March 13, 1961

50 Cents

# BILLBOARD MUSIC WEEK

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

# DEALERS AIR LP DISCOUNT VIEWS

## Col.-AFM Row Still Unsettled

NEW YORK — Columbia Records is seeking to resolve a hassle which was generated by Ferrante and Teicher's complaint to the American Federation of Musicians regarding the diskery's release of a Ferrante-Teicher package, "Broadway to Hollywood." The piano duo, now hot on the United Artists label, charge that the Columbia disk was produced not in accordance with the conditions of the Exclusive Service Contract, nor according to the terms of the Phonograph Record Labor Agreement.

In a letter to Columbia, Henry Zaccardi, assistant to AFM President Herman Kenin, states Columbia did not seek the consent of the artists or the Federation to permit over-dubbing. In the production of the disk, an orchestra with the musicians wearing earphones played accompaniment to the original master. The master contained only the performance of

. . . (Continued on page 15)

AMONG INDUSTRY FIGURES AND RECORDING ARTISTS attending the National Association of Record Manufacturers' (rack jobbers) reception in Hollywood last week were, left to right: Don Blocker, assistant to the president, Liberty Records; Johnny Burnette, Liberty recording artist; Clu Gulager, Capitol recording artist and Billy the Kid on TV's "The Tall Man"; Mike Maitland, president of Capitol Records Distributing Corporation, and Clyde Wallicks, president of Music City, Inc. NARM's awards for the best selling disks on racks were announced by Music City Record Racks' Glen Becker. (See Billboard Music Week, March 6.) Actual presentation of the awards will be made at NARM's annual convention April 25-29 in Miami Beach, Fla.

## Reactions Run From Raps To Low-Pitched Approval

NEW YORK — Dealer reaction to the spring album sales—the 25 per cent price slashes of LP's — appears to range from cautious optimism to downright opposition. Many of the dealers contacted by Billboard Music Week were flatly opposed to the March-April price cuts on LP's initiated last week by RCA Victor, Mercury and Capitol Records and joined this week by King and Roulette.

BILLBOARD NATIONAL ROUND-UP MUSIC WEEK

The majority of dealers checked felt that the price cuts aided the large stores; didn't help the small stores, and made life better for the discounter. It was also noticeable that there was cynicism over the motives of the manufacturers in offering the price cuts. There was also a feeling that the price slashes indicated that the list prices of $3.98, $4.98 and $5.98 were being artificially maintained.

Nevertheless, reports were that manufacturers offering the deals were writing strong orders, although it was also reported that rack jobbers were jumping on the deal much more quickly than most dealers. Since there were minimum orders that had to be placed to earn the free goods (one free for every three LP's purchased) a lot of small dealers were reluctant to tie up too much money in stock at this time.

Many companies refused to follow the Victor-Mercury-Capitol spring sales plan. These included Columbia, Dot, Liberty, Warner Bros., Kapp, Cadence, Decca, London, MGM, Command. Some of these firms had their own sales plans already in action prior to the spring sales, others were working on new discount plans for April and May. ABC-Paramount joined the spring sales for a few hours last week and then withdrew to come forth with a 12½ per cent discount deal.

**Takes From Various Cities:**

### New York

**By BOB ROLONTZ**

Dealers checked here last week were generally unhappy with the price cuts being offered on LP albums by Victor, Mercury and Capitol Records. The dealers contacted felt the price cuts helped the discounters and would not necessarily improve over-all record business.

A spokesman for Liberty Music Shops said that the price slashes

(Continued on page 3)

# Trade Stirred by LP Discounts

**By REN GREVATT**

NEW YORK — The so-called "great giveaway" in LP merchandising occasioned by major discount offerings of a number of prominent manufacturers, and the concurrent advertising by retailers of discount prices, continued to be a major topic of conversation along record row last week.

Discussion reached the frantic stage as a result of a story appearing in BMW, Feb. 13, regarding newspaper ads here by E. J. Korvette and Klein's in which Columbia records were advertised at discount prices. In these cases, the ads were backed up by co-op money from the Columbia distributor.

This week, it was noted that Capitol Records was offering co-op money on ads, with distributors voicing no objections to the public advertising of discount pricing. The new Capitol 25 per cent discount plan was announced last week a few days after disclosure of a similar RCA Victor plan. To date, Victor distributors here have not made co-op money available. The explanation has been that the company prefers to carry out a large-scale national consumer ad campaign of its own, offering the "buy one and get the second album at half price" deal. London Records, it is noted, has been going along with discount retail advertising for some time.

**Dealers Protest**

The Columbia-Korvette situation brought about a protest from the Association of Record Dealers of New York and New Jersey. In a letter addressed to Columbia President Goddard Lieberson, ARD President Seymour (Sy) Bondy on behalf of the group protested "your change of policy regarding co-operative advertising of Columbia Records."

Bondy deplored what he called, "the incalculable harm done the prestige of the record business and the economic well-being of the music shops." He called upon Lieberson, "as head of one of the leading record companies," to help

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## Report B. Fine May Take Over Belock's Recording Facility

NEW YORK — Bobby Fine, head of Fine Sound Studios and one of the busiest recording men in New York, is negotiating to take over the Harry Belock Recording Studio in Bayside, N. Y. Belock, head of Everest Records, built the studio several years ago at a cost estimated to be close to $1 million. It contains the latest recording equipment and many unique features. Fine had no comment to make as to whether the arrangements to take over the studio were near completion. If Fine and Belock go through with the deal, Everest will continue to use the Bayside studio for its own record dates.

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## COUNTRY STARS DUE ON NBC-TV

NEW YORK — Country music will gain additional national TV exposure this spring, when "Five Star Jubilee" starts on NBC-TV March 17 at 8 p.m.

The new country music telecast will feature Slim Wilson and his ork and will rotate emsee chores among five stars.

Snooky Lanson will emsee the debut program, followed by Tex Ritter, Rex Allen, Carl Smith and Jimmy Wakely. Guest vocalist for the first two shows (March 17 and 24) will be pop singer Betty Johnson, who was originally a country canary.

ON PAGE 33 YOU'LL SEE NEWS ABOUT

RCA VICTOR RECORDS ANNOUNCES

THE GREATEST SALE ON EARTH

# Successful 'Sing-Along' Format Spreads Across Nation; at Least 48 Stations in

By JUNE BUNDY

NEW YORK — The "Sing-Along" format, whereby stations feature mainly community-sing-type music and/or sing-along-styled station breaks, has spread to at least 48 stations across the country, led by WEBR, Buffalo; KVIL, Dallas; KQV, Pittsburgh; WWRL, New York; WCUE, Akron, Ohio; WMNI, Columbus, Ohio; WMIL, Milwaukee, and WABC, New York.

Both WEBR and KVIL claim to have launched the "Sing-Along" format first, last fall. The Buffalo outlet maintains that, right after it introduced "Sing Along" programming last October, Commercial Recordings in Dallas designed a sing-along station break package for KVIL and subsequently sold the series to a flock of other stations.

The Dallas station features sing-along music from 9 a.m. to noon and follows a "music for adults" policy throughout the entire broadcasting day. Rock and roll music and station contests are verboten at KVIL.

**Contest-Minded**

On the other hand, WEBR is strongly contest-minded, and has utilized the sing-along motif extensively in various tie-ups with local sponsors. Bill Schweitzer, the station's programming and promotion manager, believes the new format is a solid factor in building advertising revenue for the outlet. He reports, "At WEBR, a number of advertising campaigns revolve around the sing-along concept, and in fact, most of them were sold on the basis of a creative sing-along idea."

Recently, Sattlers, a leading Buffalo department store, tied in with WEBR on a "Sing A Song of Savings Sale" campaign. The store issued serial-numbered sing-along song books at various in-store locations. Then 12 times a day, for a four-day period, WEBR broadcast the winning numbers. Prizes included a three-day trip to New York, visit with Mitch "Sing Along"

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# Block Roulette Stock Offering

WASHINGTON—Roulette Records' stock offering has been suspended by the securities and exchange commission on the grounds that its information to the agency was misleading in some instances and failed to disclose a pending anti-payola complaint against the company by the Federal Trade Commission. The FTC complaint was issued against Roulette in January, 1960, and Roulette protested, asking dismissal of the charges in March, 1960.

Roulette proposed a public offering of 100,000 shares of common stock at $3 per share in August, 1960, under SEC's regulation "A" exemption which applies to offerings of securities not exceeding $300,000 in amount. Roulette can ask for a hearing to appeal the suspension order.

According to the SEC, Roulette's offering circular failed (1) to disclose the pending proceedings before the Federal Trade Commission alleging unfair competitive methods; (2) failed to disclose facts concerning the methods by which it does business, including facts concerning the methods by which it does business, including its promotion methods and any changes in these methods affecting sales and earnings; (3) presented a financial statement "not in accordance with generally accepted accounting principles and practices."

SEC finds the Roulette financial statement particularly at fault with respect to amortization of costs in creating master records, the write-off of good will to earned surplus, and the treatment of amounts paid by Roulette to certain artists as advance royalties.

# ASCAP-Juke Box Front Quiet—Big Storm Brewing?

By MILDRED HALL

WASHINGTON—A brand-new team will back songwriters on the Hill in their perennial struggle to get performance royalty on juke box play of copyrighted tunes. The American Society of Composers, Authors & Publishers has retained former Sen. Joseph C. O'Mahoney (D., Wyo.), a veteran opponent of juke box exemption, and former Rep. Charles Brown (D., Mo.), well versed in music licensing, to represent ASCAP's side of the royalty fight.

Although no anti-juke exemption bill is yet on the Senate books and no action is immediately in sight on the Celler anti-juke bill in the House (H.R. 70), the quiet could be only a lull before the biggest battle yet to shape up on the recurring royalty issue.

Former Senator O'Mahoney told Billboard Music Week: "I am interested in ASCAP and hope to be helpful in supporting its legislation in the Senate." Former Representative Brown could not be reached for comment, but his Washington office reported that he would be working actively in the matter. Presumably, Brown would direct his efforts toward the House side. Brown served on the Roosevelt (D., Calif.) House Small Business Subcommittee which held hearings on ASCAP policies in 1958. At that time, Brown put some searching questions to spokesmen testifying for ASCAP management.

**New Face on Juke Front**

On the juke box front there is also a new face—that of Edward Ratajack, former vice-president of AMI Manufacturing and Rowe-AMI Sales, who now serves in a co-ordinate position with George Miller, president of Music Operators of America. Ratajack and Miller have been mapping defense of the 1909 copyright law exemption-from-performance royalty on be-

(Continued on page 51)

# UA Bows New Sound Albums

NEW YORK—In a move to bring de luxe sound to the mass market, United Artists Records is launching a new 3,500 album series, which will offer monaural versions of UA's elaborate Ultra Audio sound packages for $3.98.

Ultra Audio releases will continue to be issued, both stereo and monaural, as de luxe book-fold packages priced at $5.98 and $4.98. The 3500 series will be released in a less expensive, traditional single-album jacket, but the contents will be exactly the same. By extending its coverage into the mass market, UA hopes to open up a vast new sales potential for sound albums, thereby making the current high cost of producing sound albums more economically feasible.

The new de luxe compact series was unveiled by UA vice-president general manager, Art Talmadge, last week, when UA held its semi-annual staff and sales meeting here last week. In addition to the new album series, the meet spotlighted a special preview of up-

(Continued on page 49)

# Atlantic Releases Three New LP's

NEW YORK—Atlantic Records has released three new LP's, highlighted by Diahann Carroll's first package for the label, a third John Coltrane album, and a debut LP by Leo Wright.

Miss Carroll's album, "Fun Life," features saucy and sexy show tunes, backed by Peter Matz' ork. The thrush, who recently returned from Paris where she made two films ("Paris Blues" and "Goodbye Again"), opens this week in a variety show in Toronto with Andy Williams as co-star.

Coltrane's album, tagged "My Favorite Things," features the artists on both tenor and soprano sax. "Blues Shout!" the new Leo Wright package, spotlights the ex-Dizzy Gillespie Quintet man on flute and alto sax.

# RSI BOOSTS LP RADIO SERVICE, INCLUDES JAZZ

NEW YORK — Record Source; Inc., is expanding its album service to stations and will henceforth provide all of the major labels' LP's, plus a new jazz album service.

RSI has included singles by all of the majors in its "Hot 100" singles service (based on BMW's weekly "Spotlight" selections) for some time, but this is the first time it has featured major label LP's — RCA Victor, Capitol, Columbia and Decca — in its album packages.

With the addition of the major labels, RSI is increasing its classical service from five to 10 LP's per month; while the pop (no rock and roll) album package remains the same — 10 new albums per month.

The new jazz album service offers five new albums monthly (also BMW "Spotlight" selections) for $75 for 12 months or $30 for four months. RSI President Hal Cook said the new jazz service was inspired by recent BMW articles pointing out the increase of jazz programming by pop as well as jazz deejays across the country. Subsequent research by RSI, said Cook, proved the validity of the trend, particularly in college markets.

After only one year, RSI now has 618 station subscribers. In the process of providing stations with "Spotlight Winners" (both singles and LP's) selected by the record and music staff of BMW, RSI has sent out 88 different labels on its singles service and 31 different labels on its LP service.

# NARM Board Ups Speed of Member Signing for Meet

NEW YORK — The board of directors of the National Association of Record Merchandisers (NARM) has set up procedures to quickly pass on all prospective members to permit their attendance at the rack group's third annual convention. The NARM will hold its 1961 meet at the Eden Roc Hotel, Miami Beach, Fla., April 25-28.

Jules Malamud, executive secretary of the organization, said the move was prompted to offset delays experienced before the 1960 meeting due to a last-minute rush of applications. He also invited firms wishing to join to address their application to him at 112 Beverly Road, Philadelphia.

# Chess Labels Bow Strong LP Series

CHICAGO — Chess, Checker and Argo, the Chess Freres' labels, will release a strong series of LP's this month. The Chess sets are headed with new LP's by Chuck Berry, the first recording in years by Little Miss Cornshucks, and a John Lee Hooker set. The Checker albums star Sugar Pie Sesanto, and one by the Original Five Blind Boys of Mississippi.

LP's to be issued on the Argo label include one by James Moody and ork, another with trumpeter Benny Bailey and crew, and one with bongoist Buck Clarke. There is also a novelty jazz set coming titled, "Morris Grants Presents J.U.N.K."

# MW Eyes New Participation In Retail Disks

CHICAGO — Montgomery Ward, which has enviously been eying a return to the retail record industry through its 1,000 stores throughout the U. S. ever since Sears, Roebuck started its impact program in retail records about six years ago, finally looks set to move under the aegis of Richard Laga, formerly a regional sales rep with Epic Records.

Though no comment could be obtained from MW or Laga, it's known that Laga has done a comprehensive job of canvassing manfacturers and distributors in many domestic areas, seeking out ideas and methods to implement the MW return to platters. In his confabs with distributors and record-label owners, Laga has expressed some interesting merchandising concepts, not ordinarily worked in the record business. He has queried executives regarding their actual dollar participation in setting up individual record department in Ward stores.

Discussions were held as to whether distributors and their manufacturers would actually shell out for store fixtures on a percentage basis. It's further reported that at present Laga is formulating a central agency, which will suggest buying of particular hot single and LP albums to stores with record departments. By June, Ward is reported to be ready to work from regional warehousing to service particular stores within the perimeter.

## Lampley Exits Victor Post

NEW YORK—Cal Lampley has resigned his a.&r. post with RCA Victor Records to concentrate on the completion of a new musical comedy.

Lampley has composed all the music for the forthcoming musical "Cross Talk" and is working on book and lyrics with Al Kohler.

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# Disk Dealers Give Views On Album Price Slashes

• *Continued from page 1*

were "one more step in the disintegration of the record business. It is an inadvisable, even deplorable move that could be very harmful. Manufacturers who reduce prices do it from weakness, not strength, and it makes a record buyer more cynical about the list price of records and the quality of records. As far as I'm concerned the discounts mean that the more stock a dealer has on hand the more money he loses. I think the price cuts give the discounter a bigger advantage than they have now. Instead of price cuts, why don't the manufacturers reduce the list price?"

**Ed Zemski,** assistant buyer for the Doubleday Book Shop chain, said, "The price slashes are a very bad thing. They will not mean anything to the consumer, since the discounters are already selling records at 40 per cent to 50 per cent off. If anything, the price cuts give the discounter an additional weapon and lets them make a bigger profit while they continue to sell at a lower price than anyone else. We are participating in the sale, but reluctantly."

**Nappy,** head of the Colony Rec-Shop on Broadway, however, was estatic about the discount deal. He told Billboard Music Week, "I love the deals because we sell at list. We find we make a profit that way. We don't sell to a price-conscious trade — we let Sam Goody sell that way and you know what happened. The more deals, the bigger the profit we make at list. Of course, if Victor advertises the sale we'll sell their records that way, but we don't encourage this price cutting."

**Sam Goody's** told Billboard Music Week, "It's a slash in price, that's all. Frankly, we're selling 50 per cent more records, but the profit is much less. If you're working on a 30 per cent mark-up normally and under this kind of deal your mark-up goes down to 18 or 20 per cent, you have to do a lot more than a 50 per cent increase in business to hold the profit level. We've ordered close to $350,000 worth of merchandise since the deals started. As for the small dealer, this is ridiculous and murderous. Many of them have bought up a lot of goods on smaller, earlier deals. Now they come on with the big splash and they don't protect you on the inventory you have already. They did the same thing to me four years ago. I was stuck for $400,000 in losses and it was never made up to me.

## Boston

**By CAMERON DEWAR**

There's good and bad in everything. This seems to be the reaction of Greater Boston dealers to the disk sales by record firms. Feeling is that the situation is geared to help the larger dealer, while the small man just hasn't the kind of money to buy in heavy enough quantities to take advantage of the offer.

Sentiment ran all the way from some who thought it was wonderful to expressions like, "They're clobbering the record business." But **George Gavrikkies** of the Music Tent in Dedham, feels it should stimulate sales. He thinks it is a little confusing and somewhat difficult to get the public to understand that the offers are genuine. In the present price battle it's a help to the retailer and for stores normally selling at full price. It's a real break, he feels.

**Peter Oppenheimer** of Peter's Music, Lexington, feels the little dealers suffer because of lack of capital. "The deal plays into the hands of the discount houses who have the money to work with." It is just too much of a cash outlay for stockpiling of merchandise.

**Sees Stimulus**

**Bob Kelly** of Stereo Sound and Music Corporation thinks it is a wonderful stimulus for business and feels the record companies had to do something. "It may be rough on the little man, but it's certainly new interest and helps sales." But he does ask two questions: How do you get the price back up again, and how do you help all of the industry at the same time?

A large one-stop operator, **Jerry Flatto** of Boston Record Distributors, says, "I just don't understand it all. I blame the manufacturers for putting out too much product . . . too much and too fast. Now the question is, what is the price of a record? These weird discount structures show up just because the companies want to keep the factories going. The discount approach isn't for a good store since the smart buyer takes only the cream of the catalog anyhow.

**Dick Spenser** of Briggs and Biggs in Cambridge is against the idea of discounts. "How much inventory can you carry?" says he. "It all means that it is a way for the manufacturer to get rid of excess inventory and no help at all to the little dealer. It isn't going to do much for you unless you have a lot of money to put into the deal."

But Flatto summed it up by saying, "For the bigger dealer, how can he look a gift horse in the mouth. For the smaller man, it's a rough deal and probably very little help." In other words, the big dealers were in favor mostly, but it didn't seem like any bargain to the small retailer.

## Milwaukee

**By BENN OLLMAN**

Most dealers here are cautious about the 25 per cent spring price slash announced by record manufacturers. Some distrust of label motives is also evident. Cut-price LP sale comes at a time when stocks are being trimmed to avoid May 1 floor tax on inventory. Some retailers expressing fear that discount houses will benefit more than dealers in the long run.

**Stu Glassman,** Radio Doctors, said, "This is a bad time to load up with merchandise—but it is never a bad time to take advantage of a good buy. We plan to go into deals with caution and feel out the situation. If manufacturers handle these plans properly they can stimulate store traffic, but if offers only run 30 days they won't help the average retailers much. This spring sale should extend 60-90 days to give dealers chance for proper promotion."

According to **Bob Sacks,** Bob Sacks Record Shop, Bay Shore Shopping Center, "My reaction is that this is a lousy situation. Manufacturers are forcing the price issue. This could hurt independent record shops. Our business is already at the point where dealers cannot maintain proper profit level. Slashes can only tend to intensify the industry's discount problem."

**Charles Netzow,** Netzow's Inc., had this to say: "This is good for independent dealers. One thing independents need is a chance to give steady customers a price break occasionally. I'm not in need of more stock right now, but I will give these offers all the coverage I can."

## Chicago

**By GLORIA MANLONG**

CHICAGO — Dealers here unanimously greeted the RCA Victor, Capitol and Mercury records spring LP sale as a "stimulant to March business which is usually none too good."

Reaction to the specific offerings by the three firms, however, was varied and, in the case of one dealer, cynical and unfavorable.

Most dealers queried were enthusiastic about the RCA and Mercury offerings because of the national promotion being given the sale by these firms. All regard highly RCA's and Mercury's "good straight discount," which **Henry Elsnic,** Vitak-Elsnic, says is a "stimulant without penalizing the dealer."

The dealers here plan to spotlight the RCA catalog because of its quality and quantity, using window displays and store advertising. Mercury will also receive close consideration, although, as one dealer put it "Mercury's catalog is small but good."

A few of the dealers intend to use the sales plan as a "leader" to draw customers into their stores, extending discounts at the same time to all or a good part of their merchandise. Elsnick plans to carry a 25 per cent discount on all LP's, while **Dale Shonrock,** Alexander Records, will carry a "buy-one-get-one-free" on his entire stock.

While all dealers questioned intend to participate fully in the RCA and Mercury sales, a number are doubtful as to whether or not they will partake in Capitol's offering.

**Some Unfavorable Reaction**

The unfavorable reaction to Capitol stems mainly from its dealer discount offer which is considered on the whole confusing. As **Fred Sipiora,** Singer One-Stop, says: "Their discount prices are varied because their album prices are varied." Another dealer complained that the offer forces him to take free merchandise that isn't needed, but admitted that Capitol is offering a large catalog. All agree that "the idea of purchasing 100 to get 33 free appeals only to big dealers and actually hurts the small guy." For these reasons some will not participate in the Capitol plan unless they are "forced into it by the amount of Capitol's consumer advertising."

A discordant note was raised by **Andy Anderson,** Record Center, who termed the spring sale a "further example of the demonstration of the artificial price structure existing in the record business today." Several dealers echoed Anderson's opinion that a permanent lowering of prices to the extent of knocking off a dollar on LP sales to customers would do much more to stimulate business than these

*(Continued on page 18)*

## *DIXIELAND, OFF THE RIVERBOAT IN OLD ODESSA*

NEW YORK — There has often been controversy as to whether jazz came up the river or not, but now the Russians have added fuel to the fire. In fact, if the Russian theory is correct, the river that jazz came up was the Black Sea instead of the Mississippi.

Last week Soviet orchestra leader Leonid Osipovich Utyosov, taking up the startingly new Soviet line that jazz is not at all bad, made the following remarks about the origins of jazz, and as with all good things, claimed the Russians had it first.

His speech made these points: "Jazz music has existed for a long time. In Odessa, long ago, musicians always improvised at weddings and this gives me ground to say that so-called Dixieland existed in Odessa before New Orleans."

It is believed that both Neshui Ertegun, professorial Atlantic jazz chief and an authority on jazz, would dispute this view of Utyosov, and that so would former jazz critic Leonard Feather. They disagree on some things, but on this — never!

# SORD to Air Discounting Problem, Seek Remedies

HOLLYWOOD — The ravages of discounting and what can be done to block the spread of price cutting in all its various forms will be the dominant theme of the forthcoming Society of Record Dealers board meeting to be held Sunday and Monday (19-20) at Coral Gables, Fla.

Meeting will be attended by SORD's president, Howard Judkins Sr., of Judkins Music, Garden Grove, Calif.; its three vice-presidents, its secretary-treasurer plus 12 board members. Agenda calls for reports to be delivered by the president and the other officers and progress achieved since their last meeting, plus new issues to be considered.

Judkins' address will be devoted to up-dating the board on SORD's efforts in fighting discounting, and the current status of the Chicago dealers' suit against the label record clubs. He will also recommend that SORD accept regional dealer associations within its fold and urge the appointment of a salaried executive secretary who will be able to devote full time to the society's affairs. Judkins also will call for a group insurance plan to cover the dealers and their store personnel.

During the meeting, Judkins will report the results of a recent board survey on various industry questions. This will be as follows: 60 per cent favored supporting the new compact 33 single, while 40 per cent agreed the industry needed a low-cost compact 33 player; 80 per cent wanted a cut in LP prices, with the majority favoring album prices to be reduced to $2.98; only 40 per cent favored a singles price cut, with the majority of those backing the price reducing agreeing to 79 cents as the desired price level.

# Kapp Picks A.&R. Classical Team, Launches 2 LP's

NEW YORK — Developments occurred from two separate points of the album front at Kapp Records this week, as the label appointed a new classical a.&r. team and at the same time announced a special two-album March sales drive.

Joe Cerami, newly appointed national sales manager under director of the sales wing, Phil Skaff, said the March promotion will spotlight a new Jack Elliott album, "Are You Lonesome Tonight," and a repackaging by the Pete King Chorale of tunes from "The Sound of Music." Heavy consumer ad budgets have been set along with extensive dealer display material.

On the classical side, the new a.&r. team consists of Emanuel Vardi and Paul Myers. Vardi, well-known violist, also supervises a.&r. for Kapp's super-sound Medallion line. Myers is a British-born musicologist.

# Soria to Victor Internat'l Post

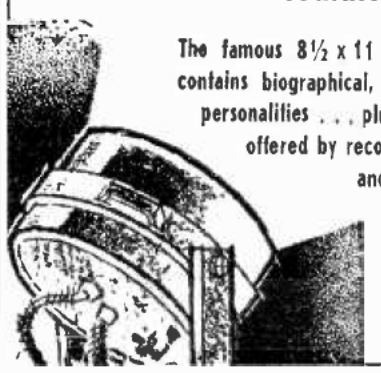
NEW YORK—RCA Victor has named Dario Soria as division vice-president commercial records international liaison.

In the new position, Soria will be involved in the development of policies for the international marketing operations wing of Victor. He will report to Norman Racusin, division vice-president and operations manager. He will be assisted in his work by George H. Prutting and Richard L. Broderick. Both of these men were formerly with RCA's international division.

Prior to this most recent appointment, Soria was producer of the gala Soria Series on the Victor label. He is also a former president of Electric and Musical Industries, U. S., Angel Records and of Cetra-Soria Records.


COMING MARCH 20 THE MOST POTENT ARTIST EXPLOITATION AND SALES PACKAGE EVER OFFERED . . . ANYWHERE!

BILLBOARD MUSIC WEEK'S SPOTLIGHT ON RECORD PROGRAMMING featuring TODAY'S TOP RECORD TALENT



The famous 8½ x 11 slick-stock two-color issue featuring the much-used Artist Biography Section contains biographical, record and talent-buying data on each of the top 200 best selling record personalities . . . plus features, lists and charts on best selling albums, LP and single record services offered by record companies, Academy Award winning songs, current film themes, programming and many more items that will be read and referred to for many weeks to come.

Advertising Deadline MARCH 10

BILLBOARD MUSIC WEEK

# High Court to Air ASCAP Procedures

By MILDRED HALL

WASHINGTON—The Supreme Court hearing on the struggle between management and small business members within the ranks of the American Society of Composers, Authors & Publishers, as dealt with in the 1960 consent terms, will take place the week of March 27. The historic "first" accounting for ASCAP stewardship of performance royalty collection for thousands of songwriters and publishers in this country before the highest court is expected to take place at about midweek March 28 or 29.

The detailed plea of dissident publishers, Sam Fox Publishing Company, Pleasant Music Publishing Corporation, and Jefferson Music Company, was submitted to the high court in a brief last month. (Billboard Music Week, February 13.) Although the answering briefs of the decree negotiators, ASCAP and Justice Department, were due last week (March 10), ASCAP requested an extension of time in which to file and was given until Monday (13). Justice Department will file at the same time.

**"Unfair," Say Appellants**

In oral argument before the high court, appellants Fred Fox, et al., will claim they were unfairly denied the right of intervention as parties in interest when New York Federal District Court Judge Sylvester Ryan signed the amended decree terms into effect. They also claim they were not represented in the decree amendments because negotiators' interests were directly opposed to those of the smaller members of the licensing society. Appellants will seek to prove that the negotiated terms binding on all members actually perpetuate rather than correct unfair policies within the Society. The first dissident appeal, and a counter motion by ASCAP and Justice Department to dismiss, were filed in April, 1960.

The opposing ASCAP argument, along the lines of its first dismissal motion, is expected to counterclaim that Fox, et al., did not appeal from the final judgment and so have no right to ask for a review of Ryan's denial of their plea to intervene. Also, ASCAP and Justice will argue that the dissidents were fairly represented by them and that a majority of the ASCAP membership voted for the terms to the new order.

ASCAP's legal team, consisting of Arthur Dean and Howard T. Milman, Herman Finkelstein and David Horowitz, all of New York, and the firm of Lloyd Cutler and Samuel A. Stein, of Washington, brought last April's motion to dismiss. The attorneys told the high court that the dissidents themselves agreed with Judge Ryan's statement that there could never be unanimity in dividing some $26,000,000 among over 6,000 ASCAP members. ASCAP attorneys also said appellants conceded that the new provisos in the judgment were "an improvement" over the 1950 terms.

ASCAP attorneys said appellants Fox, et al., admitted there had also been some improvement in the weighting of "use" music, as in theme and background music. As for the much-criticized ASCAP survey, the early ASCAP brief noted that this method is open to appeal 18 months after the signing of the judgment in January, 1960.

ASCAP added that voting procedures complained of by the dissidents have been "improved" by limiting the number of votes per member and allowing a vote by petition of one-twelfth of the membership. Finally, the early ASCAP filing which is expected to be considerably enlarged in this week's brief, argued that appellants do not claim they themselves were injured under the judgment and, so have no justifiable claim to intervene.

**"Improvement" Claims Dismissed**

Appellants Fox, et al., in their detailed brief filed with the high court last month, dismissed all claims of "improvement" under the decree terms. Fox attorneys Charles Horsky and Alvin Friedman, of the Washington firm of Covington & Burling, quoted extensively from Justice Department's own memo preceding the negotiations, which accused the dominant group of ASCAP directors of perpetuating itself in power.

In a very fine mincing of ASCAP claims of reform under the decree, the Fox brief asserted that the new voting procedures left the power in the hands of the 10 dominant publishers as before; that the survey was also in the same hands as be-

(Continued on page 46)

# Coast Dealers Launch Assn.; Co-Op Optional

HOLLYWOOD—A full-fledged regional dealers' association blossomed here last week in the same spot where a disk-buying co-operative was planted only a few weeks before. The dealers who recently banded together to form a co-op (Billboard Music Week, February (27) last week voted in favor of establishing the Southern California Record Dealers Association.

The sought-after co-op is in existence and is now operating, but is functioning as a part of the newly formed SCRDA. Members of the association do not necessarily have to avail themselves of the co-op's services. Also, the association assures the dealers in this area of a permanent organization wherein they can meet regularly to discuss common problems and exchange views even after the co-op part of its operation has outlived its usefulness.

Indications are that SCRDA may ask to join its national counterpart, the Society of Record Dealers, if and when SORD votes in favor of accepting regional bodies within its fold. As it now stands, SORD will accept individual members but has closed its doors to taking in regional dealer groups.

SCRDA's co-op started operating immediately with the birth of the association. It already boasts

(Continued on page 46)

# Talmadge Shapes Strong Global UA Image, Toting Label's Name

NEW YORK—Label identification for United Artists Records on a global basis is a prime objective of UA Vice-President-General Manager Art Talmadge's current trek to Europe.

The executive, who went abroad last week, said all of UA's European distributors but one (British Decca) have agreed to bring out UA disks under the UA label. Heretofore, UA records have been released under various European labels.

UA's contract with British Decca is up for renewal, and Talmadge said he will insist on label identification for UA "even if it means switching distributors" in England.

There are many obvious advantages to UA disks being released abroad under its own label, noted Talmadge, both to UA and the European distributors. For example, he pointed out, the parent company, United Artists Pictures, has a corps of film representatives available in every country to promote UA disks, particularly the firm's best-selling themes from such big box-office (both here and abroad) UA movies as "Exodus," "The Apartment," and others. The movie tie-up promotion is particularly important to the sale of film music abroad, said Talmadge, since radio exposure for new releases there is considerably less than in the U. S., thereby making theater exposure a key promotional outlet for disks.

A typical example of problems rising from lack of label identification abroad, said Talmadge, is the case of "Exodus." UA's best-selling waxing of the UA film theme by Ferrante and Teicher was released in England on the British Decca label; but at the same time British Decca released another version of the tune by its own artist, Mantovani.

During his stay abroad, Talmadge hopes to sign some European artists to the UA label, idea being to build European hits for UA to release here.

# Big Victor Display Prize to C. Klingele

NEW YORK — A $1,645 Steinway piano has been awarded to C. J. Klingele of the Wolf, Kulby, Hirsig store in Madison, Wis., as grand prize winner in RCA Victor's "Heart of the Piano Concerto" window display contest. Klingele received the award for having created the best dealer window display featuring the new Artur Rubinstein Victor Red Seal LP, "Heart of the Piano Concerto."

In addition to the piano won by Klingele, Victor named four other dealers to be given portable TV sets as second prize. Winners are Melody Lane, Palo Alto, Calif.; Silver Music, San Antonio; J. H. Troup Music, Harrison, Pa., and Wilking Music, Indianapolis. Twenty other dealers received third prize awards of portable transistor radios.

# D.J. Tripp Denied Bid for Jury Trial On Payola Charges

NEW YORK—Former WMGM deejay Peter Tripp has been denied an application that his trial on charges of accepting certain payola from record manufacturers and distributors be transferred from Special Sessions to General Sessions Court. A General Sessions proceeding would involve a jury.

The Tripp motion was denied in a decision rendered by General Sessions Judge Joseph A. Sarafite, Friday (3). In his motion, Tripp had maintained that the charge against him had been "widely publicized," his earnings "severely curtailed" and that "novel questions of law must be decided."

Citing considerable historical documentation, Judge Sarafite quoted from the 1898 case of the people vs. Levy which held that "reasons which would justify (a jury trial) must be . . . more than the mere preference of the defendant for a jury trial. Facts must be brought out tending to show the case is of an exceptional character."

Judge Sarafite, in denying the motion, concluded, "There is no evidence that this defendant cannot receive a fair trial in Special Sessions and there is no other reason to warrant the drastic action of divesting that court of jurisdiction." Tripp is currently on KYA, San Francisco.

# MUSIC AS WRITTEN

## New York

King Records has signed the **Herb Hardesty** ork. He has been the leader of the **Fats Domino** band for the last eight years and prior to that served stints with **Roy Brown** and **Dave Bartholomew**. . . . Kapp Records is sending out a mailing piece advertising the **Troubedors'** waxing of "Illusion" and mentioning in the leaflet that the tune was also waxed by **Nat Cole** for Capitol. . . . **Frank Gari,** hot on the Crusade label with "Utopia," has signed for five years with the label. **Sy Muskin** is president of the firm. . . . **Leroy Holmes** has signed warbler **Pepe La Staza** to Everest.

**Stu Phillips** has been upped to the post of music director of Colpix, currently hot with "Blue Moon" by the **Marcels**. . . . Camden Records has issued a new LP with the **Living Voices,** a follow-up to its **Living Strings** series. First voice album is a collection of Irish songs for St. Patrick's Day. . . . **Berry Gordy Jr.,** presented the **Miracles** with a gold record award last week for the group's best-selling record of "Shop Around." . . Biegel and Kaplan Associates, the publicity firm, has formed a new label in Detroit called Danceland Records. . . . **Alan Langenus** has joined the Big Three's educational department in New York under director **Ed McCauley**. . . . **Rick Keefer** informs us that a new publishing firm, Conquest Music, has been formed in Portland, Ore. Bob Rolontz.

**Arnie Maxin,** MGM president. attended the opening of the new musical "Carnival" in Washington last Wednesday night (9). . . . MGM executive **Sid Brandt** planed to the Coast last week to confer with **Bernie Silerman,** Verve sales chief. Bob Rolontz

## Chicago

**Alan Bress** returned to his former job as promotional director for James H. Martin, Inc., distributing firm, last week after a brief association with Buck Ram Productions. . . . **Neil Feeley,** president of newly-formed International Records, has added four distributors: New Sound, San Francisco; Bob Heller's Flying Distributors, Philadelphia; Bay State, Boston; and General Distributors, Baltimore. Feeley not only heads his own firm. but also acts as sales manager for International Records Distributors here. . . . **William Hopkins** recently joined Bob Koester's Delmar Records as art director for that diskery. Hopkins was formerly associated with Playboy and Chicago Scene magazines, and has created covers and art for Argo and Mercury. **Joe Segal,** in charge of Delmar's modern jazz series, was himself active in the entertainment field in concerts and DJ shows.

**Floyd Glinert,** national sales manager of Columbia Records, arrives in the Windy City Tuesday (14) en route to the firm's plant in Indiana. . . . **Mandel Hollander,** Hollander Music Shop, reports that he will soon be a grandfather for the seventh time. . . . **Doug Hawkins,** Mercury's recording engineer, helped set a 29-hour record from recording session to dealer when he flew from New York to Dayton, O., with the master of **June Valli's** latest ("This World We Love In"—Mercury) in the early a.m. last Wednesday. From Dayton, the master was transported to the firm's plant in Richmond, Ind., which had the finished disks ready for shipment the next day.

**Jack Karey** of WCFL is head of Customized Recordings, a new firm here. . . . **Maury Leshour,** Capitol Records, took time out from his p.r. duties last week to help "with the moving" as Capitol expands its Michigan Avenue offices to two full floors. . . . **Art Talmadge,** United Artists Records, left Friday (10) for a three-week business-pleasure trip to Europe. Gloria Manlong.

## Hollywood

The Columbia Record Clubs is pitching for more Coast-based labels to come aboard. Verve, prior to becoming an MGM Records subsid, was the first California company to make its wares available to the Columbia Club's membership. Last fall, Warner Bros. concluded a one-shot deal with the club on **Bob Newhart's** first "Button-Down Mind" LP. Club now is dangling the lure of its million-plus members in front of several firms here.

There's been a change in Capitol's legal eagle nest, with **Elliot Chaum,** a staff attorney since mid-1959, moving up to head its lawyer department. Post heretofore was held by **Bob Carp,** the Capitol corporation's secretary and counsel. Chaum will continue to serve as secretary and counsel of the two Capitol subsidiaries, Capitol Records Distributing Corporation and the newly formed Electric & Musical Industries (U. S.), Ltd.

New distributors appointed by Lectern Records, the label specializing in the spoken word education field, include A. & L. Distributing, Philadelphia; Lester Distributing, Baltimore; Golden Hit, San Francisco; Buckeye, Los Angeles, plus a shift in Chicago from Record Distributors to K. O. Asher, Inc. . . . The Star-Crest label has moved its headquarters to 6602 Lexington, Hollywood. Firm's artists include **Arthur Blake** (his first LP for the label is "Curtain Time") and singers **Robert Linn, Freddie Bell** and **Kenny Miller. . . . Larry Finley,** Tops Records' operations vice-president, was elected to the board of directors of Tops' parent firm, Precision Radiation Instruments, Inc. Lee Zhito

## Cincinnati

**Ike Klayman,** head of A. & J. Record Distributing Company; **Sam Klayman,** Supreme Distributing topper, and **Al Klayman,** associated with his brother in the latter firm, are mourning the passing of their mother, **Sarah Klayman,** who died here February 27 after a year's illness. Another brother, **Lou Klayman,** heads up his own distributing firm, Action Records, in New York. A sister, **Mrs. Jack Cohen,** Chicago, also survives. . . . **Syd Nathan,** King Records president, and his general manager, **Hal G. Nealy,** spent three days on business in New York before winging out Sunday night (12) for Europe to huddle with King reps and pressing affiliates. Flying out with them were

(Continued on page 44)

# LP Sales in Retail Shops Register Good Jan. Boost

## Dealers Move 5 Million Album Units in Month, Compared to 3.6 Million in '60

NEW YORK—LP record sales in retail shops during January 1961 registered a good increase over the same month a year ago. The total number of LP units moved by dealers in January this year came to 5 million pieces, as compared to 3.6 million units for January 1960 and 2.5 million units for January 1959. Thus, January 1961 LP sales in stores amounted to an increase slightly over 35 per cent as compared to January 1960, and approximately double the sales of January 1959.

BILLBOARD SALES ANALYSIS MUSIC WEEK

The fact that LP sales were up over-all during January 1961 as compared to Januarys of other years does not necessarily mean that all dealers across the country enjoyed this same increase this year. The figures above represent total sales for all retail stores which include the increased number of large outlets — many of which sell records at discount. Therefore, it is possible for over-all business to be up and yet many dealers not share in the total increase and, in fact, some register decreased sales. Serious areas of unemployment in some sections would make this so.

January is usually the second-best four-week period of the year for LP sales in stores. This is a reflection of the phonographs sold during the Christmas period. New owners or owners of better phonographs buy, on the average, $50 to $75 worth of LP merchandise in the first three months after purchase and 50 per cent of this expenditure will come in the first month after purchase.

**Stereo Picture**

With approximately 75 per cent of the phonographs sold in 1960 being stereophonic, it is interesting to note that sales of stereo LP units in stores for January 1961 were slightly over 50 per cent ahead of stereo units sold in January 1960 in stores. Actually, the close to one and one-half million stereo LP units sold by dealers in 1961 represent only 25 per cent of all LP units sold in stores. This percentage for January 1961 represents the highest percentage of total store stereo LP units of any four-week period since stereo was introduced back in 1958. In January 1960, for example, stereo units represented about 23 per cent and only 20 per cent in January 1959.

These figures are obtained from Billboard Music Week's continuing study of record sales in retail stores as prepared by BMW's Record Market Research Division. Complete reports, which are compiled every four weeks (13 are issued every year) and issued to subscribers on a confidential basis, also provide competitive figures by label, broken down by speed, price, mono and stereo sales, etc. The reports are compiled from diaries of actual cash-register sales made by a scientifically selected, rotating sample of record dealers across the nation.

# ARMADA Brass Meets, Sets Convention Line-Up

NEW YORK — Officers and board members of ARMADA met here last week to set plans for its 1961 convention in Miami Beach, Fla., June 26 and 27 at the Diplomat Hotel.

At the suggestion of ARMADA President Art Talmadge (vice-president-general manager of UA Records), the board voted to accept affiliate memberships from publishing, promotion and publicity firms, album pressing plants, matrix manufacturers, radio and TV deejays. The affiliate membership will be non-voting but may attend meetings and participate in the convention. Dues in this category will be $150 per year, as compared to regular membership dues of $200 per year.

Eight manufacturer members of ARMADA will hold distributor meetings immediately before and following the convention. This is part of Talmadge's plan to enable indie labels and distributors to cut down on costly, time-consuming distributor meets by scheduling such confabs during the convention.

The manufacturers, accepted on a first-come basis, will each be allowed a half day for their meeting, with hours and dates of the individual sessions to be determined by a drawing. There will be no private meetings allowed during the convention dates.

Talmadge advised ARMADA board last week that a buying power index "practical for all parties involved" would be presented at the June convention. Also on the agenda is a group insurance plan, which will cover owners, officers and key personnel of all ARMADA member firms who wish to join, but each firm must join independently. Representatives of the insurance firm will attend the June meet but the plan will start immediately.

Although in the past there have been no exhibits, Talmadge said

(Continued on page 18)

# Bonn Probing 2 Music Orgs In Legal Move

BONN—The Bonn government's cartel office is investigating two music industry organizations which it suspects of acting to throttle competition.

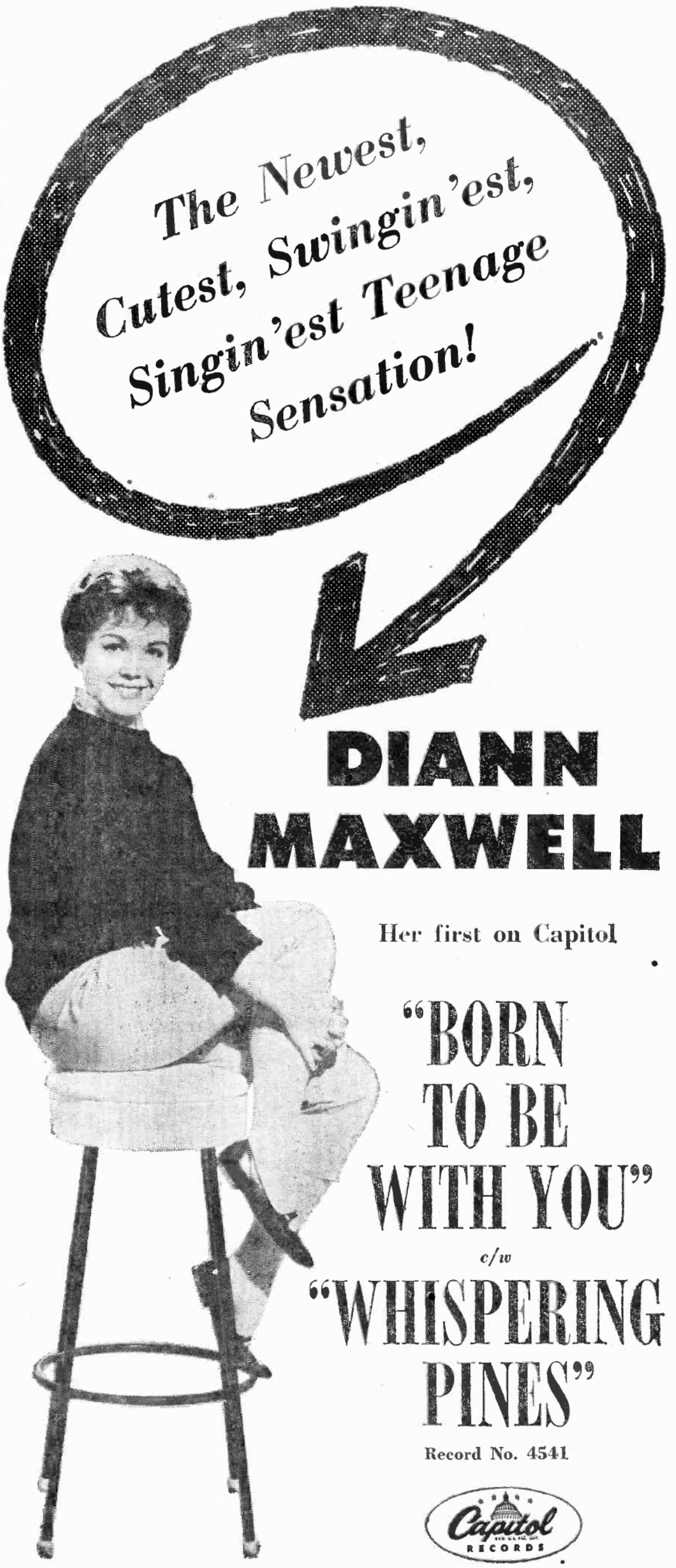
The organizations are the Bureau Internationale de l'Edition Mecanique (BIEM), with headquarters in Paris, and the International Federation of the Phonographic Industry (IFPI), which is based in London.

