would be $3 per machine. Active opposition is being directed by NAMA's State legislative chairman, William L. Robertson, Canteen Company of Topeka. Other bills introduced in the State deal with sales tax, taxing powers of cities, and prohibiting sales of cigarets below cost.

**MINNESOTA**— Three separate bills to prohibit cigaret vending in the State were introduced. Following hearings last week, bills H. 15 and H. 379 were referred to subcommittee. The hearing on bill S. 279 was continued. No action has been taken to date. Opposition to the measures is being directed by Norman Rose, St. Paul.

**NEW JERSEY**—Bills imposing a State sales and use tax, enacting stiffer voting requirements for passage of new tax proposals, and dealing with operation of coin-operated laundries, were introduced. A penny increase in the State cigaret tax, from 5 cents to 6 cents, became effective January 6. It is possible that the extra penny tax will expire June 30, 1962, pending approval of a bond issue for State institutions to be voted on this November.

**NEVADA** — Following recommendations by the governor, a bill (H. 145) calling for a penny-per-pack cigaret tax increase was introduced. The hike would apply to all size packages, regardless of the number of cigarets contained. The present rate ranges from 3 cents per pack for packages of 20 or less cigarets to 7 cents for packages with 50 or more cigarets.

**NEW MEXICO**—Bill S. 141 would impose an annual $5 per machine license on coin-operated amusement devices. Introduced early in February, the bill has been referred to finance and public affairs committees. Other bills calling for an increase in tobacco products tax and authorizing counties to levy occupational taxes were introduced.

**OHIO**—A bill (S. 216) that would place an annual $50 per machine tax on juke boxes was referred to the taxation committee. Other bills S. 12 and S. 59, would exempt gum machines and 1-cent and 5-cent machines of all types from the State vending health code. This interpretation has long been sought by the Ohio Vendors Association, bulk vending association in the State. Bills H. 158 and H. 159 would replace cigaret stamping with a reporting system. Other bills would change personal property and sales taxes.

**RHODE ISLAND**—House bill 1273, imposing both a $25 license and a $3 sticker fee on each food and liquid vending machine in the State was introduced February 15, and referred to the judiciary committee.

**UTAH**—A bill to increase the sales and use tax from 2 per cent to 2½ per cent (S. 85) and one to increase the sales tax rate from 2 per cent to 4 per cent (H. 179) were introduced.

**WYOMING**—Passed and signed was a bill (H. 87) to revise the powers of municipal governments, enabling all cities and towns to license, tax and regulate any business. It also grants these municipalities broad powers to levy and collect taxes for general revenue. Under study are bills that would increase the sales and use tax from 2 per cent to 3 per cent (H. 270) and a proposed 1-cent cigaret tax increase.

# Pine Associates Handle Lane P-R

WESTBURY, N. Y.—Automatic Concessions Corporation, Long Island; leading designer, creator and manufacturer of coin-operated kiddie rides, named Arthur Pine Associates as its publicity-public relations representatives. Bert Lane, the ride firm's president, said the appointment is effective immediately.

# MONY Hosts 80 Ops

• *Continued from page 54*

Washington on the so - called "ASCAP bill." In view of the stepped-up activity in this sphere, he urged all operators to join the MOA and support its continuing fight against ASCAP. Godman also noted that an appeal filed with the local Appellate Court on the case against the New York City $25 juke box tax, has been listed to be heard in April.

Finally, at the meeting, a proposal was voiced that MONY shelve its annual dinner in November at a big New York hotel, in favor of a weekend outing at the Nevele Country Club in the Catskills for sometime late in September. Following discussion, it was decided to send out a mailing to the membership seeking an expression of opinion. The majority voice will rule in the matter.


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*SIDELIGHT OF DOLLAR DRAIN*

# Giant Coin Operations Serving U. S. Forces Seen Emergent in Europe

By OMER ANDERSON

FRANKFURT — The U. S. dollar drain promises to create the opportunity for giant coin machine operators serving the U. S. Forces overseas, notably in Europe.

U. S. military officials state that the entire supply — housekeeping — arrangements are under review to reduce dollar expenditures on the local economies, and to reduce dollar expenditures period.

At present the military pursues a haphazard policy with respect to coin machines, which have grown within the military labyrinth like Topsy.

Every officer club handles its own juke box, coin games, and fruit machine operations. This involves turning most of the business over to local businessmen, who are paid in dollars converted into the local currencies.

**'Buying Foreign'**

Under this procedure, the military forces are "buying foreign," inasmuch as the local entrepreneurs collect in local currency.

Although American equipment is used almost in toto, this equipment filters down to the military through local channels, who, as a rule, collect in the local currency.

Heretofore, this practice of cutting the local man in on as much of the military trade as was possible has been official military policy. It was considered a form of U. S. foreign aid, a relatively painless method of helping bolster local economies. It was done on the theory, as with U. S. aid generally, that Europe was still suffering from the war and needed help from the strong and prosperous U. S.

Overnight, however, the military has awakened to find the shoe on the other foot. Consequently, the military is now in the throes of revising its procurement policies and procedures to conform to Washington's new "buy American" credo.

**Opportunity**

In the opinion of military housekeeping officers, this spells gold-plated opportunity, in the case of coin machines, for U. S.-based distributors and operators.

Some experts predict that the military's coin machines eventually will be provided—and maintained—by contract with a few American companies. These companies would undertake to supply machines and incidental equipment from the U. S. and to base virtually all of their operations in the U. S.

But the military's "think-big" logistical officers are talking in even more grandiose coin machine terms. They are scanning the spectrum of coin

*(Continued on page 66)*

# Best Way to Interest Supermarts? 'Talk Big Money,' Dallas Op Advises

DALLAS—Dudley M. Reese, local bulk vending operator, claims the best way to land big supermarket chains is to talk big money.

To illustrate, he told of unsuccessful operators who had tried to land chains stores.

"They all approached the executives of the chain with a small money proposition, Reese said. They told him how much his chain would make on each year per machine, and, of course, the executives were not interested. Their talk of profit per machine just didn't seem like enough to make it worth the bother.'

**Total Profit**

Reese is a firm believer in giving the executives the over-all picture. He considers the profit from all the machines in all of the stores in the chain.

"I went to these same executives," he said, "and asked them whether they would be interested in $5,000 or so a year extra for their chains. Naturally they were interested."

To prove that his system works, he has the franchise in all Wyatt supermarkets in Dallas, Fort Worth and surrounding territory, as well as in all Safeway stores in Arkansas. He also has another route, mostly in independent stores, though there are also some supermarkets here; through Louisiana and Mississippi, plus a few machines in Tennessee.

In all, Reese has something over 900 machines. He believes that between 900 and 1,000 is an ideal number, a number which allows the operator to look after them as they should be and at the same time allows him to make a good living.

Reese also has other angles. One method is to show either a good picture of the machine or the machine itself to the location owner. As the owner looks at the picture or at the machine, Reese impresses him with the power the charm machine has as a drawing card for children, then suggests that he let him leave it for a trail.

"About 50 per cent of the location owners will let me leave it without even any question concerning commission," he said.

His locations contain the 1-cent, 5-cent and 10-cent charm machines. When servicing the 1-cent machine, he carries filled heads on his trips, trips which he makes every six weeks. On these trips he changes the looks of the machine—at least he changes the looks of those he intends to leave in their locations. The ones which have been there for six weeks and which haven't been emptied, he removes, on the theory that the kids have tired of them.

Reese tries to place machines on the exit side of the store, by the door. The theory is that while the mother has been shopping, the children have been over looking at the machines, waiting for her. When she is ready to leave with her purchases, usually with change which she has not yet put away, the children have decided to try the machines.

Reese offers a word of caution: When the doors are of the electronic eye variety, place the machines so that there is no danger of the children being hit by the doors as they swing open. Heading this advice, he says, might avoid a costly lawsuit.

**Change Handy**

Reese offers another tip, this in regard to the location owner. He says that almost all stores appreciate being paid their commissions in rolled coins. When servicing his route, he enters a location with rolls of pennies or whatever denomination coins the commission might call for. These coin rolls, of course, furnish the location owner with much needed change. In the rare event of their being overloaded with change, he is also prepared to pay in bills.

Another observation of the veteran operator is that supermarket executives are sticklers for the clean, neat appearance of machines in their stores. On his service trips, Reese carries a Windex spray bottle to touch up the machines. He also advises getting in good with the porters at the locations. "They will keep the machines dusted for you between trips," he explains.

He discounts vandalism as a minor worry. In five years of operation he has only lost, he estimates, four or five machines. These losses were caused by theft and by fire.

**Operating System**

His method of operation on the supermarket service calls is to check each machine's take. He then makes out a ticket for the commission, leaving one with the manager of the market and keeping one himself. At the end of each six weeks, he sends in to the home office of the chain a check for the commission together with the corresponding ticket which he has left with the manager and which the manager has also sent in.

As seems to be the rule with most successful operators, Reese believes in the personal touch when dealing with location owners. He says that in almost all his locations through a big part of North Texas, Louisiana, Arkansas, Mississippi and a part of Tennessee, he knows the owners personally, knows them by their first names and even knows the number of children they have.


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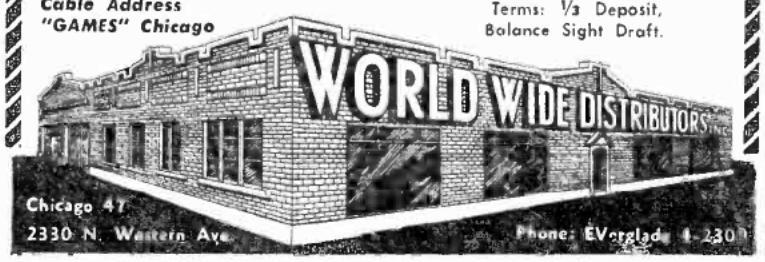


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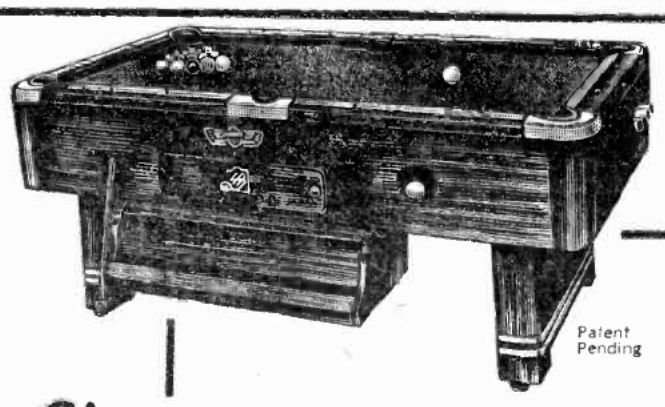

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# Bills to Regulate, License Games Sent to Ill. Judiciary Committee

CHICAGO—A pair of bills dealing with licensing and regulation of coin-operated devices in Illinois, introduced by Sen. Robert McClory (R., Lake Bluff), have been assigned to the judiciary committee.