The Bundeskartellamt—the West German cartel office—is the trust-busting arm of Chancellor Konrad Adenauer's government. Its function is to wage war against restrictive trade practices.

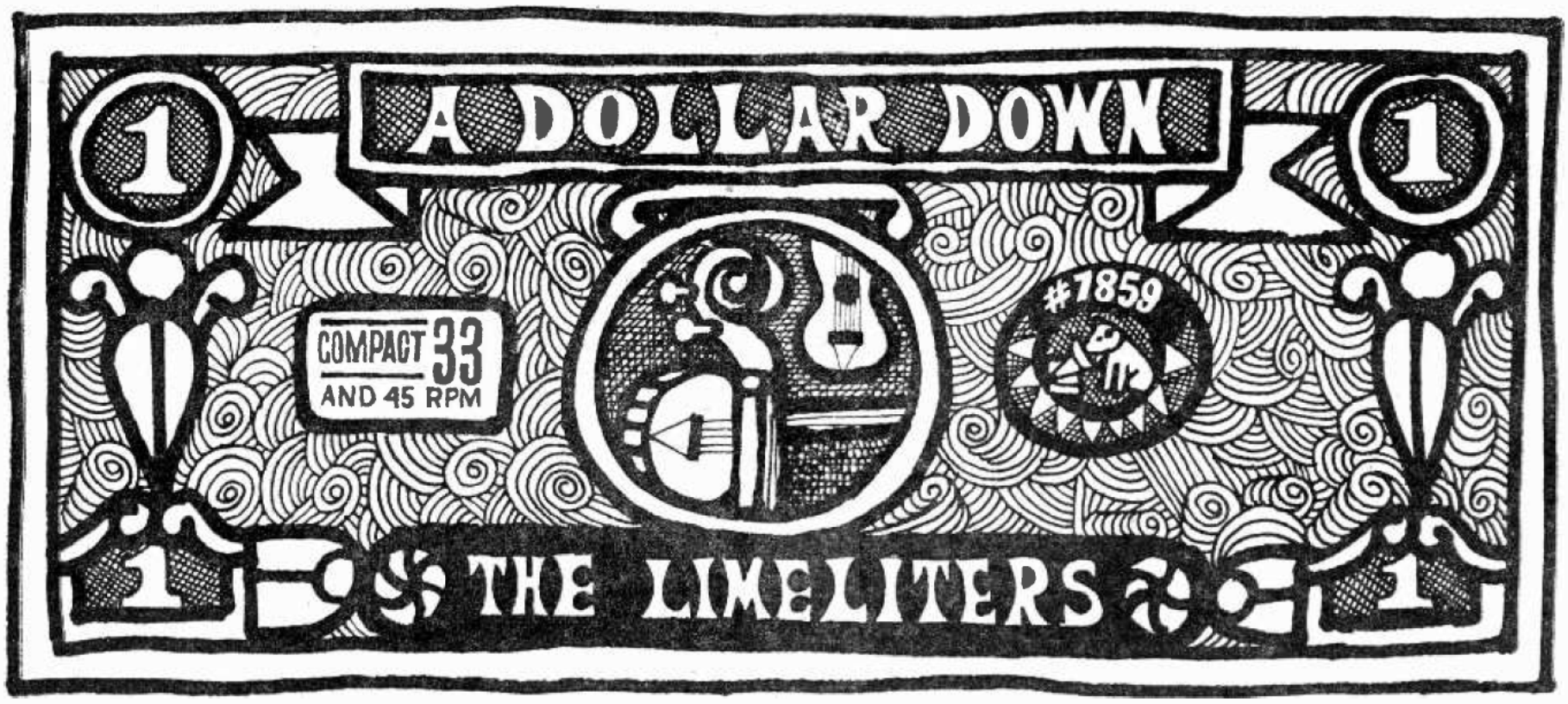
Cartel office officials disclosed that they are probing alleged link-ups between the Paris and London organizations and the GEMA, the German ASCAP, and the German phonograph record producers.

In general, the investigation con-

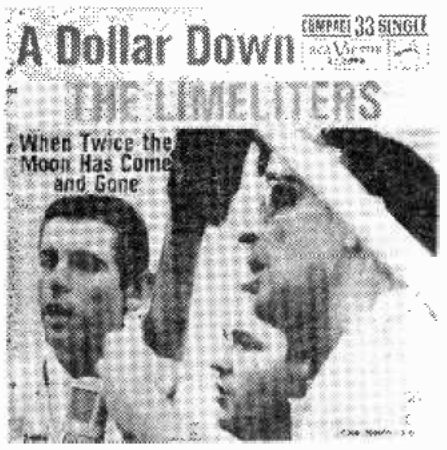
(Continued on page 56)

# THEIR FIRST SINGLE!




# THE LIMELITERS' FIRST L.P. IS RED HOT. NOW WATCH THEIR FIRST SINGLE GO!

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# TALENT TOPICS

## HOLLYWOOD

**Jimmie Haskell** was awarded a gold plaque by Creative Composers for his original arrangements in Imperial's "Count Down" LP. Gold plaque also was presented to **Fred Kats** for scoring Decca's "Katzen-Jammers" album. . . . RCA Victor's **Bob Thompson** has returned to Hollywood after a three-month tour of Europe.

**England's composer-conductor Norrie Paramor arrives here Tuesday (14) for a week's conference with Capitol's executives. His albums are issued here under the Capitol-of-the-World banner. While here, he will huddle with Capitol a.&r. producer Dave Dexter on several albums to be made in London.**

**The Surfers,** who just completed their 50th LP for the Hi-Fi label, have been signed for their fourth return engagement at Lake Tahoe's Wagon Wheel, starting a four-week run March 24. Group is currently appearing at the Orchid Room here. . . . WB songstress-actress **Connie Stevens** is making two personal appearances one day apart: as honor guest at the Fairchild Camera Company's convention in Philadelphia Monday (13) and at the Canadian Association of Broadcasters' three-day convention starting (Tuesday (14).

**Liberty's Gene McDaniels left for a week's promotional activities in New York on behalf of his latest disk, "A Hundred Pounds of Clay.". . . Songstress Roberta Linn, now at Las Vegas' Stardust Hotel, will top the bill at San Diego's Roaring 20's, starting a three-week stand April 20. She will be backstopped by her group, the Pinky Baldwin Singers.**

Lee Zhito

## NEW YORK

**Claude King,** close friend of the late **Johnny Horton,** has been inked to a management pact by Horton's old manager, **Tilman Franks.** King will record for Columbia. . . . **Horace Silver** and his combo open at the Zebra Lounge, Los Angeles, March 31. . . . **Page Morton's** CBS radio show has been shifted to Sundays at 5:40 p.m. . . . **Lester Lanin** and ork open at the Grill Room of the Hotel Roosevelt April 10 for three weeks. . . . **Erroll Garner** is still packing them in. He has sold out the houses in recent engagements in Chicago, Rochester, N. Y., and Buffalo. . . . Columbia Artists Management is booking the **Clebanoff Strings.** . . . A tribute to **Lerner & Loewe** will be a key feature of the **Ed Sullivan** show March 19. . . . **Robert Merrill** sails to Italy in June to cut two record albums in Rome. . . . **Bert Kaempfert** is vacationing in Miami Beach with his wife prior to flying back to Germany.

**The Salt City Six is performing nightly at the Metropole in New York. . . . Cannonball Adderley and combo open at the Jazz Workshop in San Francisco March 21. . . . Andy and the Bey Sisters open June 16 at the Playboy Club in Chicago. Prior to that engagement they play The Birdhouse in Chicago in April. . . . George Wein will be starred with his jazz band at the Essen Jazz Festival in that German city April 14. Vic Dickenson, Ruby Braff, Pee Wee Russell and Buzzy Drootin will appear with him there and also in a tour through France, Switzerland and Holland. . . . Gene Pitney returned this week from a tour of the West Coast with manager Aaron Schroeder. . . . Frankie Avalon opens at the Eden Roc, Miami, April 4. . . . Abbey Lincoln opens at New York's Jazz Gallery March 14.**

Bob Rolontz.

## CINCINNATI

**Leroy Van Dyke,** hot on the Dot label about a year ago with his "The Auctioneer," made the local deejay circuit recently to promote his initial Mercury release, "Big Man in a Big House." Accompanying him to town was his personal manager, **Chuck Olson.** They made the various record hops during their visit here, including those of **Bob Smith** (WCPO) and **Bob Braun** (WLW). Their promotional trek will take them as far as California. . . . Jazz units and folk singers will be the fare at the new Cafe Continental just opened on Main near Seventh by **Ace Adams,** talent booker and promoter. . . . **Tommy Wills and His Tomcats** wound up their stand at the Basin Street, Covington, Ky., Saturday (11) to move this side of the Ohio River for a fortnight's engagement at **Babe Baker's** Jazz Corner, local suburban spot. Wills, whose Tomcats are the house band for **Bob Smith's** (WCPO) record hops at **Milt Magel's** Castle Farm here each Sunday afternoon, has just had a release, "Third-Man Theme," on **Norman Weinstroh's** Norman label, St. Louis.

**Cadence Records' Charlie McCoy put in a hectic three days here March 4-6 plugging his latest release, "Cherry Berry Wine" b.w. "My Little Woman." Squired by Tom Moore, promotion man with Is Nathan's Hit Record Distributing Company here, McCoy doubled several times between here and Dayton, Ohio, making every pop jock in the two towns. In addition, he worked all the regular record hops here and in Dayton before departing Tuesday (7) for Philadelphia and New York. While in the latter city he will meet with Cadence chief Archie Blyer to mull over new material. . . . Fraternity artist Jack Larson arrived here Thursday (9) from Fresno, Calif., where he has just closed a two-weeker at the Hacienda. While at the latter spot, Jack had the pleasure of working several days with Steve Allen, Jane Meadows, Dayton Allen and Gabe Dell, who were breaking in a new act opening soon in Las Vegas. Larson left here early Saturday (11) for Miami Beach, Fla., where he opened the same night at**

*(Continued on page 44)*

## CONCERT REVIEW

### Brass, Acoustics Hamper Dizzy

A rather lean and disappointing house viewed the first in a proposed series of concerts entitled "Genius at Midnight" in Carnegie Hall, Saturday, March 4.

The first program featured Dizzy Gillespie, and was presented by the MGM-Verve Record firm which also recorded the festivities for future release.

The jazz trumpeter's compositions made up most of the concert. Besides such older of D.G.'s writings as "Emanon," "Ow" and "Manteca," a humming brass ensemble of four trombones, four trumpets and four French horns and tuba performed a new work and two reworkings of Gillespie material by arranger Lalo Schifrin.

The new work was entitled "Kush-An African Poem," and had swing and warmth. "Tunisian Fantasy," a development of "Night in Tunisia" in three parts, was notable for fine, moody writing through the "The Casbah" segment. A wild and woolly, broad and brassy "Gillespiana Suite" in five sections closed things out for the night.

Diz performed with his usual adriotness, and young alto saxist Leo Wright showed a sharp solo concept, combining the stimulating sound of Earl Bostic mixed with that of Charlie Parker.

In spite of some of the good moments, the concert must be chalked up as a disappointment due to the top-heavy brass instrumentation and fuzzy acoustics of the hall which scrambled and muddied the performance. It is hoped that the forthcoming recording will not carry these deficiencies.

Jack Maher.

★ ★ ★

## NIGHT CLUB REVIEW

### Darin Parades R.&B. Hits at Copa

The lustre of Bobby Darin has not worn off in a year. After a highly successful debut at Jules Podell's Copacabana last summer, Darin returned for a repeat last week and had the roomful of customers eating out of his hand all over again.

Darin gassed the out-of-towners and expense-accounters with a varied act which consisted of stints on the drums, vibes, piano, a lot of ad lib comedy and best of all, his singing.

For a time, it was conisdered not smart for a rock-type performer moving into the night club circle to perform his record hits. But Darin, safe in the knowledge of having made it in the more sophisticated areas, now has the courage to bring Splash," "Queen of the Hop," "Dream Lover," etc., to a tumultuous response.

Beyond this, he offers a broad program of familiar tunes, mostly upbeat style, like "Some of These Days," "Bill Bailey," and his more recent disk click," "Mack the Knife" and "Up a Lazy River." He strays momentarily and effectively into a soft, lightly accompanied "Toot Toot Tootsie." It all adds up to a neat package indeed, delivered with class and style by a youngster with the touch of a veteran.

Bobby Scott's piano backing is literally the end, as is the whole brace of arrangements for the augmented house band, batoned by Dick Berke. Frank Gorshin, No. 2 man on the bill, builds his whole act on impressions, and an effective performer he is.

Ren Grevatt.

★ ★ ★

## MUSIC REVIEW

### 'Life' Swings With Dr. Souchon

Jazz and the adventures of those connected with it seems to be just the thing to take the mush and contrived sentimentality out of the "This Is Your Life" TV stanza. That was the case, at least, when the weekly show spotlighted prominent New Orleans doctor and jazz historian Edmond Souchon, Sunday, March 5.

Despite host Ralph Edward's unctious manner in sketchily retelling the good doctor's history, "Sou" himself took the whole thing in stride; correcting misstatements by Edwards, passing out credit to other people, and adding a jovial note or two.

There was much Dixieland-style jazz, too: in a reunion of the string jazz band in which Souchon played as a youth, and through the playing of prominent jazz men like Eddie Condon, Muggsy Spanier, Matty Matlock and Ray Bauduc. The vitality of this music and the ad-lib comments of the musicians did much to raise this soap-opera show to a more human level.

Jack Maher.

# FOLK TALENT & TUNES

By BILL SACHS

## Around the Horn

**Beverly Mae Wilson,** teen-age country singer, is recovering from a serious illness which forced the Robert A. Sherwood Enterprises to cancel several bookings on her recently. Mail will reach Miss Wilson at 1151 Persimmon Avenue, El Cajon, Calif. . . . **Kathy Dee,** heard regularly on WWVA's "World's Original Jamboree," Wheeling, W. Va., and "Landmark Jamboree," Cleveland, has signed a recording pact with B-W Records, Wooster, with her initial release, featuring two of her own tunes, slated to bow in a few weeks.

**The date for the resumption of "Louisiana Hayride," Shreveport, has been shifted again—this time to April 15—and they say it's for sure this time. As mentioned last week, Roy Acuff and His Smoky Mountain Boys head up the first show. . . . Webb Pierce completed work on his new LP early last week, with release slated for early April under the title "Fallen Angel." . . . Joe Allison, Liberty Records' c.&w. a.&r. chief, has Warren Smith skedded for an LP session in April. . . . George Jones and Margie Singleton have just cut four sides for Mercury, their first session together.**

**Charlie Ryan,** who since last November has been playing niteries in the Pacific Northwest, opens Wednesday (15) at the New Greenwood, Springfield, Ore., for a two-week stand. Charlie hasn't been on the charts since his "Side-Car Cycle" went into the lake when chased by the Christmas songs. He says that his newest effort on Four Star, "Hot Rod Hadies," is hitting the Top 15 on a few stations and he's hoping it doesn't run out of gas before it hits nationally. Ryan further reports that he has a 12-sided album in the works at King Records, with release slated for the near future. . . . **Ray Price** shows his wares at St. Joseph, Mo., April 1; Kansas City, Mo., 2; Lincoln, Neb., 3; Sioux City, Ia., 4; Omaha, 5; Topeka, Kan., 6; Lawrence, Kan., 7; Wichita, Kan., 8, and Tulsa, Okla., 9.

**Jim Ballard, personal manager to "Grand Ole Opry's" Cousin Jody, is up and about again after being bedded in the hospital for two weeks with the whatchamacallits. Jim has Jody set to work Greenville, S. C., April 7; Columbia, S. C., 8; Sumter, S. C., 14, and Myrtle Beach, S. C., 15. Cousin Jody makes another swing through Canada with the Country Cousins in July. . . . Sherree Scott has inaugurated her own live country music show heard each Sunday at 5:30 p.m. on WFHA-FM, Keyport, N. J. . . . Jim and Jesse and the Virginia Boys are working dates in Georgia, Florida and Alabama this week, with the Louvin Brothers, Charlie and Ira, as special guests.**

"I Can't Pitch Woo in an Igloo" is the top side of **Lonzo and Oscar's** new Starday release out this week Tune was penned by **Sid McKenzie,** Dallas Theater manager, and **Bill Cumbie,** Dallas paint contractor. **Hubert Long's** Moss Rose Publications is doing the publishing. . . . **Bill Clifton and the Dixie Mountain Boys** were in Nashville February 23-24 to cut an album of **Carter Family** songs and some sacred sides for Starday Records. **Tommy Hill** handled the engineering chores on the session, and **Martin Haerle** assisted Starday boss, **Don Pierce,** on the a.&r. work. The album is slated for spring release. Four of the Clifton group's records have just been released in South Africa on the Ridge label.

**Hank Thompson is set for a stop at Dewey Groom's Longhorn Ranch, Dallas, April 9. Jim Small, head of the ABS label, spent several days in Nashville recently promoting his firm's output. . . . Buck and Buddy Griggs, Mississippi country singers, have just had their initial release on the Bandera label, "Farmer's Boy" b.w. "Blind Child," a blue-grass double. Also new on the Bandera label is Buddy Wright, veteran country music deejay from Pekin, Ill., whose first on the label is a hymnal double coupling "Lily of the Field" and "Just for Today." . . . When "Louisiana Hayride," Shreveport, La., resumes April 15, it'll have Frank Page on the producing end. Opening feature will be Roy Acuff and His Smoky Mountain Boys.**

**Shelby Singleton,** of Mercury Records, and family are pulling up stakes at Shreveport, La., to settle in Nashville. Making the move with them are **Jerry Kennedy** and wife, the former **Linda Brannon,** of Ram Records. . . . **Bob Neal,** former manager of **Johnny Cash,** is now managing the latter's Station KCIG, Shreveport, La., with his staff comprising **Buddy Paul, Dean Evans, Doug Davidson** and the **Rev. Billy Franks,** brother of **Tillman Franks,** president and general manager of Tillman Franks Enterprises, Shreveport, La. The Reverend Franks presents two hours of gospel music, 11 a.m. to 1 p.m., six days a week.

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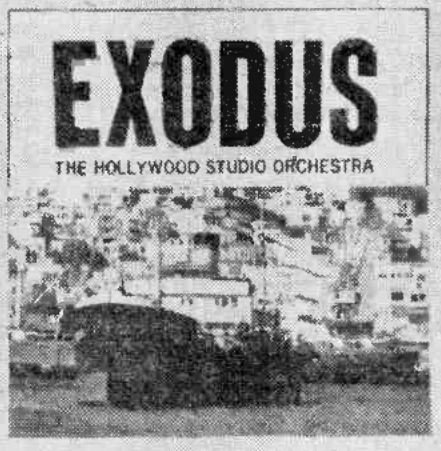
**NEVER ON SUNDAY**
UAL 4070 (Mono.) UAS 5070 (Stereo)
**ACADEMY AWARD NOMINEE FOR BEST SONG**

Music from the Motion Picture
**THE APARTMENT**
UAL 3105 (Mono.) UAS 6105 (Stereo)
**ACADEMY AWARD NOMINEE FOR BEST PICTURE AND NINE OTHER AWARDS**




Music from the Motion Picture **EXODUS**
**Hollywood Studio Orchestra**
UAL 3123 (Mono.) UAS 6123 (Stereo)
**ACADEMY AWARD NOMINEE FOR BEST SCORE**

Original Sound Track Music
**THE MISFITS • Alex North**
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**Let's Dance The Charanga!**
**CHARLIE PALMIERI & His Duboney Orchestra**
UAL 3082 (Mono.) UAS 6082 (Stereo)

**Elmer Gantry** Original Sound Track Music
Music Composed and Conducted by Andre Previn
UAL 4069 (Mono.) UAS 5069 (Stereo)
**ACADEMY AWARD NOMINEE FOR BEST SCORE**
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Tito Rodriguez at the Palladium
**TITO RODRIGUEZ**
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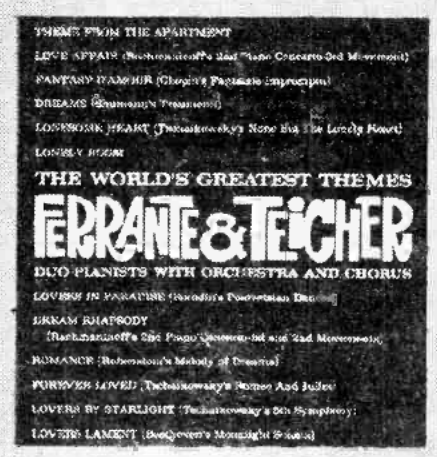


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**Magnificent Motion Picture Music**
**DON COSTA** and His Orchestra
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Original Sound Track Music
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**ACADEMY AWARD NOMINEE FOR BEST SCREEN PLAY**

**PATTERNS**
**Modern Jazz Quartet**
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**Some Like It Hip!**
**PAT HARRINGTON, JR**
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**The Magnificent Seven**
**AL CAIOLA and His Orchestra**
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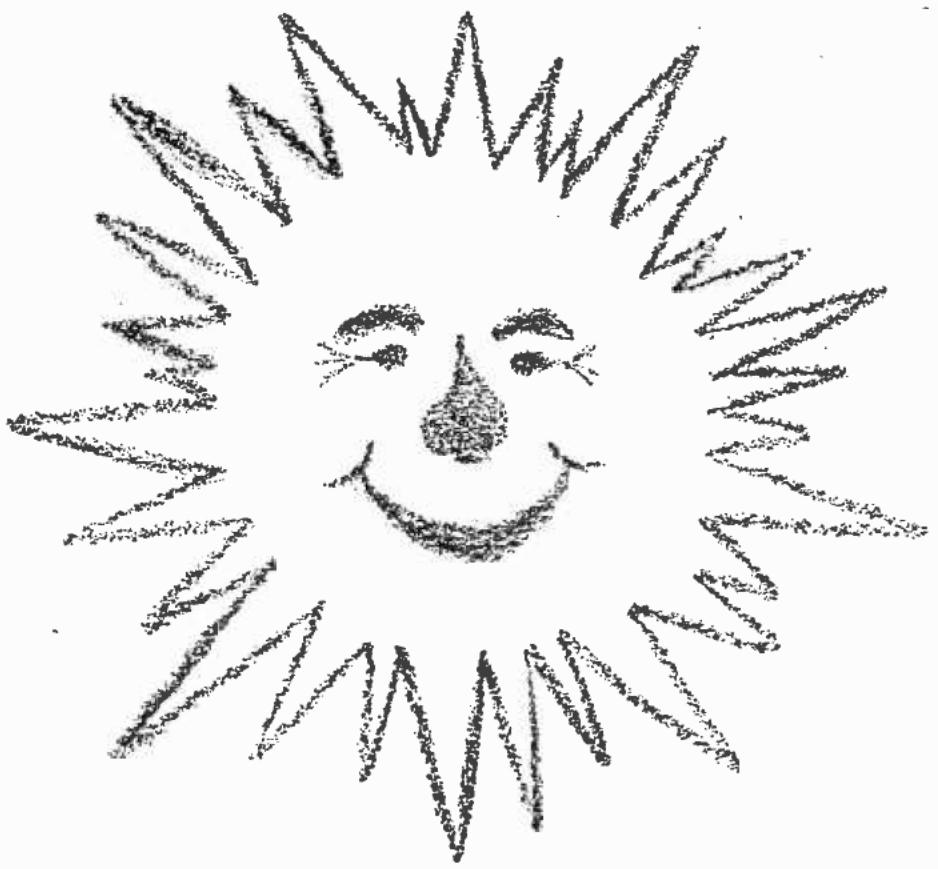

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# HIGH FIDELITY TO NAME 40 'GREAT' DISKS OF DECADE

GREAT BARRINGTON, Mass. — Which disks are the "greatest" of the past decade? This question is raised—and an answer advanced—by High Fidelity magazine in the publication's upcoming April issue. The article has special significance. The April number marks 10 years of publication for the magazine. During this period their reviewing staff has evaluated many thousands of records as an aid to disk buyer and dealer alike. Of those thousands 40 records were considered worthy of the "greatest" accolade.

The article is expected to have big impact on disk buying by serious collectors. Most will pore over the list and measure their collections against the judgment of the critics. Where gaps occur, they will probably try to fill them. Worth noting is the fact that the magazine is read by more than 100,000 trend-set-music listeners. High Fidelity will also make the "40 greatest" list available to dealers in poster form for in-store display and promotion.

Are all 40 disks currently available? Most are. About 75 per cent can be had by the collector by walking into any respectable record shop that carries name labels. A relatively small number might have to be special-ordered by the dealer. Two or three might take some scurrying on the part of the collector, investigating availability in the shops that specialize in disks that are no longer pressed.

High Fidelity did not reveal titles on the "40 greatest" list. Interested dealers and consumers will have to wait for the appearance of the April issue. Publication date is March 30.

# Roulette Begins New Discount And Exchange Privilege Plans

NEW YORK — Roulette Records last week launched a 33⅓ per cent product discount plan, whereby distributors and dealers receive 33 albums free for every 100 LP's purchased. At the same time, the label changed its overall album sales policy to a 100 per cent exchange privilege.

The new plan, which supercedes any Roulette sales programs distributors may currently be offering dealers, covers the entire Roulette, Roost and Tico album catalogs, including all new releases, most important of which is Roulette's first original-cast Broadway package, "Show Girl."

Joe Kolsky, Roulette's executive vice-president, emphasized that the new discount plan was "not made to follow the deals that have just recently been set by other companies." In line with this, he noted that in January, during Roulette's Fifth Anniversary Bonus Sale, dealers were offered a buy - one - album - get - another - at - half - price sales plan on the firm's entire catalog.

"This plan," says Kolsky, "was made long before the current rash of discount plans were announced, and it was extended until February 15. In essence, we are now returning to this successful formula."

Kolsky observed that the problems facing the record business today have counterparts in many other fields. For example, he cited a story in the Wall Street Journal last January which described the aluminum industry as suffering from "growing overcapacity, growing inventories in the hand of producers, growing competition from rival materials and growing price weakness."

In addition to offering the new discount plan — "to give Roulette distributors and dealers the leverage needed to be competitive in today's market"—Kolsky is pruning the label's artist roster and is cutting back the number of albums released. Singles are not a problem, since Roulette has never released singles in large quantities.

## King Takes Kem Distributing & Mfg.

NEW YORK — King Records has taken over the distribution and manufacturing of Kem Records. Bill Richards, president of Kem, and Syd Nathan, head of King, worked out the arrangements last week. This is the second label in a month to be taken into the King family, the other being Les Cahan's Beltone label.

According to Nathan, King had not intended to take on outside distribution in the past, but that changes in the record business and King's recent expansion made it possible to take on distribution of select lines. King owns 22 distribution branches throughout the country and has 11 indie distributors. King also has its own studios, plating, pressing, color printing, album fabrication, and warehousing facilities.

## Monitor Files Suit Vs. Bruno, Alleges Rights to Ballets

NEW YORK—Monitor Records has filed suit in New York Supreme Court against Bruno Records for $150,000. Charge alleges Bruno misappropriated two of Monitor's recordings of the Polish State Folk Ballet (Monitor MF 325 and MF 326). It is also alleged that Bruno misappropriated, copied and reproduced the Slask Ballet recordings on various Bruno releases.

ARS Polona is the sole and exclusive representative for export and licensing of all records, tapes and recordings coming out of Poland. Monitor is ARS Polona's authorized representative for manufacture and sale of all Slask recordings in the U. S. Damages claimed by the plaintiffs amount to $100,000 for ARS Polona and $50,000 for Monitor. Plaintiffs are also asking an injunction to restrain defendants from selling or distributing Bruno records of the Slask Ballet.

Defendants named, in addition to Bruno Records, are Bruno G. Ronti, Musicart International and Ideal Record Products, the latter being Bruno's distributor in New York. Defendants have 20 days in which to answer charges.

## Jeff Barry in Trinity Writer-Recording Pact

NEW YORK—Trinity Music has signed Jeff Barry to an exclusive writing-recording contract. The 22-year-old composer-singer penned the best-selling "Tell Laura I Love Her."

Barry has also inked a management contract as an artist with Burton Management, Trinity's sister-firm Trinity Vice-President Irwin Schuster reports he already set six Barry tunes for immediate recording by various labels.

IMPORTANT

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**The Fantastic Strings of Felix Slatkin**

Unchained Melody; The Magnificent VII; My Own True Love; Last Date; Song From Moulin Rouge; Theme From The Sundowners; Laura; Never On Sunday; Exodus; Night Theme; It's Not Forever.

MONAURAL LMM-13004 STEREO LSS-14004

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Moon Of Manakoora; My Little Grass Shack; My Isle Of Golden Dreams; Hawaiian Wedding Song; The Hukilau Song; To You Sweetheart, Aloha; Sweet Leilani; Little Brown Gal; Paradise Found; Hiilawe; Beyond The Reef; Aloha Oe.

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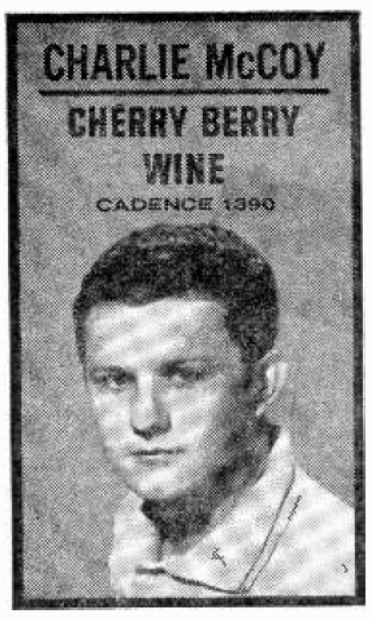


## Starday Pushing 'Country Caravan'

NASHVILLE—Starday Records has announced a new merchandising plan to be known as Starday's Caravan of Country Music Sale. The promotion starts March 27 and extends through April 7. For every 10 Starday LP's or EP's purchased, dealers can get two LP's or EP's of their choice free. Starday will have 38 LP's and 20 EP's available on the deal.

The deal features a 100 per cent exchange policy. Featured album of the sale will be a new release, "Five-String Banjo Jamboree Spectacular," a de luxe two-pocket set. This carries a special collector's edition price of $5.98.

ATTENTION: DJ'S, DEALERS, OPRS.

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## Fate of RCA's Waxing Studios Now Up in Air

HOLLYWOOD—Fate of RCA Victor's expensive Hollywood recording studios remained up in the air at week's end following the disclosure that NBC's Sunset and Vine property housing RCA Victor has been sold, and will be converted into a complex of two office buildings and a hotel, to serve as a Hollywood "communications center."

NBC peddled the square block, five and a half acres in the heart of Hollywood, for $3,500,000. RCA Victor and the remnants of NBC (most of the network's radio and TV personnel moved several years ago to its new headquarters in Burbank) must vacate the premises by November, 1963.

RCA's recording execs here said they did not know where the label will set up its new studios. They indicated it appeared unlikely that TV studios in Burbank would be converted to disk use. RCA Victor, the first label here with its own recording facilities, may go back to buying studio time on a per-session basis. This would cramp RCA Victor's custom operation which closely ties in customs recording with its record-pressing contracts. Possible solution mentioned was that Victor might remain where it is as a tenant in the new "communications center" but it appeared unlikely in view of the new owner's Uhlco Properties plans.

At the time RCA Victor opened the recording studios in 1959, Bob Yorke, then head of the label's Coast operation, claimed the label's new headquarters cost $1,000,000. However, NBC Coast Vice-President John West told Billboard Music Week that the network shouldered the construction charges and rented the studios to the record company. West pegged the building costs at $200,000.

## GERMAN DISK VENDERS REGISTER HIGHER SALES

FRANKFURT, Germany—Sale of machine-vended phonograph records has jumped 35 per cent since a court decision last autumn eased vending machine regulations.

The Bundestag passed legislation liberalizing the operation of vending machines early last November, and since then vending machine disk sales have zoomed.

The disk-vending machine is relatively new to West Germany, but the response is spurring the development of a series of new models by various companies.

**40 Records**

West Germany's most popular present disk machine is the Mefa, manufactured at Baden-Baden. The Mefa offers a choice of 40 records, but machines are under development with a choice of 120 disks.

There is a trend to the "24-hour concept" of disk merchandising, as is suggested by the installation of disk venders on a mass basis. German record shops are installing disk venders not only inside the shop but also outside on the shop facade, under the slogan, "Music when you want it—as you want it."

German disk producers lean definitely now to the theory that singles must be more vigorously merchandised as a mass-consumption article. The trend is toward lower prices and mass selling.

Some industry oracles maintain that singles eventually will be almost entirely machine-merchandised "like cigarettes or American chewing gum," as one phrased it. "Why keep kidding ourselves? We're not selling Bach or Beethoven, we're selling a musical version of soft drinks and candy bars—and it has to be merchandised the same way."

### Frost Tops Cap Edit Dept.

HOLLYWOOD—Bill Frost has been appointed director of the editorial department of Capitol Records Distributing Corporation. He reports to Marvin Schwartz, Graphic Arts administrator of the firm. Frost was assistant to the editorial director and joined the company in July 1958. He replaces Jack Smothers, who resigned recently.

## MGM Issues Six Sound Series Sets

NEW YORK — MGM records has issued six new packages in its spectacular sound series. The group, first launched last year, was the brainchild of MGM producer, Eddie Heller.

In the new collection, three of the packages were produced by Heller, one of the real swingers of the MGM scene. Two others were done by West Coaster Jesse Kaye, and a sixth by Larry and Grace Elgart. Heavy trade, dealer and deejay promotion is planned.

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"BANANAS" b/w "AINT COMIN' BACK TO YOU"

S-4069

*
TWO-SIDED SMASH!

"MORE THAN I CAN SAY"
"STAYIN' IN"

BOBBY VEE
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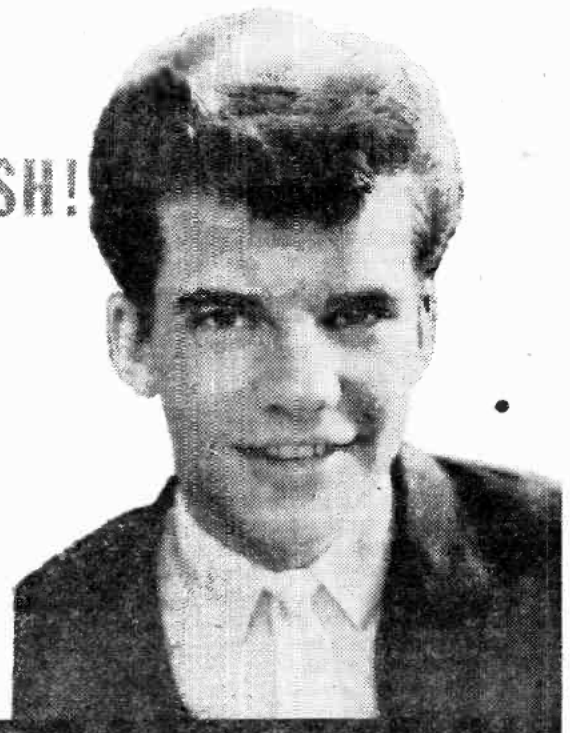

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*PLUS THESE HOT SINGLES...

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"GOT MY EYE ON YOU" • THE ROLLERS
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C/W:

"ODDS AND ENDS" • WARREN SMITH
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"SADNESS DONE COME" • BILLY STRANGE
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"WHERE YOUR ARMS USED TO BE"
"LONELYVILLE" • RAY SANDERS
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*Watch Them Climb*
**IT'S SO WONDERFUL**
Prediction—A HIT!
Sylvia Saynt on Columbia

**LET YOUR LIPS TELL ME**
Prediction—A HIT!
Julius La Rosa on Kapp Records

*(When You're Young And)*
**ONLY SEVENTEEN**
Prediction—A HIT!
Frank D'Rone on Mercury

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# FM Stations Reaching Huge Car Radio Crowd

NEW YORK — Platter spinners, both longhair and pop, at the country's 600-odd FM-only stations are now beginning to reach a huge new audience — the out-of-home listeners riding in U. S. autos equipped with FM car radios.

Since research firms (A. C. Nielsen, Pulse, etc.) figure that auto radios account for anywhere from 16 per cent of the total volume of radio listening on winter mornings to nearly 40 per cent on summer evenings, the new status which auto listening will give FM stations in the eyes of the promotion - conscious record industry is obvious.

Another, and even larger, breakthrough for the FM outlets—broadcasting in some form of stereo other than the compromise, AM - FM, two - station method — continues to be just a stereo gleam on the radio horizon. Most FM stations would like to go into stereo and most FM set and tuner manufacturers are watching developments closely with an eye to invading the consumer electronic market on short notice.

**Welcomed for Promos**

Record executives would welcome a new promotion outlet for stereo platters. What's logjamming the stereo radio situation at the moment is the slow-motion process whereby the NAB's National Stereo Radio Committee has field - tested a number of competing stereo systems and has passed its findings along the the FCC in Washington. FCC, in turn, is now digging slowly through an analysis of the various systems. A stereo system (Crosby, Calbest, GE, Zenith, etc.) or system combination probably won't be selected before mid-summer, and there probably won't be any action at the consumer level before next fall.

*(Continued on page 42)*

# New Govt. Office To Regulate Many Exchange Policies

WASHINGTON—The new administration will make a valiant attempt to co-ordinate the scramble of agencies involved in our international cultural and educational exchange. Affairs will be handled through a retitled office of Assistant Secretary of State for Educational and Cultural Affairs. President Kennedy has named Philip Hall Coombs to head the office and early confirmation of the appointment is expected.

In a recent announcement on the need to unify government policies and programs in international exchange, Kennedy said: "There is no better way to strengthen our bonds of understanding and friendship with older nations than through educational and cultural interchange. . . . This whole field is urgently in need of imaginative policy development."

Coombs, who is 45, and has served since 1952 as Secretary of the Ford Foundation's Fund for the Advancement of Education, succeeds Robert H. Thayer in the State department job. Thayer's title was Special Assistant to the Secretary of State for the Co-Ordination of International and Cultural Relations, a brand-new position set up by the previous administration.

# Daily News Jazz Festival June 8-9

NEW YORK — The Welfare Association of The New York Daily News will hold its second annual jazz festival at Madison Square News will hold its second annual Garden, June 8 and 9.

The net proceeds of the two-night bash will once again be donated to charity. Sharing in the proceeds will be the Catholic Charities, Federation of Jewish Philanthropies, the Federation of Protestant Welfare Agencies, the Red Cross and United Hospital Fund. The newspaper says that, since 1937, some $946,248.41 has been donated to the charities through News events.

William R. Fritzinger, association president, has again appointed George T. Simon and Thomas J. Martin Jr. as talent co-ordinators for the project.

Artists named to appear in the bash are Buddy Rich and group, the George Shearing Quintet, Nina Simone, Duke Ellington's band and the Jonah Jones Quartet. All will appear on the Thursday, June 8, program. The following night will feature Louis Armstrong's combo, the Cannonball Adderley Quintet, songstress Chris Connor, the Dave Brubeck group and Maynard Ferguson's big band.

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WASHINGTON — Federal admission tax returns may be opened to inspection by State or local tax authorities when latter get permission from the federal commissioner of Internal Revenue, the service ruled last week.

IRS has revoked an old 1926 tax ruling which appeared to deny access to the returns by anyone outside of the federal service.

# Irvine to Counsel TV License Group

WASHINGTON — Ralstone R. Irvine, New York attorney specializing in antitrust litigation, has been named general counsel of the All-Industry Television Music License Negotiating Committee. Hamilton Shea, chairman of the committee and president and general manager of WSVA-TV, Harrisonburg, Va., made the announcement last week (9), following an all-day meeting at the Waldorf-Astoria, New York.

Irvine has had government experience as a special assistant to the attorney general in enforcement of antitrust laws, Shea said. The committee chairman said that the all-industry committee is "determined to get a basis of payment which reflects the true value of music used on television. If we don't get it now," he said, "we shall never get it."

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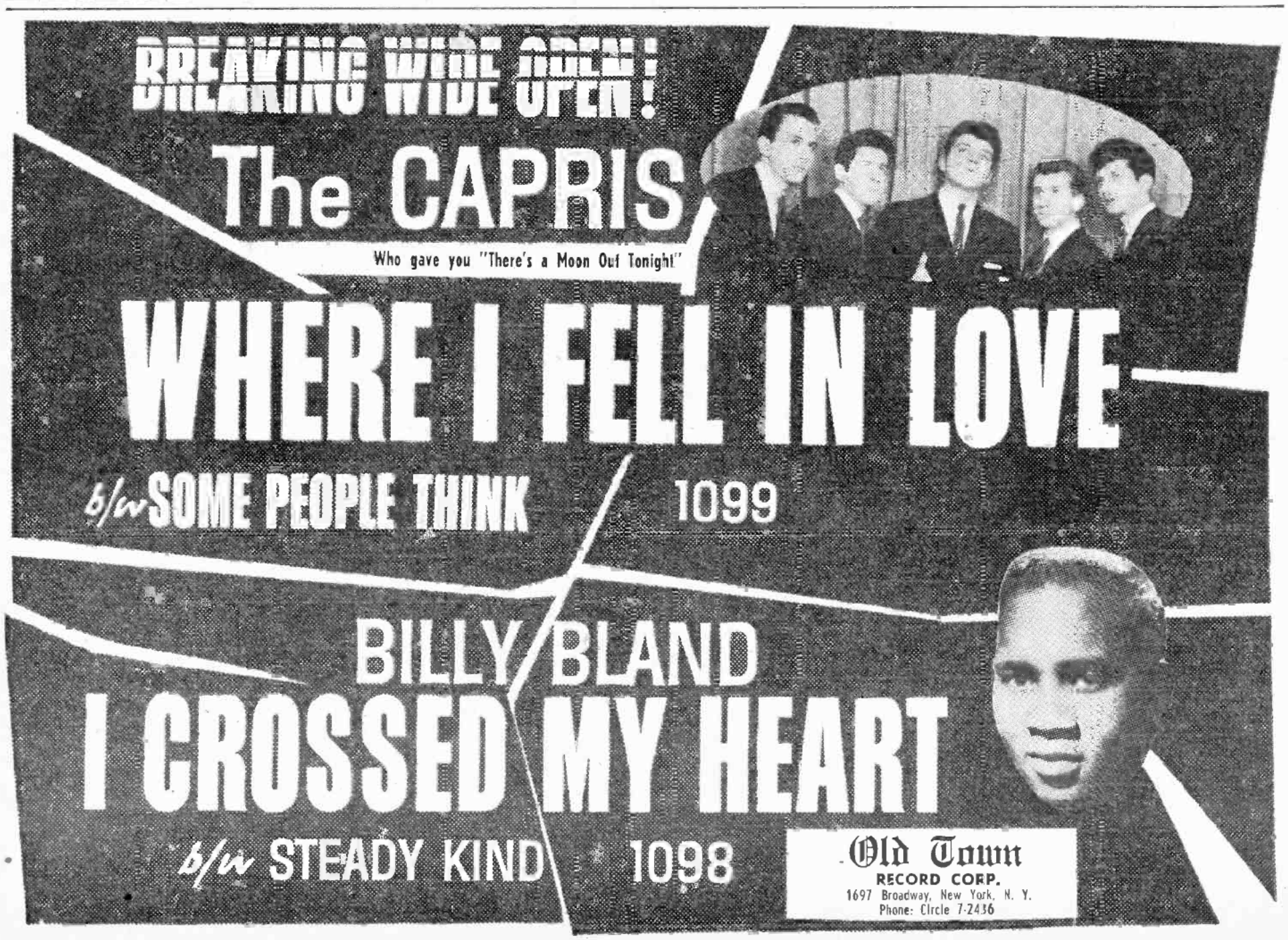
NEW YORK—Strand Records has signed two new artists—veteran comedian George Jessel and thrush Karen Chandler. Jessel's first LP for Strand will be a "sound" travelog of Israel. Miss Chandler's first Strand album, arranged and conducted by her husband Jack Pleis, will be released next month.


*Sure Fire Hit!*
**ALL OF EVERYTHING**
C-1071
**FRANKIE AVALON**
Chancellor
Distributed by AM-PAR Record Corp.





# Trade Stirred By LP Discounts

• *Continued from page 1*

lead the business back on solid ground.

**Columbia Reply**

In a reply to the ARD president, Columbia attorney, Harvey Schein, called attention to the fact that there is no policy change on the part of Columbia. Schein said that the company has consistently followed the policy of making co-op advertising funds available to "Korvette's, Goody's and your members who are our customers." Schein added that Columbia has never attempted to dictate the retail price of records since its losing battle to establish fair trade on records some years ago. The letter also offered to meet with officers or attorneys of ARD at any time to discuss the matter further.

**Equal Funds**

Later, Schein pointed out to BMI, that under the terms of the Robinson Patman Act, any company is obliged to make co-op ad money available to all customers on a proportionately equal basis. "We can't tell a dealer that we will not give the benefits of the advertising allowance just because we don't like his prices, and we do not attempt to."

One reason that co-op ad money has not always been forthcoming for dealers, according to Schein, is that the company does have a right to insist that its co-op money be used only for the advertising of its own records. "Many dealers tion that an additional fee be paid, and the diskery agreed to this.

The artists have not been available for discussions on the matter, but Columbia stated its intention of working out an amicable solution with Ferrante and Teicher. prefer to advertise a number of labels in one ad and that's their privilege," he said. "But we don't help pay for their advertising of somebody else's records. Another reason that the co-op discount ads have not appeared too frequently is the fact that for co-op purposes, we make up numerous ad mats, which do not state any discount prices. Many dealers prefer to save the expense of preparing their own ads and they use these mats. Frankly, we would prefer that no ads state discount prices, but if they want to do it, and the ads only mention our line, we can't do a thing about it."

In the case of London, it may be noted, when the company announced its first-of-the-year deal on merchandise, it made its co-op funds available for discount ads, and the firm even encouraged dealers to advertise other labels in the same ad. The only qualification in this case was that London co-op funds would only cover on a proportionate basis the amount of space in the ad actually used for London product.

# McConnell Resigns From Top Talent; Joins Acuff-Rose

NASHVILLE—Jim McConnell, vice-president and general manager of Top Talent, Inc., Springfield, Mo., has resigned, effective March 10, to become vice-president and general manager of Acuff-Rose Artists Corporation here, succeeding W. D. Kilpatrick. The latter, it is reported, will sell his interest in the Acuff-Rose firm and will terminate his association effective March 31.

Top Talent was the talent operation for "Jubilee U.S.A.," ABC network television show which originated in Springfield. Acuff-Rose Artists Corporation was formed in 1959 by Kilpatrick, Roy Acuff and Mrs. Margaret Rose.

McConnell was formerly associated with the "Brush Creek Follies" in Kansas City, Mo., and with NBC's artists service operations at KDKA, Pittsburgh; WTAM, Cleveland, and WGY, Schenectady, N. Y. In the early 30's, he handled the booking of "Grand Ole Opry" talent packages, operating out of Nashville.

Prior to joining Acuff-Rose, Kilpatrick was general manager of WSM's "Grand Ole Opry" and before that was with Mercury Records as a.&r. man doubling in sales and merchandising. He was also formerly with Capitol Records in Atlanta. Kilpatrick says his future plans are indefinite but it is reported that he may re-enter the record industry.