Basically, the bills prohibit coin machines used for gambling purposes, but exclude amusement devices which reward the player with an "immediate and unrecorded right to replay," where the device depends in part upon "the skill of the player and returns to the player no coin, tokens, merchandise, credit or recorded right of replay."

The bill specifies that "any immediate and unrecorded right of replay shall "not represent a valuable thing," and be "presumed to be without value within the meaning of this act."

Also called for is an annual privilege tax of $50 for amusement-type pinball games, $10 for electric-ray gun games, and $25 for mechanical bowling or shuffleboard games.

The bills provide for confiscation of any machine found to be a gambling device and specifies fines and imprisonment for operation thereof.

The licensing bill, S.138, is introduced as an amendment to Section 1 of "an act to provide for the taxation and licensing of certain coin-operated amusement devices and to prescribe penalties for the violation thereof," approved July 7, 1953.

**Copies**

The regulatory bill, S.137, is an amendment to Sections 1 and 2 of "an act to prohibit the use of clock, tape, slot or other machines or devices for gambling purposes," approved June 21, 1895.

Copies of both bills (S.137 and S.138) are available to readers, from the Billboard Music Week, on request.


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| 13-Col. NATIONAL | 195 |
| 12-Col. EASTERN | 115 |
| 10-Col. EASTERN | 75 |
| CONTINENTAL CORSAIR "20" | 195 |

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WANTED
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| SEEBURG V 200 | 225.00 |
| SEEBURG R | 395.00 |
| SEEBURG G | 345.00 |
| SEEBURG C | 245.00 |
| SEEBURG B | 195.00 |

A.M.I.

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|---|---|
| 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 |
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Wurlitzer—All Models Make Best Offer

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BALLY 8' ABC & CONGRESS Shuffle Alleys $165 EA.
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*Rush Your List!*



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You'll Find Appeal—Action—Profits Waiting in
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GOTTLIEB'S NEW 4-PLAYER
Twin Roto-Targets—Double Jet Shooters . . . plus
*Immediate Delivery! Order Now!*
NATIONAL COIN MACHINE EXCHANGE
1411-13 Diversey Chicago 14, Ill.
BUckingham 1-8211

# Pennsylvania Pin Locations Socked By DA Raid in Montgomery County

PHILADELPHIA — The latest battle between the multiple-coin machine and the State of Pennsylvania came about Wednesday (22) when the district attorney's office in neighboring Montgomery County raided 20 locations and made five arrests.

Not all machines seized were strictly multiple coins. Some were of the "spinner" variety, while others were in-line games.

District Attorney Harold W. Spencer said the raiding party was made up of 23 State policemen, five county detectives and 10 local policemen. They made all their hits within 45 minutes.

The DA said the raids climaxed four months of coin machine-playing by his men in an effort to gather evidence. He said his men told him although the games were marked "for amusement only," they would get a cash pay-off for winning.

Those location owners arrested were held in $500 bail on gambling charges. Operators of the machines made bail for many of the location men.

The Eastern Pennsylvania Amusement Machine Association said it would not take any action in the matter as a group, but Sid DeAngelis, the manager of the operators' unit, said he expected to represent some of those arrested as individuals.

An interesting sidelight to the story is the fact that DeAngelis took over the amusement machine job just a few months ago, after serving a four-year term as an assistant district attorney in Montgomery County.

It was Chief of County Detectives Charles G. Moody who said the machines seized came under the category of "multiple-coin machines," which have been outlawed in Pennsylvania by the State Supreme Court. However, law enforcement officers many times are not quite sure just what constitutes a "multiple-coin machine."

Earlier in the month a bill was introduced in the State Legislature legalizing coin-machine games now labeled "gambling devices." It would permit them under heavy licensing fees.

A newcomer to the county detectives staff, Charles McNamara, was the one who collected most of the evidence. He estimated he poured $500 into the machines in four months.

# National Shuffleboard Moves To Plant Site in Orange, N. J.

EAST ORANGE, N. J. — National Shuffleboard Company last week announced the transfer of its manufacturing, servicing, sales and showroom facilities to a new modern plant at East Orange. The firm was formerly located at Orange, a site held by the firm 14 years.

Paul Kotler, president, hailed the move as an indication of expanding market conditions and a necessary step toward better servicing of the firm's coast-to-coast network of operators and distributors.

The new plant features a larger showroom, with all current models on display and room for new models now in the design stage. Centrally located in the hub of the metropolitan area, it is minutes away from principal highway thoroughfares and rail and air terminals.

Kotler also announced that National has ready for delivery a full line of pool tables as well as the Gold Nugget, Billiard and Satellite shuffleboards and accessories.

# Operator Action Helps Halt Bills On Cig Vending

ST. PAUL—Concerted action by Twin Cities operators is largely responsible for the apparent defeat of two bills before the Minnesota Legislature which would outlaw vending machines in public places. Sponsors of the bills said that they were trying to curtail the sale of cigarets to minors, but if enacted in their present forms, the bills would have been a severe blow to Minnesota operators.

The two bills were brought befor the Commerce, Manufacturing and Retail Trade Committee of the House of Representatives, which held a hearing on them. At the hearings, operators vigorously expressed their opposition to the proposed bills. As a result, they have been "thrown back" into committee and it is not expected that the bills wil' come to the floor of the House for a vote at this legislative session.