# Columbia-AFM Row

• *Continued from page 1*

Ferrante and Teicher. Zaccardi added that the artists did not object to the release of the disk in its original form; but feel the new version does not represent their present work. They fear it may adversely affect their sales on United Artists and ask that it be withdrawn from sale, Zaccardi noted. Zaccardi indicated his agreement with the Ferrante-Teicher point of view.

Columbia Attorney Harvey Schein, queried last week, pointed out that Columbia did seek the permission of the musicians' union. This permission was obtained from Local 802 rather than the Federation, inasmuch as 802 is normally considered to have jurisdiction in local recording matters. The local granted the permission on condi-

# Leahy Picks Allied World-Wide Outlet For His New Label

HOLLYWOOD—Joe Leahy has named Allied Record Distributing Company as world-wide distributor for his newly formed Record Producers' Corporation label, a firm whose product will be devoted to featuring established movie and TV names. RPC's initial LP release, to be issued next month, will feature Dick Powell, singing on records for the first time in more than two decades; Loretta Young and Walter Brennan.

Each artist narrates and heads a cast of vocalists and musicians for each specially written album. All three LP's in the debut release utilize the nostalgic approach in their material, spotlighting "the good old days" theme. Powell's package is titled "The Wonderful Teens," the Loretta Young LP is called "The Remembered Years," and Brennan's album is "By the Fireside."

Coupled with this unique use of established name personalities, Leahy is utilizing this format as a means of introducing unknown talent as part of the album production's cast. After the unknown talent enjoys the benefits of being showcased on the same bill with an established celeb, Leahy plans to release singles from the albums by these deserving youngsters. For example, a youthful songstress, Linda Wells, is heard in the Powell LP, and a single will be issued of her performance from the LP. This, Leahy feels, will be a means of introducing and building new talent for the RPC roster.

Story lines for the albums are original creations, although the song material used are established standards. RPC's corporate structure lists Leahy as president, Cuy Gaffney as vice-president, and Howard Drew, secretary-treasurer.


*another smash from Valmor!*

by . . . The Roomates*

*THE GREAT GROUP BACKING CATHY JEAN'S CURRENT SMASH

"PLEASE LOVE ME FOREVER"

your One-Sided advance copies of this Hit ARE NOW ON THEIR WAY

TO EACH OF THE VALMOR DISTRIBUTORS LISTED BELOW:

When you get your one-sided copy of this new release FLIP IT and find out the title of the NEXT BIG SMASH OF 1961!!

*Albany* LEONARD SMITH INC. • *Atlanta* SOUTHLAND • *Boston* MUSIC SUPPLY OF NEW ENGLAND • *Buffalo* BEST RECORD DIST. • *Charlotte* F. & F. ENTERPRISES • *Chicago* GARLEN SALES • *Cincinnati* A & I RECORD DIST. • *Cleveland* • CONCORD DIST. CO. • *Dallas* BIG STATE • *Denver* DAVIS SALES • *Detroit* AURORA DIST. • *E. Hartford* EASTERN RECORD DIST. • *Hialeah* TONE DIST. • *Houston* H. W. DAILY INC. • *Indianapolis* INDIANA STATE RECORD DIST. • *Los Angeles* COSNAT • *Milwaukee* GARMISA INC. • *Minneapolis* HAROLD N. LIEBERMAN CO. • *Nashville* SOUTHERN DIST. • *Newark* APEX-MARTIN • *New Orleans* RECORD SALES • *New York* SUPERIOR SALES • *Okla. City* A ONE DIST. • *Philadelphia* FLYING RECORD DIST. • *Phoenix* PHOENIX RECORD SALES • *Pittsburgh* STANDARD DIST. CO. • *San Francisco* GOLDEN HITS • *Seattle* C & C DIST. • *St. Louis & Kansas City* COMMERCIAL DIST. • *Wash. D. C.* SCHWARTZ BROTHERS

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## PROUDLY PRESENTS

# LAWRENCE WELK

**WITH HIS SECOND 1,000,000 SELLER IN A ROW!**

# "OUT OF A CLEAR BLUE SKY"

**B/W**

# THEME FROM "MY THREE SONS"

## #16198

Dot RECORDS

**"THE NATION'S BEST SELLING RECORDS"**

# Dot® RECORDS

## PROUDLY PRESENTS

# THE GREATEST TALENT ON RECORD

## BEST SELLING SINGLES

(And New Releases)

16198 OUT OF A CLEAR BLUE SKY—Lawrence Welk
16161 CALCUTTA—Lawrence Welk
16174 ORANGE BLOSSOM SPECIAL / WHEELS—Billy Vaughn
16193 CHAPEL BY THE SEA / ENCHANTMENT—Louis Prima
16176 THE EXODUS SONG / THERE'S A MOON OUT TONIGHT—Pat Boone
16185 ASIA MINOR / SHELL HAPPY—Johnny Maddox
16192 SURPRISE PACKAGE / BEGIN THE BEGUINE—Louis Prima & Keely Smith
16181 TO BE ALONE / DON'T WORRY—Tony Martin
16189 TEEN AGE PRAYER / WHAT ELSE CAN I DO—Roberta Shore
16184 WHAT A SKY / DID-JA KNOW—The Lennon Sisters
16195 WALKIN' / WAITING FOR YOU—Red Williams
16167 YES, I'M LONESOME TONIGHT / TOO YOUNG—Dodie Stevens
16194 DARK AS A DUNGEON / DARLING HOW CAN YOU FORGET SO SOON—Mac Wiseman
16186 NORTH TO ST. LOUIS / JUST TO BE LOVED—Ronnie Love
16144 CHILLS AND FEVER / Ronnie Love
16191 KISS HIM FOR ME / ALONG CAME LOVE—Linda Padgett
16188 SOMEBODY PLEASE HELP ME / GIVE AND TAKE—Danny White
16175 CONGRATULATIONS—The Paramounts

## BEST SELLING LP'S

(Regular and Stereo)

DLP 3368 ORANGE BLOSSOM SPECIAL / WHEELS—Billy Vaughn
DLP 3359 CALCUTTA—Lawrence Welk
DLP 3346 GREAT! GREAT! GREAT!—Pat Boone
DLP 3349 THEME FROM THE SUNDOWNERS—Billy Vaughn
DLP 3352 WONDERLAND BY NIGHT—Louis Prima
DLP 3350 LAST DATE—Lawrence Welk
DLP 3308 THE MILLS BROS. GREAT HITS VOL. 2—The Mills Brothers
DLP 3355 POLYNESIAN PERCUSSION—George Cates
DLP 3276 THEME FROM A SUMMER PLACE—Billy Vaughn
DLP 3295 AM I THAT EASY TO FORGET—Debbie Reynolds
DLP 3210 LOUIS & KEELY
DLP 3292 THE LENNON SISTERS SING TWELVE GREAT HITS
DLP 3306 THE RAT RACE—Sam Butera
DLP 3341 CHIMES OF MEMORY—Dr. Charles Kendall
DLP 3293 THE BIBLE STORY—Wink Martindale
DLP 3075 WORD JAZZ—Ken Nordine
DLP 3241 BE MY LOVE—Keely Smith

on 20th FOX

ALL YOU HEAR IS BEAUTY

DREAM BOY
Please Please Signore
F-374
ANNETTE
Vista

# Dealers Give Views on Price Slashes

• *Continued from page 3*

special offerings. Anderson said that such price-cutting would pose no problem were it not for the record clubs which were initiated originally by RCA and Capitol. Mercury also falls into this category because of its participation in the Columbia record club. Furthermore, Anderson stated that he resented reading of Capitol's offer in a daily paper before receiving official word and said the firm's action was a matter for FTC investigation. Anderson, however, will participate in the sales plans of the three firms because he believes their national advertising leaves him little choice and says that anyone who thinks he can choose to participate or not is "living in a dream world."

## Hollywood

By LEE ZHITO

Full impact of the Capitol-Mercury-RCA Victor 25 per cent spring discount programs is expected to be felt in California sometime next week. Most of the dealers here contacted by Billboard Music Week said that they have not received shipments on their orders, nor have they started advertising the discount drive.

Van Nuy's House of Sight & Sound reported its biggest weekend business of the year. ("It was like the week before Christmas") for Saturday and Sunday (March 4-5), but this business spurt was not due to the discount programs. Sight & Sound won't start advertising the price cuts until the weekend of the 11th and 12th. Sight & Sound's explanation for the sudden sales upturn: "Looks like the recession is over and better times are on the way."

Clyde Wallichs, of the three Music City stores, said he won't be participating in the three major labels' catalog-wide discount programs. Instead, he will continue to follow the recently established Music City policy of offering a 30 per cent price cut on a 100 different LP's each month, with the remaining stock to be sold at full price (see Billboard Music Week, January 30). Wallichs said his stores will take advantage of the manufacturers' discount offers toward the end of the programs, but as far as his patrons are concerned the Music City chain will stick to its own 100-LP's-at-a-discount policy. Here, again, brisk business was reported, with Wallichs stating that sales were running well ahead of the same period a year ago.

Denel's Music, Hollywood, is among the dealers who plan to start the discount sales during the coming week. Denel's hasn't received shipment on its orders under the discount program, nor has it received any of the manufacturers' material heralding the event. It's shooting for March 15 as the sale's kick-off date. Similarly, Westwood's Rancho Music, top dealer in the UCLA area, hasn't begun beating the drums on the discount sale as yet, but expects to start during the forthcoming week.

In San Francisco, George Jacques, of the Music Box, said it was too soon to tell what result the price cut will have on store traffic, but found that it was giving discounters that much more to tout. He said that the market's cut-rate dealers started advertising a 50 per cent discount, "So what chance do we have offering only 25 per cent off?"

Howard Judkins Sr., of Garden Grove's Judkins Music, placed his initial discount sale ads Wednesday (8). "Sales have shown an increase the past few days as compared to the same period the previous week, but it's still too early to accurately measure the effect of the price drop."

# Six Disk Labels in UST Tape Issue

HOLLYWOOD—United Stereo Tapes' 23-package March release consists of quarter-track stereo-tape versions of recordings produced by six different labels in the pop, percussion, classical and jazz fields. Highlights include Ray Charles' ABC-Paramount album, "Genius Hits the Road." On the longhair side, London contributes five tapes, including a Beethoven twin-pack consisting of a single tape containing the third and eighth symphonies plus three overtures. Another London origination is Renata Tebaldi's "Operetta Recital."

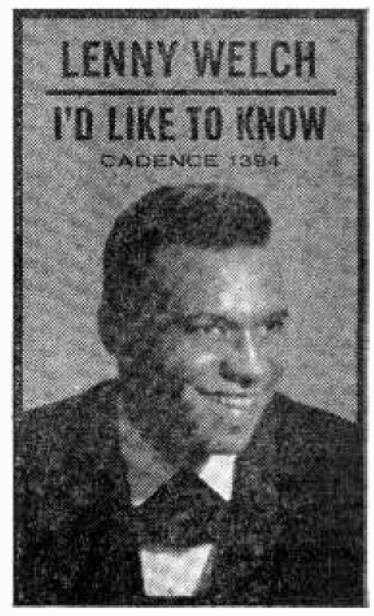
Eleven tapes are from the Time label, highlighted by "Italian Guitars," "Persuasive Espanol Vol. 2" and "Arriba," from MGM. UST has converted its "Music From Camelot" album to tape, its "101 Gang Songs" in the form of a twin-pack, with package including a sing-along book.

# Right Musicor Distrib Is Galleria Del Corso

NEW YORK—Compagnia Generale del Disco (CGD Records) was incorrectly listed last week as Musicor Records' distributor in Italy. The label is handled in that country by Galleria del Corso (GC) Records).

Both Italian firms are owned by Ladislao Sugar and managed by Giuseppe Fiannini, but operate as separate entities. Galleria del Corso was established two months ago.

In addition to Musicor, the company distributes two other U. S. labels—Cameo and Hickory plus many indie European labels. Its Italian artist roster features Teddy Reno and Nelly Fioramonti (both participants in the 1960 San Remo Festival), and new male warbler Fantanicchio.



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We are currently making demo records for many of the nation's leading publishers and writers. We have 8 different singers, 11 instruments, vocal groups (all types). The right combo or vocal for any song. Ampex tape, Hi-Fi disk equipment (45 or 78). Piano or organ and vocal: 1 Song, $11.50; add any or all these instruments for $4 each per song, Guitar, Bass, Clarinet, Sax, Drums, Steel Guitar, Violin, Celeste, write for free info sheet and price list.

DEMONSTRATION RECORD CO. (our 9th year of operation)
BOX 3404—STA. C LINCOLN, NEB.

# ARMADA Brass

• *Continued from page 5*

space can now be arranged at the Diplomat for suppliers who would like to exhibit their product at the convention. Inquiries should be made of Jordan Ross, Chicago, ARMADA's executive secretary.

A series of special seminars set up for the convention will explore such subjects as merchandising, inventory control and automation. Representative manufacturers and distributors will also participate in a special business administration clinic.

AVAILABLE!

Nashville a. & r. and master production by Nashville's most experienced personnel. Listen to Wildcat Record #1001 and call

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*because of conflict with the title of the well-known standard,*

CLARENCE HENRY'S

*smash release*

"I DON'T KNOW WHY"

ARGO 5378

*has been changed to*

"BUT I DO"

ARGO 5378

# 110,650
# ORDERED AND SHIPPED THE FIRST DAY!

# CANNONBALL
# ADDERLEY'S
# AFRICAN
# WALTZ

**BY THE CANNONBALL ADDERLEY ORCHESTRA / RIVERSIDE 45457**
**A MOST UNUSUAL INSTRUMENTAL SINGLE BY THE BEST SELLING JAZZ STAR/BIG NOW AND GETTING BIGGER EVERY MINUTE**

*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, DEALERS: Ask your local distributor for display material*

## BRITISH NEWSNOTES

# British Acceptance Makes Elvis' 'Wooden Heart' Rise

By DON WEDGE
News Editor, New Musical Express

"Wooden Heart," sung partly in German by **Elvis Presley** in "G. I. Blues," has repeated here its success on the Continent. Not yet in a position to release "Surrender," Decca (RCA's affiliate) noted film sound track album sales exceeding 100,000 and tremendous d.j. play for "Wooden Heart," and scheduled it to follow "Are You Lonesome?" As with Presley's previous four releases it entered the Top 10 in its first week—this time at No. 6. "Lonesome" is at No. 9, giving him two Top 10 disks.

### Tax Relief

In a move to ease the burden of a 25 per cent tax on all musical instruments, the National Music Council sent a deputation to the Chancellor of the Exchequer **Selwyn Lloyd,** March 1. Lloyd is planning tax changes to be announced April 11 in the annual budget statement. The disk industry is likely to make representations to Lloyd before that date. Disks carry a 50 per cent tax. In both cases, the tax is based on wholesale price.

### Visitors

Publisher **Ivan Mogull** arrived March 5 for a week's talks with British associates. . . . United Artists' **Art Talmadge** was due in Friday on his first visit since assuming U-A responsibilities. . . . **Connie Francis** is here with Manager **George Scheck** to receive "World's Outstanding Singer" award after New Musical Express readers' poll, and for TV date.

### To the U. S.

New Musical Express Publisher **Maurice Kinn** flew to Hollywood last week on his annual spring survey visit. . . . **Alan Holmes,** British chief of Robbins Music, due in New York today (13) for discussions with **Mickey Scopp.**

### Disk Biz

Audio Enterprise, the indie recording and management firm started by **Michael Barclay** and **Philip Waddilove,** two former Pye a.&r. men, has a release deal for contract artist output with British Decca covering the world.

### Talent Tours

Next jazz tour here will co-star **Thelonius Monk** and **Art Blakey.** It is set to open at the Royal Festival Hall, London, April 29.

### Films

"Exodus" has its British premiere at the Astoria, London, May 19. The Paris opening will be May 17. .

### Personals

**Leslie Cocks** has been appointed sales controller of Pye Records, his place as sales manager being taken by **W. Sparksman. . . . Percy A. Allaway** becomes managing director of EMI Electronics, July 1, taking over from **Clifford Metcalfe,**

*(Continued on page 21)*

## DUTCH NEWSNOTES

# Mahalia's Tour; Disk Price Cuts

By FRITS VERSTEEG
P.O. Box 26, Amersfoort

Philips Records reports the **Mahalia Jackson** tour schedule is ready now. She will be in London, April 7; Paris, 11; Hamburg, 14; Berlin, 16; Copenhagen, 18; Stockholm, 20; Amsterdam, 22; Essen, 23, and Muenchen, 30. There probably will be concerts in Zurich and Vienna April 25-29. Mahalia Jackson will be brought to Holland by the **Lou van Rees** management.

The **Ella Fitzgerald-Oscar Peterson** concerts at the Concertgebouw Amsterdam was a sellout.

### Price Cut

The phonogram organization announced a price cut for some of its singles, 10-inch classical GR records and the classical GL series of Philips.

### Best-Selling Pop Records in HOLLAND

Week ending March 10, 1961
(Courtesy Foon-Plateau, Amersfoort)

| Last Week | This Week | |
|---|---|---|
| 1 | 1 | WOODEN HEART (Muss I denn) —Elvis Presley (RCA) |
| 3 | 2 | SUCU, SUCU—Ping Ping (Tivoli) |
| 12 | 3 | NON, JE REGRETTE RIEN—Edith Piaf (Columbia) |
| 2 | 4 | SAVE THE LAST DANCE FOR ME—The Drifters (London) |
| 5 | 5 | ARE YOU LONESOME TONIGHT?—Elvis Presley (RCA) |
| 9 | 6 | I LOVE YOU—Cliff Richard (Columbia) |
| 17 | 7 | AFSCHEID VAN EN SOLDAAT (Wooden Heart) — Ria Valk (Fontana) |
| 4 | 8 | ROCKING BILLY — Ria Valk (Fontana) |
| 6 | 9 | MY GIRL JOSEPHINE — Fats Domino (Imperial) |
| 18 | 10 | DANS NOG EENMAAL MET MIJ (Save the Last Dance . . .) —The Fouryo's (Decca) |
| 20 | 11 | EBONY EYES—Everly Brothers (Warner Bros.) |
| 7 | 12 | SEEMANN . . . —Lolita (Polydor) |
| 10 | 13 | BARCELONA — Wilmary's (Fontana) |
| — | 14 | CORRINE, CORRINA — Roy Peterson (London) |
| 8 | 15 | KILI WATCH—The Cousins (Palette) |
| — | 16 | SAILOR—Petula Clark (Pye) |
| — | 17 | RAMONA—Blue Diamonds (Decca) |
| 15 | 18 | NOOIT OP ZONDAG (Never on Sunday)—Mieke Telkamp (Philips) |
| 11 | 19 | HAVE I TOLD YOU LATELY?—Blue Diamonds (Decca) |
| 13 | 20 | KANGOEROE EILAND—Cocktail Trio (Omega) |

**ATTENTION:**

**American Publishers**

**Established English Music Publisher in West End of London, well connected with record firms, D.J.'s, British songwriters, etc. Member of P.R.S., Music Publishers' Assoc., seeks American Publisher wishing to open London office. Guaranteed 100% exploitation on all material. Reply Box 337, The Billboard, 1564 Broadway, New York City 36.**

### Best-Selling Pop Records in ITALY

Week ending March 11, 1961
(Courtesy Musica e Dischi, Milan)

| This Week | Last Week | |
|---|---|---|
| 1 | 1 | 24.000 BACI—Adriano Celentano (Jolly); Little Tony (Durium) |
| 2 | 3 | COME SINFONIA—Pino Donaggio (Columbia) |
| 3 | 4 | IL MARE NEL CASSETTO—Milva (Cetra) |
| 4 | 2 | AL DI LA'—Luciano Tajoli (Juke Box); Betty Curtis (CGD) |
| 5 | 6 | UN UOMO VIVO—Gino Paoli (Ricordi); Tony Dallara (Music) |
| 6 | 8 | IL PULLOVER—Gianni Meccia (RCA) |
| 7 | 11 | JEALOUS OF YOU—Connie Francis (MGM) |
| 8 | 5 | CAROLINA DAI—Sergio Bruni (Voce del Padrone); Rocco Granata (Bluebell) |
| 9 | 7 | LE MILLE BOLLE BLU—Mina (Italdisc) |
| 10 | 12 | PER UN ATTIMO—Peppino Di Capri (Carisch) |
| 11 | 10 | NON MI DIRE CHI SEI—Umberto Bindi (Ricordi) |
| 12 | 9 | WHAT A SKY—Nico Fidenco (RCA) |
| 13 | 14 | LES ENFANTS DU PIREE—Dalida (Barclay); Katyna Ranieri (MGM) |
| 14 | 13 | ARE YOU LONESOME TONIGHT?—Elvis Presley (RCA) |
| 15 | 16 | GREENLEAVES OF SUMMER—Nelson Riddle (Capitol) |
| 16 | 17 | LOOK FOR A STAR—Garry Mills (Top Rank) |
| 17 | 15 | MANDOLINO, MANDOLINO—Sergio Bruni (Voce del Padrone) |
| 18 | 9 | MILORD—Dalida (Barclay); Edith Piaf (Columbia) |
| 19 | — | CALENDAR GIRL—Neil Sedaka (RCA) |
| 20 | — | TAKE ME TO YOUR LADDER —Buddy Clinton (Top Rank) |

### Best-Selling Pop Records in BRITAIN

Week ending March 10, 1961
(Courtesy New Musical Express, London)

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

## BELGIAN NEWSNOTES

# San Remo Champ On Belgian Disk

By JAN TORFS
Juke Box Magazine, Mechelen

Moonglow has announced that the Italian San Remo winner, "Al Di La" in its original versions is available on Juke Box Records. Another song from the same Festival, "Carolina Dai" is available by Moonglow's Number One artist **Rocco Granata.**

### New Releases

On Olympia, two new releases: "Whisky Puur," by **Annie Heuts,** "Shake Baby Shake," by **Maddy and the Flames.** . . . New Helia records: "Protest Rock," by the **Seabirds** and "Seventeen," by **Beth Adlam.**

### Best-Selling Pop Records in FLEMISH BELGIUM

March, 1961
(Courtesy Juke Box, Mechelen, Belgium)

| This Mth. | Last Mth. | |
|---|---|---|
| 1 | — | WOODEN HEART—Elvis Presley (RCA) |
| 2 | 1 | ARE YOU LONESOME TONIGHT?—Elvis Presley (RCA) |
| 3 | 3 | KILI WATCH—The Cousins (Palette) |
| 4 | 4 | SUCU SUCU—Alberto Corte (Moonglow); Caterina Valente (Decca); Ping Ping (Fast) |
| 5 | 6 | SAVE THE LAST DANCE FOR FOR ME—The Drifters (Imperial) |
| 6 | 5 | MY GIRL JOSEPHINE—Fats Domino |
| 7 | 2 | RAMONA—The Blue Diamonds (Decca) |
| 8 | 9 | JE SUIS SEULE CE SOIR—Lucienne Delyle (Barclay) |
| 9 | — | POETRY IN MOTION—Johnny Tillotson |
| 10 | 1 | BARCELONA—Wilmari's, Franky Bodet |
| 11 | — | EMOTIONS—Brenda Lee |
| 12 | 12 | WEIT IST DER WEG/LA GUITARA BRASILIANA—Freddy |
| 13 | 10 | GRIJZE HAREN—Bobbejaan Schoepen |
| 14 | — | CECILIAN ROCK—The Jokers |
| 15 | — | THE STORY OF MY LOVE—Paul Anka |
| 16 | 14 | VA BENE—Peter Kraus; Rex Gildo |
| 17 | — | I LOVE YOU—Cliff Richard |
| 18 | 19 | PROTEST ROCK—The Seabirds |
| 19 | 18 | ONLY THE LONELY—Roy Orbison |
| 20 | — | DER ROTE TANGO/DE RODE TANGO—Die Regenefeifer; Enny Denito |

## ITALIAN NEWSNOTES

# Six Nations in Jazz Festival

By SAM'L STEINMAN
Piazza S. Anselmo 1, Rome

Six countries contributed outstanding performers to San Remo's International Jazz Festival in its sixth running. New element was an opening evening devoted to jazz films with the posts of honor going to the Italian premieres of "The Gene Krupa Story" and "Satchmo the Great." American headliners were **Helen Merrill** and **Buddy Collette,** while France sent the **Martial Solal Trio,** Germany **Oskar's Trio** and the **Kurt Edelhagen Big Band,** Belgium the **Jacques Pilzer Quartet** and **Dutch Swing College,** and Yugoslavia the **Dusko Gojkovic Octet.** The five Italian participating units were **Roman New Orleans Jazz Band, Amadeo Tom-Masi Trio, Basso - Valdambrini Quartet, Modern Jazz Gang** and **Gil Cuppini Combo.**

### Festivals

The jazz festival has reached its maturity with participation by dealers and record houses from 10 different European countries in addition to the programmed participants. No prizes were awarded. With "24,000 Kisses" established as the disk favorite of the San Remo Festival, **Giovanni Adessi** has announced a film with the title in which **Adriano Celantano,** composer-singer, will co-star with **Milva,** the other outstanding "discovery" of the event. . . . Naples Festival has decided to use the "Votofestival" pool of the same type utilized by San Remo, but it plans to allow public fervor to settle and the vote will be held one month later instead of immediately afterward.

### Disk Co. Doings

As a result of **Giuseppe Giannini's** U. S. and European tour, the Galleria del Corso is now represented by Musikvertrieb AG for Austria and Switzerland and Teldec for Germany, while GC in Italy will release Musicor by agreement with **Aaron Schroeder** and Cameo, with emphasis on **Bobby Rydell** who will return here for TV guest spots in March. . . . Columbia has released "Les Baxter's Best" and "Dream With Sinatra" as well as the "Rio Negro" sound track. . . . Newest Italian combo is called "The Angry Young Men." . . . Graz, lots!

## GERMAN NEWSNOTES

# Roar of Approval as Connie, Lale Cop German Lion Awards

By BRIGITTE KEEB
Music Editor, Automaten-Market Braunschweig

**Connie Francis,** who was in Hamburg for new recordings, received the Radio Luxembourg Golden Lion for "Die Liebe Ist Ein Seltsames Spiel" (Everybody's Somebody's Fool). Silver Lion was also given to **Lale Andersen** for "Ein Schiff Wird Kommen" (Never on Sunday), which sold 750,000 records here. Bronze Lion went to **Caterina Valente** for "Rosalie, Musst Nicht Weinen."

### Disk Biz

As a consequence of talks with Starday's **Don Pierce,** Ariola is preparing a new hillbilly recording sung by **Eddie Wilson** with a German lyric in typical American accent, entitled "Bitteschon, Dankeschon, Aufwiederseh'n."

### Talent Tours

**Mahalia Jackson,** popular with gospel and spiritual fans here, will give concerts in Hamburg, Munich and probably Berlin on her planned European tour.

### New Talent

Polydor is introducing the young Belgian **Fud Leclerc** with his first German titles: "Boulevard D'Amour" and "Winer Ist Zuviel An Bord."

### Anniversary

Berlin music producer and publisher **Peter Schaeffers** celebrates his 20th jubilee with his publishing company April 1.

### New Series

Encouraged by the great success of their LP-series, "Zauber Der Stimme" (Magic of the Voice), Teldec is launching a new opera series, "Belcanto in Opera," containing only recordings from the RCA repertoire.

### New Singles

While the No. 1 title, "Al Di La" of the San Remo Festival doesn't seem to be a hit in Germany, other titles draw much attention such as "24,000 Baci" by **Adriano Celentano** on Columbia,

*(Continued on page 21)*

### Best-Selling Pop Records in GERMANY

Week ending March 11, 1961
(Courtesy Automaten-Markt, Braunschweig)

| Week Last | Week This | |
|---|---|---|
| 1 | 1 | MIT 17 FANGT DAS LEBEN ERST AN (Save the Last Dance for Me)—The Drifters (Atlantic); Ivo Robic (Polydor) |
| 2 | 2 | PEPE—Dalida (Ariola); Caterina Valente (Decca); Jorgen Ingmann (Metronome); Willy Hagara (Philips) |
| 3 | 3 | ADIEU, LEBEWOHL, GOOD-BYE—Gerd Bottcher (Decca) |
| 5 | 4 | PIGALLE—Bill Ramsey (Polydor) |
| 4 | 5 | SUCU SUCU—Ping Ping (Ariola) |
| 7 | 6 | BIST DU EINSAM HEUT' NACHT? (Are You Lonesome Tonight)—Wyn Hoop (Decca); Peter Alexander (Polydor); Elvis Presley (RCA) |
| 6 | 7 | WUNDERLAND BEI NACHT—Bert Kaempfert (Polydor) |
| 8 | 8 | DA SPRACH DER ALTE HAUPTLING—Gus Backus (Polydor) |
| 11 | 9 | APACHE—Jorgen Ingmann (Metronome) |
| 9 | 10 | CAFE ORIENTAL (C'est Ecrit Dans le Ciel)—Vico Tottiani (Decca); Nino Robic (Odeon); Bill Ramsey (Polydor) |
| 12 | 11 | WENN DU HEIMKOMMST—Lale Andersen (Electrola) |
| 10 | 12 | RAMONA—Blue Diamonds (Fontana) |
| 13 | 13 | DENNB SIE FAHREN HINAUS AUF DAS MEER—Peggy Brown (Telefunken) |
| 15 | 14 | RASTLOS—Jimmy Barber (Telefunken) |
| 14 | 15 | SCHNAPS, DAS WAR SEIN LETZTGES WORT—Willy Millowitsch (Ariola) |
| 19 | 16 | SCHAU NICHT AUF DIE UHR—Barbara Klein (Philips) |
| 16 | 17 | MUSS I DENN ZUM STADTELE HINAUS (Wooden Heart)—Gus Backus (Polydor); Elvis Presley (RCA) |
| 17 | 18 | BLUEBERRY HILL (Ein Kleines Haus)—Billy Vaughn (London) |
| 18 | 19 | VAYA CON DIOS—The Virtues (Electrola); Gitta Lind-Christa Williams (Telefunken) |
| 22 | 20 | TUM BALALAIKA—Leo Leadros (Philips) |
| 20 | 21 | WEIT VON ALASKA (North to Alaska)—Ralf Bendix (Electrola); Johnny Horton (Philips) |
| 21 | 22 | ICH HAB' DICH NOCH GENHAU SO LIEB—Peter Kraus (Polydor) |
| 28 | 23 | PACHANGA—Audry Arno-Hazy Osterwald Sext. (Polydor) |
| 30 | 24 | DER ROTE TANGO—Die Regenpfeifer (Pergola) |
| 24 | 25 | DAS ENDE DER LIEBE (Tell Laura I Love Her)—Rex Gildo (Electrola) |
| 26 | 26 | WOLGALIED—Jimmy Martin's Orch. (Sonet) |
| 27 | 27 | KILI-WATCH—The Cousins (Ariola) |
| 25 | 28 | VIER KLEINE SCHUHE (For Little Heels)—Brian Hyland (London); Detlef Engel (Telefunken) |
| — | 29 | HALLO BLONDIE—Alice Ellen and Peter (Polydor) |
| — | 30 | ER SAH AUS WIE EIN LORD—Corry Brokken (Philips) |

# Britains Accept Elvis' 'Wooden Heart'

• Continued from page 20

who will remain on the board of the parent company, Electrical and Musical Industries.

Veteran British entertainer **George Formby,** 56, died March 6 in Preston, Lancashire. Only last summer he figured in the disk charts with his version of "Happy Go Lucky Me" (Pye).

Daily Mail critics awards this year: pop — **Anthony Newley's** "Strawberry Fair" (Decca); jazz— **Duke Ellington:** "Nutcracker Suite" (Philips); classical — **Mstislav Rostropovitch** with the Philadelphia Orchestra, conducted by **Eugene Ormandy: Shostakovitch** Concerto in E Flat, Opus 107. . . . . Ultra radio has brought out a pocket transistor receiver to sell at $29.40 to rival the Japanese sets now being imported.

EMI Records' sales manager **Ron White** and advertising controller **G. J. Freshwater** visiting French affiliates in Paris last week.

Mid-month releases on Philips' low-price series Fontana-Fortune include "The One and Only Lionel Hampton," and **Sammy Kaye's** "Song and Dance Movie Hits."

**Connie Francis'** visit coincides with the British release of her current U. S. hit, "Where the Boys Are" (MGM).

Releases on most labels were fewer because of the impending slack season. Only Top Rank issue was **Freddy Cannon's** "Muskrat Ramble." . . . Other issues from the EMI group included the **Capris'** "There's a Moon Out Tonight" (Columbia from Old Town) and "Model Girl," billed here as by the **Crests** featuring **Johnny Mastro** (MHV from Co-Ed). . . . Decca group releases included **Bobby Darin's** "Lazy River" (London from Atco) and **Kokomo: "Asia Minor"** (London from Felsted). . . . Pye introduced a new guitar-vocal due, **Colin James** and **Keith Cooper** with "Sweet Georgia Brown."

**The Everly Brothers'** "Walk Right Back" (Warners) keeps No. 1 spot. . . . Out of the fierce competition of the "Exodus" theme comes **Ferrante and Teicher** (London from United Artists) at No. 18 18—the only version showing. . . . Another new U. S. disk this week is "Emotion" by **Brenda Lee** (Brunswick from U. S. Decca) at No. 29. . . . Four of the records in the chart stem from the BBC and ITV song contests last month. The leader is the fantastically successful "Are You Sure?" by the **Allisons** (Fontana) at No. 2, a position reached in its third week. The other three contest songs, all in the chart for the first time, are "My Kind of Girl" by **Matt Wynter** (Decca) at No. 23 and **Mike Preston's** "Marry Me" (also Decca), No. 28.

# Connie, Lale Cop German Awards

• Continued from page 20

and **Ralf Bendix** on Electrola, which is a German version.

"Hast Du Das Alles Vergessen" is the title of the German version of the **Shirelles** hit, "(Will You Love Me) Tomorrow," sung by **Rex Gildo** on Electrola. The Shirelles original has also been released here on Top Rank, distributed by Ariola.

Brunswick Polydor has issued "Ramona," sung by **Louis Armstrong.** . . . RCA Teldec has just released two new **Elvis Presley** titles, the revival of "Torna a Surriento" (Surrender) backed by "Lonely Man."

**Celine,** who formerly recorded for Fontana has signed a contract to Ariola. The first titles will soon be made by **Martin Bottcher,** the firm's Hamburg producer.

Similar to the German version of "Never on Sunday," there is currently a strong competition run on "Pepe." Among the most promising are the versions of **Dalida** on Ariola, **Willy Hagara** on Philips, and **Caterina Valente** on Decca. . . . After the great success of the oldie "Ramona," by the **Blue Diamonds,** flip of the Fontana record shows increasing public demand. . . . **Hans Hubert Gruhn,** Philips press chief, reports a remarkable buyers' interest in **Ray Conniff** recordings.

These were the most-aired tunes in the American Forces Network during the last two weeks of February:

1. Calendar Girl (**Neil Sedaka**).
2. Wings of a Dove (**Ferlin Husky**).
3. Last Date (**Floyd Cramer**).
4. Corinna, Corinna (**Ray Peterson**).
5. Wonderland By Night (**Bert Kaempfert**).
6. Apache (**Jorgen Ingmann**).
7. Calcutta (**Lawrence Welk**).
8. Emotions (**Brenda Lee**).
9. Pepe (**Duane Eddy**).
10. Exodus (**Ferrante & Teicher**).

## NORSE NEWSNOTES

# Norse Cover Climbs Chart

By ESPEN ERIKSEN
Editor, Verdens Gang, Oslo

The Monn Keys have moved up to No. 26 and are ready to beat the Danish original version of the tune, "Oh Marie, Jeg Vil Hjem" (Oh Marie, I Want to Come Home). The second time this year that a Norwegian artist has competed successfully with a foreign disk. **Jan Hoeiland** was the first example (his "Sjoemann" is the same melody as the Lolita-record "Seemann" (Sailor).

There are no newcomers to the charts this week. "Les Enfants du Piree" from the French film "Never On Sunday" — was on the charts twice, fell off and is back today. Reason is that the movie theme came to Oslo.

The biggest of the hit tunes reaching the top in Norway are of American origin. **Elvis Presley** and his "O Sole Mio" (It's Now or Never) reached the top on the VG-barometer, as did **Connie Francis** and her "Everybody's Somebody's Fool." Next might be "Wooden Heart" by Presley.

Italian 14-year-old **Robertino Loreli,** was presented in the Danish TV program "TV in Tivoli." His version of "O Sole Mio" (sung in the straight Italian classic style) out-charted the Elvis Presley version within a couple of months here.

The music from the Norwegian film "Line" (pronounced Leene) will be distributed the world-over by Warner Bros. Records—which is represented in Norway by **Egill Monn-Iversen,** "father" of the vocal quartet, the Monn Keys, and also composer of the music from the movie. "Line" is a girl's name.

## Best-Selling Pop Records in NORWAY

Week ending March 10, 1961
(Courtesy Verdens Gang, Oslo)

| This Week | Last Week | |
|---|---|---|
| 1 | 1 | SEEMANN (SAILOR YOUR HOME IS IN THE SEA)—Lolita (Polydor) |
| 2 | 2 | O SOLO MIO—Robertino (Triola) |
| 3 | 4 | ROMANTICA—Robertino (Triola) |
| 4 | 8 | WOODEN HEART—Elvis Presley (RCA) |
| 5 | 5 | ARE YOU LONESOME TONIGHT?—Elvis Presley (RCA) |
| 6 | 3 | SJOMANN—Jan Hoiland (Columbia) |
| 7 | 7 | YOU'RE SIXTEEN—Johnny Burnette (London) |
| 8 | — | OH MARIE, JEG VIL HJEM—Four Jacks (Odeon) |
| 9 | — | OH MARIE, JEG VIL HJEM—Monn Keys (Triola) |
| 10 | — | LES ENFANTS DU PIREE (NEVER ON SUNDAY)—Melinda Mercouri (London) |

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## JAPANESE NEWSNOTES

# U. S. Stars on Japanese Tours

By JOHN LUCKWEST
Tokyo Correspondent

**Nat King Cole** is expected to visit Japan in May to give performances in Tokyo, Osaka and Nagoya extending for two weeks. **Modern Jazz Quartet** is expected here at the end of April. . . . **Chris Connor** and **Peggy Lee** are also expected in the latter part of this year. . . . The rumored visit of **Sammy Davis Jr.** in May or June was apparently canceled due to the high performance fees.

**Recording Companies**

Having been pressed with the influx of orders, Victor decided to skip April release of new records for one month. The plant cannot fill the back orders for January and February issues. Since last autumn, Japanese recording industry is booming and achieved all-time high in production in its history. Every company is suffering from shortage of stock.

**New Releases**

The most noteworthy disks among March releases are Angel's Complete Beethoven Symphony Album of seven 12-inch LP's recorded by **Karl Schurecht** and the Paris Conservatory Orchestra offered at $19.40, and London's Complete Beethoven Piano Sonata Album of 10 12-inch LP's by Backhaus at $41.65. . . . King Records decided to release the first three stereo LP's of Command label on April 20, cut by **Terry Snyder** and other orks.

**Connie Francis'** recording of "Where the Boys Are" theme song in Japanese language hit the market March 1. The first time a movie theme song rendered in Japanese version by an American pop singer. Connie's Japanese pronunciation is not bad.

**Stereo Phonographs**

New three - dimension stereo phonographs are soon to be introduced by Nippon Victor and Nippon Columbia with a new device to add depth.

## Best-Selling Pop Records in JAPAN

Month of February, 1961

| Jan. | Feb. | |
|---|---|---|
| 4 | 1 | GREEN LEAVES OF SUMMER (The Alamo)—Brothers Four (Columbia) |
| — | 2 | G.I. BLUES—Elvis Presley (Victor) |
| 1 | 3 | GREEN FIELDS—Brothers Four (Columbia) |
| 9 | 4 | GREEN LEAVES OF SUMMER (The Alamo)—Nelson Riddle Orchestra (Capitol) |
| 3 | 5 | PLEIN SOLEIL—Film Symphony Orchestra (Polydor) |
| 5 | 6 | GOOD TIMIN'—Jimmie Jones (MGM) |
| 2 | 7 | MY HOME TOWN—Paul Anka (ABC-Paramount) |
| 13 | 8 | LUNA NAPOLITANA—Marino Marini (Seeco) |
| 7 | 9 | IT'S NOW OR NEVER—Elvis Presley (Victor) |
| — | 10 | YOU'LL NEVER KNOW—Platters (Mercury) |
| 18 | 11 | PREMIER BAL—Buck Clayton Orchestra (Polydor) |
| 19 | 12 | RAW HIDE—Frankie Laine (Columbia) |
| — | 13 | LONELY SOLDIER BOY—Johnny Deerfield (Capitol) |
| 10 | 14 | TRAIN OF LOVE—Alma Cogan (Angel) |
| — | 15 | WALK, DON'T RUN—Ventures (Top-Rank) |
| 19 | 16 | CAPTAIN BUFFALO—Art Mooney Orchestra (MGM) |
| — | 17 | DER STERN VON AFRIKA—Sound Track (Polydor) |
| 12 | 18 | DANNY BOY (Matilda)—Harry Belafonte (Victor) |
| 14 | 19 | YOU MEAN EVERYTHING TO ME—Neil Sedaka (Victor) |
| — | 20 | WAGON TRAIN—TV Sound Track (Mercury) |

## SPANISH NEWSNOTES

# Jazz Returning As Good Seller

By RAUL MATAS
Editor, Discomania
32 Av. Jose Antonio, Madrid

Jazz is scoring a great comeback here with many releases from all labels. **Benny Carter, Harry James, Sydney Bechet, Pee Wee Erwin, Clyde McCoy,** and **Quincy Jones.** Meanwhile, Madrid and Barcelona opened new jazz clubs. . . . **Tete Montoliu**—blind Spanish pianist—is a big hit at the exclusive Whisky Club.

**Disk Biz**

RCA launches the "compact" series in Spain. Records in 33 r.p.m. have two selections for 35 pesetas (almost 60 cents in American money), and 65 pesetas—a little more than a dollar—for the four songs "compact." . . . "Movie-record" of Spain would buy the **Perry Como** show for Spanish TV network which already covers more than a third of the country. . . . MGM's **Connie Francis** and Capitol's **Tommy Sands** disks are available in Spain.

**Thanks**

As soon as our first "Spanish Newsnotes" appeared in Billboard we got letters from **Brook Benton, Paul Anka, Lew Di Leo** and many others. . . . Thanks a lot!