*TRAIL BLAZERS*

# Rings Still Draw Indians' Attention

GALLUP, N. M.—Navajo and Apache Indians are ideal customers for bulk vending routes, particularly where rings are concerned, according to Diego Ruiz, bulk operator here.

Ruiz is a hardware salesman, whose territory includes the giant Indian reservation of Southern New Mexico and Northern Arizona. He bought his first bulk venders five years ago, when he noticed that the cantinas and hardware stores of the reservations had no such facilities for their customers, most of whom live on government grants and usually have a handful of change available. Experimenting, Ruiz bought a dozen ball gum machines, put them out at stores along his route (with no commission arrangement whatsoever, incidentally), and was encouraged to expand. Now, he is still vending ball gum, but charms, rings, and other jewelry items have proved far more profitable.

Best sellers have been elaborate costume rings, vended at 10 cents, through a variety of machines, both in capsules, and in tiny plastic bags. Ruiz expected that Indian children on the reservations would be his best ring customers, but, after observing several locations, he thinks that it is the adults who are buying most of them. Indians traditionally exchange gifts with each other at every meeting, and thus, it isn't unusual to see a pair of Navajo women, meeting on the street, solemnly exchanging rings in the same way palefaces shake hands.

Ruiz, who visits some of his hardware merchants and general store operators only every two months or so, prefers to vend charms and rings over food items, of course, and has now settled on at least one ball gum vender, and as many as three or four charm and capsule venders in each spot. He uses many elderly machines, including old Victors, Acorns, Northwestern and Topper equipment, picked up here and there, as well as 36 new Acorn venders. A happy circumstance which pleasantly surprised Ruiz was the fact that his hardware store operators throughout the huge reservations in both States are generally handy with tools and provided with keys to the venders, will usually keep them in perfect mechanical shape.


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EXPERTS IN EXPORTS

GUNS

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| Ex. State Fair | $225 |
| Mid. Shooting Gallery | 450 |
| Seeburg Coon Hunt | 175 |
| United Bonus | 225 |
| Wms. Vanguard | 325 |
| Wms. Hercules | 375 |
| Wms. Crusader | 425 |

KIDDIE RIDES

| | |
|---|---|
| Auto Test | $425 |
| Bally Champion | 395 |
| Bally Space Ship | 250 |
| Driveyourself Mobile | 375 |
| Round World Trainer | 295 |
| Sandy Horse | 395 |
| Zoo Ride | 210 |
| Chuck Wagon (new) | 550 |
| Twirley Bird (new) | 995 |
| Model T Ford | 395 |

CANDY & CIGARETTE VENDORS

| | |
|---|---|
| #210 Ice Cream | $425 |
| Stoner D-500 Coffee | 325 |
| Stoner Candy, 6 sel. | 125 |
| Stoner Candy, 8 sel. | 165 |
| Rowe Candy, 7 sel. | 150 |
| DuGrenier Candy, 8 sel. | 175 |
| N.W. Sweet 16, 16 sel. | 195 |
| Apple Venders, new | 150 |
| Continental Cig., 30 sel. | 250 |
| Continental Cig., 20 sel. | 195 |
| Avenco Coffee | 195 |

BINGOS

TOUCHDOWNS, new . Write
TOUCHDOWNS, used . . . . . $575.00

BINGOS

| | |
|---|---|
| Beach Beauty | $ 75 |
| Big Time | 65 |
| Starlet | 65 |
| South Seas | 65 |
| Mexico | 65 |
| Broadway | 75 |
| 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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UPRIGHTS

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| Bally Beauty Contest | $145 |
| Games Inc. Wildcat | 195 |
| Keeney Criss Cross Diamond | 195 |
| Games Inc. Hunter | 85 |
| Games Inc. Skeet Shoot | 115 |
| Games Inc. Double Shot | 115 |
| Games Inc. Twin Wildcat | 365 |
| Games Inc. Twin Super Wildcat | 445 |
| Games Inc. Super Wildcat | 395 |
| Games Inc. Trail Blazer | Call or write |
| Games Inc. Twin Trail Blazer | Call or write |
| Keeney Little Buckaroo | 225 |
| Keeney Big Three | 325 |
| Keeney Red Arrow | 395 |
| Bally Skill Score (new) | 145 |
| Bally Skill Derby (fs) | 245 |
| Auto Bell Circus Play Ball | 95 |
| Auto Bell Circus Wagon Wheel | 95 |
| Auto Bell Galloping Dominoes | 115 |
| Auto Bell Mermaid | 125 |
| Auto Bell Horoscopes (Fl. samp.) | 95 |
| Auto Bell Deluxe Hialeah | Call or write |
| Midway Joker Ball | 175 |

MUSIC

| | |
|---|---|
| Rock-Ola 1432 (45 rpm) | $ 75 |
| Rock-Ola 1485, 200 sel. (new) | 765 |
| Wurlitzer 2000, 200 sel. | 325 |
| Wurlitzer 2200, 200 sel. | 425 |
| AMI C-40 (45 rpm) | 65 |
| Seeburg V-200 (conv. to VL with speed read program holder) | 225 |