## Best-Selling Pop Records in SPAIN

Week ending March 10, 1961
(Courtesy Discomania, Madrid)

| This Week | Last Week | |
|---|---|---|
| 1 | 3 | GREENLEAVES OF SUMMER—Brothers Four (Philips) |
| 2 | 1 | ERES DIFERENTE—Cinco Latinos (Philips) |
| 3 | — | AL DI LA—Luciano Tajoli (Voz Amo) |
| 5 | 2 | GREENFIELDS — Brothers Four (Philips) |
| 6 | 8 | ARE YOU LONESOME TONIGHT?—Elvis Presley (RCA) |
| 7 | 5 | MY HOME TOWN—Paul Anka (ABC-Hispavox) |
| 8 | 6 | ADAM AND EVE—Paul Anka (ABC-Hispavox) |
| 9 | — | 24,000 BESOS—Adriano Celentano (Zafiro) |
| 10 | 7 | IT'S NOW OR NEVER—Elvis Presley (RCA) |


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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

**Dedicated to You** (M)
Ray Charles.....ABC Paramount 355

**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

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

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

**Buddy Holly Story** (M)
.....Coral CRL 5-7326

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

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

**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

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

**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

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

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

**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

**Happy Times Sing Along With Mitch** (M-S)
Mitch Miller .....Columbia CL 1568; CS 8368

**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 Self** (M)
Brother Dave Gardner.....RCA Victor LSP 2239

**Knockers Up** (M)
Rusty Warren.....Jubilee JLP 2029

**Laughing Room** (M)
Woody Woodbury.Stereoddities MW 2

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

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

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

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

**Woody Woodbury Looks at Love and Life** (M) Woody Woodbury.....Stereoddities MW 1

## BEST SELLING SHOW MUSIC LP'S

Listed Alphabetically

### ORIGINAL CAST

**Bye Bye Birdie** (M-S)
Original Cast ....Columbia KOL 5510; KOS 2025

**Camelot** (M-S)
Original Cast....Columbia KOL 5620; KOS 2031

**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

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

**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 2015

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

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

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

### MUSIC FROM MUSICALS, FILMS AND TV

**Ballads and Rhythms of Broadway** (M-S)
Johnny Mathis .....Columbia C2L 17; C2S 803

# ACTION

On the Chart

## MONOPHONIC

| This Week | Last Week | Title, Artist, Label and Number | Weeks on Charts |
|---|---|---|---|
| 1 | 2 | **CALCUTTA** Lawrence Welk, Dot DLP 3359 | 7 |
| 2 | 1 | **EXODUS** Sound Track, RCA Victor LOC 1058 | 9 |
| 3 | 3 | **CAMELOT** Original Cast, Columbia KOL 5620 | 8 |
| 4 | 4 | **GREAT MOTION PICTURE THEMES** Various Artists, United Artists UAL 3122 | 8 |
| 5 | 5 | **SINATRA'S SWINGIN' SESSION** Frank Sinatra, Capitol W 1491 | 5 |
| 6 | 7 | **MAKE WAY** Kingston Trio, Capitol T 1474 | 3 |
| 7 | 8 | **MEMORIES ARE MADE OF THIS** Ray Conniff, Columbia CL 1574 | 5 |
| 8 | 10 | **TONIGHT IN PERSON** Limeliters, RCA Victor LPM 2272 | 3 |
| 9 | 11 | **WILDCAT** Original Cast, RCA Victor LOC 1060 | 7 |
| 10 | 14 | **AN EVENING WITH MIKE NICHOLS & ELAINE MAY** .... Mercury OCM 2200 | 6 |
| 11 | 16 | **NEVER ON SUNDAY** Sound Track, United Artists UAL 4070 | 7 |
| 12 | 13 | **BOBBY'S BIGGEST HITS** Bobby Rydell, Cameo C 1009 | 3 |
| 13 | 9 | **BEST MUSIC ON/OFF CAMPUS** Brothers Four, Columbia CL 1578 | 5 |
| 14 | 12 | **JOHNNY HORTON'S GREATEST HITS** .... Columbia CL 1596 | 3 |
| 15 | 21 | **I'VE GOT A RIGHT TO SING THE BLUES** Eileen Farrell, Columbia CL 1465 | 5 |
| 16 | — | **MITCH'S GREATEST HITS** Mitch Miller, Columbia CL 1544 | 1 |
| 17 | 17 | **THEME FROM "THE SUNDOWNERS"** Billy Vaughn, Dot DLP 3349 | 9 |
| 18 | 20 | **TENDERLOIN** Original Cast, Capitol WAO 1492 | 6 |
| 19 | — | **UNFORGETTABLE** Dinah Washington, Mercury MG 20572 | 1 |
| 20 | 18 | **WONDERLAND BY NIGHT** Louis Prima, Dot DLP 3352 | 8 |

# LP'S by CATEGORY

FOR WEEK ENDING MARCH 18

**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

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

**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

**Beethoven: Wellington Victory, Leonore Overture No. 3, Opus 72A, Prometheus Overture, Opus 43** (S)
London Symphony Orchestra (Dorati) .....Mercury LPS 9000

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

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

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

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

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

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

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

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

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

**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

**Sibelius: Finlandia** (S)
Philadelphia Orchestra (Ormandy).... .....Columbia MS 6196

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

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

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

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

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

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

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

## BEST SELLING TEEN BEAT LP'S

Listed Alphabetically

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

**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

**12 Plus 3 Equals 15 Hits** (M)
Assorted Artists .....End LP 310

**Twist** (M)
Chubby Checker ....Parkway P 7001

**Walk, Don't Run** (M)
The Ventures .....Dolton BLP 2003

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

Listed Alphabetically

**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

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

**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

# ALBUMS

Nine Weeks or Less

(21) 22 **DEDICATED TO YOU** ..... 2
Ray Charles, ABC-Paramount 355

(22) — **HAPPY TIMES SING ALONG WITH MITCH** ..... 1
Mitch Miller, Columbia CL 1568

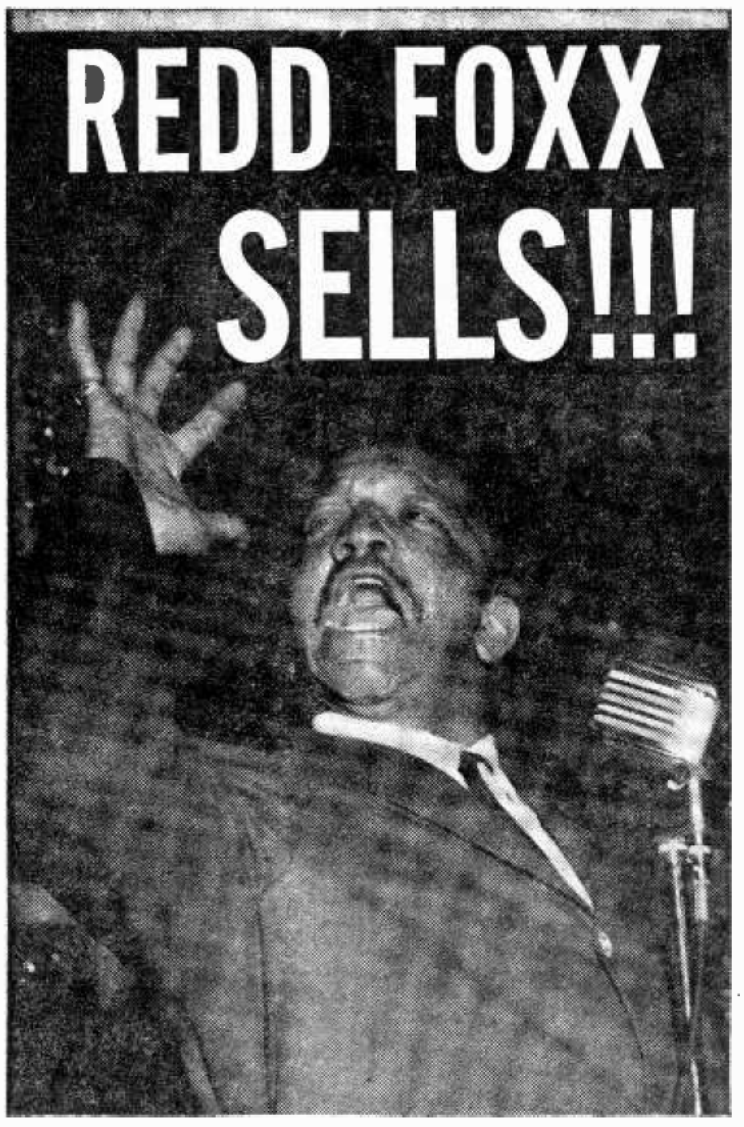
(23) — **MILLION DOLLAR'S WORTH OF TWANG** ..... 7
Duane Eddy, Jamie J 3014

(24) — **WEAVERS AT CARNEGIE HALL** ..... 1
.... Vanguard VRS 9010

(25) — **LIKE LOVE** ..... 4
Andre Previn, Columbia CL 1437

## STEREOPHONIC

| This Week | Last Week | Title, Artist, Label and Number | Weeks on Charts |
|---|---|---|---|
| (1) | 2 | **CALCUTTA** ..... Lawrence Welk, Dot DLP 25359 | 6 |
| (2) | 1 | **EXODUS** ..... Sound Track, RCA Victor LSO 1058 | 9 |
| (3) | 4 | **GREAT MOTION PICTURE THEMES** ..... Various Artists, United Artists UAS 6122 | 8 |
| (4) | 6 | **CAMELOT** ..... Original Cast, Columbia KOS 2031 | 7 |
| (5) | 5 | **SINATRA'S SWINGIN' SESSION** ..... Frank Sinatra, Capitol SW 1491 | 4 |
| (6) | 11 | **ITALIAN FAVORITES** ..... Connie Francis, MGM SE 3791 | 9 |
| (7) | 8 | **CHET ATKINS' WORKSHOP** ..... .... RCA Victor LSP 2232 | 5 |
| (8) | 15 | **MAKE WAY** ..... Kingston Trio, Capitol ST 1474 | 2 |
| (9) | — | **HAPPY TIMES SING ALONG WITH MITCH** ..... Mitch Miller, Columbia CS 8368 | 1 |
| (10) | 7 | **MEMORIES ARE MADE OF THIS** ..... Ray Conniff, Columbia CS 8374 | 4 |
| (11) | 9 | **UNSINKABLE MOLLY BROWN** ..... Original Cast, Capitol SWAO 1509 | 9 |
| (12) | 10 | **SATURDAY NIGHT SING ALONG WITH MITCH** ..... Mitch Miller, Columbia CS 8211 | 8 |
| (13) | — | **BROADWAY IN RHYTHM** ..... Ray Conniff, Columbia CS 8064 | 1 |
| (14) | 12 | **JOHNNY HORTON'S GREATEST HITS** ..... .... Columbia CS 8396 | 2 |
| (15) | — | **UNFORGETTABLE** ..... Dinah Washington, Mercury SR 60232 | 6 |




## 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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The pick of the new releases:

# SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

## Pop

### ALONE WITH DION

**Laurie LLP 2004**—A spectacular packaging job gives this double-fold package potent display and merchandising value. The contents are tailored for the young warbler's fans—"Lonely Teen-Ager," "Little Miss Blue," and other r.&r. hits, plus such great standards as "Fools Rush In" and "One for My Baby." A strong sales item.

### THE GENTLE TOUCH

**Jackie Gleason. Capitol SW 1519 (Stereo & Monaural)**—Here's the first Jackie Gleason mood album in a long spell, during which time the maestro has been occupied with the legit theater scene and TV. This one features George Williams arrangements for woodwinds, rhythms and two trumpets. The moody danceable selections include "Cheatin' on Me," "Looking for a Boy," "Moonglow" and "Will You Still Be Mine." Strong wax for dealers and jocks.

### THE MISFITS

**Original Sound Track Music. United Artists UAL 4087**—The LP of Alex North's score for the sound track of the widely discussed film should be a strong sales item. The vast publicity accruing to the picture and its glamor stars, Marilyn Monroe and the late Clark Gable, all should help the disk sale. The seven North themes are all workmanlike and interesting. They are backed by six other sound-track themes of varying interest, two of these by North. But it's the A side that is the only attraction here, and it should be sufficient for sales purposes.

### SHOW GIRL

**Original Cast. Roulette R 80001**—Carol Channing's revue opened to fine reviews on Broadway in January, and this original-cast package should profit sales-wise from the raves. Miss Channing and comedian Jules Munshin are hilarious in the comedy sketches and special material songs, which spoof the 1920's, vaudeville, etc. Sock showmanship for Broadway fans, and comedy LP collectors.

### FREDERICK FENNELL CONDUCTS GERSHWIN

**Mercury PPS 6006 (Stereo & Monaural)**—This should be one of the most successful of Mercury's new Perfect Presence Sound series. Any good version of a dozen top Gershwin tunes should do business; this set is exceptionally performed and beautifully packaged. Frederick Fennell conducts a large, suave-toned orchestra in imaginative arrangements by Rayburn Wright of such great standards as "Love Walked In," "The Man I Love," "I Got Rhythm," Embraceable You" and "Lady Be Good."

### 1961 THEMES

**Various Artists. London LL 3238**—This album should be a big seller. It features the Cambridge Strings playing tunes from shows, movies and TV shows, including the current hit, "Tunes of Glory." The other tunes include "The World of Suzie Wong," "Camelot," "Where the Boys Are" and "Gurney Slade." Strong wax here that could be a solid seller.

## Jazz

### JAZZ POLL WINNERS

**Columbia CL 1610**—Here's a smart hunk of packing that's bound to sell and sell to jazz buffs. A four-page folder outlines the artists and their awards from many sources and provides brief bio details on the performers. Included are tracks by Les Brown, Dave Brubeck, Kenny Burrell, Miles Davis, Duke Ellington, Don Elliott, Lionel Hampton, Charlie Mingus, J. J. Johnson, the Hi-Lo's; Lambert, Hendricks and Ross, Gerry Mulligan, Art Van Damme and Paul Desmond. Album could be a poll winner in itself, as far as buyers are concerned.

### MAYNARD '61

**Maynard Ferguson Ork. Roulette R 52064**—Powerful, dynamic and imaginative performances of some exciting new works, are the hallmarks of a truly brilliant big band jazz album. Maynard Ferguson is at the top of his form and delivers a virtuoso trumpet performance in a work called "Ole" that will be a challenge for anyone to match. The other five works in the collection, whether torrid or meditative, are swinging items that are tops in taste as well as execution. All are originals save for a moving arrangement of Gordon Jenkins' "Goodbye." A brisk sale indicated for this package.

(Continued on page 28)


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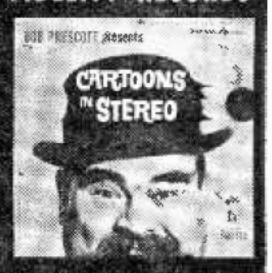


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(Wednesday, Feb. 15, '61)

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THE NATION'S TOP TUNES

# HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING MARCH 19

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

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

## RECORDING AVAILABLE

(Best Selling Record Listed in Bold Face)

1. **CALCUTTA** — Four Preps, Cap 4508; Werner Muller, Dec 31189; Vico Torriani, London 1965; Valiants, Col 41931; **Lawrence Welk, Dot 16161.**
2. **WHEELS**—Johnny Duncan, Leader 814; **String-A-Longs, Warwick 603; Billy Vaughn, Dot 16174.**
3. **PONY TIME — Chubby Checker, Parkway 818; Don Corvay & the Goodtimers, Arnold 1002;** Twi-Lites, King 5461.
4. **SURRENDER**—Elvis Presley, Vic 7850.
5. **WHERE THE BOYS ARE**—Connie Francis, MGM 12971.
6. **EXODUS**—Pat Boone, Dot 16176; **Ferrante and Teicher, United Artists 274;** Legends, Col 41949; Mantovani, London 1953; Medallion Strings, Medallion 602.
7. **DON'T WORRY (LIKE ALL THE OTHER TIMES)**—Tony Martin, Dot 16181; **Marty Robbins, Col 41922.**
8. **BABY SITTIN' BOOGIE — Buzz Clifford, Col 41876.**
9. **DEDICATED TO THE ONE I LOVE**—Five Royales, King 5453; June and Joy, Dot 16134; **Shirelles, Scepter 1203.**
10. **EBONY EYES — Everly Brothers, Warner Bros. 5199.**
11. **APACHE**—Jorgen Ingmann, Atco 6184; Shadows, ABC-Paramount 10138.
12. **THERE'S A MOON OUT TONIGHT**—Pat Boone, Dot 16176; **Capris, Old Town 1094.**
13. **SPANISH HARLEM—Ben E. King, Atco 6185.**
14. **SHOP AROUND—Miracles, Tamla 54034.**
15. **GEE WHIZ (LOOK AT HIS EYES) —Carla Thomas, Atlantic 2086.**
16. **(WILL YOU LOVE ME) TOMORROW—Shirelles, Scepter 1211.**
17. **CALENDAR GIRL—Neil Sedaka, Vic 7829.**
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. **WALK RIGHT BACK — Everly Brothers, Warner Bros. 5199.**
21. **YOU CAN HAVE HER — Roy Hamilton, Epic 9434.**
22. **LITTLE BOY SAD—Johnny Burnette, Liberty 55298.**
23. **WONDERLAND BY NIGHT** — Anita Bryant, Calton 537; **Bert Kaempfert, Dec 31141;** Louis Prima, Dot 16151.
24. **THINK TWICE — Brook Benton, Mer 71774.**
25. **HEARTS OF STONE—Bill Black's Combo, Hi 2028;** Red Foley/A. Kerr Singers, Dec 29375; Fontane Sisters, Dot 15265 and Dot 16027.
26. **PLEASE LOVE ME FOREVER—Cathy Jean and Roomates, Valmor 007.**
27. **ALL IN MY MIND**—Terri Anders, Chief 7027; **Maxine Brown, Nomar 103;** Linda Hopkins, Brunswick 55202; Bobby Marchan, Fire 1035; Dakota Staton, Cap 4512.
28. **UTOPIA — Frank Gari, Crusade 1020.**
29. **ON THE REBOUND — Floyd Cramer, Vic 7840.**
30. **LAZY RIVER**—Rex Allen, Vista F341; Floyd Cramer, Vic 7840; **Bobby Darin, Atco 6188;** Leon Eason, Blue Note 1745; Lee Helsel, Set In Order 1109; Jack Lidstrom, World Pacific Records 645; Mills Brothers, Dec 25046 and 28458; Mulcays, Dot 15837; Roberta Sherwood/J. Pleis Ork, Dec 29911; Squareabouts, Set In Order 2112; Sundowners Band, Windsor 7611.

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the pick of the new releases:

# SPOTLIGHT WINNERS OF THE WEEK

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

• *Continued from page 26*

## Country & Western

### GOT YOU ON MY MIND

**Jean Shepard. Capitol ST 1525 (Stereo & Monaural)**—Here's a collection of attractive songs, performed stylishly by Jean Shepard. The tunes are all old favorites, including "Big Midnight Special," "Under Your Spell Again," "Mockin' Bird Special" and, of course, the title tune. Strong wax that could also get pop action.

### FAN CLUB FAVORITES

**Faron Young. Capitol T 1528**—This collection of favorite tunes should appeal to Faron Young's large following in both the country and pop fields. The tunes include "Let Old Nature Have Her Way," "Big Shoes," "Anything Your Heart Desires" and "Congratulations." All of them are sung with feeling and warmth by Young, over good support by the band.

### BIG CITY LIGHTS

**Grady Martin and the Stewfoot Five. Decca DL 74072 (Stereo)**—One of the favorite country and western bands performs a program of all-time top country hits in instrumental fashion. The saxophone leads the way in the combo stylings of "City Lights," "Tennessee Waltz," "Heartaches by the Number," "Crazy Arms," and a host of others. A lot of good, danceable fare here, that will also have the terpers in a singing-along mood.

## Rhythm & Blues

### ARETHA FRANKLIN WITH THE RAY BRYANT TRIO

**Columbia CL 1612 (Stereo & Monaural)**—Aretha's Franklin's first LP for Columbia combines the new young singer's two strong r.&b. entries. "Won't Be Long" and "Today I Sing the Blues" (which also saw some pop chart action) with some other powerful singing chores by the lass. Besides jumping blues things like "Sweet Lover," two standards, "Ain't Necessarily So" and "Over the Rainbow," are included. Ray Bryant plays piano through many of the tracks, but when Miss Franklin plays for herself, strong sides like "Who Needs You?" "Are You Sure" and "Maybe I'm a Fool," stand a very good chance for chart action as singles.

## Classical

### MADAME BUTTERFLY

**Sadler's Wells Orchestra (Balkwill). Angel 35902 (Stereo & Monaural)**—The famous Sadler's Wells Company of London presents a delightful portrayal of the "Butterfly" highlights in this new LP, one of the few stereo versions available. The soloists, who sing in English, include Marie Collier, Ann Robson, Charles Craig and Gwyn Griffiths. Believed to be one of the rare English versions, the performance is merchandised by a lovely Oriental scene, which ties in well with the material.

### WAGNER: DIE WALKURE ACT I, SCENE 3; EXCERPTS FROM DIE GOTTERDAMMERUNG

**Soloists; NBC Symphony Orchestra (Toscanini). RCA Victor LM 2452**—The team of Toscanini, Traubel and Lauritz Melchior do a strong and moving job of interpreting this Wagner music. Both the "Die Walkure" and the "Die Gotterdammerung" excerpts were recorded from a radio broadcast in February of 1941. Each in its own right carries the dramatic Toscanini touch with the two opera stars fitting in beautifully.

### LEONCAVVALO: I PAGLIACCI

**Orchestra and Chorus of La Scala Opera House, Milan (Von Matacic). Angel 3618 B-L (Stereo & Monaural)**—Here is a sterling and beautifully recorded performance of the score of the warhorse work. Featured in the cast are such performers as Lucine Amara, Franco Corelli, Tito Gobbi, Mario Spina and Mario Zanasi, all of whom offer top-notch vocalizing. A most apt partner to the opera. Side 4 of the two-LP program is a group of three well-known operatic choruses by Verdi. These are the Anvil Chorus from "Il Trovatore," the Triumphal Chorus from "Aida," and the Chorus of the Jews from "Nabucco." For the main attraction there is stout competition but the recording has the sound and class to sell.

## Sound

### WOODWINDS & PERCUSSION

**Hal Mooney & His Ork, Mercury PPS 6013 (Stereo & Monaural)**—Here's another of the new Perfect Presence sound line for the label, with three most attractive lassies on the cover setting the gay mood. Mooney has done some sharp arrangements for a sizable complement of woodwinds, effectively showcased in front of tasteful but never overwhelming percussion effects. The rhythm emphasis is Latin applied to mostly standards and one fine show tune of the more modern era, "Tonight," from "West Side Story." Set can appeal to dancers, mood buyers or sound buffs.

*(Continued on page 32)*

# A PRE-RELEASE PICK HIT!

## PICKED BY 74 KEY HIGH SCHOOLS AS A "HIT AT THE HOP"

# BOB LUMAN

# "THE GREAT SNOW MAN"

# #5204

**"The Pig Latin Song"**

**"THE GREAT SNOW MAN"**
Written by John Loudermilk
THE HOTTEST WRITER
ON THE CHARTS
("Stayin' In," "Top Forty, News, Weather & Sports," "Ebony Eyes," and "Big Daddy.")

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FOR WEEK ENDING MARCH 19

# 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.

| THIS WEEK | ONE WEEK AGO | TWO WEEKS AGO | THREE WEEKS AGO | TITLE / Artist, Company / Record No. | STEREO | WEEKS ON CHART |
|---|---|---|---|---|---|---|
| 1 | 1 | 1 | 4 | **PONY TIME**<br>Chubby Checker, Parkway 818 | | 8 |
| 2 | 2 | 4 | 24 | **SURRENDER**<br>Elvis Presley, RCA Victor 7850 | | 4 |
| 3 | 3 | 10 | 10 | **WHEELS**<br>String-A-Longs, Warwick 603 | | 10 |
| 4 | 4 | 5 | 15 | **DON'T WORRY (LIKE ALL THE OTHER TIMES)**<br>Marty Robbins, Columbia 41922 | [S] | 7 |
| 5 | 5 | 7 | 11 | **WHERE THE BOYS ARE**<br>Connie Francis, MGM 12071 | | 9 |
| 6 | 7 | 12 | 12 | **BABY SITTIN' BOOGIE**<br>Buzz Clifford, Columbia 41876 | [S] | 10 |
| 7 | 8 | 6 | 9 | **DEDICATED TO THE ONE I LOVE**<br>Shirelles, Scepter 1203 | | 8 |
| 8 | 6 | 2 | 1 | **CALCUTTA**<br>Lawrence Welk, Dot 16161 | | 14 |
| 9 | 10 | 9 | 18 | **EBONY EYES**<br>Everly Brothers, Warner Bros. 5199 | | 7 |
| 10 | 13 | 18 | 21 | **SPANISH HARLEM**<br>Ben E. King, Atco 6185 | | 11 |
| 11 | 15 | 20 | 26 | **APACHE**<br>Jorgen Ingmann, Atco 6184 | | 8 |
| 12 | 11 | 13 | 14 | **GOOD TIME BABY**<br>Bobby Rydell, Cameo 186 | | 8 |
| 13 | 17 | 28 | 39 | **WALK RIGHT BACK**<br>Everly Brothers, Warner Bros. 5199 | | 6 |
| 14 | 9 | 3 | 5 | **THERE'S A MOON OUT TONIGHT**<br>Capris, Old Town 1094 | | 11 |
| ★15 | 22 | 26 | 40 | **GEE WHIZ (LOOK AT HIS EYES)**<br>Carla Thomas, Atlantic 2086 | | 7 |
| 16 | 12 | 24 | 31 | **YOU CAN HAVE HER**<br>Roy Hamilton, Epic 9434 | | 7 |
| 17 | 21 | 21 | 25 | **LITTLE BOY SAD**<br>Johnny Burnette, Liberty 55298 | | 6 |
| 18 | 16 | 11 | 3 | **(WILL YOU LOVE ME) TOMORROW**<br>Shirelles, Scepter 1211 | | 17 |
| 19 | 18 | 14 | 8 | **EXODUS**<br>Ferrante and Teicher, United Artists 274 | [S] | 18 |
| 20 | 23 | 29 | 56 | **THINK TWICE**<br>Brook Benton, Mercury 71774 | | 5 |
| 21 | 26 | 44 | 70 | **HEARTS OF STONE**<br>Bill Black's Combo, Hi 2028 | | 4 |
| ★22 | 35 | 71 | — | **PLEASE LOVE ME FOREVER**<br>Cathy Jean and Roomates, Valmor 007 | | 3 |
| 23 | 14 | 8 | 2 | **SHOP AROUND**<br>Miracles, Tamla 54034 | | 14 |
| ★24 | 51 | — | — | **ON THE REBOUND**<br>Floyd Cramer, RCA Victor 7840 | | 2 |
| 25 | 31 | 35 | 37 | **LAZY RIVER**<br>Bobby Darin, Atco 6188 | | 6 |
| 26 | 19 | 15 | 6 | **CALENDAR GIRL**<br>Neil Sedaka, RCA Victor 7829 | [S] | 13 |
| 27 | 30 | 32 | 34 | **UTOPIA**<br>Frank Gari, Crusade 1020 | | 13 |
| 28 | 37 | 43 | 55 | **WHEELS**<br>Billy Vaughn, Dot 16174 | | 6 |
| 29 | 27 | 27 | 22 | **WHAT A PRICE**<br>Fats Domino, Imperial 5723 | | 8 |
| 30 | 20 | 17 | 13 | **WINGS OF A DOVE**<br>Ferlin Husky, Capitol 4406 | | 16 |
| 31 | 29 | 31 | 32 | **RAM-BUNK-SHUSH**<br>Ventures, Dolton 32 | | 8 |
| 32 | 32 | 58 | 79 | **HAPPY BIRTHDAY BLUES**<br>Kathy Young and the Innocents, Indigo 115 | | 4 |
| 33 | 34 | 38 | 45 | **STAYIN' IN**<br>Bobby Vee, Liberty 55296 | | 5 |
| 34 | 24 | 16 | 7 | **EMOTIONS**<br>Brenda Lee, Decca 31195 | | 11 |
| 35 | 44 | 84 | — | **LONELY MAN**<br>Elvis Presley, RCA Victor 7850 | | 3 |
| 36 | 39 | 46 | 75 | **ASIA MINOR**<br>Kokomo, Felsted 8612 | | 4 |
| 37 | 43 | 33 | 35 | **AIN'T THAT JUST LIKE A WOMAN**<br>Fats Domino, Imperial 5723 | | 8 |
| 38 | 36 | 42 | 53 | **YOUR FRIENDS**<br>Dee Clark, Vee Jay 372 | | 6 |
| ★39 | 49 | 60 | 80 | **WATUSI**<br>Vibrations, Checker 969 | | 4 |
| 40 | 47 | 61 | 76 | **I DON'T WANT TO CRY**<br>Chuck Jackson, Wand 106 | | 4 |
| ★41 | 55 | 68 | 59 | **MODEL GIRL**<br>Johnny Mastro, Coed 545 | | 6 |
| 42 | 28 | 22 | 28 | **ANGEL ON MY SHOULDER**<br>Shelby Flint, Valiant WB 6001 | | 12 |
| 43 | 38 | 37 | 41 | **WAIT A MINUTE**<br>Coasters, Atco 6186 | | 7 |
| 44 | 25 | 19 | 19 | **ALL IN MY MIND**<br>Maxine Brown, Nomar 102 | | 11 |
| 45 | 48 | 57 | 69 | **ONCE UPON A TIME**<br>Rochell and the Candles, Swingin' 623 | | 6 |
| 46 | 53 | 79 | 98 | **I PITY THE FOOL**<br>Bobby Bland, Duke 332 | | 4 |
| ★47 | 66 | — | — | **THAT'S IT—I QUIT—I'M MOVIN' ON**<br>Sam Cooke, RCA Victor 7853 | | 2 |
| 48 | 33 | 25 | 27 | **JIMMY'S GIRL**<br>Johnny Tillotson, Cadence 1391 | | 10 |
| 49 | 46 | 50 | 68 | **FOR MY BABY**<br>Brook Benton, Mercury 71774 | | 6 |
| ★50 | 64 | 82 | 89 | **LET'S GO AGAIN (WHERE WE WENT LAST NIGHT)**<br>Hank Ballard and the Midnighters, King 5459 | | 4 |
| ★51 | 65 | — | — | **BABY BLUE**<br>Echoes, Segway 103 | | 2 |
| ★52 | 67 | 77 | 90 | **BUT I DO**<br>Clarence (Frogman) Henry, Argo 5378 | | 4 |
| 53 | 52 | 39 | 43 | **(I WANNA) LOVE MY LIFE AWAY**<br>Gene Pitney, Musicor 1002 | | 7 |
| ★54 | 70 | — | — | **ONE MINT JULEP**<br>Ray Charles, Impulse 200 | | 2 |
| ★55 | 74 | — | — | **FIND ANOTHER GIRL**<br>Jerry Butler, Vee Jay 375 | | 2 |
| ★56 | — | — | — | **TONIGHT MY LOVE, TONIGHT**<br>Paul Anka, ABC-Paramount 10194 | | 1 |
| ★57 | 77 | — | — | **RUNAWAY**<br>Del Shannon, Big Top 3067 | | 2 |
| 58 | 58 | 76 | 84 | **TO BE LOVED (FOREVER)**<br>Pentagons, Donna 1337 | | 4 |
| ★59 | 87 | — | — | **BLUE MOON**<br>Marcels, Colpix 186 | | 2 |
| 60 | 61 | 63 | 97 | **PONY EXPRESS**<br>Danny and the Juniors, Swan 468 | | 4 |
| 61 | 71 | 80 | 78 | **HONKY TONK, PART II**<br>Bill Doggett, King 5444 | | 7 |
| 62 | 76 | — | — | **PORTRAIT OF MY LOVE**<br>Steve Lawrence, United Artists 291 | | 2 |
| ★63 | — | — | — | **TAKE GOOD CARE OF HER**<br>Adam Wade, Coed 546 | | 1 |
| 64 | 68 | 72 | 83 | **TOUCHABLES**<br>Dickie Goodman, Mark X 8009 | | 4 |
| ★65 | 89 | — | — | **BLUE MOON**<br>Classics, Promo 1010 | | 2 |
| 66 | 69 | 73 | 74 | **PONY TIME**<br>Don Corvay and the Goodtimers, Arnold 1002 | | 8 |
| 67 | 42 | 49 | 54 | **HAVIN' FUN**<br>Dion, Laurie 3081 | | 6 |
| ★68 | 81 | — | — | **HIDEAWAY**<br>Freddy King, Federal 12401 | | |
| 69 | 78 | — | — | **IT'S UNBELIEVABLE**<br>Larks, Sheryl 334 | | |
| 70 | 75 | 91 | — | **ALL OF EVERYTHING**<br>Frankie Avalon, Chancellor 1071 | | |
| 71 | 60 | 74 | 95 | **TUNES OF GLORY**<br>Cambridge Strings, London 1960 | | |
| 72 | 79 | 94 | — | **BEWILDERED**<br>James Brown, King 5442 | | |
| 73 | 73 | 89 | 92 | **CERVEZA**<br>Bert Kaempfert, Decca 30866 | | |
| 74 | 85 | 83 | 96 | **ORANGE BLOSSOM SPECIAL**<br>Billy Vaughn, Dot 16174 | | |
| ★75 | — | 69 | 63 | **GINNIE BELL**<br>Paul Dino, Promo 2180 | | |
| 76 | 83 | 99 | — | **WON'T BE LONG**<br>Aretha Franklin, Columbia 41923 | | |
| ★77 | — | — | — | **PLEASE TELL ME WHY**<br>Jackie Wilson, Brunswick 55208 | | |
| ★78 | — | — | — | **TRUST IN ME**<br>Etta James, Argo 5385 | | |
| 79 | 93 | — | — | **TONIGHT I FELL IN LOVE**<br>Tokens, Warwick 615 | | |
| ★80 | 84 | 96 | — | **MORE THAN I CAN SAY**<br>Bobby Vee, Liberty 55296 | | |
| 81 | 94 | 90 | 99 | **TOP FORTY, NEWS, WEATHER & SPORTS**<br>Mark Dinning, MGM 12980 | | |
| ★82 | 97 | — | — | **LING TING TONG**<br>Buddy Knox, Liberty 55305 | | |
| 83 | 92 | — | — | **LITTLE MISS STUCKUP**<br>Playmates, Roulette 4322 | | |
| ★84 | — | — | — | **LONELY BLUE NIGHTS**<br>Rosie, Brunswick 55205 | | |
| 85 | 86 | — | — | **SECOND TIME AROUND**<br>Frank Sinatra, Reprise 20001 | | |
| ★86 | — | — | — | **I'VE TOLD EVERY LITTLE STAR**<br>Linda Scott, Canadian-American 123 | | |
| 87 | 100 | — | — | **APACHE**<br>Sonny James, RCA Victor 7858 | | |
| 88 | 95 | — | — | **MILORD**<br>Edith Piaf, Capitol 4493 | | |
| ★89 | — | — | — | **JUST FOR OLD TIME'S SAKE**<br>McGuire Sisters, Coral 62249 | | |
| ★90 | — | — | — | **MERRY-GO-ROUND**<br>Mary Johnson, United Artists 294 | | |
| 91 | — | — | — | **CANADIAN SUNSET**<br>Etta Jones, Prestige 191 | | |
| 92 | — | — | — | **MEMPHIS**<br>Donnie Brooks, Era 3042 | | |
| 93 | — | — | — | **VERY THOUGHT OF YOU**<br>Little Willie John, King 5458 | | |
| 94 | — | — | — | **OH MEIN PAPA**<br>Dickie Lee, Blue Bell 503 | | |
| 95 | — | — | — | **EARLY EVERY MORNING**<br>Dinah Washington, Mercury 71778 | | |
| 96 | 99 | — | — | **I LIED TO MY HEART**<br>Enchanters, Musitron 1072 | | |
| 97 | — | — | — | **COWBOY JIMMY JOE**<br>Lolita, Kapp 370 | | |
| 98 | — | — | — | **KOKOMO**<br>Flamingos, Fud 1085 | | |
| 99 | — | — | — | **LITTLE TURTLE DOVE**<br>Otis Williams and the Charms, King 5455 | | |
| 100 | — | — | — | **YOUR ONE AND ONLY LOVE**<br>Jackie Wilson, Brunswick 55208 | | |

# & TOMORROW'S TOPS

## BUBBLING UNDER THE HOT 100

1. BANNED IN BOSTON.....Merv Griffin, Carlton 540
2. LITTLE PEDRO .....Olympics, Arvee 5023
3. ONE HUNDRED POUNDS OF CLAY .....Gene McDaniels, Liberty 55308
4. LITTLE SAD EYES .....Castells, Era 3038
5. PLEASE SAY YOU WANT ME .....Little Anthony and the Imperials, End 1086
6. CALIFORNIA SUN .....Jo Jones, Roulette 4344
7. THE BLIZZARD .....Jim Reeves, RCA Victor 7855
8. HEY, LOOK ME OVER.....Pete King Chorale, Kapp 367
9. HOLD IT .....James Brown's Band, King 5438
10. ILLUSION .....Nat King Cole, Capitol 4519
11. CHERRY BERRY WINE ....Charlie McCoy, Cadence 1390
12. MILORD .....Franck Pourcel, Capitol 4493
13. FOOLIN' AROUND .....Buck Owens, Capitol 4496
14. LITTLE GIRL, LITTLE BOY.....Al Martino, 20th Fox 237
15. THEME FROM THE GREAT IMPOSTER .....Henry Mancini, RCA Victor 7830
16. LOUISIANA MAN .....Rusty & Doug, Hickory 1137
17. I TOLD YOU SO .....Jimmy Jones, Cub 9085
18. TROUBLE UP THE ROAD.....Jackie Brensten, Sue 736
19. I'LL HAVE ANOTHER CUP OF COFFEE .....Claude Gray, Mercury 71732
20. DADDY, DADDY (GOTTA GET A PHONE IN MY ROOM) .....Robin Clark, Capitol 4503

## TOP MARKET BREAKOUTS

**NEW YORK**
—BLUE MOON
Marcels, Colpix
—TAKE GOOD CARE OF HER
Adam Wade, Coed
—TO BE LOVED (FOREVER)
Pentagons, Donna
—IT'S UNBELIEVABLE
Larks, Sheryl
—HONKY TONK, PART II
Bill Doggett, King

**CHICAGO**
—TAKE GOOD CARE OF HER
Adam Wade, Coed
—HIDEAWAY
Freddie King, Federal
—WON'T BE LONG
Aretha Franklin, Columbia
—CANADIAN SUNSET
Etta Jones, Prestige
—GINNIE BELL
Paul Dino, Promo

**LOS ANGELES**
—TAKE GOOD CARE OF HER
Adam Wade, Coed
—HONKY TONK, PART II
Bill Doggett, King
—BEWILDERED
James Brown, King
—TRUST IN ME
Etta James, Argo
—WON'T BE LONG
Aretha Franklin, Columbia

**PHILADELPHIA**
—BEWILDERED
James Brown, King
—TAKE GOOD CARE OF HER
Adam Wade, Coed
—TRUST IN ME
Etta James, Argo
—OH, MEIN PAPA
Dickie Lee, Blue Bell
—GINNIE BELL
Paul Dino, Promo

**DETROIT**
—TONIGHT I FELL IN LOVE
Tokens, Warwick
—LONELY BLUE NIGHTS
Rosie, Brunswick
—BLUE MOON
Marcels, Colpix
—TAKE GOOD CARE OF HER
Adam Wade, Coed
—TO BE LOVED (FOREVER)
Pentagons, Donna

**BOSTON**
—TAKE GOOD CARE OF HER
Adam Wade, Coed
—GINNIE BELL
Paul Dino, Promo
—TO BE LOVED (FOREVER)
Pentagons, Donna
—IT'S UNBELIEVABLE
Larks, Sheryl

**PITTSBURGH**
—BLUE MOON
Marcels, Colpix

**CLEVELAND**
—PORTRAIT OF MY LOVE
Steve Lawrence, United Artists

**BUFFALO**
—TAKE GOOD CARE OF HER
Adam Wade, Coed

**BALTIMORE-WASHINGTON**
—BLUE MOON
Classics, Promo
—TAKE GOOD CARE OF HER
Adam Wade, Coed
—I'VE TOLD EVERY LITTLE STAR
Linda Scott, Canadian-American
—GINNIE BELL
Paul Dino, Promo
—HIDEAWAY
Freddie King, Federal

**MIAMI**
—TRUST IN ME
Etta James, Argo
—TAKE GOOD CARE OF HER
Adam Wade, Coed
—GINNIE BELL
Paul Dino, Promo
—HIDEAWAY
Freddie 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**

**LAWRENCE WELK**

**MY THREE SONS (Don-Michael, BMI) (2:18)—OUT OF A CLEAR BLUE SKY (Von Tilzer, ASCAP) (2:33)**—Welk has a sock instrumental follow-up to his smash hit "Calcutta." Both sides feature similar exotic instrumentation, but "My Three Sons" has a light edge. **Dot 16198**

**THE PLATTERS**

**TREES (Schirmer-Vogel, ASCAP) (2:28)**—The Joyce Kilmer standard is accorded a tender vocal treatment by soloist Tony Williams and the group. A strong side, that should score. Flip is "Immortal Love" (A.M.C., ASCAP) (2:24). **Mercury 71791**

**THE DRIFTERS**

**SOME KIND OF WONDERFUL (Alvon, BMI) (2:15)—HONEY BEE (Progressive, BMI) (2:57)**—The boys warble an effective, easygoing medium-beat ballad—"Some Kind of Wonderful," with good lead performance and lofty femme chorus. Flip is an interesting blues pleader tune with a distinctive touch. Both sides have solid potential. **Atlantic 2096**

**JOHNNY HORTON**

**SLEEPY-EYED JOHN (Vanguard, BMI) (2:39) — THEY'LL NEVER TAKE HER LOVE FROM ME (Acuff-Rose, BMI) (3:04)**—The late Johnny Horton wraps a bright country-styled novelty in an exuberant vocal stint. Flip features feelingful warbling by the artist on a tender country-flavored ballad. Both sides are solid items, but "Sleepy-Eyed John" may be stronger. **Columbia 41963**

**THE MIRACLES**

**AIN'T IT BABY (Jobete, BMI) (2:33)—THE ONLY ONE I LOVE (Jobete, BMI) (2:45)**—Two strong ones from the Miracles who could follow "Shop Around" with the lively r.&r. first side. The second is a strong rockaballad that's tenderly sung by the lead singer. Sock dual-sider. **Tamla 54036**

**THE CAPRIS**

**SOME PEOPLE THINK (Maureen, BMI) (2:48)—WHERE I FELL IN LOVE (Maureen, BMI) (2.21)**—The Capris have two fine chart entries to follow up their current "There's a Moon Out Tonight." The first side features the lead singer in a solid rockaballad effort. The flip, too, has a strong chance again in the rockaballad style with the lead scording heavily. **Old Town 1099**

**AL CAIOLA**

**BONANZA (Livingston-Evans, ASCAP) (2:16) — BOUNTY HUNTER (Karolyn, ASCAP) (2:23)** — Two strong instrumentals by guitarist Al Caiola that could zoom chartward. Side 1 is the theme from the NBC Western of the same name which gets a wild performance. The strong flip finds Caiola swinging over a rhythmic backing in march tempo. **United Artists 302**

**RAY PETERSON**

**SWIFT LITTLE KATHY (S-P-R, BMI) (2:22)** — This should be anither smash for Peterson who has just come off his "Corinna" hit. It's a gentle weeper sung with much warmth. Flip is another fine item, "You Didn't Care" (S-P-R, BMI) (2:03). **Dunes 2004**

**THE CHIMES**

**I'M IN THE MOOD FOR LOVE (Robbins, ASCAP) (2:32)**—The lads have a strong follow-up to their current hit with this pretty reading of the oldie, garnished with a few rock and roll touches. Flip is "Only Love" (Berry-Eko, BMI) (2:12). **Tag 445**

**LLOYD PRICE**

**ONE HUNDRED PERCENT (Pri-Gan, BMI) (2:31)**—Lloyd Price can leap right back on the charts with this swinging and vibrant vocal reading of a bright new novelty tune that moves all the way. His best wax in months. Flip is "Say, I'm the One" (Lloyd-Logan, BMI) (2:29). **ABC-Paramount 10197**

**THE LINK EDDY COMBO**

**BIG MR C (Mr. Music, BMI) (2:14)**—The new Frank Sinatra label goes rock and roll with this swinging, rocking instrumental effort played with excitement by the large ork and featuring piano and guitar leads. Side could make it. Flip is "The Man With the Golden Arm" (Dina, ASCAP) (2:01). **Reprise 20002**

*(Continued on page 37)*

ATCO

is Red Hot

our new hits:

MOANIN'
b/w
YOU ALWAYS HURT THE ONE YOU LOVE
Ada Lee
6189

BUONA SERA
b/w CORINNE CORRINA
Mr. Acker Bilk
& His Paramount Jazz Band
6190

IN WAIKIKI
b/w OLD ROCKIN' SQUARE
Charlie Bee Combo
6191

ATCO RECORDS


## • Best Selling Sheet Music in U. S.

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

| This Week | | Last Week | Weeks on Chart |
|---|---|---|---|
| 1. | **EXODUS** (Chappell) | 1 | 16 |
| 2. | **CALCUTTA** (Pincus-Symphony House) | 2 | 11 |
| 3. | **THEME FROM THE APARTMENT** (Mills) | 4 | 34 |
| 4. | **WONDERLAND BY NIGHT** (Roosevelt) | 3 | 14 |
| 5. | **WHERE THE BOYS ARE** (Aldon) | 12 | 3 |
| 6. | **WHEELS** (Dundee) | 9 | 4 |
| 7. | **NORTH TO ALASKA** (Robbins) | 7 | 12 |
| 8. | **CALENDAR GIRL** (Aldon) | 10 | 6 |
| 9. | **MISTY** (Octave) | 14 | 39 |
| 10. | **LAST DATE** (Acuff-Rose) | 6 | 18 |
| 11. | **APACHE** (Regent) | — | 1 |
| 12. | **HEY, LOOK ME OVER** (Morris) | 8 | 7 |
| 13. | **ANGEL ON MY SHOULDER** (Sherman-De Vorzon) | — | 1 |
| 14. | **ARE YOU LONESOME TONIGHT** (Bourne-Cromwell) | 5 | 15 |
| 15. | **WINGS OF A DOVE** (Gee Music) | 11 | 3 |

The pick of the new releases:

## SPOTLIGHT WINNER OF THE WEEK

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

• *Continued from page 28*

### Latin American

**TRES CORAZONES**

A BILLBOARD PICK

**Cuco Sanchez. Columbia EX 5035**—Cuco Sanchez, one of Mexico's best known composers and performers, shows off his distinctive, emotional delivery in a new set for Columbia. His exuberant style was seldom head to better effect than in this new disk. All dealers handling Latin-American lines can expect to do business with this collection of Mexican rancheras, huapangos, serenatas and Corridos, several of which are Sanchez originals.

## SPECIAL MERIT SPOTLIGHTS

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

### Classical

★★★★ **ROSSINI: LA CAMBIALE DI MATRIMONIO - OPERA BUFFA IN ONE ACT—Virtuosi di Roma, Fasano, Mercury SR 2 9009**

### International

★★★★ **BALALAIKA—Sasha Polinoff and His Russian Gypsy Ork, Elektha EKL 194**

### POP LP'S

★★★★ **STRONG SALES POTENTIAL**

★★★★ **THE SWINGIN'S MUTUAL**
**The George Shearing Quintet with Nancy Wilson. Capitol ST 1524 (Stereo & Monaural)**—George Shearing's Quintet performs six fine instrumentals which alternate with six tracks in which the group backs Nancy Wilson's vocals. These are standout renditions by the youthful thrush, in which she offers fanciful, stylized and sometimes moody interpretations of such tunes as "Born to Be Blue," "The Things We Did Last Summer," "Let's Live Again" and "On Green Dolphin Street." For demo purposes, put the needle on "The Nearness of You" and watch the merchandise move.

★★★★ **PICK A HIT**
**The String-A-Longs. Warwick W 2036**—The guitar combo is right up at the top of the singles charts currently with "Wheels," and here's a whole collection of tunes with the same tricky and novel string sound. Selections include the big hit, along with "Sentimental Journey," "Are You Lonesome Tonight," "Harbor Lights," and "Torquay." Danceable and listenable material, neatly packaged It can sell.

★★★★ **JIMMY DURANTE AT THE COPACABANA**
**Roulette R 25123**—A wild and woolly, on-the-spot performance of one of the great night club names in action. A whole flock of the familiar Durante zanyisms are here, plus such well-known song trade-marks as "Bill Bailey," "Ink a Dink a Doo," "It's My Nose's Birthday," and many others. For Durante fans this is the comic at his best. The cover, too, is characteristic, showing the Scnozz with a flock of the Copa cuties.