BOWLERS & ARCADES

| | |
|---|---|
| Bally Lucky Alley, 11' & 14' | $345 |
| Bally Trophy Bowler, 14' | 315 |
| Bally Champion Bowler, 14' | 295 |
| Bally Strike Bowler, 14' | 175 |
| Bally Champion Shuffle Bowler, 8½' | 75 |
| Bally Jet Shuffle Bowler, 8½' | 65 |
| Bally Deluxe Club Bowler, 8½' | 395 |
| Bally Official Jumbo Bowler, 8½' | 465 |
| Bally ABC Bowler, 8½' | 175 |
| Bally Big Inning (Baseball) | 195 |
| Bally Ball Park (Baseball) | 295 |
| Baly Golf Champ | 95 |
| United Royal Bowling Alley, 13' with conversion | 225 |
| Keeney True Score Bowler, 14' | 125 |
| Bally Twin Pony (floor sample) | 425 |

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Mickey Anderson AMUSEMENT CO.
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WESTERN TRAILS
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First Kiddie Ride with 5c-10c-25c coin chute!

Exciting attraction on shopping center mall or parking area!

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Joe Kline & Wally Finke
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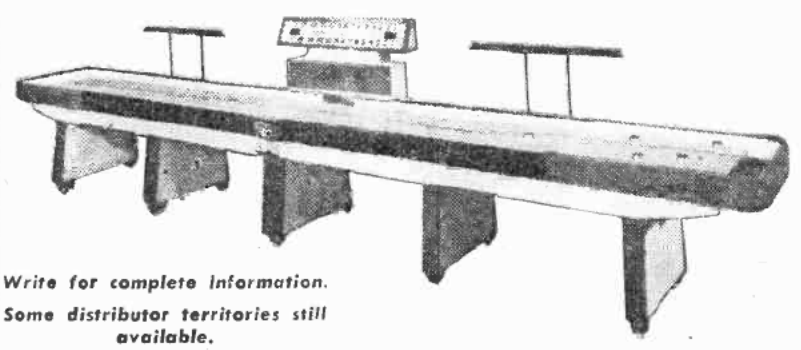
Pick a winner from the new low-cost CLASSIFIED MART! coming in the MARCH 27 ISSUE

ABP ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

Pick the Winner!
Operate American's IMPERIAL!



Write for complete information.
Some distributor territories still available.

You pick the winner when you operate American's IMPERIAL. This shuffleboard game wins more coins for you because exclusive Magno Play Control prevents additional play, unless coin is inserted, when the game is over or when time expires.

Your customers love to play the IMPERIAL and locations are just wild over its design and construction. Trouble free, too.

AMERICAN SHUFFLEBOARD COMPANY
210 Paterson Plank Road Union City, New Jersey. UNion 5-6633

# Giant Coin Operations Serving U. S. Forces Seen Emergent in Europe

• Continued from page 63

machines, and predicting eventual gigantic integrated operations on a theater-wide scale.

They foresee:

1. The banning of fruit machines and a revived boom, as a consequence, in games.

2. Introduction of automatic merchandising into military installations on a vast scale.

3. Finally, in consequence of these developments, the emergence of gigantic integrated operations placing all military coin machines overseas in the hands of a few huge operating companies, which would own and operate all military coin machines overseas.

**Large Profits**

Most on-scene experts believe the military's fruits will run afoul the "buy American" campaign in oblique but fatal fashion. The machines, by official military admission, are generating large profits for the military service clubs.

Ironically, it is a case of the machines being too successful. All military clubs are waxing fat from fruit profits, which profits they are investing in better food and entertainment for the patrons.

It was for precisely this purpose that the machines were installed, and until recently their success had been applauded by most military officers riding herd on the fruits.

But the gold drain has reversed official attitude toward the fruits. There is criticism now that club profits are being siphoned off onto "buy foreign" splurging. Clubs are criticized for living it up with foreign floorshows and with foreign gourmet items.

The military's revised attitude toward the fruits tends to be that were it not for the machines, the club coffers would be bare instead of bulging, and there would be diminished temptation to splurge with American dollars on the local economy.

**Patronage Shift**

It is also theoretically true that if fruit machine patrons didn't patronize the fruits they would patronize entertainment on the local economy, the net outflow of dollars being the same.

It is also true that nobody forces service clubs to splurge fruit machine profits on riotous foreign living, and that the profits could be used to cut club prices to the bone.

But few experts believe the fruit machines can long survive the "buy American" campaign with its heavy emphasis on spartan living. Working against the military fruits, moreover, is the U. S. Justice Department's drive to ban foreign trade in fruit machines.

Skipping to automatic merchandising, the military is interested in vending machines as an avenue to reducing employment of local help (another facet of the dollar drain) and cutting costs generally in its merchandising operations.

Since the post exchange and allied military merchandising activities overseas are conducted in a monopoly vacuum, they can be regarded solely from the aspect of efficiency, after making due allowance for customer convenience and wishes.

Heretofore, with local wage rates low and military installations scattered, the U. S. Forces have had little incentive to introduce automatic merchandising.

But the gold drain has stimulated the military's interest in automatic merchandising. Quartermaster and European Exchange System (EES operates post exchanges and related consumer services) indicate that substantial savings could be effected by large-scale introduction of automatic merchandising.

The chief consideration at the moment is the reduction in local employees and in services which must be paid in foreign currency. Surveys also seems to establish that service could be substantially improved by introducing vast vending operations.

Military installations are being steadily concentrated, making feasible vending operations. Surveys suggest that a considerable number of post exchange operations could be replaced by vending machines. PX's could be closed down, reduced in scale, and consolidated.