★★★★ **3,046 PEOPLE DANCED 'TIL 4 A.M. TO BILL DOGGETT AND HIS COMBO**
**Warner Bros. W 1404**—The swinging Bill Doggett combo, featuring sax, organ and guitar, was recorded at a live dance for this production and a lot of the on-the-spot interest is transmitted to the living room

*(Continued on page 50)*


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"ONCE UPON A TIME"

Rochell & The Candles Swingin' #623

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the
FENDERMEN
SOMA #1155
"NO HELP WANTED" the CANADIAN SWEETHEARTS
SOMA #1156
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AROUND THE WORLD IN PERCUSSION—BILLY MURE girds the globe on wings of thrilling percussion via "Around the World," "In a Persian Market," "Petticoats of Portugal," etc. SLS 1021

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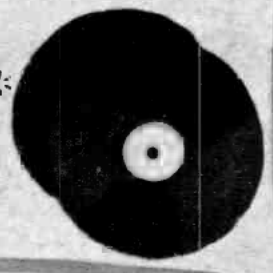

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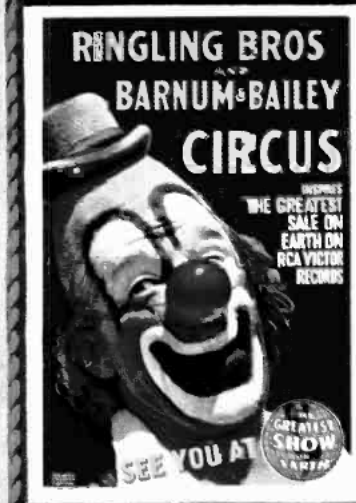


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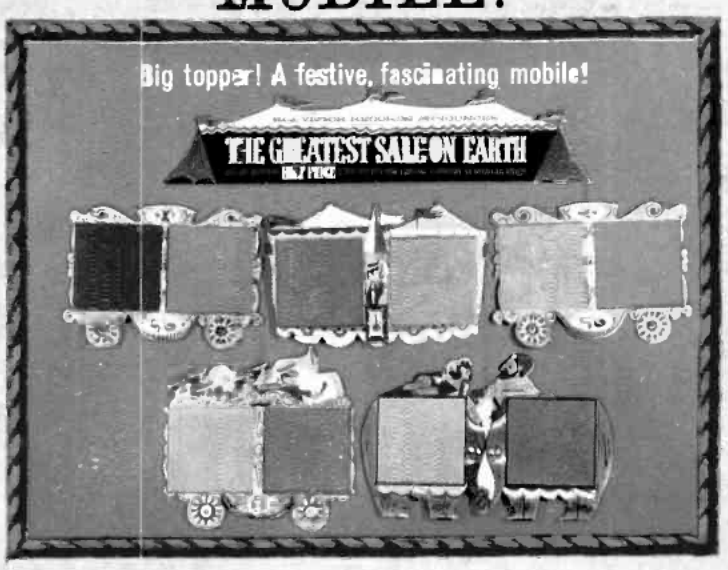


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LSP-2293

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LSP-2278

LSC-2506

LSC-2439

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LSP-2272

LSP-2273

LSP-2232

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LSP-2342

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LSP-2315

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RCA VICTOR
RADIO CORPORATION OF AMERICA

The pick of the new releases:

# SPOTLIGHT WINNERS OF THE WEEK

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

• *Continued from page 31*

**GUY MITCHELL**

**YOUR GOODNIGHT KISS (Joy, ASCAP) (2:43)**—A very happy-voiced Guy Mitchell comes through with a spring-like reading of a sprightly new ditty based on "The Old Grey Mare." It's mighty appealing. Flip is "Follow Me" (Drury Lane, ASCAP) (2:27) **Columbia 41970**

**FATS DOMINO**

**FELL IN LOVE ON MONDAY (Travis, BMI) (1:55)—RAH (Travis, BMI) (1:42)**—The indomitable Domino is back again, with another winning, neatly contracting coupling. On top is a cute ballad with strong appeal, while the flip is a driving job with a powerful, persistent theme. Both can go. **Imperial 5734**

**DUANE EDDY**

**GIDGET GOES HAWAIIAN (Columbia Pictures Music, ASCAP) (2:15) — THEME FROM DIXIE (Linduane, BMI) (1:57)**—More exciting instrumental wax from the guitar man, with the top side theme material from the pic of the same name figuring as especially strong. Flip, based on the melody to "Dixie," is also rated a good chance. **Jamie 1183**

**JIMMIE RODGERS**

**EVERY TIME MY HEART SINGS (Kahl-Sheldon, BMI)** (2:07)—A happy, rousing upbeater by Rodgers. It has a catchy gospel flavor and it's handled with much verve. This can step out. Flip is "I'm on My Way," (Leeds, ASCAP). **Roulette 4349**

**THE BLACKWELLS**

**LOVE OR MONEY (Jamie, BMI) (2:22)—BIG DADDY AND THE CAT (Jamie, BMI) (2:19)**—The strong duo act comes up with a pair of potential winners. On top there's fine chanting of an infectious tune with a standout arrangement. Flip is a rhythm novelty, somewhat in the "Allep-Oop" tradition. Both can move. **Jamie 1179**

## Rhythm & Blues

**CHARLES BROWN AND AMOS MILBURN**

**MY LITTLE BABY (J & C, BMI) (2:42)—I WANNA GO BACK HOME (Lois, BMI) (2:30)**—Both these chanters have real roots and when they team up, it's a gasse. On top is blues-flavored tune handed a tender chanting job, while the flip, also in the blues groove, features a fine relaxed duo performance. **King 5464**

# 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

**THE EDDIE THOMAS SINGERS**
★★★ SUMMERTIME (Gershwin, ASCAP) (2:38)
★★★ SPRING IS HERE (Robbins, ASCAP) (2:47)

## Pop Talent

**CHASE WEBSTER**
★★★★ MOODY RIVER (Kava, BMI) (2:40)
★★★ THE DREAMER (Conley, ASCAP) (2:16)

**BILLY GARNER**
★★★★ THAT'S WHAT I WANT TO DO (Vaughn, BMI) (2:00)
★★★ LITTLE SCHOOL GIRL (Katrina, BMI) (2:08)

**THE ALLISONS**
★★★★ ARE YOU SURE? (Burlington, ASCAP) (2:05)
★★★ THERE'S ONE THING MORE (Burlington, ASCAP) (1:55)

**MIRRIAM JOHNSON**
★★★★ YOUNG AND INNOCENT (Linduane, BMI) (2:12)
★★★ LONESOME ROAD (Paramount, ASCAP) (2:17)

## ★★★★ STRONG SALES POTENTIAL

**MAURICE WILLIAMS AND THE ZODIACS**
★★★★ **Come Along** — HERALD 559—Maurice Williams sings this rhythmic tale about a guy pleading for his girl's companionship, with fervor, aided by a vocal group with style. Strong wax here. (Wingsong, BMI) (1:55)

★★★★ **Do I**—Williams could have another hit with this bright reading of a swinging new novelty which deals with love among the younger set. Watch it. Two good sides (Windsong, BMI) (2:07)

**JUNE VALLI**
★★★★ **Sorrento** — MERCURY 71800—Richly emotional reading—in Italian—of the romantic standard, on which Presley's current hit "Surrender" is based. Merits exposure. (Juno, BMI) (2:50)

★★★★ **This World We Live In**—A feelingful thrushing stint on a dramatic ballad. This also is worthy of play. (Leeds, ASCAP) (2:35)

**SANTO AND JOHNNY**
★★★★ **Hep Scotch**—CANADIAN-AMERICAN 124—Interesting minor-key instrumental treatment of the Scotch oldie "The Campbells Are Coming," with sock guitar work. (Trinity, BMI) (2:00)
★★★★ **Sea Shells** — Haunting Hawaiian-styled theme is wrapped up in an expressive guitar solo Both sides are strong. (Trinity, BMI) (2:30)

**GLORIA LAMBERT**
★★★★ **Each Time I Hear (Don't Worry)**—COLUMBIA 41975—Here's an answer to the current Marty Robbins smash "Don't Worry (Like All the Other Times)." Miss Lambert hands it a warm and effective reading in a style not unlike that of Robbins himself. Strong wax that can go. (Marty's Music, BMI) (2:31)

★★★★ **You Ain't Gonna Hurt Me Anymore**—Miss Lambert offers a happy rockin' tune that has charm. It's based on an old traditional melody. More good wax but the flip should get the initial exposure. (Pogo, ASCAP) (1:56)

**TITUS TURNER**
★★★★ **I Want a Little Girl**—JAMIE 1184—The oldie tune is done up in a listenable new reading by the chanter. He's been successful of late and this could help keep things going. (Shapiro-Bernstein, ASCAP) (2:29)

★★★★ **Hey Doll Baby**—Turner shouts a rocker in good style, abetted by a chorus of gals. Happy side that's worth a listen. Could grab action. (Progressive, BMI) (2:19)

**THE MYSTICS**
★★★★ **Goodbye Mister Blues**—LAURIE 3086—A good rousing rocker blues in the solid, old-fashioned tradition. A lot of shouting and a big arrangement here can make the side step out. (Herkage-Bryden, BMI) (2:26)

★★★★ **Star Crossed Lovers**—Here's an effective cover of a ballad of tragedy, recently cut by Teddy and Eddie on another label. Smart version here features a good bit of narration. This side has a real chance. (Republic, BMI) (2:56)

**FRANKIE LYMON**
★★★★ **So Young (And So In Love)** — ROULETTE 4348 — Wistful chanting by Lymon on an attractive teen-appeal tune. This is worth a hearing and it has a chance. (Planetary, ASCAP) (L:58)

★★★★ **Change Partners**—Zestful rock and roll treatment of the Berlin oldie. Strong dual-market wax. (Berlin, ASCAP) (2:30)

**DAVID DANTE**
★★★★ **Speedy Gonzalez**—RCA VICTOR 7860—Exuberant reading by Dante on a rocking rhythm-novelty tune. Watch it. Has a good chance to catch plenty of spins. (Budd, ASCAP) (2:28)

★★★★ **K-K-K Katy** — The oldie is sung with showmanship and a mildly r.&r. tempo, with a Latin beat. (Feist, ASCAP) (2:05)

**JIMMY WITTER**
★★★★ **A Cross Stands Alone**—UNITED ARTISTS 301—A heavily accented rhythm in the gospel tradition dominates this side with a message about the lad's friend, who lies buried overseas. It's full of tragedy and Witter does a fine job with it. (Tucker C. Shaw, BMI) (2:17)

★★★★ **Pretty Little Girl**—This starts with an interesting intro by the gal's vocal group in the backing and Witter then picks it up for a nice performance. Good sound and the side can vie with the flip for plays. (Count Don, ASCAP) (2:25)

**THE LIMELITERS**
★★★★ **A Dollar Down**—RCA VICTOR 7859—The singing folk-styled trio scores with this funny lampoon of the credit craze. Humor and strong presentation could get these boys rolling on their first Victor single. (Sanga, BMI) (2:36)

★★★ **When Twice the Moon Has Come and Gone**—Cute flip is a jaunty tune that is dedicated to a man two days before his marriage. (Leeds, ASCAP) (2:29)

**SALLIE BLAIR**
★★★★ **Keep an Eye on Your Man**—SCEPTER 1216—Miss Blair offers some sage advise about holding on to a man. She handles the smart material well, to a classy, gospel styled backing. A good side that's worth a hearing. (Ludlix) (2:04)

★★★ **In the Still of the Night**—The gal thrushes the standard pleasantly, with some interesting vocal effects. Flip is the one to watch, however. (Chappell) (2:46)

**LOUIS PRIMA**
★★★★ **Enchantment** — DOT 16193 — A celestial quality is evoked here with a high, floating soprano voice with harp and guitar. Pretty melody and the side could catch play. Prima comes in with his horn midway thru for a "Wonderland by Night" touch. (Fiore, BMI) (2:24)

★★★ **Chapel by the Sea**—A soft, inspirational ballad is done by a chorus here to an organ accompaniment. Pleasant, lofty wax. (Sun-Vine, BMI) (3:49)

**BOBBY HELMS**
★★★★ **Sad-Eyed Baby**—DECCA 31230—Effective blues tune by the Bryants is handled in good style by Helms against an interesting tango backing. This side has a good chance. (Acuff-Rose, BMI) (2:20)

★★★ **You're the One** — Helms sings a strong ballad of devotion to his chick. He's in effective voice and there's a good backing. Another nice effort. (Cedarwood, BMI)

**TERRY SNYDER: HIS ORK, CHORUS AND BAGPIPES**
★★★★ **Tunes of Glory**—UNITED ARTISTS 298—Snyde comes in with his version of the chart-listed flick theme in this bright offering with pipes, chorus, and ork. A listenable effort. (Unart-Sidmore, BMI) (2:35)

★★★ **The Black Bear**—Pipes and ork with martial drumming set the mood on this one. This is also from "Tunes of Glory," and carries the main theme along with its own. (Unart-Sidmore, BMI) (2:05)

**ART MOONEY AND ORK**
★★★★ **Malibu**—MGM 12989—This tune opens with the sound of birds and surf and then swings into a warm and expressive tune with a lot of feeling. The band hands it a very attractive reading. Worth watching.

★★★ **Yancey Special** — Here's the old "Yancey Special" played with lilt by the Art Mooney crew on this happy waxing. Good for jock programming. (Shapiro-Bernstein, ASCAP) (2:27)

**MARIJOHN WILKIN**
★★★★ **Sparks**—COLUMBIA 41966—Personable chirping on a smartly styled tune with a catchy tempo. Merits spins, and may grab coins. (Cedarwood, BMI) (2:13)

★★★ **Higher Than High**—Appealing delivery by the thrush on a melodic theme with nice chorus support in the backing. (Studio, BMI) (2:26)

**RONNY AND THE SATELITES**
★★★★ **Blue Moon**—DOLLY 22254—Here is another r.&r. vocal treatment of the great Rodgers and Hart standard. The original r.&r. version is already on charts, but this could pull some play. (Robbins, ASCAP) (2:20)

★★★ **Bunny Lee** — Plaintive rendition by the lead chanter and the group on a heartfelt rockaballad. (Ribbon, BMI) (2:15)

**CANNONBALL ADDERLEY**
★★★★ **African Waltz** — RIVERSIDE 45457—Here's a interesting blues-based instrumental with a flock of off-beat harmonies against a double-time rhythm. A lot of sound here and it's just different enough to create some interest. (2:08)

★★★ **Kelly Blue**—An interesting alto and flute combine here in a simple melodic statement Interesting but flip has more excitement (Jazz Standard, BMI) (2:35)

**J. J. BARNES**
★★★★ **Won't You Let Me Know**—RICH 1005—Sock emotional vocal on moving gospel-tempo ditty. It has a sound and it can garner a lot of action. (Brohun, BMI)

★★★ **My Love Came Tumbling Down**—Intense reading on churchy rockaballad. Merits spins. (Brohun, BMI)

**ELSON SMITH**
★★★★ **Whistler's Twist** — FRATERNITY 876—Smith does a strong job singing and whistling on this rocker with a slight Latin touch. Familiar melody is handled brightly here. Powerful combo aids the performance. (Mellin-Wiley, BMI) (2:24)

★★★ **Coming' Round the Mountain**—The oldie from the hills gets a new lyric about a girl in a jalopy on this rocking reading by Elston (Wiley, BMI) (2:45)

**FRANK GARI**
★★★★ **Be My Girl**—UNITED ARTISTS 297—The boy, who is on the chart now with "Utopia" on Crusade, scores with a delightful bouncing reading of this tune. He is backed by a fem chorus and string ork. (Miller, ASCAP) (2:25)

★★★ **Nightingale**—Flip is a plea to the bird for help in recapturing his love. Ballad is in a Latin tempo with string ork and chorus. (Trinda, ASCAP) (2:12)

**JAY WALKER**
★★★★ **It's Love**—VEE JAY 369—Bright rocker by the boy with swinging strings and fem chorus makes this an attractive side that might just score some action. (Conrad, BMI) (2:25)

★★★ **Shoo-B-Do-B-Do** — Like so many other words, the title means "I Love You." Boy and fem supporting group trade phrases on the cute ballad. (Conrad, BMI) (2:30)

**JO ANN CAMPBELL**
★★★★ **Motorcycle Michael**—ABC-PARAMOUNT 10200—The thrush tells her boy friend that she's given up riding on two wheels and she wants him to buy a car. Cute wax that the teen fans will enjoy. (Pincus, ASCAP) (2:29)

★★★ **Puka Puka Pants**—Perky tune from "13 Daughters" receives a happy performance from the petite lass over bright support. Material is in the 1920's groove. (Ross Jungnickel, ASCAP) (2:20)

**JOHNNY RIVERS**
★★★★ **I Get So Doggone Lonesome**—CHANCELLOR 1070 — The Johnny Cash tune receives a good go from the singer over swinging support by the band and ork. A side that has an infectuous quality and could get coins. (Hi-Low, BMI) (2:02)

★★☆ **Knock Three Times**—Bluesy effort is handled in warm style here by the chanter over basic blues support. (Cigma, BMI) (2:56)

**CHARLES MINGUS QUARTET**
★★★★ **Folk Forms, No. 1**—CANDID 601—Charlie Mingus shows off his superb mastery of his instrument on this exciting single waxing from his new album on the label. A side that could get jazz juke box exposure and air play with hip deejays. (Jazz Workshop, BMI) (3:00)

★★ **Original Faubus Fables**—This is a mixture of jazz and diatribe. It is not worthy of either. (Jazz Workshop, BMI) (2:51)

**THE MARK II**
★★★★ **And a Robin Cried**—WYE 1004—The Mark II may have another strong seller with this intriguing instrumental effort. The combo sells the song smartly, while a big band adds much support. (Kahl-Laura, BMI) (2:56)

★★★ **Blue Fantasy**—The boys handle this slow instrumental effort pleasantly and the strings again support them well. Flip is more potent, however. (Kahl-Laura, BMI) (2:21)

**ANDY GRIFFITH**
★★★★ **The Andy Griffith Theme**—CAPITOL 4539—The Earl Hagen ork turns in a smart reading of the theme music to the highly successful Andy Griffith TV show. Starts with whistling and then builds with a rousing brass crescendo. Can draw action. (Larrabee, BMI) (2:18)

★★★ **New River Train**—The great traditional blues is done smartly in upbeat train tempo by Griffith. Smart arrangement with a banjo. Listenable. (Andick, BMI) (2:25)

**EDDY CHRISTIANI**
★★★★ **Sucu-Sucu** — MERCURY 71798—The European hit is sung by Eddy with much enthusiasm. Tracking of voices is very effective on the Spanish tune. Latin rhythm combo assists the singer. (Editorial Lagos, BMI)

★★★ **Viva L'Amor** — Spanish rhythm causes a good deal of excitement on this lively side Christiani sings to rhythm accompaniment. (Editorial Lagos, BMI)

**JIMMY SMITH AT THE ORGAN**
★★★★ **I Got a Woman**—BLUE NOTE 1767—Jazz jocks and jukes should play this latest single from organist Smith. Besides being a tune associated with Ray Charles, the side also features fine guitar work by Kenny Burrell. (Progressive, BMI)

★★★ **Alfredo**—This side has a bit of the minor-mysterioso about it which makes it an attractive coupling for the flip.

**PAUL EVANS**
★★★★ **After the Hurricane**—CARLTON 543—Evans sings with much spirit and heart on this tune, in which his romance is compared to a hurricane. A lot of interesting imagery here. Good arrangement. (Pambill-Lyle, ASCAP) (2:55)

★★★ **Not Me**—A ballad with a lot of fancy fiddle licks behind Evans' vocal. Good wax with a nod to the flip. (Pambill-Lyle, ASCAP) (1:55)

**CHASE WEBSTER**
★★★★ **Moody River** — SOUTHERN SOUND 101—Chase Webster bows on the new label with a strong performance of a tragic story about a girl who dies in a "Moody River." Song casts a moving spell and the chanter sells it with feeling. Watch this. (Kava, BMI) (2:40)

★★★ **The Dreamer**—The moral of this song is that the guy or girl who is a dreamer is much happier than the man or woman who possesses material things. Listenable effort, but flip is stronger. (Conley, ASCAP) (2:16)

**BILLY GARNER**
★★★★ **That's What I Want to Do**—MOJO 2171—Billy Garner comes through with a happy, driving reading of an infectious hunk of material, aided by a gal's group and a good arrangement. Lad can sell

*(Continued on page 38)*

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# • Reviews and Ratings of New Records

• Continued from page 37

a song, and he does it here. (Vaughn, BMI) (2:00)

★★★ **Little School Girl**—Another catchy rocker, with roots, is handed a spirited performance by Garner, and the backing rocks, too. Two good sides by the young singer. (Katrina, BMI) (2:08)

**THE ALLISONS**
★★★★ **Are You Sure?**—LONDON 1977—The Allisons, young British lads, who sing in Everly Brothers style, handle the winning British song of the Eurovision song contest with a lot of warmth here. Lads can sing and they should have a strong future. (Burlington, ASCAP) (2:05)

★★★ **There's One Thing More**—On this side the boys handle a litenable rockaballad with feeling, again in the Everly Brothers style. The backing features a lot of strings and a beat. (Burlington, ASCAP) (1:55)

**MIRRIAM JOHNSON**
★★★★ **Young and Innocent**—JAMIE 1181—A wistful ballad is sung with effective phrasing by the gal, with lushly arranged backing paired with mild r.&r. beat. Both sides were produced by Duane Eddy. (Linduane, BMI) (2:12)

★★★ **Lonesome Road**—Tasteful thrushing by the 17-year-old on a catchy r.&r. treatment of the oldie with good beat. (Paramount, ASCAP) (2:17)

## ★ ★ ★
## MODERATE SALES POTENTIAL

**RAY HUFF**
★★★ **I Need Someone**—NORMAN 503—A strong romantic effort with Ruff's salable vocal backed by an echoey guitar and chorus sound. Interesting side here that's worth a hearing. (Dundee, BMI) (2:07)

★★★ **Half-Pint Baby**—Here's a chanter with something of the sound of Buddy Holly. He's assisted neatly by a girl's vocal group in this upbeat rhythm side. (Dundee, BMI) (1:45)

**TOMMY WILLS**
★★★ **Third Man Theme**—NORMAN 502—Tommy Wills and the band hand the well-known tune a new and rocking approach, with the guitar solo backed by organ and drums. A listenable effort, which also contains a horn passage. (Chappell, ASCAP)

★★★ **Mr. Movin' Is Groovin'**—A slow, persuasive rhythm effort in the blues pattern. Good tenor work is spotlighted here. playable side. (Wills, BMI)

**FRANKIE FORD**
★★★ **Dog House**—IMPERIAL 5735—An interesting blues-styled job on a humorous kick, written by Dave Bartholomew. A cute side that could find some play. (Travis, BMI) (2:12)

★★★ **SEVENTEEN**—The old Boyd Bennett hit is given a solid updating by Ford, in front of a swingin' band. He's also helped by a fem group. (Lois, BMI) (2:05)

**TONY PENN**
★★★ **I Don't Want to Stay Home**—PRI bouncer. Tony Penn turns in a creditable performance of the song. (Lizann, BMI) (2:11)

★★★ **A King Or a Fool**—A slow ballad job with a rippling piano backing in concerto style Penn again sings nicely. (Lizan, BMI) (2:03)

**DANNY AND THE DREAMER**
★★★ **Melissa**—LUTE 6009—Pleasant ork treatment of melodic theme with non-lyric chorus work. May get spins. (Karin, ASCAP) (2:24)

★★★ **Like Napoli** — Same comment. (Karin, ASCAP) (2:20)

**RONNIE & THE RAINBOWS**
★★★ **Loose Ends**—LANDA 667—Effective instrumental side with solid sax and guitar solo work. Spinnable. (Shapiro-Bernstein, ASCAP) (1:59)

★★★ **Sombrero** — Same comment. (Skidmore, ASCAP) (2:16)

**MORT GARSON ORCHESTRA**
★★★ **Yes We Have No Bananas**—LANDA 666—The jaunty old novelty hit is wrapped up in humorous instrumental treatment. Spinnable. (Skidmore, ASCAP) (2:09)

★★★ **Cry for Happy**—Movie title theme is accorded picturesque vocal chorus and interesting piano work. (Columbia, ASCAP) (2:00)

**ROY BUCHANAN**
★★★ **After Hours** — BOMARC 315 — Relaxed guitar solo work on the bluesy Erskin Hawkins oldie. Dual market side. (Popular, ASCAP) (2:21)

★★★ **Whiskers**—Hard driving rhythm-instrumental with effective guitar work. (Missle, BMI) (2:08)

**JOE VALINO**
★★★ **Now**—BAND BOX 261—Emotional reading by Valino on dramatic ballad with fem chorus on backing. (Myers, ASCAP) (2:20)

★★★ **Turn Back the Dawn**—Pretty theme is warbled pleasantly by Valino. (Myers, ASCAP) (2:27)

**TERESA STRATAS**
★★★ **The Night**—20TH FOX 239—Miss Stratas sings a ballad from "The Canadians" on her first disk on 20th. It is taken from the sound track of the picture and she is accompanied by vocal chorus and ork. (Longridge, ASCAP) (2:57)

★★★ **This Is Canada**—This is from the sound track of "The Canadians," and is the title song. Chorus and small ork accompany on this inspirational salute. (Longridge, ASCAP) (2:45)

**BOBBY HEBB**
★★★ **Feel So Good**—RICH 1006—Fervid vocal by Hebb on bouncy gospel-flavored tune with good chorus work on backing. (Candle-Glo, BMI)

★★★ **Cherry**—Poignant oldie is warbled attractively with nice r.&r.-flavored backing. (Melody, BMI)

**SAMMY BENSKIN & THE CLOUDS**
★★★ **Hand In Hand**—SPARKLE 111—Organ and piano take the lead on this Latin-tinged instrumental that might get some airplay. Tenor and rhythm are also important parts of the combo. (Wemar, BMI) 2:00)

★★★ **The Swingin' Bugle Boy**—Marshall airs figure into the format of this easy-rocker instrumental. Side also spots good tenor. (Wemar, BMI) (2:28)

(Continued on page 40)

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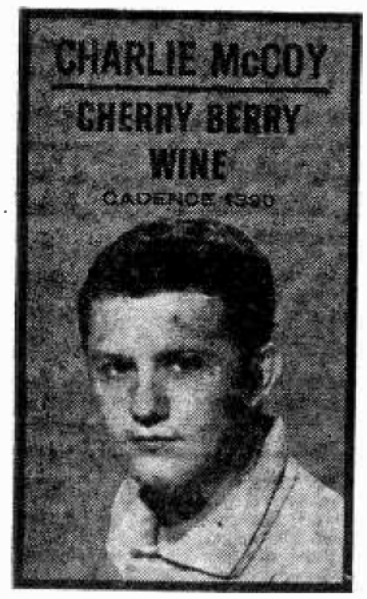


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# BILLBOARD MUSIC WEEK HOT C&W SIDES

FOR WEEK ENDING MARCH 19

| THIS WEEK | ONE WEEK AGO | TWO WEEKS AGO | THREE WEEKS AGO | TITLE, Artist, Company, Record No. | WEEKS ON CHART |
|---|---|---|---|---|---|
| 1 | 1 | 1 | 5 | DON'T WORRY (LIKE ALL THE OTHER TIMES), Marty Robbins, Columbia 41922 | 6 |
| 2 | 2 | 2 | 1 | ON THE WINGS OF A DOVE, Ferlin Husky, Capitol 4406 | 28 |
| 3 | 4 | 6 | 8 | FOOLIN' AROUND, Buck Owens, Capitol 4496 | 7 |
| 4 | 3 | 4 | 2 | WINDOW UP ABOVE, George Jones, Mercury 71700 | 19 |
| 5 | 5 | 3 | 3 | I MISSED ME, Jim Reeves, RCA Victor 7800 | 20 |
| 6 | 9 | 10 | 9 | I'LL HAVE ANOTHER CUP OF COFFEE, Claude Gray, Mercury 71732 | 10 |
| 7 | 6 | 5 | 4 | NORTH TO ALASKA, Johnny Horton, Columbia 41782 | 18 |
| 8 | 8 | 14 | 26 | LET FORGIVENESS IN, Webb Pierce, Decca 31197 | 4 |
| 9 | 7 | 7 | 10 | LOVING YOU, Bob Gallion, Hickory 1130 | 16 |
| 10 | 16 | 18 | 18 | ODDS & ENDS, Warren Smith, Liberty 55302 | 4 |
| 11 | 20 | 23 | 22 | I'D RATHER LOAN YOU OUT, Roy Drusky, Decca 31193 | 4 |
| 12 | 12 | 13 | 13 | I THINK I KNOW, Marion Worth, Columbia 41799 | 18 |
| 13 | 11 | 9 | 11 | WALK OUT BACKWARD, Bill Anderson, Decca 31168 | 12 |
| 14 | 18 | 27 | — | KISSING MY PILLOW, Rose Maddox, Capitol 4487 | 5 |
| 15 | 17 | 19 | 25 | LOUISIANA MAN, Rusty & Doug, Hickory 1137 | 5 |
| 16 | 13 | 16 | 17 | OH LONESOME ME, Johnny Cash, Sun 355 | 6 |
| 17 | — | — | — | THREE HEARTS IN A TANGLE, Roy Drusky, Decca 31193 | 1 |
| 18 | 10 | 8 | 6 | MY LAST DATE (WITH YOU), Skeeter Davis, RCA Victor 7825 | 11 |
| 19 | 22 | — | — | YOUR OLD LOVE LETTERS, Porter Wagoner, RCA Victor 7827 | 2 |
| 20 | 27 | 24 | 21 | I WANT TO LIVE AGAIN, Rose Maddox, Capitol 4487 | 5 |
| 21 | 30 | — | 28 | HOUSE OF BLUE LOVERS, James O'Gwynn, Mercury 71731 | 3 |
| 22 | — | 28 | 23 | IN MEMORY OF JOHNNY HORTON, Johnny Hardy, J&J 003 | 4 |
| 23 | — | — | — | WHAT ABOUT ME, Don Gibson, RCA Victor 7841 | 1 |
| 24 | 19 | 15 | 14 | ONE STEP AHEAD OF MY PAST, Hank Locklin, RCA Victor 7813 | 11 |
| 25 | — | — | — | I LOVE YOU BEST OF ALL, Louvin Brothers, Capitol 4506 | 1 |
| 26 | 15 | 11 | 7 | FALLEN ANGEL, Webb Pierce, Decca 31165 | 18 |
| 27 | — | — | — | GREENER PASTURES, Stonewall Jackson, Columbia 41932 | 1 |
| 28 | 14 | 12 | 12 | SWEET DREAMS, Don Gibson, RCA Victor 7805 | 16 |
| 29 | — | — | — | SHORTY, Jimmy Smart, Plaid 1004 | 1 |
| 30 | 26 | — | — | THE OTHER CHEEK, Kitty Wells, Decca 31192 | 2 |

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# • Reviews and Ratings of New Records

• Continued from page 38

**DeCASTRO SISTERS**
★★★ **Red Sails in the Sunset**—The standard receives a very satisfactory reading here by the girls and the backing is in the current groove. A side that could grab some coins. (ASCAP) (2:37)

★★★ **Bells**—The DeCastro Sisters bow on the label with a happy performance of a modified rock and and roll effort that could garner air play. (Criterion, ASCAP) (2:05)

**JOHNNY ALLEN**
★★★ **Everybody's Got a Girl But Me**—AMY 814 — Attractive rocker receives a bright performance from the chanter over catchy backing by the combo. Side could get coins if exposed. (Windsong, BMI) (1:45)

★★★ **Silly Game Called Love**—Allen sells this listenable ballad nicely, aided by a fem chorus. (Windsong, BMI) (2:05)

**GEORGE GREELEY**
★★★ **Theme From Gone With the Wind (Tara's Theme)**—WARNER BROS. 5207—George Greeley handles the well-known theme from the flick very smartly here while the large ork backs him solidly. A lovely waxing that could gain a lot of air play. (Remick, ASCAP) (2:36)

★★★ **Same**—On this side the orchestra plays the theme from the flick in a lush, warm manner, featuring a big orchestra in the original arrangement authorized by Max Steiner. Both sides are strong programming material.

**THE TWILITERS ORK**
★★★ **(Such) Infatuation**—LIPPIN 106—Something of a rewrite of "Fascination" on this instrumental side. Tenor sax and trumpet take the solos over a Latin rhythm. Might make easy-listening program fare. (Village, BMI) (2:18)

**THE EDDIE THOMAS SINGERS**
★★★ **Summertime** — FTP 406 — Effective jazz-styled treatment of the Gershwin standard with strong chorus work. Off-beat jockey wax for hip spinners. (Gershwin, ASCAP) (2:38)

★★★ **Spring Is Here**—Pretty mixed-choral work on a jazz-flavored treatment of the oldie. (Robbins, ASCAP) (2:47)

**ALBIMOOR**
★★★ **Tender Passion**—PALETTE 5072—A plaintive theme is handed a dreamy instrumental treatment. Nice jockey side. (Zodiac, BMI) (2:29)

★★★ **Souvenir D'Amour**—Pretty ork and chorus treatment of a haunting theme. Another spinnable side. (Zodiac, BMI) (1:58)

**REUBEN PHILLIPS**
★★★ **Honky Tonk (Parts I & II)** — ABBCO 101—Here's the old Bill Doggett hit "Honky Tonk" played in driving fashion by the Reuben Phillips ork. It still has the same swinging quality it did a few years back and it could catch juke coins. Side II is most exciting. (Billace, BMI) (2:36, 2:35)

**POLLY BERGEN**
★★★ **Bye Bye Blackbird** — COLUMBIA 41971—Vital piping by the canary on a nicely swinging version of the oldie. Good jockey side. (Remick, ASCAP) (2:34)

★★★ **The Happiest Girl in the World**—Poignant waltz title theme from Cyril Ritchard's forthcoming Broadway musical, is sung with taste and sincerity. (Chappell, ASCAP) (2:23)

**EDDIE DeMARR**
★★★ **Lie Detector**—COLUMBIA 41969—Rocker with a Latin touch gets a good reading by DeMarr on a cute idea for proving the lass' fidelity with a lie detector. Jumping background has fem chorus and combo. (Morris, ASCAP) (2:20)

★★★ **You're a Gas**—Nothing seems to get to the lad singer like the girl does. DeMarr turns on the gas on this rocker with fem chorus chirping in the background. (Morris, ASCAP) (1:56)

**JOYCE HARRIS**
★★★ **No Way Out**—INFINITY 005—The gal shouts out this blues rocker in good, satisfying style. A good bit is happening here and the side should pull action. (Garcliff-Balcones, BMI) (2:26)

★★★ **Dreamer** — Miss Harris renders a belting rendition of this slightly Latin-rhythm effort. The gal wails with emotion. Side could grab spins. (Garcliff-Balcones, BMI) (2:31)

**JIM BURGETT**
★★★ **The Living Dead** — COLUMBIA 41962—A mournful message here in a slow, rocking tempo all about those who live without love. Moderate prospects. (Odin, ASCAP) (2:05)

★★★ **Let's Investigate**—A rockin' rhythm tune sung in satisfactory rockabilly fashion by Burgett. (Odin, ASCAP) (2:01)

**RED CALLENDER**
★★★ **S' Wonderful**—LARK 4516—Veteran jazz bassist, Red Calender, swings into the pop market with a catchy small combo, cha-cha instrumental that could get some action. (New World Music, ASCAP) (2:32)

★★★ **Red Rock Valley**—Flip is a rocker that spots some nice solos and swings along instrumentally in a medium tempo. (Jendor, BMI) (2:28)

**THE THREE G'S**
★★★ **Blueberry Hill**—COLUMBIA 41955—The tune, most recently a hit for Fats Domino, comes back again in a stylish reading by the male vocal group. The boys are backed by a big fiddle section. They have some of the sound of the Four Aces. (Achappell, ASCAP) (2:15)

★★★ **Foolish Tears**—A pleasing slow ballad reading by the group, again in the Aces tradition. Nice backing. Both sides worthy of spins. (Camarillo, BMI) (2:31)

**RALNA ENGLISH**
★★★ **Too Late Forever**—TREND 101—The thrush turns in a warm weeper ballad reading, styled somewhat along the lines of "He'll Have to Go." Gal sings with choral and string accompaniment. (Talent Town, BMI) (3:03)

★★★ **Tell Me, Fortune Teller**—The gal pleads with the seer to disclose tomorrow's developments, regarding her love. Pleasant wax that's listenable. (Talent Town, BMI) (2:40)

**BOBBY LEE**
★★★ **Just Beginning**—DECCA 31228—A soft and tender ballad is sung in a crooning style by Lee against triplet backing. Webb Pierce wrote the tune. Pleasant sound. (Cedarwood, BMI) (2:50)

★★★ **Everyday**—This one was a big hit for the late Buddy Holly and Lee emulates Holly's distinctive hiccough technique in the vocal. Worth spins. (Peer Int'l, BMI) (2:07)

**THE DREAMERS**
★★★ **Mary, Mary**—GUARANTEED 219—Lead singer with the Dreamers jumps right in on this rocker and shouts out the lyrics. The rest of the boys and rhythm with tenor sax combo keep things moving in the background. (David Jones, BMI) (2:25)

★★ **Canadian Sunset**—The boys harmonize on the evergreen here at a fast clip. (Meridian, BMI) (2:40)

**EDDIE HOLLAND**
★★★ **Why Do You Want to Let Me Go**—UNITED ARTISTS 280—Eddie sings the question in a style similar to Sam Cooke with the assistance of a vocal group and instrumental combo. (Jobete, BMI) (2:33)

★★ **The Last Laugh**—Slow rockaballad is sung by Holland with competence. Small combo assists. (Jobete, BMI) (3:10)

**DON SHARP**
★★★ **You're in My Heart**—FERN 811—

(Continued on page 50)

New! New! New!
JIMMY REED
"Big Boss Man"
b/w
"I'm A Love You"
Veejay #380

"TAKE GOOD CARE OF HER"
By The Year's Most Promising New Star
ADAM WADE
Coed #546
COED RECORDS
1619 Broadway New York, N. Y.

# BILLBOARD MUSIC WEEK HOT R&B SIDES

FOR WEEK ENDING MARCH 19

| THIS WEEK | ONE WEEK AGO | TWO WEEKS AGO | THREE WEEKS AGO | TITLE, Artist, Company, Record No. | WEEKS ON CHART |
|---|---|---|---|---|---|
| 1 | 2 | 3 | 4 | PONY TIME, Chubby Checker, Parkway 818 | 6 |
| 2 | 4 | 6 | 5 | AT LAST, Etta James, Argo 4003 | 9 |
| 3 | 8 | 8 | 11 | FOR MY BABY, Brook Benton, Mercury 71774 | 4 |
| 4 | 3 | 2 | 2 | ALL IN MY MIND, Maxine Brown, Nomar 102 | 8 |
| 5 | 6 | 15 | 14 | I PITY THE FOOL, Bobby Bland, Duke 332 | 6 |
| 6 | 9 | 9 | 19 | GEE WHIZ (LOOK AT HIS EYES), Carla Thomas, Atlantic 2086 | 6 |
| 7 | 1 | 1 | 1 | SHOP AROUND, Miracles, Tamla 54034 | 14 |
| 8 | 12 | 12 | 6 | YOU CAN HAVE HER, Roy Hamilton, Epic 9434 | 6 |
| 9 | 13 | 7 | 13 | WHAT A PRICE, Fats Domino, Imperial 5723 | 4 |
| 10 | 23 | 11 | 18 | THINK TWICE, Brook Benton, Mercury 71774 | 4 |
| 11 | 7 | 5 | 9 | I DON'T WANT TO CRY, Chuck Jackson, Wand 106 | 5 |
| 12 | 11 | 20 | — | DEDICATED TO THE ONE I LOVE, Shirelles, Scepter 1203 | 3 |
| 13 | 14 | 21 | 17 | THEM THAT GOT, Ray Charles, ABC-Paramount 10141 | 6 |
| 14 | 5 | 4 | 3 | (WILL YOU LOVE ME) TOMORROW, Shirelles, Scepter 1211 | 11 |
| 15 | 15 | — | — | CLOSE TOGETHER, Jimmy Reed, Vee Jay 373 | 4 |
| 16 | 24 | 27 | — | APACHE, Jorgen Ingman, Atco 6184 | 3 |
| 17 | 18 | 26 | 23 | SPANISH HARLEM, Ben E. King, Atco 6185 | 8 |
| 18 | — | — | — | FIND ANOTHER GIRL, Jerry Butler, Vee Jay 375 | 1 |
| 19 | — | — | — | HIDEAWAY, Freddie King, Federal 12401 | 1 |
| 20 | 22 | — | 29 | LET'S GO AGAIN (WHERE WE WENT LAST NIGHT), Hank Ballard & the Midnighters, King 5459 | 3 |
| 21 | — | — | — | BEWILDERED, James Brown, King 5442 | 1 |
| 22 | — | — | — | WATUSI, Vibrations, Checker 969 | 1 |
| 23 | 10 | 10 | 20 | CALCUTTA, Lawrence Welk, Dot 16161 | 7 |
| 24 | 20 | 19 | 22 | AIN'T THAT JUST LIKE A WOMAN, Fats Domino, Imperial 5723 | 5 |
| 25 | 27 | — | — | BUT I DO, Clarence (Frogman) Henry, Argo 5378 | 2 |
| 26 | — | — | — | MERRY-GO-ROUND, Marv Johnson, United Artists 294 | 1 |
| 27 | — | — | — | BABY SITTIN' BOOGIE, Buzz Clifford, Columbia 41876 | 1 |
| 28 | — | — | — | DON'T BELIEVE HIM, DONNA, Lenny Miles, Scepter 1212 | 1 |
| 29 | — | — | — | BLUE MOON, Marcels, Colpix 186 | 1 |
| 30 | 29 | 23 | 10 | TEAR OF THE YEAR, Jackie Wilson, Brunswick 55201 | 5 |

NEW SPOTLIGHT WINNER!
Ernie Freeman
"SWAMP MEETING"
#5372
IMPERIAL RECORDS
6425 Hollywood Blvd.
Hollywood 28, Calif.

Rusty & Doug
LOUISIANA MAN
HICKORY #1137

EXPLODING ALL OVER!
'BULL RUN'
Featuring
The Pathfinders
Capehart #5004
ard

Two new smashes!
"AGE FOR LOVE"
by
JIMMY CHARLES
Promo 1003
"GINNY BELL"
by
PAUL DINO
Promo 2180
ADDIT RECORDING CORP.
165 West 46th St. New York, N. Y.

# 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 ecords 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 | 15 | Gee Whiz (Look at His Eyes), Carla Thomas, Atlantic |
| 2 | 22 | Please Love Me Forever, Cathy Jean and the Roomates, Valmor |
| 3 | 24 | On the Rebound, Floyd Cramer, RCA Victor |
| 4 | 39 | Watusi, Vibrations, Checker |
| 5 | 41 | Model Girl, Johnny Mastro, Coed |
| 6 | 47 | That's It—I Quit—I'm Movin' On, Sam Cooke, RCA Victor |
| 7 | 50 | Let's Go Again (Where We Went Last Night), Hank Ballard and the Midnighters, King |
| 8 | 51 | Baby Blue, Echoes, Segway |
| 9 | 52 | But I Do, Clarence (Frogman) Henry, Argo |
| 10 | 54 | One Mint Julep, Ray Charles, Impulse |
| 11 | 55 | Find Another Girl, Jerry Butler, Vee Jay |
| 12 | 56 | Tonight, My Love, Tonight, Paul Anka, ABC-Paramount |
| 13 | 57 | Runaway, Del Shannon, Big Top |
| 14 | 59 | Blue Moon, Marcels, Colpix |
| 15 | 63 | Take Good Care of Her, Adam Wade, Coed |
| 16 | 65 | Blue Moon, Classics, Promo |
| 17 | 75 | Ginnie Bell, Paul Dino, Promo |
| 18 | 77 | Please Tell Me Why, Jackie Wilson, Brunswick |
| 19 | 78 | Trust in Me, Etta James, Argo |
| 20 | 82 | Ling Ting Tong, Buddy Knox, Liberty |
| 21 | 84 | Lonely Blue Nights, Rosie, Brunswick |
| 22 | 86 | I've Told Every Little Star, Linda Scott, Canadian-American |
| 23 | 89 | Just for Old Times Sake, McGuire Sisters, Coral |
| 24 | 90 | Merry-Go-Round, Marv Johnson, United Artists |

## DEBUT DISKS

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

| Hot 100 Rank | Title (Publisher)—Artist, Label |
|---|---|
| 56. | Tonight, My Love, Tonight (Spanka, BMI)—Paul Anka, ABC-Paramount |
| 63. | Take Good Care of Her (Paxton, ASCAP)—Adam Wade, Coed |
| 77. | Please Tell Me Why (Lena, Sesac)—Jackie Wilson, Brunswick |
| 78. | Trust in Me (Advance, ASCAP)—Etta James, Argo |
| 84. | Lonely Blue Nights (Figure, BMI)—Rosie, Brunswick |
| 86. | I've Told Every Little Star (Harms, ASCAP)—Linda Scott, Canadian-American |
| 89. | Just for Old Times Sake (Aldon, BMI)—McGuire Sisters, Coral |
| 90. | Merry-Go-Round (Jobete, BMI)—Marv Johnson, United Artists |
| 91. | Canadian Sunset (Meridian, BMI)—Etta Jones, Prestige |
| 92. | Memphis (Bamboo, BMI)—Donnie Brooks, Era |
| 93. | Very Thought of You (Witmark, ASCAP)—Little Willie John, King |
| 94. | Oh, Mein Papa (Sharpio-Bernstein, ASCAP)—Dickie Lee, Blue Bell |
| 95. | Early Every Morning (Brenda, BMI)—Dinah Washington, Mercury |
| 98. | Kokomo (Peter Dorain, BMI)—Flamingos, End |
| 99. | Your One and Only Love (Pearl, BMI)—Jackie Wilson, Brunswick |

## 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

**LAWRENCE WELK:** My Three Sons (Don-Michael, BMI) (2:18)—Out of a Clear Blue Sky (Von Tilzer, ASCAP) (2:33) Dot
**THE PLATTERS:** Trees (Vogel, ASCAP) (2:28) Mercury
**THE DRIFTERS:** Some Kind of Wonderful (Alvon, BMI) (2:15)—Honey Bee (Progressive, BMI) (2:57) Atlantic
**JOHNNY HORTON** Sleepy-Eyed John (Vanguard, BMI) (2:39)—They'll Never Take Her Love From Me (Acuff-Rose, BMI) (3:04) Columbia
**THE CAPRIS:** Where I Fell in Love (Maureen, BMI) (2:21)—Some People Think (Maureen, BMI) (2:48) Old Town
**AL CAIOLA:** Bonanza (Livingston-Evans, ASCAP) (2:16)—Bounty Hunter (Karolyn, ASCAP) (2:23) United Artists
**RAY PETERSON:** Sweet Little Kathy (S-P-R, BMI) (2:22) Dunes
**THE MIRACLES:** Ain't It Baby (Jobete, BMI) (2:33)—The Only One I Love (Jobete, BMI) (2:45) Tamla
**THE CHIMES:** I'm in the Mood for Love (Robbins, ASCAP) (2:32)—Only Love (Berry-Eko, BMI) (2:12) Tag
**LLOYD PRICE:** One Hundred Percent (Pri-Gan, BMI) (2:31) ABC-Paramount
**THE LINK EDDY COMBO:** Big Mr. C (Mr. Music, BMI) (2:01) Reprise
**GUY MITCHELL:** Your Goodnight Kiss (Joy, ASCAP) (2:43) Columbia
**FATS DOMINO:** Fell In Love on Monday (Travis, BMI) (1:55)—Shu Rah (Travis, BMI) (1:42) Imperial
**DUANE EDDY:** Gidget Goes Hawaiian (Columbia, ASCAP) (2:15)—Theme From Dixie (Linduane, BMI) (1:57) Jamie
**JIMMIE RODGERS:** Every Time My Heart Sings (Kahl-Sheldon, BMI) (2:07) Roulette
**THE BLACKWELLS:** Love or Money (Jamie, BMI) (2:22)—Big Daddy and the Cat (Jamie, BMI) (2:19) Jamie

### COUNTRY AND WESTERN

No selections this week.

### RHYTHM AND BLUES

**CHARLES BROWN AND AMOS MILBURN:** I Wanna Go Back Home (Lois, BMI) (2:30)—My Little Baby (J & C, BMI) (2:42) King

### POP TALENT

**CHASE WEBSTER:** Moody River (Kava, BMI) (2:40)—The Dreamer (Conley, ASCAP) (2:16) Southern Sound
**BILLY GARNER:** That's What I Want to Do (Vaughn, BMI) (2:00)—Little School Girl (Katrina, BMI) (2:08) Mojo
**THE ALLISONS:** Are You Sure (Burlington, ASCAP) (2:05)—There's One Thing More (Burlington, ASCAP) (1:55) London
**MIRIAM JOHNSON:** Lonesome Road (Paramount, ASCAP) (2:17)—Young and Innocent (Linduane, BMI) (2:12) Jamie

### POP DEEJAY

**EDDIE THOMAS SINGERS:** Summertime (Gershwin, ASCAP) (2:38)—Spring Is Here (Robbins, ASCAP) (2:47) FTP

# WITH THE COUNTRY JOCKEYS

By BILL SACHS

**Deejays needing a sample copy of Russ Wheeler's tribute disk on the Rodeo-International label, "The Death of Johnny Horton," may write him at 131 Bowie Avenue, Toronto 10, Ont. Flip is Wheeler's own composition, "A Sinner's Sweetheart."**

**Hal Harris** and **Tiger Meyers** man the turntables at Station KRCT's new studios in the lobby of the Montigu Hotel located in downtown Houston. The studio is in the hotel lobby, with an 8 by 10-foot picture window facing the street. Thousands of pedestrians pass the spot daily. Visitors during the first week of operation of the new studio were **Chill Wills, Rex Allen, Rusty and Doug, Warren Smith, Adrian Roland** and **Larry Butler.** Harris and Meyers asks that two copies of all releases be sent, as the time is split 50-50 between the downtown studio and the station's main studios in Pasadena, Tex. . . . **Ford Dickson** and **Red Smith,** of KLEA, Lovington, N. M., put in a plea for country disks.

**Doc Watson, who spins the c.&w. wax on "Look or Listen" over KTVW-TV, Tacoma, Wash., has had his time on the tube extended an hour and is now seen from 7-11 a.m., five days a week. On the weekends Watson is a regular feature with Dusty Rhodes, Rollie Webber and the Bar K Gang at Bresemann Park, Tacoma. . . . Perry Brice, of WTTB, Vero Beach, Fla., has a pure-country duo, "One-Year Love" and "Southern Hospitality," as a new release on the Plaid label. . . . Pamper Music, 119 Two-Mile Pike, Goodlettsville, Tenn., has available copies of Faron Young's "Hello Walls" b.w. "Congratulations," Jean Shepard's "The Root of All Evil (Is a Man)," and Jan Howard's "All Alone Again." A request on your station's letterhead will fetch you the package.**

**Tony Amodio,** program and chief engineer, of Station WACA, Camden, S. C., which was destroyed in a fire Sunday night, February 12, puts in a plea for records from artists and diskeries to replace those consumed by the flames. WACA is back on the air, temporarily housed in a tiny shack and is running a full program, Amodio says. Records should be dispatched to the station's temporary address, Route 1, Box 20. Lugoff, S. C. . . . **Dewey Groom,** owner of Longhorn Records, asks deejays who are in need of new releases to write him at 2631 Fonville Drive, Dallas.

**"Red River Round-Up," on KWKH, Shreveport, La., is conducted week nights by Nat Stuckey and on Saturday nights by Bob Stoner. . . . Earl Davis is doing the turn-**

*(Continued on page 45)*

## Van Ells Rejoins Crosley

CINCINNATI—Neal Van Ells has rejoined Crosley Broadcasting Corporation as program director of WLW-A, Atlanta. He had previously held programming posts with WLW-D, Dayton, Ohio, and WLW-T here, and most recently has been news director of WNTA, AM and TV, New York.

*USED 'EM SINCE 1953*

# Comedy LP's Nothing New To WDZ's Program Mgr.

NEW YORK — Harry Michaels, program manager-deejay of WDZ, Decatur, Ill., is irked by "jockeys who have just begun using comedy albums on their shows and are crying for free disks from the distributors."

Michaels, who has been using comedy LP's on his shows since 1953 and as a regular feature since 1955, writes, "The comics don't owe the jocks free albums. Shelley Berman and Bob Newhart made it without our help no matter what some jocks may claim."

He adds, "Back in 1953, there were few comedy albums. We had to use what we could dig up. When there were no comedy albums we would write and produce our own material. Any jock who is incapable of doing comedy himself has no right to rest his show on the abilities of hard-working comics whose albums he fills his shows with. If a jockey finds himself in a position where he is begging for free comedy material, he has little right to use it."

Michaels says he buys many albums out of his own pocket—"not from distributors but from local record stores. They have to make a buck too." Commenting on the recent stories in BMW about a trend toward the programming of more comedy LP's by deejays, Michaels noted, "True, there is one. It's a welcome trend. Maybe working together we can do something about returning comedy to its proper place on TV. But please, gentlemen, be kind to comedians. Don't kill a good thing."

Michaels emphasizes that he is not claiming "paternity" of the trend — "Many fine deejays have devoted segments of their shows to comedians for decades. Bob Arbogast, Dan Sorkin, Wally Phillips and others are the pioneers."

A student of the use of comedy in the recording field, Michaels points out, "Comedy was recorded before music. After Thomas Edison's deathless recitation of 'Mary Had a Little Lamb,' there was little else to record but the spoken word. Ask any old-timer about 'Cohen on the Telephone' or 'Two Black Crows.' Columbia Records was recording comedy records before they perfected the process of recording on both sides of a disk. This recent revival is a welcome, blessed event."

# 'Sing-Along' Format Spreads; At Least 48 Stations on It

• *Continued from page 2*

Miller, stereo equipment and record albums.

The station also benefited from the promotion, since Sattlers bought sizable extensive newspaper ads (lauding WEBR's format) and featured remote broadcasts by WEBR jockeys from its store windows.

**Woman's Shop Sponsor**

Another WEBR sponsor, The Sample Shop, a chain of five woman's apparel shops, recently purchased a schedule on the basis of interest created by sing-along. The Sample Shop will sponsor a half-hour live sing-along session at a theater near a different local high school each week. Part of the show will be carried by WEBR. Schweitzer himself has promoted numerous sing-along sessions, using WEBR talent, at local auditoriums.

During the Heart Association campaign last month, WEBR staged a "Sing Along Spell Down for Heart Campaign," featuring unidentified tunes containing the word "heart" in their titles. The person identifying the most "heart" tunes won a $100 bond.

Mitch Miller, whose best-selling sing-along albums started the whole thing, has worked closely with WEBR and other sing-along stations. He cut special ID promotions for WEBR when they launched the new format, and his sing-along albums were offered at a reduced price to all "Sing Along Club" members.

## *CONTEST TAGS NEW R.&R. GROUP*

NEW YORK — Deejay Alan Fredericks, WADO, New York, pulled over 3,000 letters recently in a contest to select a name for a new vocal group on Time Square Records, new label owned by Irving Rose, who operates the Times Square Record Shop here.

The winning name was the Timetones, and the group's first Times Square disk, "Here in My Heart," was a BMW "Spotlight" last week. Contest winner received $100.

Rose, who specializes in the sale of old rock and roll hit platters, sponsors Fredericks' Saturday "Night Train" show on WADO (11 p.m.-midnight), which is credited with sparking considerable demand for old r.&r. platters in this area.

## German TV Airs D.J. Clay Cole Seg

NEW YORK—Deejay Clay Cole of WNTA-TV, and a group of U. S. teen-agers will be seen by 20 million German TV viewers when the North German TV network airs a filmed seg of Cole's weekly show this month.

It will be featured on Werner Baecher's German video show, "Rendezvous." Baecher has been filming segments of his program in New York for later telecasting in Germany. On the special Cole show, the jock and his "Record Wagon" regulars illustrated the basic steps of the Pony and Twist teen dances, while Baecher explained them in German. Guesting on the program were U. S. disk stars Neil Sedaka and Janice Harper.

## *FRISCO'S STEIN IS NOT 'SLEEPY'*

HOLLYWOOD—A page 1 story about the payola probe in San Francisco, in BMW, March 6, erroneously referred to manager-deejay Les Stein, KYA, San Francisco, as Les (Sleepy) Stein.

"Sleepy" Stein operates all-jazz outlet KNOB-FM here, and has no connection with KYA.

# 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.

**DIXON ON DISC**

**Starring John Dixon**

**WALA-TV, Mobile, Ala.**

**Saturday 11 a.m.-1 p.m.**

John Dixon

"Dixon on Disc" was launched on WALA-TV June 1, 1955, by John Dixon, who was the first to organize and conduct a TV dance show for teens in the Gulf Coast area. The show spotlights teen-agers dancing on camera to their favorite records. The youngsters are selected each week from mail received the previous week.

**Visiting record artists also appear on the program, and teen-agers on the show participate in various contests. Members of "The John Dixon Fan Club," of course, are very much in evidence on the telecasts. Dixon also emsees and conducts outside TV record hops frequently at locals and community centers.**

About 80 per cent of the records played on the show are culled from the "Top 50" best selling platters: while the remaining are new releases. Tele-Records (TV films featuring record artist lip-syncing their latest disks are also featured—sometimes as many as four per show.

**Dixon, who is a national sales manager of WALA-TV, opines that a large portion of his viewing audience is adult. As an example, he cites the Jarrad Sports Car Center, which uses "Dixon on Disc" as its only means of advertising. The results were so good, reports Dixon, that Jarrad stayed on as a sponsor for two years. Station WALA-TV reaches about 200,000 TV sets in a coverage area of 125-mile radius (Alabama, Mississippi and Florida).**

In a recent Billboard Music Week issue, Dixon—as a "Programming Panel" member—said, "The most important ingredients for running a successful record hop are predicated on having a successful 'Disk Jockey' program, which without sincere and enthusiastic audience acceptance can never achieve maximum potential. Next in importance is the endorsement of a local sponsor (i.e., Jaycees, Senior Class, P.T.A., etc.) who perform the remaining requisites—obtaining an auditorium, armory or gym—and equally sharing the responsibility of publicizing the hop."

# Giant Audience on Wheels Now Target of FM Radio

• *Continued from page 14*

There's plenty of action on the auto-radio FM front, however. FM car radios aren't new: a few de luxe import models (chiefly from West Germany) have been available for some time. But it wasn't until Granco, a Dumont Emerson Corporation division which did about 30 per cent of all the FM-set business in this country last year and sold over 1,200,000 units, took the plunge late in 1960 with a $49.95 list FM auto-radio adapter, that the market really began to open up.

Even Granco was surprised at the way the firm's "ARC 60" took off. Sales Manager Al Barshop recently told BMW that his firm has been shipping over 13,000 FM auto units a month to dealers — an annual rate of over 150,000 — since the start of the year, and that the rate might well go much higher. In terms of consumer list dollars, that's an annual business of at least $7.5 million. "Autos also represent a good environment for stereo," said Barshop, "and it's possible that we may get into stereo FM car radios eventually." Other major electronics firms, meanwhile, are eying Granco's FM auto adapter with interest, and are likely to join the act quickly if its sales continue at a strong level.

Granco, which sells more low-priced FM sets than any other manufacturer in this country, also plans to move quickly on the FM stereo front — when it happens. By Granco's figuring, it will take "within 90 days" from the time FCC decides which brand of FM stereo it likes best until stereo FM sets bearing the Granco label are in the hands of dealers. Audio tuner manufacturers should move at the same rate. Larger manufacturers of consumer electronics, with more complex organizations and sales channels, will take longer — but not too much longer. Set pricing will be, by all estimates, about 30-40 per cent more than FM-only receivers.

# Dick Osborne, WLW Exec, Dies at 35

CINCINNATI—Richard A. Osborne, 35, assistant general sales manager of WLW-Radio, died of a cerebral hemorrhage Tuesday morning (7) in Christ Hospital here. Osborne became suddenly ill Saturday afternoon (4) at his home and lapsed into a coma shortly after being taken to the hospital. Although he had been under a doctor's care for more than a year, his death was unexpected.

Osborne had been with the Crosley Broadcasting Corporation the past seven years. He came to Cincinnati from Columbus, Ohio, where he was national salesman with WLW-C. Prior to joining Crosley Broadcasting, he held sales positions with The Chicago Tribune; radio Station WPAY, Portsmouth, Ohio; WHKC, Columbus, and later was sales manager of WCMI, Huntington, W. Va.

Surviving are his widow, Joan; three sons, Ricky, Philip and David; two daughters, Linda and Phoebe; a sister, Mrs. Elmer M. Swanson, of Council Bluffs, Ia., and a brother, Charles F. Osborne, of Houston, and a number of relatives.

# PROGRAMMING PANEL

THE QUESTION

**(submitted by Jack Sterling)**

**Is it proper for a radio outlet to give away recordings as station promotions?**

THE ANSWERS

**JACK STERLING**
**WNAK, Wilkes-Barre, Pa.**

At WNAK we make it a practice to eliminate or dispose of all recordings that do not meet either our standards or warrant air time. In our "Hit Kits" we try to give one of the top chart tunes plus a couple of below-standard recordings. This keeps our librarian from filing recordings that we perhaps would never use. Instead of destroying the under-par recordings, we give them to our listeners who are appreciative.

**DAVID LYMAN**
**WLEE, Richmond, Va.**

Station WLEE's FCC lawyers have advised us that the practice of awarding phonograph records is questionable. Inasmuch as WLEE has always co-operated fully with the recommendations of our lawyers, we now refrain completely from the awarding of records.

**DEAN GRIFFITH**
**WPGC, Washington, D. C.**

It is proper, provided your requests for records are not unfair. At WPGC we've worked out a "system" with the promotion men. They provide WPGC with four copies of each record. Once a record becomes a hit, we replace it every other week with a new copy. The record we give away is the one which has been played on the air. To ask for 10 or 15 copies of one particular record is undoubtedly unfair. Co-operation is the keynote to good service, and at WPGC we back that statement up with one outstanding fact—It works.

**ANDY WEST**
**KUDL, Kansas City, Mo.**

It is my definite and unfaltering opinion that record giveaways are advantageous to a station as well as the record distributors. The public listens to a music station for music. Records are an integral part of that station. Giving records away improves listener-station relations. It helps distributors because it creates interest in acquiring record collections—consequently higher record sales. Co-operation between distributor and station is a must for both. Boiled down, it's "you help me and I'll help you."

# VOX JOX

**CHANGE OF THEME: Jack Rowzie,** formerly with WWDC, Washington, has moved to WEEL, Fairfax, Va., where he emsees "Party Line," a telephone show from noon to 1 p.m. and a pop disk show, "Rowzie With Records," from 1 p.m. to 4 p.m. across the board. "Party Line" spotlights phone calls from listeners who wish to sell or trade something, or merely "call and say hello." Rowzie will play current pop disks—with an even balance of hit selections from albums"—on his record seg.

**Starting this week, KGBZ, Springfield, Mo., has made the following schedule changes: Don Brown is the new morning emsee, while Ralph Hasty takes over afternoon duties and Stan Meyer hosts the evening time period. Jerry Higley, program director, will be scheduled "in and out, mornings and afternoons, for a change of pace bit." . . . Johnny Dark has left KLOG, Kelso, Wash., to take over the 1-6 a.m. "Night Watch" show at KISN, Portland, Ore.**

Last Saturday, March 11, was proclaimed "Dick Clark Day" by the mayor of Charleston, S. C. Clark visited Charleston to welcome the new ABC-TV affiliate, WUSN-TV, in that area, and host a teen-age dance at the Citadel Military Academy for the benefit of the Easter Seal campaign. While in Charleston, Clark made the rounds of local record dealers and was interviewed by high school students. . . . **Frank Kalil** has cut down on his TV work in Tucson, Ariz., now that he has been appointed assistant station manager of KTKT, same city. . . . The Bartell Broadcasting Corporation has purchased a large number of shares of McFadden Publications, which have a total circulation of almost 8 million a month.

**Eddie Clarke, morning deejay at WHK, Cleveland, has been appointed public service director for that outlet. He will continue his on-the-air duties, but will have the added responsibility of representing WHK at all civic functions, handling all public service announcements and the creative development of public service material. . . . Barney Groven, formerly program director-deejay at WKLO, Louisville, has been named general manager of WTMT, same city. The station features country and Western music, and Groven said he anticipates no immediate changes in the format.**

• **Page Morton,** the Chock-Full-o-Nuts canary, is moving her WCBS, New York show, into a new time period. Formerly heard at 4:05 p.m. on Sundays, she will henceforth be aired at 5:40 p.m. The thrush also has a weekly Saturday show on WOR, New York, at 6:15 p.m. and a TV program in the works later this year. . . . **Sidney J. Wolf,** prexy of the Keystone Broadcasting System, left Chicago last week for a 10-week around-the-world trip, during which he will visit eight countries and see broadcast execs in several capitals.

**John G. Stilli has been appointed general manager of WFBG (AM-FM and TV), Altoona-Johnstown, Pa. He succeeds Frank (Bud) Palmer in the post. Palmer has been named to the newly created post of manager of the Midwestern sales office of the Triangle stations, and will headquarter in Chicago. . . . Bob Beringer (known on the air at WOKY, Milwaukee, as Lucky Logan) has joined WKTL, Sheboygan, Wis., as manager in charge of programming and production. The station has been under new management since November 1, with Richard P. McKee, new owner-president; W. C. Porsow, veepee-station manager, and Connie Schactel, publicity director.**

**PATERNAL DEPT.:** New deejay fathers this month include Joe Murray, WLEE, Richmond, Va. (a boy, his first, **Howard Gregory**); **Jarvey Kaye,** WJBK, Detroit (a boy, his second, **Michael**); **Johnny Walters,** WHK, Cleveland (a girl, **Jaquelin Leigh**); and **Neil McIntyre,** record librarian, WHK (a girl, **Heidi Marie**).

**PHILADELPHIA: Hal Jackson came in from New York to take over Portia Perry's radio slot at WDAS. . . . Men's Club of Northern Hebrew Day Nursery presented its Man-of-the-Year Award to WRCV's Jack Pyle. . . . WIBG's Bill Jones hosting a series of four record hops at the suburban Radnor, Pa., Junior High School on Friday nights to benefit the Scholarship Fund of the Wayne, Pa., Council of Churches. . . . Chris Albertson debuts on WDAS-FM with tapes of rarely recorded New Orleans artists. . . . Ed Hurst, now a station exec at WHAT, will return to platter spinning in hosting record hops at Atlantic City's Steel Pier this coming season, kicking off with the Easter holiday weekend. . . . Joe Brooks, music librarian at WIP, has been named vice-president of the Leukemia Society.**

**CANADA:** Record manufacturers joined the Canadian Broadcasting Corporation staff in celebrating the 10th anniversary of deejay **Elwood Glover** who does a twice-daily show over Dominion network outlet, CJBC. A surprise party broke up his broadcast, with Columbia record artist **Frank Shuster** and **John Wayne,** the comedy duo, taking the mike away to wish Glover a happy birthday. Some 35 people attended the party which featured a large cake from the Celebrity Club. Quality Records has arranged to make an LP of the proceedings for presentation to all those present.

**PROGRAMMING GIMMIX: Station KXOK, St. Louis, recently conducted a contest—tagged "The Last Word in Music" — whereby listeners were asked to identify the final words or notes in four pop tunes. Winners received $12. . . . Station KISN, Portland, Ore., has a "Double Play" feature which offers dialers a chance to win two free records by guessing the second half of**

*(Continued on page 45)*

# 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.**

WNTA Radio (AM and FM), Newark, N. J., follows a musical programming philosophy that is summed up in the phrase, "The Golden Sounds of Music." It caters to a mature audience and its total programming is balanced under the slogan, "The station that informs while it entertains."

As one of 19 stations serving the greater New York City-Northern New Jersey market, it looked for and found that different element to attract the audience it wanted. The magic ingredient for it is the big record of the past, be it six months, six years, or 16 years old. Its name for these hit records and memory tunes is "The Golden Sound," and the listeners have taken to this, as have some of WNTA's competitors.

"With the dearth of really good music being turned out these days, people enjoy sitting back and hearing some of the better offerings of Tin Pan Alley of old, and frankly our staff enjoys it too," according to Production Manager Sid Sirulnick. WNTA is a haven from rock and roll, but does balance its musical programming with some of the good new pop items from the LP's and singles released each week.

All records are checked in at its weekly music meeting to be sure it approves just those selections that meet its "Golden Sound" standards. Its vice-president and general manager, Ted Steele, has declared these music selection meetings to be of such importance that he clears his calendar each week to take part in the sessions, as the entire program and music staff makes the evaluations.

The WNTA recipe for good listening is derived as follows: in an average hour it plays 12 records (it has four-minute news casts on the hour and half hour) and these 12 are broken down into three categories: "golden records," new singles and new LP's. This works out to four records from each category per hour, with the pacing generally following the normal fast, slow medium balance.

Eighty per cent of the Golden Records are now available in LP series, such as Columbia's "Greatest Hits," RCA's "60 Years of Music," Decca's "Hits of the Decade." WNTA heartily endorses the compiling of big hits on a label into LP form by every company. Sometimes a station may forget a big song buried in its files, or it may have originally been available only in 78 r.p.m. and has disappeared, but a reappearance in an LP at the station guarantees the disk's new life.

WNTA Radio also lays claim to another honor, that of being the first station to regularly air portions of comedy LP's, as reported in BMW, December 31, 1960. One each hour it delves into the "Comedy Corner" for a bit out of one of the many comedy LP's. "Let's face it, 100 per cent of comedy is on LP," says Sirulnick. "Our listeners have come to realize that 970 is "the smile on the dial (we're just full of slogans), all day long."

Once a day, on a regular basis, the WNTA Music Library is open to telephone requests. The station asks listeners to tell the "Golden Sound" in their life, and these requests generally back up the music philosophy outlined above. Eighty per cent of the requests are filled from LP's, and the taste of its listeners has proved noteworthy. Among the front-runners of requests are Tony Bennett's "Because of You," Doris Day's "Secret Love," Mario Lanza's "Be My Love," and Bing Crosby and Grace Kelly doing "True Love."

Here is a sample of programming listed out of the 4-6:30 p.m. Bob Brown show heard on Wednesday, February 15, 1961, from the Gold Studio:

**(1) "Under Paris Skies"—Andy Williams—"Under Paris Skies"—Cadence CLP 3047**
**(2) "Tenderly"—Rosemary Clooney—"Rosie's Greatest Hits"—LP CL 1230**
**(3) "Calcutta"—Lawrence Welk—Dot 45-16161**
**(4) "I'll Never Say No"—Janice Harper—Capitol 45-4482**
**(5) "Try a Little Tenderness"—Frank Sinatra—"The Voice"—Columbia LP CL 743**
**(6) "920 Special"—Jonah Jones—"Jumpin' With a Shuffle"—Capitol LP T 1404**
**(7) "I Love Being Here With You"—Peggy Lee—Capitol 45 4498**
**(8) "Song of Songs"—Perry Como—"Relaxing With Perry Como"—RCA Victor LPM 1176**
**"The Astronaut"—Carl Reiner & Mel Brooks—"2,000 Years With Carl Reiner & Mel Brooks"—World Pacific LP WP 1407**
**(9) "Exodus"—Ferrante & Teicher—United Artists 274**
**(10) "No Two People"—Steve Lawrence/Eydie Gorme—"We Got Us"—ABC Par LP 300**
**(11) "Side By Side"—Kay Starr—"One More Time"—Capitol T 1358**
**(12) "Goin' Home Train"—Percy Faith—"Carefree"—Columbia CL 1560**

Weekend radio at WNTA is different. It offers special varieties of the "Golden Sound," from homespun homilies of Allan Brown Saturday mornings (he loads himself up with an armful of "Sing Along" and Johnny Maddox-type LP's), to the suave and erudite Bob Brown with his special "Golden Sound of Jazz" (all LP's) from 1-4 p.m. on Saturdays, and capped off with its pride and joy, "The Golden Sound of the Classics," heard each Sunday from noon till 8:45 p.m. This program, formerly the "Sunday Spectacular," features the beautiful music of the masters for eight and three-quarter hours, with the music performed by the choice LP classical performers.

# 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.

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

**CANNONBALL ADDERLEY,** the award winning alto sax player, has a new instrumental single on Riverside records titled African Waltz. Cannonball's musical background dates back to his childhood in Tampa, Florida. His father, a coronetist, tutored Cannonball and his brothers in musical instruments as soon as they were old enough to hold them. Following a few years as Director of Music at a Fort Lauderdale high school Cannon came to New York in 1955. After playing with various bands and the Miles Davis Sextet he formed his present orchestra in 1959. It consists of his brother Nat on coronet, Lou Hayes-drums, Sam Jones-Bass and Vic Feldman-piano-vibes.

**RAY CHARLES** the 27 year old altoist, pianist-singer-composer-arranger has taken two bright sides from his new Impluse album Genius plus Soul equals Jazz. One Mint Julip, the old r&b number, comes over strong with sock big band support. Let's Go, the flip, features Charles on the organ in a swinging Ralph Burns arrangement.

**FERRANTE AND TEICHER** should have another smash with their new United Artists' Love Theme From One-Eyed Jacks. The team of Arthur Ferrante and Louis Teicher have scored with the Themes from The Aparument and Exodus.

**ROY HAMILTON:** The chart topping vocalist sings his current hit as the lead track of his current LP You Can Have Her. He then swings into a fine series of ballads and standards accompanied by a mixed vocal group and swinging orchestra background. Besides the hit You Can Have Her, Hamilton sings a strong set which includes I'll Never Be Free, I Need Your Lovin', Never Let Me Go, Down By the Riverside, Abide With Me and Crazy Feelin'. Album merited a Billboard Spotlight.

**BIRTHDAYS OF THE WEEK:** March 13, Neil Sedaka. March 14, Les Baxter, Les Brown. March 15, Carl Smith. March 16, Jerry Lewis. March 17, Nat King Cole, Adam Wade.

**AL HIRT,** known in his native New Orleans as the King, has a truly unique technical skill with his horn and displays it on his first RCA Victor single Janine. The six-foot six-inch, 299-pound trumpeter received his formal musical training at the Cincinnati Conservatory of Music then went on to play with such big bands as Tommy & Jimmy Dorsey, Ray McKinley and Horace Heidt. The King's big band past can be spotted when he blasts over Henre Rene's support in his RCA album The Greatest Horn in the World. On the family side Al is the proud father of eight children. Presently appearing at the Dunes in Las Vegas, he is scheduled to appear at Basin Street, N. Y. May 1-21.

**THE INNOCENTS,** three young men from Sun Valley, California, have received a Billboard Spotlight for their latest outing Kathy b/w In the Beginning. Both sides are in a slow persistent tempo. The group discovered by Indigo brass at a Hollywood recording studio consists of lead singer Jim West, Al Candaleria-bass for the group and young Darron Stankey who plays guitar and sings tenor. The three bachelors enjoy football, sports car driving and r&b music in their leisure moments.

**NORMAN LUBOFF** has returned to his London home after a three week tour of the United States in behalf of his current RCA Victor album This Is Norman Luboff.

**THE McGUIRE SISTERS,** Christine, Phyllis and Dorothy, new Coral release, Just for Old Time's Sake, hits the Hot 100 Chart this week. The girls handle the tune with their usual verve over a snappy beat from the orchestra. Flip is Really Neat, a blues ditty with a groovy arrangement. Vocally, Christine sings the low notes; Phyllis carries the melody, and Dorothy supplies the top harmony.

**RAY PRICE'S** recent Columbia release, Heart Over Mind c/w The Twenty-Fourth rated a Billboard Spotlight. Both sides are warm and exciting ballads in the great Ray Price tradition. Ray, a native Texan has had a varied career as a student veterinarian, U. S. Marine and a stunt rider for rodeos. In 1952 he signed with WSM's Grand Ole Opry. His rapid climb in popularity prompted Columbia records to sign him and since then he has been a top artist in the C&W field.

**PROMOTION DAYS & WEEKS:** March 13 begins Bermuda College Week, March 15 is Buzzard Day. March 17 ST. PATRICK'S DAY. March 19 begins National Foreign Language Week.

**Denis Hyland.**

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**

OUT OF A CLEAR BLUE SKY—Lawrence Welk.....Dot
THE GREAT SNOW MAN—Bob Luman.....Warner Bros.
ARE YOU SURE?—The Allisons.....London
AFRICAN WALTZ—Cannonball Adderley .....Riverside
A DOLLAR DOWN/WHEN TWICE THE MOON HAS COME AND GONE—The Limeliters.....RCA Victor

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

**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.

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The Crew Cuts
"LEGEND OF GUNGA DIN"
b/w
"NUMBER ONE WITH ME"
Warwick M-623

Don Bach
"CHEYENNE"
Warwick M-632

Ted Taylor
"SOMEDAY"
(I KNOW, I KNOW)
Warwick M-628

Bobby Dunn
"COME BACK TO ME"
Warwick M-631

The Eternals
"TODAY"
Warwick M-631

A DIVISION OF
Seven Arts Records Corp.
MORTY CRAFT, PRESIDENT
701 SEVENTH AVENUE • NEW YORK 36

# MUSIC AS WRITTEN

• Continued from page 4

**Sol Halper,** of Lois Publishing Company here, and **Jack Pearl,** the King firm's New York attorney. They will spend 10 days in Paris and five days in London, with Healy making a special side trip to Frankfurt, Germany. King European affiliates will gather in Paris for a several days' session with the group. The foursome is due back in New York April 1. . . . **Harry Carlson,** Fraternity Records chief, planed out of here Tuesday (7) for Fort Lauderdale, Fla., to spend 10 days mixing business with pleasure. He was joined later in the week by Fraternity artist, **Jack Larson,** who opened Saturday at the Montmarte Club, Miami Beach, Fla. Carlson will cover the jocks in the territory with his firm's new one, "Whistler's Twist," by **Elson Smith;** his first r.&b. release, "You Gotta Prove It," spotting nitery singers **Mary and King,** and **Bobby Bare's** new one, "Lorena," due for early release. Bill Sachs.

## Cleveland

**Claude Gray's** new Mercury release, "I'll Have Another Cup of Coffee," netting good reaction in the area, with the three local pop stations, KYW, WHK and WERE, charting it in their Top 40. . . . The **Neil McIntyres** (he's music librarian at Station WHK), are lullabying their first child, a girl, **Heidi Marie.** . . . **Eugene Plumstead** is the new program director at KYW, succeeding **Bud Wendell,** who has accepted a post with Westinghouse Radio.

## Boston

**Jack Sager** of Disc Distributors has added two new men to his staff. They are **Dick Benthale** in promotion and **Bob Vincent** in charge of sales. D. D. is celebrating a year in business and Sager reports encouraging action with Starday, Jazztime, Request, Vesuvius, Crown and Nashboro. . . . Mutual Distributors has acquired the local distributorship for Disneyland and Vista records. The firm's chief, **Frank Holland,** had **Gene Pitney,** on United Artists, around town and placed him in the **Bob Clayton** TV show with a big play for his "I Wanna Love My Life Away."

The mystery of d.j. **Alan Dary's** sudden disappearance from WBZ seems to be partly solved. He's gone back to WORL after a clash of temperament with a new chief at WBZ. . . . **Alan Ross** of Decca made good promotion out of **Teresa Brewer's** appearance at Blinstrub's with big displays in downtown record shops. . . . RCA Victor really flying here with its big 25 per cent discount push, especially "Do Re Mi" and "Wildcat."

**Bob Taylor** of Capitol had **Robin Clark** around town on the **Bob Clayton** show and the **Ray Doey** show, both at WHDH and got fine promotion for "Daddy, Daddy." . . . **Sam Ingeme** of Columbia had the **Four Brothers** around the Hub on a promotion whirl. He also has **Marty Hill** in town plugging "Somebody" and **Diana Trask** making a name for "Waltzing Matilda."

## Philadelphia

**David Levy,** promotion man for MGM Records, and **Frannie Gomel,** former secretary for **Dick Clark,** were wed last week. . . . Documentary Records named **Raymond G. Dubin** Agency to handle its advertising. . . . Keystone Record Club, Inc., was organized here with offices at 1422 Chestnut Street. . . . **Glen Gray** will be the "Big Band" attraction at the second "Sounds of the Big Bands" concert staged by WRCV, April 4, at the suburban Anthony Wayne Theater for the benefit of the Rotary Club of Wayne. . . . **Jerry Snyder,** who leads his own band around town, called upon to tutor high school bands at the Northeast Neighborhood Center. . . . **Baby Sis Davis,** of the gospel-singing Davis Sisters, switching to pop fare and **Doc Bagby's** Value Records label. . . . **Vince Montana** brings his music to the Trade Winds. . . . 2-4 Club returned to a weekend music policy with **Pat Dennis** giving the downbeats. Maurie H. Orodenker.

## Toronto

Travelers this past week include **Phil Anderson** of Arc Sound, **George Keane** of Quality Records and **Bob Martin** and **Charles Camilleri** of Columbia Records. Anderson went to New York to attend a luncheon held by Somerset Records, Keane went on a three-week vacation with his family to Florida and the Columbia pair went to Winnipeg and Regina. While in he former city, they are visiting **Richard Zurba,** resident salesman for Manitoba, Saskatchewan and the Lakehead for Columbia. . . . Quality Records' branch downtown is moving at the end of the month to join the head office operation. . . . RCA Victor of Canada is releasing a single of two numbers from **Elvis Presley's** newest LP, "G.I. Blues." The single is "Wooden Heart" and "Shopping Around." The release comes as the result of demands created by radio Station CHUM here.

## Montreal

**Clyde McGregor,** sales representative with Quality Records Canada, Ltd., for the past seven years, has been promoted to district sales manager for Quebec. **George Keane,** Quality president was in Montreal to supervise the change. . . . **John Williams** of Columbia replaces **Stan Murphy** as Quebec district sales manager. . . . Musimart, Ltd., Canadian distributor for Vanguard, is offering an extra 10 per cent discount on the label during March. **Aaron Lipsin,** Musimart's sales manager, has announced that his firm will become exclusive distributor for the Supraphon label. Imported directly from Czechslovakia, the label contains mainly a classical catalog and will retail for $5.98. Musimart will also handle the new line of Peter Pan albums to retail at $1.98. . . . Capitol Records in Canada has released a **Freddy Gardner** album with many of the original selections from the Columbia LP. **Denis Lapointe,** Capitol's Quebec sales manager, is planning special dealer promotions for the Gardner disk. Arnold Gosewich.

# TALENT TOPICS

• Continued from page 7

**the Montmarte Club. He will be joined in Florida by Fraternity president, Harry Carlson, presently vacationing there.** Bill Sachs.

## NASHVILLE

**Elvis Presley** motored from Memphis to Nashville via his jet-black Rolls Royce to appear before the Tennessee Legislature Wednesday (8). Following **Ernie Ford's** appearance before the lawmakers the previous week, Elvis drew the biggest crowd in the Legislature's history. Presley made an appearance at the RCA Victor Studio Sunday night (12), with a policeman on hand to keep spectators out of his recording session. . . . When **Ernie Ford** walked up the backstage steps at "Grand Ole Opry" Saturday (4), the barrage of photographers, autograph seekers and old friends on hand to greet him prompted the king of the pea-pickers to quip: "This is better than biscuits and gravy." This was Ernie's first trip back to the "Opry" and Nashville in 11 years.

**Chet Atkins left town Thursday (9) for Chicago where he guested on Eddy Arnold's "Today on the Farm" on NBC-TV Saturday (11). . . . Tex Ritter and Jimmy Wakely were guests on "Grand Ole Opry" Saturday (11). . . . RCA Victor's Juanita Jones left town last week for a few days of sunshine in Miami. . . . Out-of-towners in town last week included the Big Three Publishing Company's Ted Black and SESAC's Bud Prager. . . . Columbia's Don Law was back in town last week after several weeks' absence.**

## CHICAGO

**Theodore Bikel** of New York's "Sound of Music," flew in for a one-night stand at the Opera House where he played to a SRO crowd last Sunday (5). **Frank Fried,** head of Triangle Theatrical Productions which booked the show, reported a gross of $11,300 with a $5 top. Remainder of Triangle's spring lineup includes **Odetta,** March 24; **Dave Brubeck,** April 14; the **Limeliters,** April 29, and the **Weavers,** May 19. . . . **David Carroll** (Mercury) will do a recording session at Universal Studios here Tuesday (14) and Wednesday (15). **Jerry Butler** (VeeJay) cut a single there last week. . . . **The Tarriers** are being held over at the Gate of Horn for three more days starting Tuesday (14). Friday night (17) **Bob Gibson** returns with his folk songs for a two-week engagement.

**Julie Wilson is holding forth at Mister Kelly's and ditto Barbara Carroll and her trio at the London House. . . . Adam Wade opened at the Tradewinds Wednesday (8) for three weeks. Also on the bill is the zany Professor, Irwin Corey. . . . Phil Tucker and his orchestra open at the Cloister April 7. Appearing with him will be the Dobie Twins, Anita and Penny, from England. Tucker and the Twins are now at the Silver Cloud which shutters April 1 pending a change of entertainment policy. Anita Dobie, still bothered by a painful ankle injury incurred recently during a dance routine, continues to perform there nightly in the best of show business tradition with sister Penny.**

## MONTREAL

A surprise hit in Canada, not yet promoted to any extent in the U. S., is "Scottish Soldier," which came into Canada from the British Isles by way of the Top Rank label distributed by Quality. Based on an old folk song, the single took off in Toronto and within a few days was selling well in Quebec Province—to French-speaking customers. Running a close second is a similar selection called "Donal' Where's Your Trewsers?" The title comes from a taunt flung by children at a kilted soldier as he walked along the street. Both songs are done by Scotsman **Andy Stewart.** . . . **Jacqueline Francois,** French chanteuse, is booked into the new Skyline Hotel for two weeks.

## PITTSBURGH

**Louis Armstrong** has been booked into Carnegie Hall April 27 under auspices of **Lenny Litman,** who has also set the **Four Freshmen** here for an April 25 concert.

**The Brothers Four, who recently appeared at a University of Pittsburgh date, are making their headquarters in Pittsburgh as they commute to Latrobe, March 13 for an appearance at St. Vincent's College; at Emory and Henry University, Bristol, Va., March 14 and at the University of West Virginia in Morgantown, March 15.**

Both pianist **Charles Bell** and his guitarist **Bill Smith,** who are featured in a new Columbia LP, **Charles Bell and His Contemporary Jazz Quartet,** are now working at **Nick Lomakin's** Liberty Avenue music store.

**Columbia salesman Dave Haering and his wife had their second child, a son, last week at Magee Hospital.**

**Lee Levine** of **Ben Herman's** Standard Distributors reports that "Blue Moon," waxed by the **Marcels,** a local quintet for Colpix, is shaping up as the biggest hit single of 1961 for Standard.

JAMIE
The HOTTEST VERSION on the Pony Dance
"PONY TRAIN"
by
TITUS TURNER
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#99 BILLBOARD LAST WEEK
"I LIED TO MY HEART" MUSITRON 1072
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GIVE TO DAVID RUNYON CANCER FUND


# WITH THE COUNTRY JOCKEYS

• *Continued from page 41*

**table officiating on "Razorback Round-Up," heard over Station KTHS, Little Rock, Ark. . . . Ernie Kerns, who spins the c.&w. platters at Station WOCH, North Vernon, Ind., had as a recent visitor Bill Anderson (Decca), who was headed westward for a personal in Kansas City, Mo. . . . Deejays needing a copy of the new Lonzo and Oscar release, "I Can't Pitch Woo in an Igloo," may write the boys at Station WSM, Nashville.**

**Jay Thompson,** long-time West Texas c.&w. jockey, and **Bill Longley,** former manager for **Jimmy Heap,** have teamed to book bands and single artists for dances and shows in the Lone Star State. Thompson holds forth with three hours of country music a day on Station KDWT, Stamford, Tex. . . . Deejay samples of **Onie Wheeler's** new release on the K-Ark label, "You're Getting All Over Me," are available by writing to **John Capps,** K-Ark Records, 2302 Pestalozzi, St. Louis 18. . . . **Jack Howard,** who formerly headed up his own Cowboy Records label in Philadelphia, is now spinning the c.&w. wax Saturday mornings at WCAM, Camden, N. J. . . . "We are having dizfficulty obtaining sufficient c.&w., gospel, sacred and religious releases, even though we have a greater audience for this type music than any other," writes **Alan G. Phillips,** program director at Station WLTC, Gastonia, N. C. "Would like disks and taped intros or station breaks for our 5-7 a.m. 'LTC A.M. Varieties," manned on Monday, Wednesday and Friday by **Don Voigt** and by me on Tuesdays and Thursdays."

## PROGRAMMING TIP OF THE WEEK

Station WLEE, Richmond, Va., recently staged a "Count the Music" contest, whereby listeners were asked to count the number of records played by WLEE between sign-on January 29 and sign-off February 18. Grand prize—to anyone who could guess the exact number — was a 1961 Ford Falcon.

Throughout the contest each WLEE deejay kept track of the number of tunes played on an automatic counter. At the end of his shift he recorded the total on a special form, sealed it in an envelope, and turned it over to Dave Lyman, WLEE's program development director.

The final count was 8,137, a figure which no one guessed exactly. Guesses ranged all the way from 75 to 600,060,-060. Portable stereo sets were awarded to the five closest entrants, the nearest guess being 8,175.


The McGuire Sisters
JUST FOR OLD TIME'S SAKE
#62249
CORAL Records


# 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.

### MAXINE BROWN

Nomar recording artist Maxine Brown was born in Kingstree, S. C. Her late mother, Tilla Brown, was a noted gospel singer and inspired Miss Brown to her current career. Maxine and her sister, Lillie, spent the early part of their lives in Baltimore before moving to New York.

After graduating from high school in New York, where she specialized in dress designing, Miss Brown took her first job in a lingerie firm.

The determined singer kept up her self-taught singing style by entertaining at private affairs. Her first professional appearance was in Philadelphia at a local theater in 1957. After the thrush met her manager, Mal Williams, in 1959, her career started to move. The big break came when she recorded "All in My Mind" for the Nomar label. The disk became a chartmaker and now Maxine Brown has a new single just released titled "Funny" b/w "Now That You've Gone."

### BUZZ CLIFFORD

Columbia Records' new vocalist and songwriter, Buzz Clifford, was born October 8, 1942, in Berwyn, Ill. The young singer's full name is Reese Francis Clifford III, and he presently resides in Mountain Lakes, N. J.

Clifford's interest in music was evident before he was 6, when cowboy singers were his early musical heros. His first attempts at vocalizing and composing were made at the age of 9, when his parents gave him a guitar.

Less than a year ago Clifford was a high school senior and captain of his varsity football team. He had spent summers as a stunt man, construction worker, maintenance man and lifeguard. His Columbia contract, won both on his ability to sing and compose, was his first break in the disk business.

Currently, Clifford has a hot disk, "Baby Sittin' Boogie," moving up well within the top 10 of the "Hot 100."

# YESTERYEAR'S HITS

Change-of-pace programming featuring the hottest disks in the land five and 10 years ago this week, from Billboard's charts.

### POP—5 Years Ago
### MARCH 10, 1956

1. Lisbon Antigua, Nelson Riddle, Capitol
2. Poor People of Paris, Les Baxter, Capitol
3. Rock and Roll Waltz, Kay Starr, RCA Victor
4. No, Not Much, Four Lads, Columbia
5. Great Pretender, Platters, Mercury
6. I'll Be Home, Pat Boone, Dot
7. See You Later Alligator, Bill Haley, Decca
8. Why Do Fools Fall in Love, Teen-Agers, Gee
9. Hot Diggity/Juke Box Baby, Perry Como, RCA Victor
10. Memories Are Made of This, Dean Martin, Capitol

### POP—10 Years Ago
### MARCH 10, 1951

1. If, Perry Como, RCA Victor
2. Be My Love, Mario Lanza, RCA Victor
3. Tennessee Waltz, Patti Page, Mercury
4. My Heart Cries for You, Guy Mitchell-Mitch Miller, Columbia
5. Aba Daba Honeymoon, Debbie Reynolds & Carleton Carpenter, MGM
6. Mockin' Bird Hill, Les Paul & Mary Ford, Capitol
7. You're Just in Love, Perry Como & Fontaine Sisters, RCA Victor
8. Would I Love You, Patti Page, Mercury
9. Sparrow in the Tree Top, Guy Mitchell, Columbia
10. Mockin' Bird Hill, Patti Page Mercury

### ROCK & ROLL
### 5 Years Ago
### MARCH 10, 1956

1. Why Do Fools Fall in Love, Teen-Agers, Gee
2. Great Pretender, Platters, Mercury
3. Drown in My Own Tears, Ray Charles, Atlantic
4. Eddie My Love, Teen-Queens, RPM
5. Tutti Fruitti, Little Richard, Specialty
6. Bo Weevil, Fats Domino, Imperial
7. Speedo, Cadillacs, Josie
8. Devil or Angel, Clovers, Atlantic
9. Blue Suede Shoes, Carl Perkins, Sun
10. No Money Down, Chuck Berry, Chess

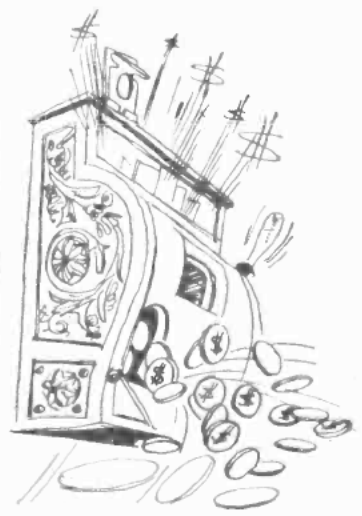
# VOX JOX

• *Continued from page 42*

**two disks played back-to-back on the station during the day. Clues are given throughout each jockey's show to help listeners identify the "Double Play."**

**Johnny Carver,** KVI, Seattle, has devised the simplest promotion of them all—a "do-it-yourself contest." To enter, listeners simply sent in postcard with their name and address, plus an estimate of how many entries would be received in the contest. Winners were awarded five de luxe album packages. . . . Deejay **John (Early Birds) Allen,** WFAA, Dallas, won the station's "Good Egg" contest, with **Norvell Slater** as runner-up. Listeners had been asked to vote for their favorite "Good Egg" WFAA deejay by mail. The first 100 voters received a dozen free eggs each day for a week, compliments of the local Feather Crest Egg Company.


HIT THE JACKPOT ON WARWICK



1 The String-A-Longs
Fantastic follow-up to "WHEELS"
"BRASS BUTTONS"
WARWICK M-625

2 The Tokens
"TONIGHT I FELL IN LOVE"
WARWICK M-615

3 Andy Stewart
"A SCOTTISH SOLDIER"
WARWICK M-627

4 Jerry Landis
"PLAY ME A SAD SONG"
WARWICK M-619

5 Matt Monro
"PORTRAIT OF MY LOVE"
WARWICK M-624

6 Sunny Gale
"PLEASE LOVE ME FOREVER"
WARWICK M-626

A DIVISION OF
Seven Arts Records, Corp.
MORTY CRAFT, PRESIDENT
791 SEVENTH AVENUE • NEW YORK 36

OTHER SIDE OF STORY

# Korvette Exec States Case for Discounting

NEW YORK — "We consider ourselves in the record business for keeps and we are spending plenty of money to improve our service to customers to prove it." These are the words of Dave Rothfeld, divisional merchandising manager and record buyer for the chain of 13 general merchandise discount stores, known as J. J. Korvette, Inc. Korvette has frequently been the target of local dealer attacks for merchandising and pricing reasons.

One frequently heard blast against Korvette is that like many other general merchandise discounters, the stores allegedly use records as a loss leader to build traffic. "In the first place," says Rothfeld, in answer to this charge, "We have to account to our stockholders. How can we afford to let one department be a loss?

"Beyond that, we have spent many thousands of dollars for modern racks, browsers and display equipment. We go to great pains to hire the kind of clerks who know music and merchandise and how to sell it intelligently. In other words, we give service. In our new Brooklyn store record department we are doing a great deal along merchandising lines including installing display space for 2,000 album covers.

"Another frequently levelled accusation is that the big discounters like Korvette carry only hit merchandise and do not stock catalog." Rothfeld has an answer for this. "We carry as complete a stock of albums as anybody you can name in the area," he notes. "For instance, we have the complete London and Angel lines. We have Caedmon, Vanguard, Bach Guild, Folkways and Elektra. We even have a complete stock of imported Deutsche Grammophon and Electrola records. Does that sound like the top 20 or the top anything?"

Korvette, which in some circles has been called the B. Altman of the discount trade, also does a substantial business in components. "We have Harold Weinberg, a member of the Audio Engineering Society, as our audio expert and he runs a solid department," says Rothfeld. "We have a tremendous amount of equipment and the music is going on all the time. We feel that we can help create the mass market for audio in this way. And I can say this is no loss leader either."

There have been frequent statements that stores like Korvette's can offer the kind of prices they do in special sales only if they have underground sources of merchandise. "We do it very simply," said Rothfeld. "Let's say there's a big special deal from a manufacturer. There are several right now and there were others last spring. Last year, we ordered several hundred thousands of dollars worth of LP's from one company alone. We had enough stock to last us for months. That enabled us to come up with sales long after the manufacturer deal was over. I think that's just good buying.

"Right now, however, we are watching our buying with extreme care. Certainly we're buying from the firms like Capitol, Victor and Mercury, who have announced big discount plans, but on others who haven't, we're being cautious. I expect we may see some interesting new developments with other companies in April.

"Where do we buy our merchandise? Strictly from the local distributor. In Hartford, we work with Hartford distributors, and in Philadelphia and Harrisburg, we work with distributors in those areas. We never have bought direct. I feel that distributor salesmen are an invaluable part of the retail picture. They can help you a great deal and if you use them right, they become a sort of extra salesman for you. We wouldn't work in any other way.