In general, it is a situation which seems to offer a coin machine paradise for operators able to conduct large-scale operations scattered over Western Europe and England.

But most on-the-spot experts believe it's an assignment which can only be handled by a combine or combines, a huge organization able to mount and conduct simultaneous operations in juke boxes, games and vending machines.

There seems to be tremendous potential in the vending machine operations alone, provided the military can be persuaded to yield to trials. For example, there are virtually no beverage dispensers in the entire theater—no hot beverage or cold beverage machines. Beverages, as with food generally, is handled manually.

Yet, the opportunity is now there, opportunity stamped and underlined by President Kennedy's crackdowns in the instance of the U. S. officers' club in France which attempted to build a $200,000 annex. This was the project brought to the President's attention in a cable from an American woman in Europe, and which Secretary of Defense Robert McNamara killed out of hand.

# COINMEN in the news

• Continued from page 57

will expand his operation this summer, but he is keeping all details in his pocket.

An all-star bowler in Cleveland is **Frank Jarecki,** service manager at Attewell Music Company, according to **Arnold Attewell,** president. . . . Before leaving for a month-long Acapulco vacation, **Helen Dugan,** head of Dugan Music Company, planned to purchase a houseboat for her son, **Bill Gribbons,** vice-president of the firm. When she left for Mexico collections were running about 20 per cent behind last year.

**Helen Dugan**

**Sidney Amder** of Metro Music Company, Inc., expects 33 disks to help pick up play here. . . . "New games will not increase activity in this area as long as money is not available. A general pick-up in all business is what we need," said **James Ross,** head of J. R. Music Company.

Encouraging waitresses, bartenders and barmaids to push coin machine play is paying dividends for **Albert Liggins,** chief of A. & I. Music Company. . . . Programming music play with plastic tabs on special selections is boosting play for Excel Phonograph Company, reports **Hyman Silverstein.**

**Thomas Miller,** head of Associated Enterprise, estimates that his firm returns about 15 per cent of total income from each location for betterment of each spot's coin machines. . . . **George George,** head of Monroe Coin Machine Exchange, reports his outfit will put more emphasis on cigarets and background music systems. He believes in stabilizing his present gains, however, before extending himself too far.

**Ed Curry,** Curry Music Company, claims that bowlers are his most profitable games. . . . **Robert Levine** and **Sanford Levine,** partners in Atlas Music Company, this year celebrate their 20th anniversary in the coin machine industry. . . . **Fred Witt,** serviceman and close friend of **Helen Dugan** of Dugan Music, has been a member of the suburban Willoughby police force since 1953.

Bob Sudyk.

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5c, 10c, or 25c Play
✓ National Coin Rejector in each chute
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COMPACT CABINET
HEIGHT 53"
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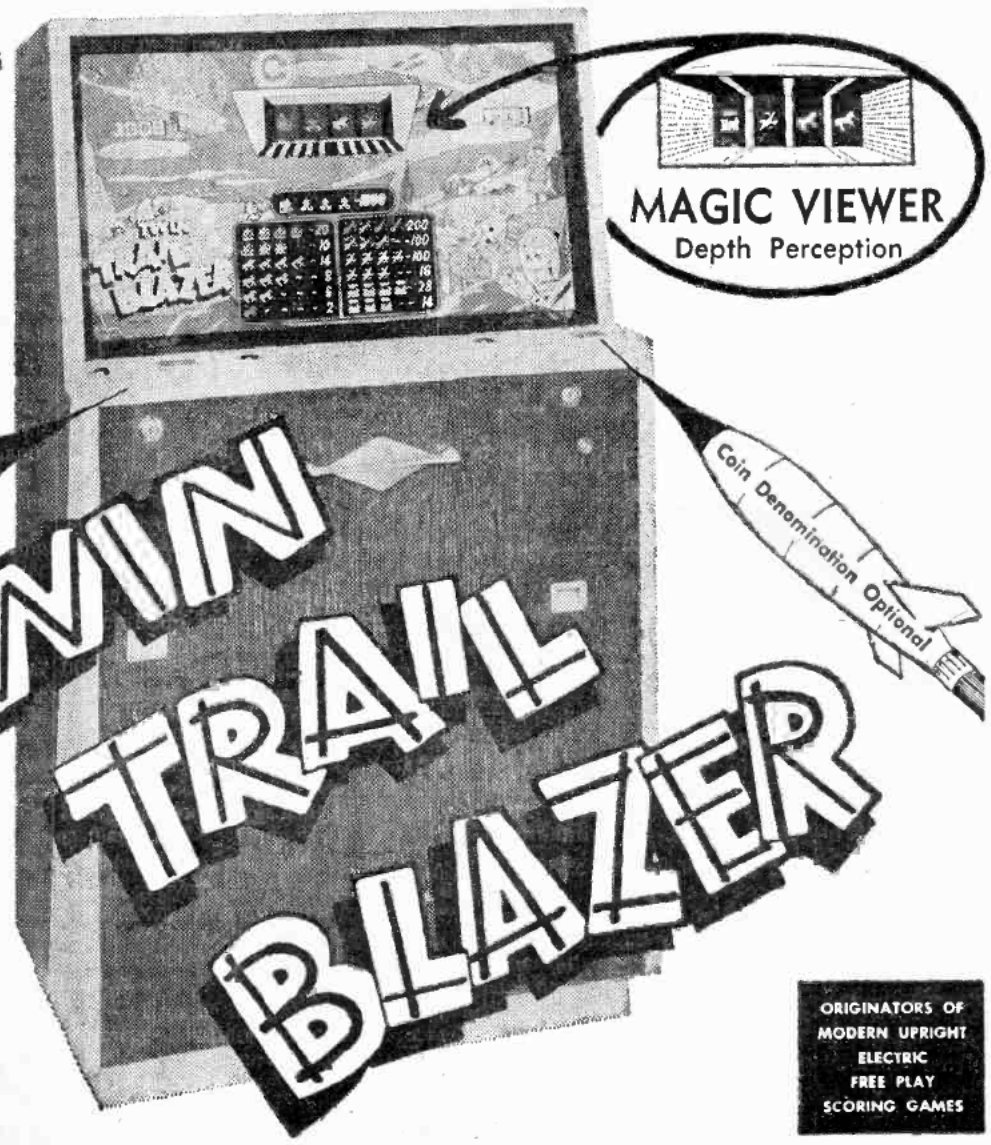