"One thing where we agree with any record dealer, large or small, is on the matter of clubs. I don't like them at all. They hurt our business when they offer a huge selection of top merchandise at prices like six LP's for 99 cents. We can buy right, sure, but we can't buy that right.

"Frankly, I can see someday a Korvette label, and maybe a Korvette record club, too. It's one way of competing with the record clubs and I feel we have enough distribution through our 13 outlets to actually make an artist."

Rothfeld has noted the increasing sale of party records all over town, in many of the smaller shops. "We won't handle them, even though we know it's hurting our business. Those other stores will sell a customer a party album and probably another two or three to boot at the same time. We still will not carry them. It's not good for the family trade."

# High Court to Air ASCAP Procedures

• Continued from page 4

fore, with multipliers that only compound original errors; that any correction of "use" weighting is open to new interpretations from the entrenched directors who still control all but a handful of the top-paying theme tunes, the latter fact having been acknowledged by ASCAP's own counsel.

Finally, the Fox attorneys note that membership acceptance of the decree terms had to be on an all-or-nothing basis, and even on this drastic basis over 40 per cent of voting publisher members and 30 per cent of writer members voting opposed the negotiated terms.

Outcome of the Supreme Court hearing, too, could be an "all-or-nothing" proposition, some anti-trust attorneys here believe. One long-time Hill attorney noted that the high court could decide only the issue of the right to intervene, and send the case back to District Court—or it could permit a substantial threshing out of the issues.

"Because of the Roosevelt hearings on the ASCAP policies and other documentation, there is so much on the record here that it would be called among lawyers a case with too much 'flavor,' not to receive fairly close attention from the court."

The lengthy span of time in which ASCAP directorate had been found failing to comply with consent-decree terms, originating in 1941, corrected in 1950, and now again, in 1960, is another factor that the court may consider, another attorney pointed out.

Getting to the very root of the matter, he added: "The Society's whole structure has been operating shakily under a sort of special dispensation of the antitrust law, and the Supreme Court could decide to put an end to the whole set-up."

## IHFM TO MEET IN LOS ANGELES

NEW YORK — A special membership meeting slated by the Institute of High Fidelity Manufacturers will be held April 7 in the Ambassador Hotel, Los Angeles. The locale of the meeting was incorrectly identified as New York in a story appearing in BMW last week. Executive Administrator Abraham Schwartzman of the IHFM has termed the meeting "very important."

# Coast Dealers Launch Assn.

• Continued from page 4

a co-op buying fund in excess of $10,000. In some sectors of the industry here it was predicted that the Capitol, Mercury and RCA Victor 25 per cent discount programs would collide head-on with the fledgling group and kill the local co-op movement before it gained momentum. Dealers, it was felt, would prefer to use their ready cash to take advantage of the majors' attractive price cuts rather than tie up their money in a group buying fund.

Instead, the co-op move continued undetered by the majors' discount proclamations. The dealer group, however, decided against focusing its collective buying strength on records at this time and instead chose to purchase radios and accessories. When the price-cutting programs are over, SCRDA's co-op wing will return to its original mission of buying records for its members. Participation in the co-op operation is being left open until May 1, after which non-SCRDA dealers wishing to come aboard will be charged a joining fee.

Election of officers was held at SCRDA's first meeting, resulting in the following slate: Oliver Glas, of Sally's Record Shop, Northridge, president; Harry Martin, Martin's Music, Culver City, vice-president; Richard Smith, Arcadia Music Mart, Arcadia, secretary-treasurer. Three board members were chosen: Dave Arbuckle, Arbuckle's Record Shop, Monterey Park; Jack Lishon, Lishon's Music, Inglewood; Howard Judkins Sr., Judkins Music, Garden Grove.

WORD SPREADS

## Customers Sent Rose Bouquets

DEADWOOD, S. D. — "I'm Sending You a Bouquet of Roses" is the title of a long-remembered song of the Gay Nineties. It also sums up a unique merchandising stunt used by Jack Sherman, radio, high-fidelity and stereo equipment dealer here.

Whenever Sherman's store, Jack's Radio and TV, sells a stereo phonograph, Sherman immediately writes a simultaneous order to a local florist shop, for a dozen roses to be delivered to the customer's home. A simple card of appreciation for the purchase goes along with the flowers, which, invariably, are a complete surprise to the recipient.

"It's the sort of pleasant bonus which will make our customers talk

(Continued on page 48)

# 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 SELLING FOR OVER $500

| RANK | BRAND | % OF TOTAL POINTS |
|---|---|---|
| 1 | Magnavox | 51.4 |
| 2 | Pilot | 13.8 |
| 3 | Zenith | 10.9 |
| 3 | RCA Victor | 10.9 |
| 5 | Fisher | 7.2 |
| 6 | Ampex | 3.6 |
| | Others | 2.2 |

## 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

***MODEL GIRL . . . . . Johnny Mastro**
(Alan K, BMI) Coed 545

**I PITY THE FOOL . . . . . Bobby Bland**
(Lion, BMI) Duke 332

***THAT'S IT—I QUIT—I'M MOVING ON . . Sam Cooke**
(Planetary, ASCAP) RCA Victor 7853

***LET'S GO AGAIN (Where We Went Last Night) . . . . . Hank Ballard and the Midnighters**
(Stebrita, BMI) King 5459

**BABY BLUE . . . . . Echoes**
(Greta, BMI) Segway 103

**BUT I DO . . . . . Clarence (Frogman) Henry**
(Arc, BMI) Argo 5378

**ONE MINT JULEP . . . . . Ray Charles**
(Regent-Progressive, BMI) Impulse 200

***FIND ANOTHER GIRL . . . . . Gerry Butler**
(Conrad, BMI) Vee Jay 375

***TONIGHT, MY LOVE, TONIGHT . . . . . Paul Anka**
(Spanka, BMI) ABC-Paramount 10194

**RUNAWAY . . . . . Del Shannon**
(Vicki-McLaughlin, BMI) Big Top 3067

### C&W

***I'D RATHER LOAN YOU OUT**
(Moss-Rose, BMI)

***THREE HEARTS IN A TANGLE . . . . . Roy Drusky**
(Lois, BMI) Decca 31193

***YOUR OLD LOVE LETTERS . . . . . Porter Wagoner**
(Red River, BMI) RCA Victor 7827

***WHAT ABOUT ME . . . . . Don Gibson**
(Acuff-Rose, BMI) RCA Victor 7841

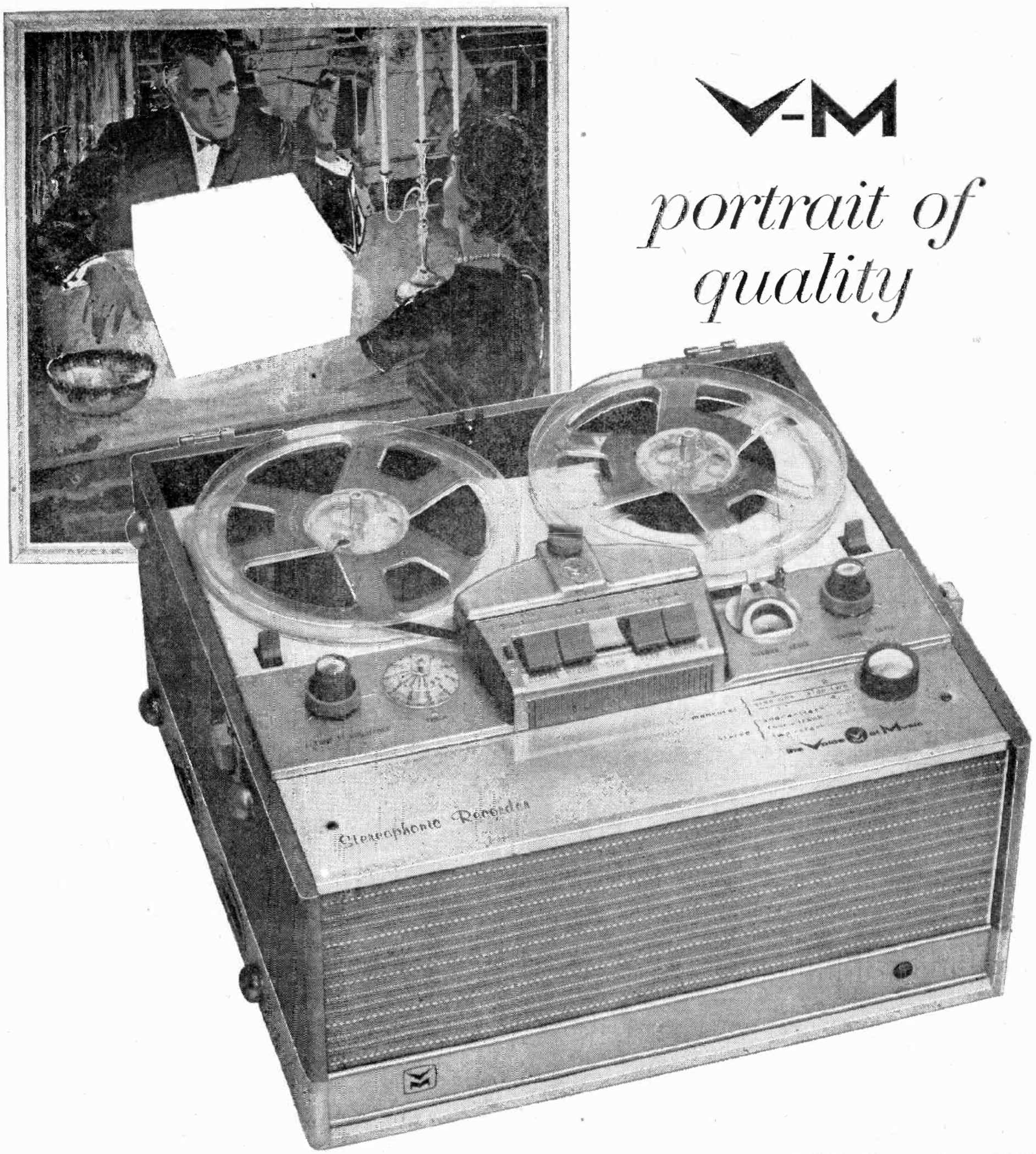
**HOUSE OF BLUE LOVERS . . . . . James O'Gwynn**
(Glad-TNT, BMI) Mercury 71731

### R&B

***FIND ANOTHER GIRL . . . . . Jerry Butler**
(Conrad, BMI) Vee-Jay 375

**HIDEAWAY . . . . . Freddie King**
(Lois, BMI) Federal 12401

***LET'S GO AGAIN (Where We Went Last Night) . . . . . .Hank Ballard and the Midnighters**
(Stebrita, BMI) King 5459




V-M

*portrait of quality*

**V-M 'tape-o-matic'® 4-Track Stereophonic Tape Recorder Model 722 (Has "ADD+A+TRACK" Control) only $259.95 LIST**
*Slightly Higher West*

Paint yourself a portrait of profit with V-M quality. Such sound engineering, positive, professional performance and precision stereo features are found only in a V-M 'tape-o-matic'® tape recorder,..at such a reasonable price! V-M Corporation • Benton Harbor, Michigan

KNOWN FOR THE FINEST IN RECORD CHANGERS, PHONOGRAPHS AND TAPE RECORDERS

the Voice of Music®

# Sales Pitches on Tape Up Store's Stereo $$

BILLBOARD PROFIT TIPS MUSIC WEEK

ST. LOUIS — It isn't always possible to stage sales-training meetings with manufacturers' representatives or distributors' salesmen acting as instructors. Often, either the instructor or the retailer's salesman cannot be gotten together conveniently. This means that the stereo dealer loses the benefits of expert selling help from the manufacturers.

At the record, stereo, and high-fidelity department of Famous-Barr, in St. Louis, veteran buyer Sam Gross, has found the ideal solution in simply making use of the same tape recorders which make up part of the inventory to serve as a relay between the manufacturer, the distributor and the retail salesman.

Gross, whose record and high-fidelity equipment department in the huge downtown store, and in almost-as-large departments in suburban stores throughout the entire St. Louis area, does almost $7 million per year, naturally sees a lot of salesmen. Whenever one of them comes up with the sort of sales story which Gross thinks would benefit his 125 - odd salespeople throughout the Famous - Barr chain, he flips on the tape recorder on his desk and records the manufacturer - representative's entire discourse. From this recording, Gross develops a "packaged sales meeting," which is played either individually for the salesman, or in groups, depending upon circumstances.

The most direct course of action, is for the St. Louis record retailer to call in his salespeople one by one, and ask them to listen to the recording whenever it is convenient. The men pick up "pearls of wisdom" in this way.

Now, after many years of following this practice, in fact, since tape recorders were first added to the Famous-Barr inventory, Gross thinks that this idea has probably made more extra sales for tape recorders, monaural and stereo phonographs, television and other lines, than any other single idea he has ever used.

# AUDIO NEWS BRIEFS

The Sylvania complex has made two new appointments. **David A. Flude** has been named to the managership of the Philadelphia branch of the Sylvania Home Electronics Corporation, while **Robert E. Brockway** is the new manager of Sylvania Electro-Specialties. . . . The wholly owned subsid of Zenith Radio Corporation, Central Electronics, has named **John H. Adams** vice-president and general manager. . . . **John E. Povolny** has been tagged as production superintendent for the Minnesota Mining & Manufacturing Company's magnetic products plant in Hutchson, Minn.

Three new reps have been appointed by the Duotone Company. Hetherington Sales will handle New England, **James J. Backer** Company has Pacific Northwest jurisdiction, and **Fred Wamble** Sales is the outfit handling six Southern States. The Emerson Du Mont Corporation has won an award from the Annual Mahogany Awards Competition for its Denmark model.

Director of advertising and acting director of public relations for General Dynamics is **William H.** Herrman. He was formerly manager of advertising and sales promotion for the Stromberg-Carlson wing of the firm. Three new district managers have been also named by the consumer products sales force of Stromberg-Carlson: **Fred W. Ruhl** in New England, **Henry C. Gates** in Florida, Georgia and South Carolina, and **Mitchell M. Wera** will serve in the Northern Los Angeles region.

Shure Brothers, Inc., Evanston, Ill., named **James Prader** as methods engineer in the Microphone Methods Engineering Section. Prader was formerly a product engineer at Fansteel Metallurgical Corporation, North Chicago. . . . **John K. Pellow** has been appointed director of the Washington office of Admiral Corporation's government electronics division. Pellow, previously assistant district manager of Raytheon in Washington, succeeds **John F. Gilbarte.**

## Electronic Reps Meet in Chicago

CHICAGO—The first national conference of top-level representatives of all segments of electronics production, distribution and servicing is scheduled to meet May 18 here, with an agenda which will include discussion of intra-industry relations and legislation as well as other matters of interest and concern.

Also attending the conference will be 25 industry leaders who have been invited to consider activation of a permanent all-industry advisory group and to discuss common problems, particularly as they relate to the national economy.

The call for the all-industry conference and the nominations of the 25 persons to be invited took place at a meeting here last week attended by the following: Mauro E. Schifino, president of the National Electronic Distributors Association; Frank J. Moch, executive director of the National Alliance of Television-Electronics Service Associations; Col. Gail S. Carter, executive vice-president of NEDA; Lewis W. Grove, legal counsel, and S. I. Neiman, executive director of the Electronics Information Bureau, who was named temporary chairman of the conference.

The 25 industry leaders were nominated without reference to any affiliation with trade associations or organizations and include one or more persons prominent in each category of servicing, parts distribution, set manufacture, factory service, representation, set distribution, retailing, parts supply, publishing, sales management and specialized fields.

## Sonic Adds Four New Transistors to Line

NEW YORK—Sonic Industries, high-fidelity equipment manufacturer, has introduced four new transistor radio models in its 1961 product line. The units, according to sales director Ray Clevens, are all-American made.

The line includes Model C-6, with six transistors to sell at $17.95; Model C-9, with nine transistors and employing a telescoping dipole antenna, to sell at $24.95; Model G-10, with 10 transistors, to sell at $29.95; and Model G-11, with 11 transistors, to sell at $34.95. All prices include batteries.

# RETAILING PANEL

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

QUESTION

**Do you encourage special order business?**

THE ANSWERS

**JERRY PARENTE**
**City Line Music Shop**
**Brooklyn**

We get many requests for things that are either out of date or on off-brand lines we can't find. Somebody will ask about a record their boss got in a supermarket out on the island. We usually can't even find a distributor for that kind of record. Many who ask for a special order have already asked in six other places, so we always ask for a $1 deposit on an album and 50 cents on a single. We do have a pretty complete stock though and people say if Jerry hasn't got it, nobody has.

**DAVE NADLER**
**Mell-O-Dee Music Shop**
**Bronx, N. Y.**

I don't encourage any special order business. The customer that comes into my store is not my customer. He is someone else's, probably a discounter's and he's only coming to me because his regular supplier either won't get it or can't. Getting his special order for him will not win him away from his discounter unless my price is 2 cents cheaper than the other guy's. Today, price is everything. If you're not giving something for nothing, forget it.

**MARY KRUGMAN**
**Kay's Tune Shop**
**Chicago**

We certainly do. It's almost impossible to carry everything in stock and you sometimes get an order for a lot of odd - ball things that you wouldn't ordinarily carry. We feel ordering these for the customer helps to build business and gives the customer confidence in the retailer. We take a deposit and usually manage to get the item within 10 days. We do this with albums and with singles. Kids, especially, often want an old, out-of-date copy of a tune. Frankly, the ordering is done because we hate to lose a sale.

**BERNIE STRICKLER**
**Harmony Hall Record Shop**
**Chicago**

Yes—definitely. In the record business, the number of new releases is so vast it's impossible for any shop to carry a complete selection. To meet the public's requirements, you have to order specials. All of our personnel have instructions to order a tune for a customer if we don't have it in stock. I would estimate that about 5 per cent of our total sales consist of specially ordered merchandise. I think this is one area that has definitely helped our business—it's one of the advantages that the traditional record retailer has over the other types of discounting operations.

# 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 page 2, March 6 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.

**CAPITOL**—Expires March 31, 1961. Started March 1, 1961.
Label offers dealers 33 free LP's or EP's for every 100 purchased on orders of 100 Capitol albums and 50 Angel albums. Program supercedes the Sinatra and Angel plan as well as all previously announced Capitol and Angel plans. See page 1, March 6 issue, for details.

**COLUMBIA**—Extended thru March 31, 1961.
Extra 10% discount on label's complete catalog of Broadway show albums and multiple LP show sets. Plan features two LP's for the price of one on new "Broadway's Best" album.

**LIBERTY**—Expires March 31, 1961. Started March 1, 1961.
Ten per cent discount on pre-stated minimum orders. For details, see Liberty distributors. See page 27, March 6 issue, for details.

**DIRECTIONAL SOUND**—Expires April 5, 1961. Started March 5, 1961.
Introductory offer is 25% in free goods. 30-60-90 and 120-day billing available. One hundred per cent exchange on all merchandise. Co-op advertising available. See insert, March 6 issue, for details.

**RCA VICTOR**—Expires April 15, 1961. Starts March 15, 1961.
"Greatest Sale on Earth." Dealers can sell consumer any Victor LP at half price when they purchase one LP at full price in same price range. All stereo and mono sets are included. See page 1, March 6 issue, for details.

**MERCURY**—Expires April 15, 1961. Started March 3, 1961.
Sales program offers one LP free for every three purchased (MGS), with the exception of the Sound Series. On that series, the label is offering one free for every five purchased. See page 1, March 6 issue, for details.

**KING**—Expires April 30, 1961. Started March 1, 1961.
Two-for-the-price-of-one-album deal on series of European-made LP's. See page 10, March 6 issue, for details.

**STRAND**—Expires April 30, 1961. Started February 1, 1961.
"Major LP Expansion Program." Plan applies to complete Strand line plus new 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.

# Rose Bouquets Sent to Customers

• *Continued from page 46*

up the store to others," Sherman said. "It isn't unusual, as a matter of fact, for a housewife bubbling with pleasure over a dozen cut roses displayed on top of her new stereo set, to send us half a dozen additional prospects in the next few days. Certainly, it insures that the customer will never forget the store."

In one instance, a woman customer, who had bought a $239 stereo phonograph, refused he flowers, saying that there had been some error, apparently.

The florist, mystified, called Sherman, who told him to deliver them again. Meanwhile, he telephoned the customer, and informed her simply that the store wanted her to have the flowers "because she was such a nice customer." This time, of course, the flowers were accepted, and the housewife rushed down the next day, with a list of friends belonging to a music club, all of whom were, of course, highly logical prospects for stereo phonographs and tape recorders. Sherman made four sales in the space of a month from this single incident.

A point which his customers highly appreciate is the fact that Sherman gives every stereo phonograph a long "bench test" providing music in the store for at least 48 hours of continuous use, before it is placed on sale. This means that there are no embarrassing emergency calls for adjustments or repairs, immediately after the stereo phonograph has been installed in the customer's home.

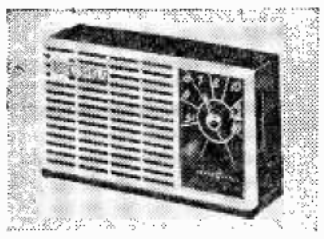
# ALBUM COVER OF THE WEEK

**BABY SITTIN' WITH BUZZ CLIFFORD**—Buzz Clifford, Columbia CL 1616. Fine full-color shot of the artist in action. Prime display item for pop counters. Photo: Henry Parker.

**ERIC COATES: LONDON SUITE & LONDON AGAIN SUITE**—Eric Johnson & His Orchestra, Westminster XWN-18951. Striking cover in black and white with the Union Jack in full color. Top package for window or counter display.

# NEW DEALER PRODUCTS

## Line Adds 9-Transistor Portable

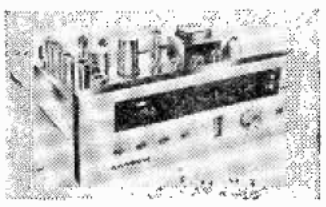


Columbia Phonographs has added a new nine-transistor portable radio to its line. The portable is six inches wide and has a three-inch speaker. It is totally American-made and has been christened the 709. The set weighs about a pound without its batteries and is available in either ebony or tan and white. List price for the set along with leather case and shoulder strap is $39.95.

## Display Demos Mono vs. Stereo

The new Liberty Records display, which is an important part of the firm's current merchandising drive, puts the accent on stereo vs. mono. The display features the "Premiere" top-price Liberty line and contains the die-cut cover art of the albums plus a demonstration disk. The latter contains one side devoted to stereo tracks and the other contains mono selections. There are 14 tracks in all.

## Preamp Built for Tape Recorders



Allied Radio of Chicago has a new stereo tape-record playback preamplifier kit. It is designed for use with most all three-head tape transports and permits special effects like "echo chamber," "sound-on-sound" and "channel-to-channel language study." It also allows for mix of mike and auxiliary inputs on either or both channels. The unit also has twin VU meters for accurate balancing of recording and playback. The retail price of the preamp in kit form is $79.95. Factory assembled it is $129.95.

## FM Tuner With Multiplexing

The Harmon-Kardon F-500 is a new FM tuner with multiplexing. It is the latest member of the firm's new "Award Series." Among the features are a wide-band discriminator and a D'Arsonval tuning meter which measures discriminator balance and permits perfect visual tuning. The tuner sells for $129.95.

# UA Bows New Sound Albums

• *Continued from page 2*

coming packaged goods in both the Ultra Audio and United Artists lines.

The second Ultra Audio release features albums by Ferrante and Teicher, Ralph Marterie, Sauter-Finnegan, Tito Rodriguez, and what Talmadge described as "a complete new concept in sound with Eydie Gorme and Steve Lawrence included."

Commenting on a number of special 25 per cent discount deals now prevalent in the industry, Talmadge indicated a disinclination to be part of the big discount picture. "It doesn't make sense," Talmadge said, "unless you have a large catalog. I also believe it's unrealstic to expect that the current discounts will lead to a general drop in the suggested list price of albums. The major companies must maintain current list prices because of club considerations."

# 'Sound' Sets Get British Fanfare

LONDON—Percussion "Sound" albums came to Britain in a big way this month. Little attention has been given them previously, probably because the British market is behind the American in the adoption of stereo.

The EMI group has the biggest collection — the David Carroll Ork's "Latin Percussion" on Mercury, with the whole of the month's MGM releases given over to a "Spectacular" series: "Harps" (Robert Maxwell), "Brass" and "Percussion" (Roger Mozian), "Accordions" (Charles Camilleri) and "Harmonicas."

Audio-Fidelity held a party February 27 to launch its two entrants, "Percussive Jazz" and "Percussive Cha Cha Cha." The Decca group's March output included Dick Schory's "Wild Percussion and Horn's A'Plenty (RCA) while the Philips release included "Stereo Dialogue for Brass," by the Stereo Brass Choir.

# N. Y. Dealer Demos Put Spotlight on A Pleasing Sound

NEW YORK — Airex Radio, large downtown high fidelity retailer here, has instituted what it calls "an entirely new approach to audio," based on the idea that "the sound which pleases is the most important ingredient of high fidelity."

Accordingly, the firm has developed a stereo theater in which the company's entire display of bookshelf speakers is mounted behind a curtain where they can all be heard before they are seen. "We've arranged our speakers out of sight," said Airex President Lou Green, "so the customer can listen without distractions of label, size or finish. When he selects the sound he likes, we'll solve the problem of appearance, if there is one."

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# • Reviews and Ratings of New Albums

• Continued from page 32

thereby. Solid, rhythmic dance fare features 11 tracks. Good bit of excitement here and the Doggett fans should eat it up.

★★★★ I REMEMBER HAL KEMP!
**John Scott Trotter and his Ork. Decca DL 74076 (Stereo)**—In the 1930's the Hal Kemp band was one of the brightest and swingingest aggregations around. Here John Scott Trotter, arranger for the original Hal Kemp crew, has re-created the band, with the same tasty and infectuous arrangements, played with gusto and enthusiasm by a group of top-flight musicians and recorded in modern stereo sound. The tunes include "Got a Date With an Angel," "Lamplight," "A Heart of Stone," "You're the Top," "All Through the Night," and other tunes the Kemp band made famous. Solid wax.

★★★★ WATUSI
**The Vibrations. Checker LP 2978**—The Vibrations currently have a hit with "Watusi," and this album could help them reach an even wider audience. It contains their hit tune, as well as a number of other sides that would make good singles, including "Doing the Slop," "Cave Man" and "Love Me Like You Should." This is a bright, rousing album that features swinging sides, specifically aimed at the teen market.

★★★★ GOLDEN HITS
**Eddy Howard and his Ork. Mercury MG 20562**—When Eddy Howard was one of the top-selling record artists he turned out hit after hit and this album contains some of his biggest. They include "Miss You," "Careless," "(It's No) Sin," "To Each His Own," and other tunes that Howard made famous. For nostalgia and for good listening, this album should interest many.

★★★ JACK SWINGS FOR JACK
**Jack Haskell. Strand SLS 1020 (Stereo & Monaural)**—Jack Haskell's pleasing voice has won him substantial rewards over the years, including regular guest shots on the TV circuit which have won him a good sized following. A real pro. Haskell does a capable and ear-pleasing job on this set, backed by a big band which really belts out some swinging Al Cohn arrangements. Haskell chalks up a solid score with his singing of "Make Someone Happy," "My Baby Just Cares for Me," "Make Believe" and "Just Friends." The second Jack in the title is Jack Paar, whose name is misspelled on the album cover.

★★★★ CAROL BURNETT REMEMBERS HOW THEY STOPPED THE SHOW
**Decca DL 4049**—Carol Burnett has a big following as the result of her appearances on Garry Moore's TV show. This package of great "show stopping" numbers from old movies and Broadway musicals should attract plenty of sales and stacks up as fine jockey wax. Alternately touching or comical, the comedienne—who sings quite well—registers strongly with "Adelaide's Lament" from "Guys and Dolls," "I Can't Say No," "Ten Cents a Dance," etc.

## JAZZ LP'S

★★★★
STRONG SALES POTENTIAL

### LOW PRICED JAZZ

★★★★ THE SOUL OF JAZZ 1961
**Various Artists. Riverside 9S-5 (Stereo & Monaural)**—Riverside's brightest jazz stars are collected on this fine sampler. Some 10 tracks in all are included featuring such popular jazz names as Thelonious Monk, Cannonball Adderley, Wes Montgomery, Bill Evans, Bobby Timmons and Johnny Griffin's "Sould Band." Performances are all in the modern jazz camp, and the program is varied in both mood and tempo. Set sells for $1.98.

★★★★ JAZZLAND—THE STARS OF JAZZ 1961
**Various Artists. Jazzland JLP 92001 (Stereo & Monaural)**—Riverside Records' Jazzland subsid has a varied collection of jazz stars on this exciting sampler. Along with Woody Herman's big band, tenor sax men Johnny Griffin, Eddie Lockjaw Davis, Harold Land, Charlie Rouse and Dexter Gordon come in for a share of the spotlight tracks. Pianist Junior Mance and vibist Johnny Lytle also offer delightful performances on this set. Set sells for $1.98.

## CLASSICAL LP'S

★★★★
STRONG SALES POTENTIAL

★★★★ ROSSINI: LA CAMBIALE DI MATRIMONIO; OPERA BUFFA IN ONE ACT—ITALIAN TEXT BY GAETANO ROSSI
**Virtuosi di Roma (Fasano). Mercury SR2 9009 (Stereo & Monaural)**—This is the first complete recording of Rossini's "The Marriage Contract," an opera that the composer created when he was 18. The work, which has recently been revived, is full of bright and cheery music, and as performed here by an excellent cast it makes for a memorable recording. The soloists include Renata Scotto, Rolando Panerai, Renato Capecchi, Nicola Monti, Mario Petri and Giovanna Fioroni. Set should attract serious opera followers.

★★★★ RIMSKY-KORSAKOV: SCHERHERAZADE
**Concert Arts Symphony Orchestra (Leinsdorf). Capitol SP 8538 (Stereo & Monaural)**—There are well over 30 versions of this warhorse currently available, featuring some of the best-known orchestras and conductors. Leinsdorf's version should find its partisans, however. Crisp and vigorous, it provides the necessary romance and drama without too much saccharine. Excellent sound is another plus factor.

★★★★ ERIC COATES: LONDON SUITE, AND LONDON AGAIN SUITE
**Eric Johnson and his Orchestra. Westminster XWN 18951**—Here is a well recorded version of Coates' attractive "London Suite" which should have strong appeal for the beginning classical collector. The familiar "Knightsbridge March," "Sleepy Lagoon," and other themes are accorded rich, full ork treatments. Striking cover gives LP solid display value.

★★★★ FAVORITE SONGS
**Cesare Valletti. RCA Victor LM 2540**—This is an actual recording of a concert given by Cesare Valletti in Town Hall, New York in October, 1960. As the reviews noted, he was in excellent voice and these recordings from the concert show it. He starts with songs of the classic Italian school, by Paisiello and Pergolesi, and works up to the music of the Dello Joio, Rachmaninoff and Grieg. Valletti's voice is warm and expressive and the recording is fine. Good disks for the singer's many fans.

★★★★ IVOR NOVELLO'S MUSIC HALL
**Eric Johnson and his Orchestra. Westminster XWN 18953**—This collection of best-loved songs by Ivor Novello, the British Richard Rodgers, should be appealing to the many fans of the composer in this country. There are selections here from many of the late composer's operettas, including "Perchance to Dream," "Crest of the Wave," "The Dancing Years" and "Glamorous Night," all played in lush fashion by the Eric Johnson ork. A lovely set for operetta followers.

★★★★ BEETHOVEN: TWO ROMANCES FOR VIOLIN & ORCHESTRA; MENDELSSOHN: CONCERTO FOR VIOLIN & ORCHESTRA
**Arthur Grumiaux; Concertgebouw Orchestra of Amsterdam (Haitink). Epic BC 1120 LC 3762 (Stereo & Monaural)**—With the Concertgebouw Orchestra of Amsterdam under the direction of Bernard Haitink, Arthur Grumiaux gives a very sensitive and warm reading to the not-too-well-known Beethoven Romances. The Mendelssohn work is performed in striking style with the composer's broad sweeping strokes dutifully and intelligently interpreted by both soloist and orchestra.

WAGNER: OVERTURE TO RIENZI MAGIC FIRE MUSIC (DIE WALKURE); THE FLYING DUTCHMAN OVERTURE; EXCERPTS FROM DIE MEISTERSINGER
**Detroit Symphony (Paray). Mercury SR 90232 (Stereo & Monaural)**—A mixture of much recorded Wagnerian orchestral sequences with some that are not nearly so much heard. The "Die Walkure" and "Meistersinger" passages are familiar to all and maestro Paray offers his usual brilliant sound exposition in the ork performances. The material is available in numerous other editions, but the splendid Mercury Olympian recording process and the Paray name value can spell sales success here. Cover, too, is highly displayable.

★★★★ OPERATIC CHORUSES
**Robert Shaw Chorale. RCA Victor LM 2416**—Some of the very favorite choral passages of the operatic repertoire are offered in this Shaw concert. Maestro Shaw conducts the Victor Concert ork and the chorus in the "Bridal Chorus," from "Lohengrin"; the "Soldier's Chorus," from "Faust"; the "Anvil Chorus," from "Il Trovatore"; a lovely extended passage from "Cavalleria Rusticana," and selections from a number of other operas. Much of the material falls into the very familiar category and this coupled with the name value here can spell action.

## SPECIALTY LP'S

★★★★ STRONG SALES POTENTIAL

### INTERNATIONAL

★★★★ IRISH SHOWBOAT
**The McNulty Family. Coral CRL 57368**—With St. Patrick's Day around the corner, this fine collection of famous Irish songs by the excellent McNulty Family should do a bit of business. This LP of sides by one of Ireland's first entertainment families includes their individual performances of "Far Away in Australia," "Stack of Barley," "The Foggy Dew" and "Irish Soldier Boy," all shamrock warhorses.

★★★★ MUSIC FOR EMERALD ISLE LEPRECHAUNS
**Brendan Hogan's Ballinakill Ceili Band. Capitol T 10225** — Here is a package recorded "live" at Dublin's Swinging Irish Club, featuring Ceili band playing Irish waltzes, jigs and others, all with the actual noise of the ballroom. In the background can be heard the calling of the dances, impromptu singing and other sound effects that gives the listener the feeling of presence. This set can be a good one for dealers with Irish clientele.

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# • Reviews and Ratings of New Albums

• Continued from page 40

Sharp, a lad with high tender vocal style, sings this rockaballad with feeling, aided by a standard backing. Worth spins. (Burchett, BMI) (2:45)

★★ Hazel and Jean—The chanter turns to a slight rocker here and sells it neatly. Backed by a vocal group and a swinging combo. (Burchett, BMI) (1:33)

BILLY VAN FOUR
★★★ The Last Sunrise—LaGREE 705—Billy Van Four handles this moody effort warmly, as he tells about a stranger in a Western town who is sentenced to death for killing a gambler. Listenable wax. (Montei, BMI) (2:58)

★★ I Miss You—The singer handles this ballad pleasantly over okay support. (Montei, BMI) (2:30)

★★★★ STRONG SALES POTENTIAL

### COUNTRY & WESTERN

MELVIN ENDSLEY
★★★★ Everytime I See the Sun Go Down—HICKORY 1141—Expressive chanting by Endsley on an attractive country ballad. Spinnable. (Acuff-Rose, BMI) (2:25)

★★★★ I Wish I Knew—Plaintive country ballad is handed a strong vocal stint. Dual market appeal. (Acuff-Rose, BMI) (2:15)

RED SOVINE
★★★★ Little Rosa—STARDAY 540—The former sidekick of Webb Pierce sings a tragic ballad tune he wrote with Pierce. Sovine hands it a dedicated reading against a weepy backing. Then does a moving narrative. This can grab a lot of country action. (Cedarwood, BMI) (3:58)

★★★★ Why Baby Why?—The old hit by Webb Pierce and George Jones gets a smart updating by Sovine. Another good performance that can get action in the traditional marts. (Starday, BMI) (2:29)

BOB STEELE
★★★★ Let Me Talk to You—STARDAY 539—A strong hunk of ballad material, delivered with heart by Steele. He's pleading for one more chance and he makes it all sound real. "Last Date" piano backs the effort. Worth watching. (Cedarwood, BMI) (3:17)

★★★ Nothin' to Lose—Steele sings this in nice, clear style. It's an upbeater on the end-of-romance kick. Steel guitars and rhythm back the effort. Nice, satisfying wax, but the flip has the edge. (Starday, BMI) (2:04)

★★★ MODERATE SALES POTENTIAL

BOBBY GRIGGS
★★★ Please Devil—RAZORBACK 111—A traditional weeper with a message of real tragedy. Griggs hands it a meaningful reading, employing some dual-track spots. Nice job. (Razorback, BMI) (2:27)

★★★ Just Call My Name — Another weeper, this time in a bit slower tempo. Griggs gives it good feeling again, against some pleasant fiddling. (Razorback, BMI) (2:30)

★★★★ STRONG SALES POTENTIAL

### RHYTHM & BLUES

CHAMPION JACK DuPREE
★★★★ Evil Woman—ATLANTIC 2095—Dupree wails effectively on a heartfelt blues, with good lyrics. Another interesting side. (Progressive, BMI) (2:58)

★★★★ My Mother-In-Law — Showmanly reading by DuPree on an amusing novelty. The chanter still has a lot of appeal. (Hollis, BMI) (2:17)

KITTY LANIER
★★★ (Come On Home) Everything's Alright—KING 5451 — Bright gospel-styled ditty is wrapped up in an exuberant vocal by the gal and chorus. (Stebrita, BMI) (2:15)

★★★ I Know, Oh Yes I Know—Heartfelt thrushing by the canary on a dramatic rockaballad. (Stebrita, BMI) (2:35)

JOHNNY CHEF
★★★ Baby Please Come Back—FIRE 1036 Chef sings with emotional impact on a moving blues item. (Venice, BMI) (2:38)

★★★ Can't Stop Moving—Chef sells a bouncy rhythm-rocker with solid showmanship. Should pull play. (Fast, BMI) (2:25)

### SPIRITUAL

RAYMOND RASBERRY SINGERS
★★★★ He Do'eith All Things Well—SAVOY 4156—A powerfully dedicated performance by the group with a standout lead. Organ and piano give a strong church sound. This can score. (Savoy, BMI)

★★★★ The Lord Will Be Waiting—The rhythmic side. This gets a lot of exuberant shouting working in the lead and the answering chorus. Two fine sides for the market. (Savoy, BMI)

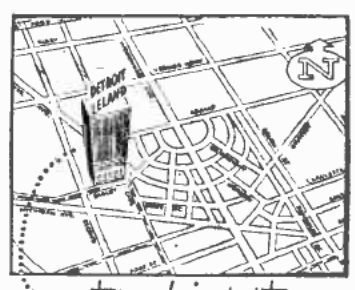
THE ARGO SINGERS
★★★★ I've Got the Holy Ghost—VEE JAY 895—A whole lot of excitement and shouting is going on here in this wild disking. The gals hand it a solid reading against an organ accompaniment. The spirit is on them. (Martin & Morris, BMI)

★★★★ Jesus Is Sweeter—A slow devotional effort with organ and piano behind the singers. A wonderfully soft and reverent soprano lead steals this side. Two standout efforts. (Martin & Morris, BMI)

ANGELIC GOSPEL SINGERS
★★★★ I'm Getting Nearer (Parts I & II)—NASHBORO 687—Lead singer and group come across with a strong gospel item in this two-part disk that preaches a forceful message in two tempi: slow on Side One, fast on Side Two. (Excellorec, BMI) (2:00)

HIGHTOWER BROTHERS
★★★★ Jesus My Only Friend—NASHBORO 686—Under the power of the strong lead singer, the brothers come through with a hard-swinging medium tempo gospel item that should be a winner for them. (Excellorec, BMI) (2:28)

★★★ Lord Take Me Through—A young voice sets the exultation on this strong gospel side by the brothers. (Excellorec, BMI) (2:37)



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# All Quiet on ASCAP-Juke Box Royalty Front; Could Be Lull Before the Storm

• *Continued from page 2*

half of the estimated 8,000 juke box operators in the U. S. Nicholas Allen, of the Washington law firm of Armour, Herrick, Kneipple & Allen, is MOA attorney here.

Asked for comment on the O'Mahoney-Brown team, Ratajack said: "I have no comment at this time other than to say we will continue to fight this harrassment as we have every year." The new MOA official said he considers the hundreds of thousands of dollars spent in every Congress on this issue a "waste of the taxpayers' money" in attempts to remove a law which was put on the books by Congress. No matter how large the juke box industry may become, Ratajack added, the operator remains a small businessman.

ASCAP's spokesman O'Mahoney, whose connections are legion, after many years of senatorial prestige, was chairman of the Senate Copyright Subcommittee and author of the never-to-be-forgotten, double-barrelled, juke box bill in the 85th Congress. O'Mahoney's bill would have imposed doubled mechanical royalties on disks used in the boxes, in addition to ending the 1909 performance royalty exemption.

O'Mahoney secured an 8-to-5 majority vote for his bill out of the full Senate Judiciary Committee, but the legislation never reached a vote in Congress. Members presently serving on the enlarged six-man Senate Copyrights Subcommittee who voted for the O'Mahoney bill were: Senators John L. McClellan (D., Ark.), chairman; Johnston (D., S. C.), and Kefauver (D., Tenn.). O'Mahoney retired from the Senate after suffering a stroke in 1959, but has recovered and is resuming general law practice in Washington.

Former Representative Brown can qualify as an expert on the technicalities of music licensing. During the Roosevelt hearings on ASCAP, Brown closely questioned ASCAP management about methods of survey and collection of musical performance royalties, and about the generally low rate of royalties received by the average songwriter. He also posed some highly critical questions for the representatives of ASCAP directors during the hearings. He asked Oscar Hammerstein, who was then speaking as a board member: "It (the ASCAP board) is rather a self-perpetuating set-up that goes on through the years, is that correct?" Brown also has a background of experience with music licensing as a program producer in broadcasting.

Meanwhile, back at the House side of the Hill, Representative Celler (D., N. Y.) is known to be awaiting the right opportunity to get action on his anti-juke exemption bill. Members of the copyrights subcommittee staff of the judiciary committee maintain a continuing if quiet exploration into various developments in the juke box industry. Celler is chairman of the full House Judiciary Committee.

## 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 |
| SPANISH HARLEM AND FIRST TASTE OF LOVE | BEN E. KING, Atco 6185 |
| GOOD TIME BABY AND CHERIE | BOBBY RYDELL, Cameo 186 |
| THINK TWICE AND FOR MY BABY | BROOK BENTON, Mercury 71774 |
| WHEELS AND ORANGE BLOSSOM SPECIAL | BILLY VAUGHN, Dot 16174 |
| WHAT A PRICE AND AIN'T THAT JUST LIKE A WOMAN | FATS DOMINO, Imperial 5723 |
| STAYIN' IN AND MORE THAN I CAN SAY | BOBBY VEE, Liberty 55296 |
| EMOTIONS AND I'M LEARNING ABOUT LOVE | BRENDA LEE, Decca 31195 |
| PLEASE TELL ME WHY AND YOUR ONE AND ONLY LOVE | JACKIE WILSON, Brunswick 55208 |
| MILORD AND MILORD | EDITH PIAF/FRANCK POURCEL, Capitol 4493 |

# Blatt Appointed PAL Director In Miami Area

WILLIE BLATT

MIAMI—Willie Blatt, head of Supreme Distributors here and a director of the Music Operators of America, has been named to a three-year term as director of the Greater Miami Police Athletic League.

Blatt, whose work in combating juvenile delinquency has gained national attention, is also president of the local lodge of the Fraternal Order of Police. His appointment to the board of PAL came at a time when the group had reduced its number of directors from 20 to 10.

Blatt will work closely with the following members of the PAL Advisory Committtee: Judge Gene Williams, Court of Crimes; Edwin Lee Mason, Public Utilities Commission; Dr. J. F. Preston, president of the University of Miami; Morey A. Rayman, State FOPA president; Dan Mahoney, Miami Daily News; Rabbi Irving Lehrman; Rev. Woody Watkins; Circuit Judge Joseph Eaton; Dr. Joe Hall, school superintendent; Charles Hall, Dade County Commissioner, and William Owens, president of the Central Labor Union.

# JUKE BOX BY ANOTHER NAME SOUND AS SWEET?

FRANKFURT, Germany—West Germany's coin machine industry is proscribing fancier terms for coin machine products.

The term "juke box" is rated by the German industry as in exceedingly poor semantic taste. The "right" word is "music box" or, preferred in more elegant circles, an "automatic musical instrument."

For those who must test their English the preferred term is "automatic phonograph."

Even the words "coin machine" tend to be rather controversial with German semantic purists, who contend that it has a vulgar ring. Preferred is "automatic merchandising," "automatic game" or "automatic musical instrument."

Are they being silly? The Germans don't think so. This country tends to take semantics seriously. They believe that the product "image" is shaped as much by the words employed to describe it as anything else.

To the Germans, an elegant word connotes an elegant product. It's that simple.

As a semantic-conscious operator summarized, "We all know how the sensational press has linked "slot machines" and "juke boxes" with racketeering. But can you imagine it sounding at all sensational to connect hoodlums with 'automatic musical instruments?' It seems to me that would really tax the imagination."

Linguisitically, the Germans enjoy semantical advantage in this respect, as the German word for "coin machines" is "Automaten," but this country is fond of learning English and so-called "Americanisms" have fastened like barnacles onto all facets of everyday living, including, alas, the terms "slot machine" and "juke box."

The Germans can take little comfort in the fact that recurrent attempts to change such trade terms in the U. S. fall by the wayside.

# World Wide Gets Nod as Chicago Seeburg Outlet

CHICAGO — World Wide Distributors has been named by the Seeburg Corporation as distributor for Northern Illionis, Lake County, Indiana, and four counties in Eastern Iowa.

The 17-year-old firm has long been one of the strongest distributorships in the Chicago area. It replaces Atlas Music, which recently was purchased by Canteen-AMI.

Key man in the new Seeburg distributorship is Joel Stern, son of the late Al Stern, who will be in charge of the entire operation.

Personnel at the showrooms at 2330 N. Western Avenue remain the same, with Len Micon as general sales manager and Sam DePiero as service manager. Fred Skor and Howard Freer are salesmen.

World Wide will carry a complete line of Seeburg juke boxes, vending machines and parts. The showrooms are being remodeled, and an expansion program is set.

# Sleeper Ordinance Stops Teen-Age Patronage at Milwaukee's Arcades

MILWAUKEE — A long-dormant city ordinance has popped up to plague downtown arcade owners here. The regulation prohibits persons under the age of 18 from entering an amusement arcade unless accompanied by a parent or guardian. It also threatens revocation of premise permits for any arcade where minors are permitted to loiter.

Enforcement of this ordinance during the past few months has seriously thinned traffic in the only two arcades operating in downtown Milwaukee.

Spokesmen for P. & P. Distributing Company and the S. L. London Music Company, operators of these arcades, admit business has slumped considerably as the result of enforcement of the ordinance.

**Hands Tied**

"But there doesn't seem to be much we can do about it right now," says Perry London, S. L. London Music Company.

"When we first heard about this ordinance some months ago, we were flabbergasted," says Carl Betz, P. & P. Distributing Company. "Who ever heard of keeping kids out of an amusement arcade?"

The ordinance was passed in the summer of 1942. In those World War II days, the Beer City's proximity to the Great Lakes Naval Training Station in Waukegan, Ill., and the Army's Fort Sheridan made it a popular liberty town. The town fathers felt the ordinance's restrictions were helpful in reducing delinquency problems in the downtown area where servicemen congregated in heavy numbers.