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ORIGINATORS OF MODERN UPRIGHT ELECTRIC FREE PLAY SCORING GAMES

WURLITZER 2500
ULTIMATE IN Automatic MUSIC

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| BALLY BIG INNING | $195.00 |
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| UN. DELUXE BASEBALL | 295.00 |
| WMS. 57 BASEBALL | 245.00 |
| GE. HOROSCOPE | 245.00 |
| MUTO. LORD'S PRAYER | 125.00 |
| MUTO. VOICE-O-GRAPH (Late Model) | 695.00 |
| CC DROP BALL | 175.00 |
| CC CRISS CROSS HOCKEY | 245.00 |
| BALLY ALL STAR | 125.00 |
| MONKEY SHINE | 195.00 |
| SET SHOT BASKETBALL | 125.00 |
| STANDARD METAL TYPER | 195.00 |
| SEE. COON HUNT | 125.00 |
| GE. WILD WEST | 195.00 |
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| EX. TREASURE COVE | 225.00 |
| UN. PIRATE GUN | 225.00 |
| GE. RIFLE GALLERY | 150.00 |

MONROE
COIN MACHINE EXCHANGE, INC.
2423 Payne Ave., Cleveland 14, Ohio
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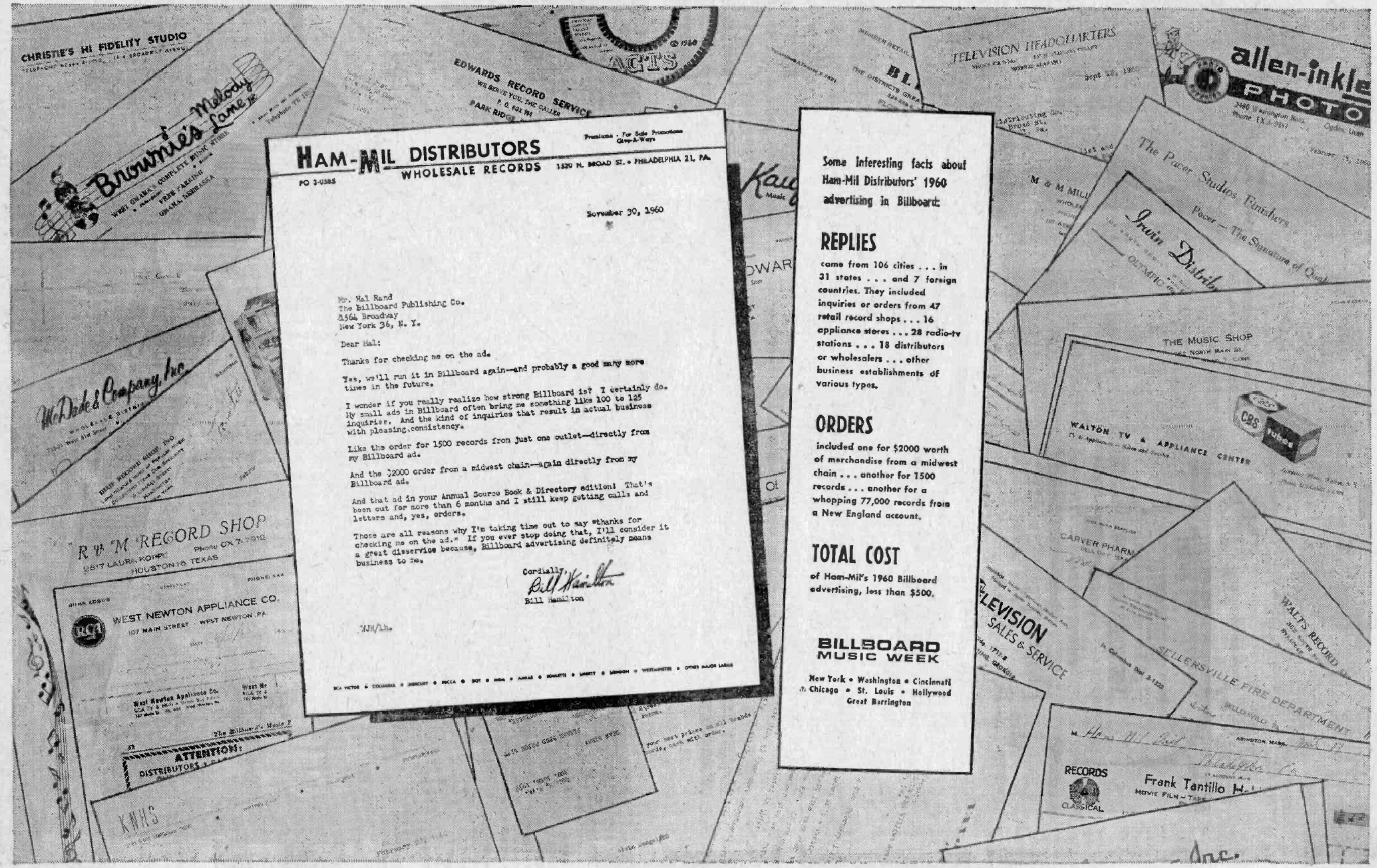

# TAC OF NEW ORLEANS

## PURCHASES 225 SEEBURG ARTIST OF THE WEEK PHONOGRAPHS

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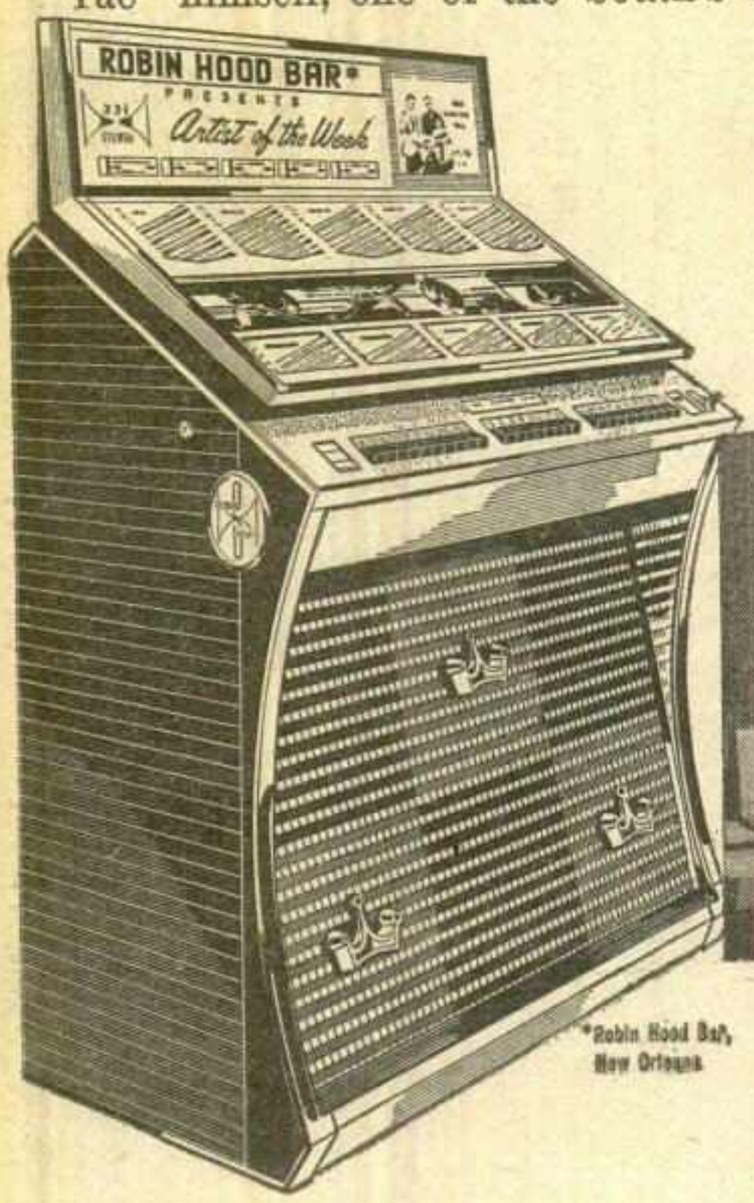
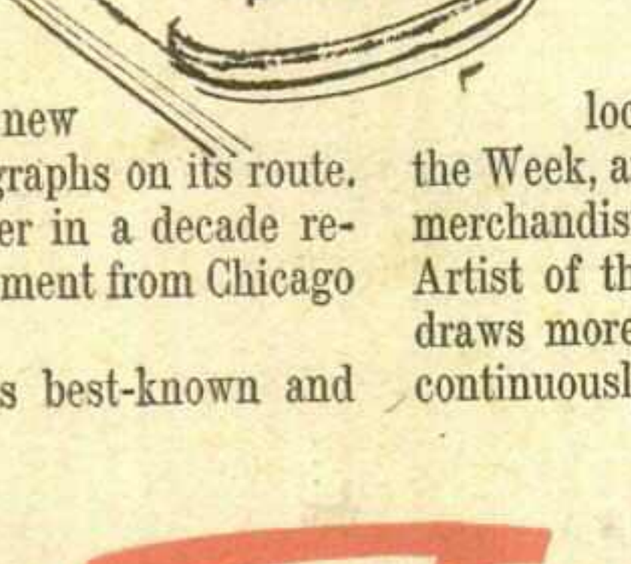
**TAC AMUSEMENT COMPANY,** New Orleans, is in the process of putting two hundred and twenty-five new Seeburg Artist of the Week phonographs on its route. The industry's biggest single order in a decade required five railway boxcars for shipment from Chicago to New Orleans.

"Tac" himself, one of the South's best-known and most successful independent operators, location-tested Seeburg's exclusive Artist of the Week, and he found it the most productive music-merchandising plan ever offered the industry. Artist of the Week greatly widens audience appeal, draws more substantial patrons to the location, and continuously steps up music revenue.




*Robin Hood Bar, New Orleans



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SEEBURG

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