From the end of the war, until recent months, however, the regulation had not been enforced and few coin industry people here even knew it existed.

Presence of adult supervisory employees on arcade premises at all times does not satisfy the ordinance requirements, according to police authorities.

**Parents Confused**

A number of parents have phoned, says Betz, inquiring why their youngsters have been refused admittance to the Avenue Arcade.

"They were as surprised to hear about such an ordinance as I was," he says.

According to Betz, grade school teachers have called frequently to make appointments for their students to use the seven-inch disk-recording equipment in the arcade. The inexpensive recordings of speeches or songs made here were used for playback in classrooms.

"But even this phase of the arcade business is illegal now unless the youngsters come in with their parents or guardians," he said. "We

*(Continued on page 57)*

# EUROPEAN NEWS BRIEFS

## German 1-Stop Trend Grows

WEST BERLIN—West German juke box distributors are rapidly revamping their operations to conform to the one-stop formula. The one-stop distributor operation is becoming standard operating procedure in West Germany, where the industry is fighting the costs-price squeeze with American industry techniques. For example, Helmut Rehbock, the AMI distributor in Hamburg, is operating a one-stop establishment measuring up to any of comparable size in the U. S. The feeling here is that the record distributors are neglecting the music box trade, and that it is the logical function of the distributor not only to supply the equipment and its maintenance, but also the disks. Moreover, German distributors are finding that records and equipment go hand in hand. Distributors who supply records to operators find that is easier to hold the operator as a customer for their equipment. Records, in brief, are a means of keeping the distributor in touch with his customers on a continuing basis.

## France's Juke Box Count Up

PARIS—The French juke box count has risen to 20,000 under impact of improving economic conditions, according to government estimates. The De Gaulle government has succeeded in improving the foreign exchange situation to the point where U. S. equipment can now be imported into France free of restrictions. The 20,000 figure represents a rise of about 3,000 boxes in the last 18 months. This is considered remarkable in view of the fact that there has been a brisk replacement of vintage equipment. It is estimated that 60 per cent of French equipment dates back to 1953 and beyond. French juke box producers are winning an expanding share of the domestic market, but U. S. equipment dominates the field where price is not the major factor. Part of the juke box industry's optimism is due to stabilization of the tax situation. Operators have received assurance that the government is abandoning efforts to hike juke box taxes for the foreseeable future. In fact, the trend is now just the reverse. The government is promising producers to take all possible steps to unshackle the industry and enable it to compete more effectively against U. S. and German firms.

## Swiss Self-Policing Effective

ZURICH—Acrimony within the Swiss coin machine operating industry has all but subsided since operators established self-regulatory machinery two years ago. Industry leaders have unstinting praise for the ethics-policing organization, the Association of Swiss Coin Machine Operators. In the last year, thanks to the association, there have been less than a dozen serious disputes within the industry, and inflated and outright unscrupulous advertising has been checked. The association has broad authority to arbitrate disputes involving location contracts for equipment and competitive conditions. Prior to establishment of the association, the Swiss industry had been plagued by a mass of fraudulent advertising of juke boxes and other coin-operated equipment.

## Kid Rides in W. Berlin Plans

WEST BERLIN—The city of West Berlin is considering a proposal to underwrite the installation of kiddie ride arcades to finance child welfare projects. Under one proposal, the arcades would be operated mainly in conjunction with fairs and other special events. Other proposals would establish such arcades as a permanent municipal revenue-producing activity. The arcades would include not only rides but also nursery-rhyme juke boxes, and novelty games such as the parrot playback, a tape-recorder inside a large parrot model which tapes conversations and plays them back automatically. Proceeds would be used to build play areas and finance other child welfare activities for Berlin youngsters. Additional revenue would be obtained from sale of advertising on walls of the arcade.

# NYBVA, Secret Service Team Up to Battle Slugs

NEW YORK—The New York Bulk Vendors Association is waging an active fight to stem the tide of slugs in bulk vending machines.

Monday (6) an 11-man committee of the NYBVA met here with U. S. Secret Service Special Agent Thomas Smith in an attempt to solve the problem. Smith said he would seek a ruling from the United States attorney to prohibit the manufacture of bingo tokens which could be used to activate penny vending machines.

According to Harold Folz, chairman of the NYBVA committee, most of the slug problem comes from bingo tokens. The group will meet with the manufacturers of the tokens and suggest ways to avoid the situation.

Folz explained that the counterfeiting law prohibits the manufacture of coins "similar" to those minted by the federal government. However, "similar" is a vague term.

### Bags of Tokens

The New York operators appeared at the Monday meeting armed with bags of bingo tokens which had been used as slugs in machines. Each operator told Smith of his problems, and each offered suggestions as to how the situation might be remedied.

Folz emphasized that the op-

*(Continued on page 57)*

# 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

**APACHE**, Sonny James, RCA Victor 7858
**ASIA MINOR**, Kokomo, Felsted 8612
**CALCUTTA**, Lawrence Welk, Dot 16161
**CERVEZA**, Bert Kaempfert, Decca 30866
**COWBOY JIMMY JOE**, Lolita, Kapp 370
**EXODUS**, Ferrante and Teicher, United Artists 274
**LAZY RIVER**, Bobby Darin, Atco 6188
**MILORD**, Edith Piaf, Capitol 4493
**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
**TAKE GOOD CARE OF HER**, Adam Wade, Coed 546
**THINK TWCE**, Brook Benton, Mercury 71774
**TUNES OF GLORY**, Cambrdge Strings, London 1960
**YOUR ONE AND ONLY LOVE**, Jackie Wilson, Brunswick 55208
**WHEELS**, Billy Vaughn, Dot 16174
**WHEELS**, String-A-Longs, Warwick 603
**WHERE THE BOYS ARE**, Connie Francis, MGM 12871

## TEEN BEAT

**ALL OF EVERYTHING**, Frankie Avalon, Chancellor 1071
**APACHE**, Jorgen Ingmann, Atco 6184
**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
**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
**GINNIE BELL**, Paul Dino, Promo 2180
**GOODTIME BABY**, Bobby Rydell, Cameo 186
**HAPPY BIRTHDAY BLUES** Kathy Young and the Innocents, Indigo 115
**HAVIN' FUN**, Dion, Laurie 3081
**HEARTS OF STONE**, Bill Black's Combo, Hi 2028
**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'VE TOLD EVERY LITTLE STAR**, Linda Scott, Canadian-American 123
**(I WANNA) LOVE MY LIFE AWAY**, Gene Pitney, Musicor 1002
**JIMMY'S GIRL**, Johnny Tillotson, Cadence 1391
**JUST FOR OLD TIMES SAKE**, McGuire Sisters, Coral 62249
**KOKOMO**, Flamingos, End 1085
**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
**LITTLE TURTLE DOVE**, Otis Williams and the Charms, King 5455
**LONELY BLUE NIGHTS**, Rosie, Brunswick 55205
**LONELY MAN**, Elvis Presley, RCA Victor 7850
**MEMPHIS**, Donnie Brooks, Era 3042
**MODEL GIRL**, Johnny Mastro, Coed 545
**MORE THAN I CAN SAY**, Bobby Vee, Liberty 55296
**OH MEIN PAPA**, Dickie Lee, Blue Bell 503
**ONCE UPON A TIME**, Rochell and the Candles, Swingin' 623
**ON THE REBOUND**, Floyd Cramer, RCA Victor 7840
**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
**TONIGHT I FELL IN LOVE**, Tokens, Warwick 615
**TONIGHT MY LOVE, TONIGHT**, Paul Anka, ABC-Paramount 10194
**TO BE LOVED (FOREVER)**, Pentagons, Donna 1337
**UTOPIA**, Frank Gari, Crusade 1020
**YOU CAN HAVE HER**, Roy Hamilton, Epic 9434
**VERY THOUGHT OF YOU**, Little Willie John, King 5458
**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
**CANADIAN SUNSET**, Etta Jones, Prestige 191
**EARLY EVERY MORNING**, Dinah Washington, Mercury 71778
**GINNIE BELL**, Paul Dino, Promo 2180
**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
**KOKOMO**, Flamingos, End 1085
**LITTLE TURTLE DOVE**, Otis Williams & the Charms, King 5455
**LONELY BLUE NIGHTS**, Rosie, Brunswick 55205
**LONELY MAN**, Elvis Presley, RCA Vctor 7850
**MY EMPTY ARMS**, Jackie Wilson, Brunswick 9-55201
**ONCE UPON 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
**PLEASE TELL ME WHY**, Jackie Wilson, Brunswick 55208
**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
**TRUST IN ME**, Etta James, Argo 5385
**VERY THOUGHT OF YOU**, Little Willie John, King 5458
**WAIT A MINUTE**, Coasters, Atco 6186
**YOUR FRIENDS**, Dee Clark, Vee Jay 372
**YOUR ONE AND ONLY LOVE**, Jackie Wilson, Brunswick 55208
**YOU'RE THE BOSS**, La Vern Baker and Jimmy Ricks, Atlantic 2090

# Memphis Cops Arrest Ring of Coin Burglars

MEMPHIS — Memphis police caught a burglary ring last week which specialized in robbing coin machines, and the Memphis Music Association's burglary prevention committee chairman commended police on their fine work.

Caught was a gang of 12 youths, most of them under 21, with their pockets crammed with small change from vending machines, amusement games and phonographs, Detective Chief Charles F. Young said.

Chief Young said the arrests, after several weeks of work, solved a number of restaurant break-ins and coin machine burglaries.

**Other Leads**

A large quantity of money was recovered and a number of leads obtained on other possible suspects, police said.

Drew Canale, owner of Canale Amusement Company and Canale Tobacco Distributors, Inc., chairman of the coin machine operators committee which has been working with police to reduce burglaries, termed the arrests "an outstanding job of police work.

"Police have done an excellent job in catching coin machine burglars for more than a year now since our concerted drive began to reduce them.

"It has helped all operators in reducing their loss to thieves. I am sure the effective work in catching more and more such burglars will make them think twice before doing it again."

Canale said many operators have burglar alarms set up. In other spots which do not have them, police put a still watch after two or three burglaries in a short period, to nab the offenders.

# Moore, Kerner, Schwach Enter Pleas of Guilty

BROOKLYN — Sanford J. (Sandy) Moore, Allen Kerner and Sherwood Schwach, have all entered pleas of guilty to all three counts of an indictment charging them with conspiracy and violation of the Federal Bankruptcy laws. The pleas were entered before Judge Leo Rayfiel in Brooklyn Federal Court last week.

Assistant U. S. Attorney Averill M. Williams said the defendants concealed 203 juke boxes valued at over $100,000 from the control of M. Halstead Christ, bankruptcy trustee of Gibraltar Amusements Ltd., Moore's bankrupt juke box operating firm.

The three men were continued by the court on $3,500 bail each, pending sentencing Thursday (30). Williams said that, if convicted, each of the three would face a maximum of 15 years in prison and/or $20,000 in fines. The three were represented by Moore's attorney, George Becker.

## Banquet or Outing? MONY Vote Decides

NEW YORK — The Music Operators of New York may forgo their 24th annual banquet and show in favor of a three-day outing at a Catskill Mountain resort.

MONY members are being polled, and the decision of the MONY board will be determined by the results of that poll. The annual MONY banquet usually takes place in October.

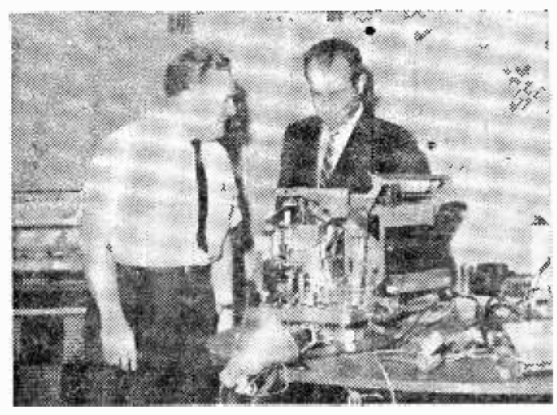
If the members vote for the pastoral retreat, the outing will be held September 29 through November 1.

# Seen at Seeburg's L. A. School

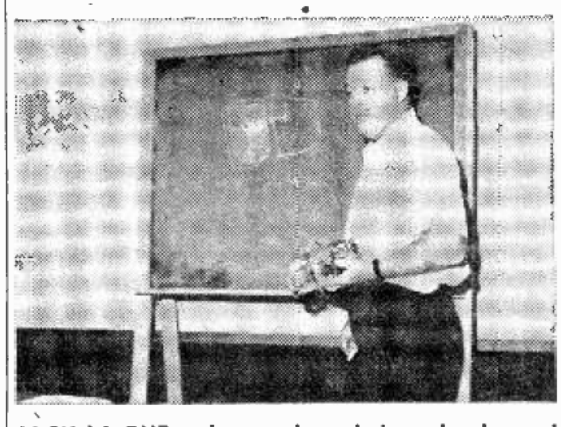
PAYING STRICT ATTENTION to the lecture are five Los Angeles operators: F. J. Garrison, A. M. Carlin, Gary Garrison, Stan Googins and Jack Carpenter.

JIM GIFFIN, OF TRANS WORLD AIRWAYS, runs the projector, while standing against the wall, left to right, are George Mahlum, Ralph Cragan and Jim Crosby, of the Los Angeles Seeburg outlet.

OPERATORS DURVAL F. (TEX) NOWKA and L. B. Windham, seated, take a tip from Leo Simone, of the Seeburg Distributing sales staff.



JACK LA RUE, Seeburg factory service representative, talks things over with Leo Simone, of the local sales staff.



JACK LA RUE, who conducted the school, used the blackboard to make his points to the 75 operators who attended.

LISTENING INTENTLY are, left to right, Norris Frazier, William A. Hoffer and Sherry Arps, all of the Seeburg parts department, as well as Bob Alexander and George Mahlum.

## Jimmy Rutledge, 15-Year Veteran, Passes in Texas

MEMPHIS — Jimmy Rutledge, 42, route manager for Ace Amusement Company, died recently at Galveston, Tex., of a cerebral hemorrhage. His death came as a shock to his many friends in the industry.

Rutledge had gone to Galveston to visit his sister, who was ill. He was returning and was on an auto ferry when he became ill. Across the channel he collapsed. The ferry, which had left, was called back and he was taken back to Galveston to Sealy Memorial Hospital.

He was put in an iron lung and physicians tried to save him. But their efforts failed and he died two days later.

"It was a tremendous loss to our firm," said Drew Canale, owner of Ace Amusement Company. "Everyone was crazy about Jimmy. He was well liked by every location owner. He took a personal interest in each one. His death was a great shock to us."

Rutledge was a veteran of 15 years in the business. He began in 1946 after returning from war service. He was with The Music Men first for two years. He then became route manager for Ace Amusement Company, owned by Milo Solomito until he sold out to Canale last year.

Rutledge is survived by his widow and daughter, Sandra, 16. He was buried in Memorial Park at Memphis.

# Seeburg School in L. A. Stresses Dual Pricing & Credit Build-Ups

LOS ANGELES — A discussion of dual pricing and credit build-up mechanics marked the second of a limited series of classes on latest Seeburg phonographs conducted by Jack LaRue, sales engineer, at the Olympian Hotel here Thursday night (2).

The session was attended by nearly 75 operators and servicemen who came from this vicinity as well as distant cities including San Diego, Bakersfield, San Bernardino, and Ventura. The next class will be held in the same hotel meeting room March 16. It will highlight vending, said John Ruggiero, manager of Seeburg Distributing Company, which hosted the meeting. Stan Googins, vending sales manager, will be in charge of the meeting with LaRue handling the mechanical discussions.

LaRue was introduced by Leo Simone of the local Seeburg branch sales staff. He also introduced Don Edwards and Jack Carpenter of the service department.

As a prelude to the discussions, a sound movie in color on the jet age of freight transportation was shown by Jim Giffin of Trans World Airways.

At the half-way mark of the class, coffee and doughnuts were served the operators. The discussion ended shortly before 1 a.m.

John Ruggiero, manager of the local Seeburg Distributing Company, said that interest in the classes had exceeded expectations. At the first session held two weeks prior, the attendance was slightly lower, indicating that interest in the program is building.

"While we always discuss the latest equipment, operators and servicemen are free to ask any question relative to other units," Ruggiero said. "We feel that operators get a lot out of these schools and such programs are worthwhile."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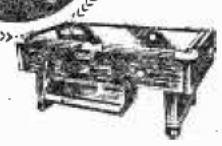

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# German Phono Mfrs.' U. S. Sales Dream Fades Out as American Tariffs Tighten

By OMER ANDERSON

HAMBURG — The U. S. gold gap has all but killed German juke box producers' dreams of finding an American market.

The balance of payments plight means, according to the German industry consensus, that the U. S. tarriff on imported juke boxes will remain at the present level or even be raised. But nobody—but nobody—here now looks for even a token slash in the tariff.

The fact is, despite sustained ballyhooing of West German capability for a U. S. juke box invasion, the Germans have failed dismally. Analysis of producer-by-producer sales to the U. S. market shows that no German producer has succeeded in making a dent in the U. S. market.

Since German automobiles (primarily, of course, the Volkswagen) have sold well in the U. S., and German electronics producers have startled even themselves with their U. S. market success, it was expected that one or more West German music box producers, might carve a niche — if not a beachhead — in the American market.

But such has not occurred, and now, significantly, when the U. S. market is mentioned to German producers, they invariably change the subject and tell you how briskly German juke boxes are selling in Latin America.

A number of West German music box makers had banked on cracking the U. S. market with a "Volkswagen"-type box, a durable, super-economy model. But none of these projects succeeded, and none is now expected to succeed.

A German juke box kingpin here told me:

"We've learned our lesson, and and I'm glad it wasn't any more costly. The American market is a big box market, and one beyond our grasp. A juke box, as we have learned the hard way, is not an automobile or a record player, where there is room for all tastes."

If nothing succeeds like success it is also true, as the German juke box producer pointed out sourly, that "nothing fails like failure." He meant: because the Germans have been unable to crack the U. S. market with volume shipments, they have been unable to gain the necessary base for a dealer and service market; and without these amenities they are blocked from expanding the present meager shipments.

All of which is not to suggest that if the Germans are crestfallen, they are necessarily crushed by their U. S. market setback. For most German music box makers are now looking homeward—and with ample justification.

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| 7 | GAYETY | 25.00 Ea. |
| 8 | GAY TIME | 25.00 Ea. |
| 3 | HAVANA | 20.00 Ea. |
| 3 | HI FI | 20.00 Ea. |
| 2 | ICE FROLICS | 25.00 Ea. |
| 3 | MANHATTANS | 20.00 Ea. |
| 1 | MEXICO | 20.00 Ea. |
| 3 | MIAMI BEACH | 25.00 Ea. |
| 2 | NEVADA | 20.00 Ea. |
| 2 | PALM BEACH | 20.00 Ea. |
| 4 | PALM SPRINGS | 20.00 Ea. |
| 6 | PIXIE | 20.00 Ea. |
| 2 | SOUTH SEAS | 20.00 Ea. |
| 2 | STARLET | 20.00 Ea. |
| 4 | SURF CLUB | 25.00 Ea. |
| 1 | TROPICANA | 20.00 |
| 20 | VARIETY | 20.00 Ea. |
| 9 | YACHT CLUB | 20.00 Ea. |

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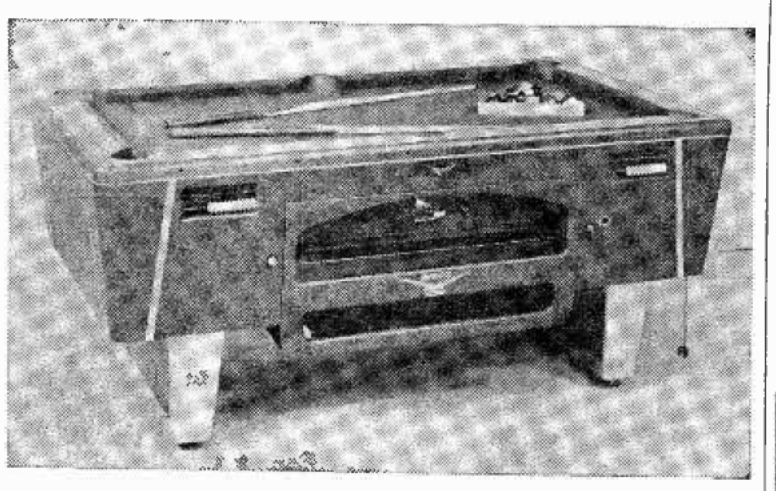
# Irving Kaye Co. Debuts New Model Satellite 6-Pocket, Slate Pool Table



BROOKLYN—The new Satellite six-pocket pool table is currently being shipped by the Irving Kaye Company. The table is finished in black-and-white Formica, with multi-color sides. A chrome molding separates the Formica from the wood on the top rails.

The top is a three-quarter-inch slate, covered with billiard cloth. The tapered legs, which slip into place, can be assembled in five minutes.

The coin chute, drawer and tray are flush-mounted and can be removed as a complete unit. The full viewer permits balls to be seen from any angle.

Cushions are extra lively. Balls are 2¼ inches, with 2⅜-inch cue ball.

Either a 20 or 25-cent coin chute may be used. The table measures 44 by 76 inches.

# CMC's Casola, Finberg Confer With Northeastern Coin Groups

NEW YORK — Lou Casola, Rockford, Ill., operator and president of the Coin Machine Council, and Earl Finberg, who handles the CMC account for the Public Relations Board, stopped here briefly during a five-day tour of the Northeast.

Purpose of the trip is to marshal support for CMC, which acts as the industry's public relations arm. The Public Relations Board acts as professional council for CMC.

Monday (6) the pair conferred in Philadelphia with Joe Silverman, president of the Amusement Machine Operators of Philadelphia; David Rosen, AMI distributor, and Ray Erfle, vice-president of the Broad Street Trust Company, a bank which specializes in the coin machine industry.

### Group Support

Silverman assured the CMC representatives that the Philadelphia group would join CMC as a body, and that operator members would be urged to join CMC as individuals.

The following day, Casola and Finberg conferred in New York with Al Denver, president of the Music Operators of New York.

Denver assured Casola and Finberg of MONY support and said that he would do all in his power to convince local operators to support the national public relations group.

### N. Y. State Tour

Wednesday and Thursday (8 and 9) the CMC pair were given a tour of New York State by John Bilotta, Syracuse Wurlitzer distributor, and they met with operators in Albany, Syracuse and Rochester.

The tour wound up Friday (10) with a visit to Frank Fabiano, Detroit distributor, and visits to Michigan operators.

## East

### NEW ENGLAND NOTES

**Louis Zidman,** veteran operator of Portsmouth, N. H., has sold his music route to **Saul, Louis and Irving Taube** of Manchester, N. H. . . . **Harold Bond,** of Peerless Music Company, Brookline, writes that he'll hate to leave the 85-degree sunny beach at Miami in another week. . . . **David S. Bond,** president of Trimount Automatic Sales Corporation, due back from a holiday in which he visited several friends in various locations on the West Coast along with his wife.

David S. Bond

Trimount's assistant general manager, **Marshall Caras,** reports the response of operators is excellent to the firm's new phonograph line, AMI. Purchasers apparently are favoring the "Continental" model. Two other popular pieces these days are the four-player Gottlieb Oklahoma and Williams' four-player "Caravelle." International Mutoscope's Plastic Laminater also is taking a firm hold.

Around town this week was **Ralph Ridgeway** of Vogue Music Company, Springfield, who reports that locations are thinning out in his area, but feels it may be all to the good since the poor ones are doing so little business anyhow. . . . Other operators in town shopping for music were: **Dino Donati** of Manchester, N. H.; **Leo Gershon** of Providence, R. I., and **Ralph Maudsley** of Springfield.

Cameron Dewar.

### PHILADELPHIA SCENE

**Sid Balin,** general manager at Model Distributing Company, the Wurlitzer outlet in this area, reports good results with the "Top 10" feature on juke boxes. He said one operator claimed he upped his collections by 40 per cent with the feature.

**Joe Silverman,** manager of the Amusement Machine Operators of Philadelphia, has become a grandfather for the second time. His son, **Arnold,** who works for Seeburg, was presented with a daughter. The new arrival, who checked in at Rolling Hills Hospital near Philadelphia, will be named **Dea.** The couple also has a boy.

George Metzger.

## Midwest

### OUT MINNESOTA WAY

**James Heller,** 20, of St. Louis Park, Minn., a Minneapolis suburb, pleaded guilty to a charge of counterfeiting 25-cent pieces for use in vending machines. Judge Gunnar H. Nordbye of Federal District Court, Minneapolis, referred the case to the probation department for presentence investigation. . . . **Amos Heilicher,** partner in Advance Music Company, Minneapolis, is thenew president of the Standard Club, Minneapolis. . . . **Clem Pinowiski,** operator at Big Lake, Minn., and his wife returned from a month's vacation in Florida. . . . **Ted Lawn,** partner in L & M Sales, Minneapolis, is still confined to Mount Sinai Hospital, Minneapolis. . . . **John Trucano,** of the Black Hills Novelty Company, Deadwood, S. D., his wife and mother were in the Twin Cities for a few days. . . . Also in was **Lloyd Williamson,** operator at Winona, Minn. . . . **Harold Lieberman,** president of Lieberman Music Company, Minneapolis, and his wife are still vacationing in Africa.

Harold Lieberman

Don Lyons.

### MILWAUKEE MENTIONS

An unhappy man these days is **Frank Bartnik,** Banaco Music. His Aeronca Sedan coveted seaplane was demolished when a gust of wind up-ended it while it was being overhauled at the Mitchell Field airport. . . . Although route receipts have cotinued to stay at a low point in recent months, **George Schroeder** notes one bright ray: Pool tables are showing good results in a number of locations. Particularly hard hit, says he, are the spots located near factories where layoffs and slack conditions have sliced payrolls.

**Orville Carnitz,** Badger Novelty Company, reached a milestone recently. His daughter was married in March. . . . **Orville Carnitz** and **George Klamm** spent last weekend in Chicago attending the regional Rock-Ola distributor confab. They were in the Pick Congress Hotel during the meeting, while a serious fire was being put out by firemen just a few floors above them.

The Milwaukee Coin Machine Operator's Association will hold its monthly meeting Tuesday (13) at the Ambassador Hotel. On the agenda, according to President **Sam Hastings,** will be a discussion of recommended commission schedules for locations.

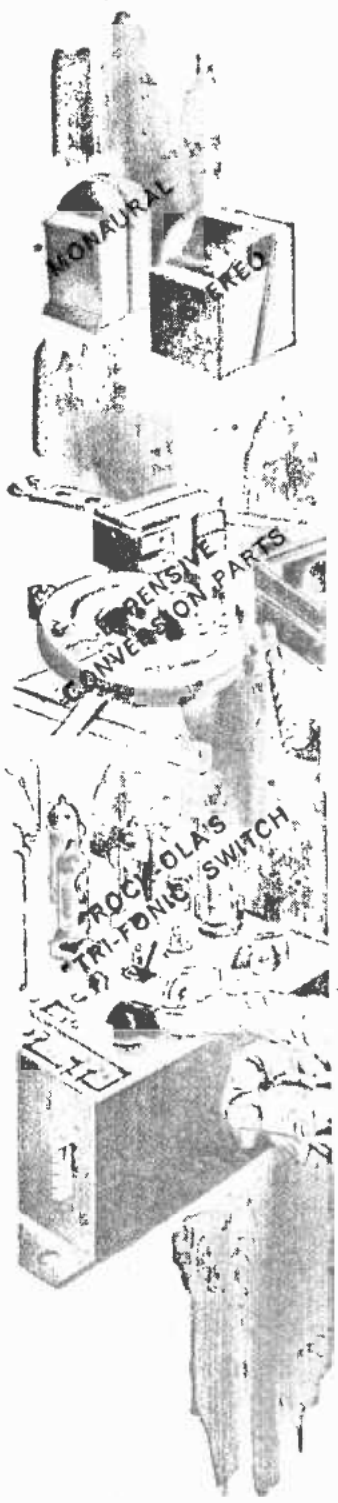
Third Street Radio Doctors' new outlet is becoming popular with coin operators, reports the one-stop's counterman **Jim Skiba.** Stop-ins included Miller's Music, Menasha; **Jim Blenker,** Marshfield; **Wally Bliz,** Bliz Phonographs, Sturgeon Bay, and **Roger Bookmeier,** Green Bay.

According to **Sam Cooper,** Paster Distributing Company, gun games and pool tables have given sales a "shot in the arm" lately. "We're getting more and more operators in from up North to check their needs for summer equipment," says Sam.

# Question...?

How do you convert a modern monaural phonograph to stereo?

Here are your answers!




## No. 1

Some modern phonographs just can't be converted. The operator has to buy a stereophonic phono at great added expense when a location owner wants stereophonic music.

## No. 2

Some other so-called modern phonographs can be converted but expensive parts like power-packs, amplifiers and the like are needed. For the Operator this means increased overhead in parts and labor. The result is less profits.

## No. 3

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## plus...

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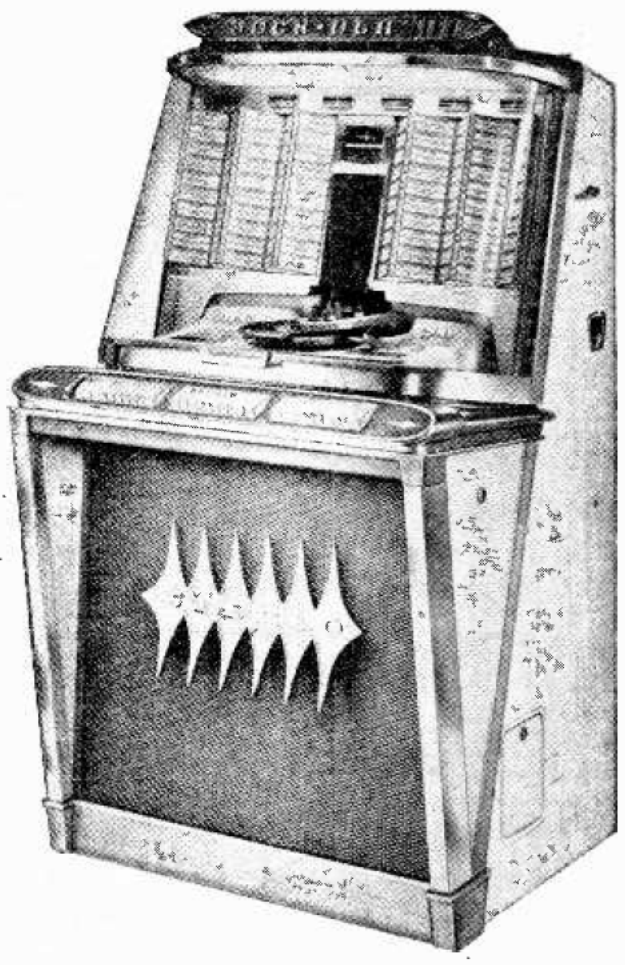

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| C.C. Rocket Shuffle | 65.00 |
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# Bonn Probing 2 Music Orgs In Legal Move

• *Continued from page 5*

cerns charges that sub-rosa agreements exist to fix disk prices and carve up markets.

GEMA is taking action to disassociate itself from controversial practices of the BIEM, and indications are that the cartel office will not prefer charges against the artists' organization.

Meantime, the juke box industry continues at loggerheads with GEMA and the allied organization of performing artists. GEMA is seeking to hike its juke box royalties, and the performing artists are striving to compel the operators to pay them separate royalties for recorded music played in juke boxes.

The operators, with the bloom gone from the juke box boom, have served notice, however, that they will fight a last-ditch battle against higher royalty payments to GEMA and against paying anything to the performing artists.

The operators have just reaffirmed their stand that it is up to GEMA to split its take with the performing artists. GEMA has been warned, in effect, against killing the goose laying the golden egg.

# Op's Interests Boost Game Route

DENVER—Certainly one of the most unusual games operators in the Denver area is Charles Cousins, a veteran of some 18 years in the field.

Cousins, an official of the Colorado Licensed Beverage Dealers' Association, is one of the first Negroes to be elected to such an important position, largely because of his own background as the operator of the 715 Tavern in Denver's Five Points district. Along with bar management, and a games route which covers most of the North Downtown Denver area, Cousins is also a busy real estate broker, maintaining a separate office for this purpose, and personally responsible for management of some 217 apartment units, owned jointly by his father, Charles Cousins Sr., and himself.

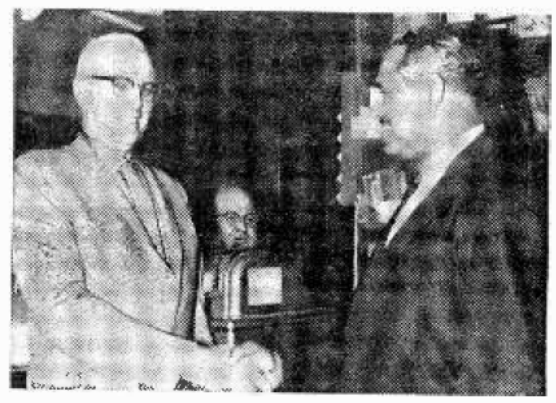
Cousins became interested in games operation shortly after World War II, and soon became a major figure in all varieties of games. He emphasizes bowlers, which have remained consistently popular in tavern locations everywhere throughout the Colorado capital.

**No Music**

Even though his games are in the same locations desired by most phonograph operators, and although his day-to-day contacts with bar owners in the association would make it seem logical to double up into the phonograph field, Cousins has remained consistently in games alone.

Part of this decision, of course, was based on the relatively high play and returns which games show, and part on the fact that he can rotate his games from one stop to another every few months and keep earnings at a consistently higher pitch than would usually be possible with phonographs.

As an indication of success which Cousins has enjoyed, he is a constant traveler, having visited Mexico several times, and in 1960 touring England, France, Italy, Spain, Portugal and Switzerland. The Denver operator is an avid amateur photographer, using top-flight equipment, and shoots pictures wherever he goes, with the result that he has album after album of shots made in Europe to focus his location owners' interest.



**CHARLIE COUSINS, right, wraps up a deal with Pete Geritz, of Mountain Distributors, while Jerry Harris, sales manager, peeps over the cash register.**

Doing most of his service himself, "simply because I like to and because it is hard to find anyone else to do it," Cousins frequently works a 15 or 16-hour day, but doesn't hesitate to change to a pair of coveralls and tear into the innards of a balky bowler or pinball.

This brings him a lot of good will, and is probably responsible for the fact that many of Cousins' locations have been "volunteered"—with no sales effort on his part. Paying cash for equipment, and setting up a well-balanced depreciation program, Cousins has prospered in the games field by "not getting too big to handle the job myself."

## ROUTE DOCTORS SUGGEST REMEDIES

# Eight Ideas to Spark Up Sluggish Locations Offered by Veteran Ops

DENVER—Whenever there is a pronounced slump in collections, it is up to the operator to "get on the stick and do something about it." Every indication today points to the fact that it is no longer possible to boost collections up to the desired point simply by installing new equipment, or changing a record a bit more often. It takes good, solid merchandising effort to produce the desired results.

BILLBOARD ROUTE MANAGEMENT MUSIC WEEK

Here are a few merchandising stunts which have paid consistent dividends for Western operators during the past several months. Most of them are adaptable to any part of the nation, and while they do require a bit of additional time and probably some expense on the operator's part, all of them are more than worthwhile.

1. A Salt Lake City operator never visits any of his locations now, without taking along a few of the "sleeves" in which new 45 r.p.m. records are displayed in retail record stores, posting them on small billboards attached to the top of the juke box, where they are bound to attract attention. From two to four sleeves are always shown with the suggestion printed above "Hear These New Hits!" Hand-lettered, and cut from heavy artboard, the billboards are attached to the top of the phonograph with simple rubber suction cups, plus a wire brace which leads to the screw in the cabinet rim on the back of the box. Here, in plain sight, these "suggestion signs" have had a tremendous effect on play, particularly in busy downtown restaurants, cafeterias, bars, and other locations where modern-music-minded people congregate.

2. Any operator who is facile at wiring up electrical parts can put special interest into any phonograph equipped with an accumulator. In Newton, Kan., for example, one operator arranged the cash box so that each half dollar deposited in the accumulator would ring a bell loudly—upon which, he was entitled to a free beer at the bar, the operator and the location owner splitting the cost of 5 cents each. The clang of the bell, of course, attracted much attention to the phonograph, and the offer of a free beer, together with nine or more music selections seemed like enough of a bargain to start many people depositing half dollars. This idea was extended to every tavern location, and helped make the biggest collection year which the operator ever experienced.

3. In the same vein, a Southern Montana operator likewise made arrangements for a special reward to every customer who deposited a half dollar into the machine. In this case, however, he found that location owners did not go along with the idea of a loud bell, and consequently he switched to a bright light mounted on a miniature lamppost on top the phonograph. Otherwise, the arrangements were the same. On deposit of a 50-cent piece, a switch in the accumulator turned on the light, which authorized a free drink for the person dropping the half dollar, and again, focused attention on the juke box which it might not otherwise have ever received.

4. Shilling is rapidly becoming a lost art, according to a Denver operator who made no use of this long-established collection booster until extremely low collections convinced him that something had to be done. Visiting over 70 locations which employed waitresses, bartenders or other people in good position for shilling the box, he worked out a plan whereby every employee receives a minimum of 15 "identified dimes," with instructions to use them up each week, whenever long quiet periods occurred. The dimes were given a faint color tint by an electrical anodyzing process, so that each could be easily recognized. Then, the operator took the trouble to telephone each location owner, explaining the shilling process, and asked their co-operation in seeing that every waiter or waitress actually used the dimes in shilling the machine. The combination of an earnest appeal plus a complete description of the shilling process was enough to get the desired results, it was found. Of course, there were minor speculations, where waiters or waitresses were obviously pocketing the dimes for their own use, but knowing that the boss was thoroughly "briefed" on the program kept most of them actually dropping the coins in the phonograph slot.

5. A more advanced form of shilling promotion has been used by a Salt Lake City operator who compensates waiters and waitresses for their efforts in shilling the machines by a 25 per cent commission on the number of coins which they drop into the machine. The waitresses, in this instance, must give the marked coins to customers as change, and the appeal to bar patron, a restaurant table guest, etc., to play the juke box with their change. Usually, mentioning new hit numbers or novelty numbers, or asking "Who is your favorite recording artist?" is enough to build a strong appeal, and get small change returned to the customer into the juke box for the commission. The bartender cooperates in this program by making sure that the coins, identified by tiny spots of long-wear enamel, in this instance, are actually given to customers in change. If the customer refuses to give up the change for juke box use, the waitress must retrieve them for other change, and keep the identified coins available for the next appeal.

6. In Cheyenne, Wyo., an operator hit upon a magnificently simple but thoroughly effective merchandising gimmick when he installed glassed-in bulletin boards on top of the phonographs in some of his downtown locations. Remembering that many newspapers used to display intensely interesting news photographs in their

*(Continued on page 65)*

# H. A. Franz Co. To New Hdqrs.

HOUSTON—The H. A. Franz & Company, local Seeburg distributor, has moved into its new building at 606 Dennis Street. The firm, headed by H. A. Franx, president, and Hans Von Reydt, vice-president had been at 910 Calhoun Ave. for several years. In addition to the Seeburg line of coin-operated phonographs, accessories, background music, cigaret, candy, coffee and cold drink machines, the firm is distributor for Chicago Coin's complete line of amusement games, including shuffle alleys and ray guns.

The new plant covers 10,000 square feet, 3,600 of which are occupied by air-conditioned glass-enclosed offices, showroom and service department. The whole interior is equipped with latest intercommunication service and Seeburg background music.

The L-shaped showroom is arranged so that the bottom section can be separated and converted into a miniature auditorium for weekly operators' service classes and other uses.

Private offices of Franz and Von Reydt command an unobstructed view of the entire showroom. Storage warehouse is of cantilever design and completely free of supporting columns. All handling and stacking is done with fork lifts. At rear, adjoining the concrete parking lot, is a weather-proof loading platform for customers.

Franz said a formal opening ceremony with refreshments and entertainment is in the offing.

## Atlas Host at Peoria School on Rowe-AMI

PEORIA, Ill. — Local operators attended a Rowe cigaret school and AMI phonograph school at the Blackhawk Room of the Jefferson Hotel here Thursday (9).

Sponsor was the Atlas Music Company of Chicago, newly appointed AMI outlet. Atlas personnel at the show included Bill Phillips, Nate Feinstein and Gene Smith.

Representing Rowe-AMI were Hank Hoevenaar and Bob Mantheis, field engineers.

## Secret Service

• *Continued from page 52*

erators will attempt to persuade the token manufacturers to change their dies before any direct action is taken. They feel that the cooperation offered by the U. S. Secret Service will help them in this attempt.

Appearing with Folz were Jack Schoenbach, Dave Yurmack, Hy Berman, Lou Ellis, Nathan Gordon, Sid Mollengarden, Lou Teller, Art Messner, Art Bianco and John Caruso.

## Sleeper Ordinance

• *Continued from page 51*

used to bend over backward to help some of these kids. We would let some of them do these records over again at no cost to make sure they cut a good one."

According to Betz and London, consideration is being given to an attempt to have the common council make realistic changes in the ordinance.

## Brimhall Buys Ariz. Route

PHOENIX, Ariz. — C. D. Brimhall has bought the phonograph and amusement machine route formerly operated by Harry Levinson in East Phoenix, Mesa, and Superior, Ariz.

# Indiana Operators Get What They Hoped for From State Legislature—No New Restrictions

By JOSEPH KLEIN

INDIANAPOLIS — Indiana's coin-machine industry was neither hurt nor helped in the 1961 session of the Indiana General Assembly which adjourned sine die Monday night (6).

Hoosier operators and distributors asked for nothing and hoped for nothing in the way of legislation, and that is what they received —nothing. And they are immeasurably thankful for it.

It has not been thus in other years.

For almost a decade and a half, the Assembly had flared with controversy over the morals and the taxable potentials in the operation of automatic equipment enterprises. Inevitably with legislative adjournment, the industry found itself burdened with laws of severity or added loads of back-breaking taxes.

Not so in 1961.

### Threats Fizzle

Threats of punitive legislation designed to outlaw pinball machines per se failed to materialize. A bill to achieve that end, though drafted by the powerful Indiana Prosecutors Association, was not introduced. Another proposal for further toughening of the State's anti-pin law expired in committee.

Enactment of laws for enhanced stringency in the control of game devices was regarded as an inevitable eventuality in June 1959, after a McClellan Committee investigation of pinball and other coin machine operations in Northern Indiana.

The Committee revelations triggered wholesale political firings, resignations, a $75,000 libel suit and the abrupt withdrawal of pins from hundred of locations.

Witnesses testified that an officially favored syndicate dominated the juke box field through its control of pin concessions.

Since then, Northern Indiana has been almost completely barren of pins and the alleged "syndicate" has restricted its activities to the distribution of bowling equipment, juke boxes and cigaret machines.

Independent operators complain, however, that the affluent "syndicate" retains an immense advantage.

"They still have the dough they made with pins," one said. "And they're using it to push us smaller guys around. They have the money to make loans and even to pay outright for stops. We don't. What's more, they sound convincing when they tell the premise owner that when pins do come back, they'll be in charge of them again."

Before the Legislature convened January 5, some independents toyed with the idea of sponsoring legislation to prohibit such loans and gifts for locations. Nothing came of it, however. Those who advanced the idea pointed to the Indiana statute which prohibits loans to tavern keepers by liquor and beer wholesalers.

An action considered favorable to the industry was the defeat of a Sunday closing bill which would have shuttered thousands of juke box and vending machine locations in the State.

Some operators and almost all distributors would have been affected by a bill to impose a 6 per cent tax on corporations. The measure died in the House of Representatives after passage in the Senate.

No per-machine legislation, as feared by some bulk vending operators, was considered in the session, nor yet any proposal for closer sanitary inspection.

Certain to be intensified, however, is the enforcement of a 1957 law which requires the identification of ownership to be attached to each piece of equipment. The purpose of this act was to assure the payment of taxes.

The coin equipment industry was probably the only branch of Indiana's economy without a lobby in the Legislature.

# Tenn. Bill Aimed at Banning Pins Killed in House Committee Move

NASHVILLE — A bill introduced in the Tennessee General Assembly last month which proposed to outlaw pin games in Tennessee was killed in the House Ways and Means Committee last week.

The bill will, therefore, not get to the floor for a vote and is now a dead issue.

The proposed legislation was introduced by Rep. Millard V. Oakley of Livingston. He told a fellow legislator at the time that he proposed the bill to "control" pin games in Tennessee.

### Would Abolish

But the proposed amendment would not have controlled pin games—it would have abolished them. The Oakely's bill proposed to amend the gambling law to classify pin games as gambling devices.

Another State law outlaws gambling devices, so with those two laws put together, pin games would have been outlawed in Tennessee.

Rep. Frank L. White of Memphis, an attorney, told the BMW correspondent he was through the attempt to "control" the amusement games and discovered, on reading the bill and the gambling statute, what Oakley's bill really would have done.

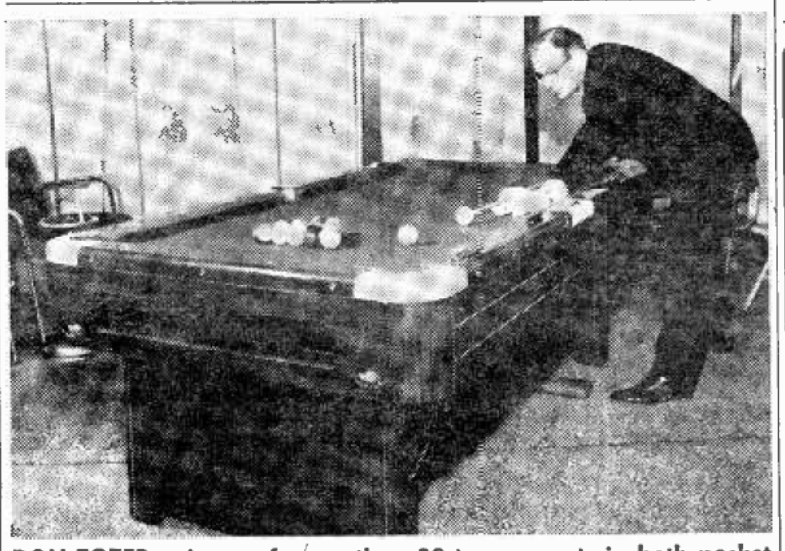
White informed other representatives about his research and the committee action killing the proposed legislation resulted.

### Core of Bill

The insidious part of Oakley's bill was this: the present law exempts pin games from being gambling devices, and classifies replays as not a thing of value.

Oakley's proposed amendment would have removed pin games from exemption under the gaming statute and substituted this language:

". . . and in the application of this definition any right or privilege of replay conferred mechanically or otherwise on players of pinball machines and similar devices shall be held to constitute a thing of value."



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Apple Venders, new... 150
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Continental Cig., 20 sel. 195
Avenco Coffee ..... 195

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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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# Bulk Vending Buyer's Guide

## Ball Gum

**American Chewing Products**
138 Mt. Pleasant & Fourth Aves.
Newark 4. N. J.

**American Nut & Chocolate Co.**
1061-63 Tremont St.
Boston 20, Mass.

**Candy Crafters, Inc.**
Stewart & Union Aves.
Lansdowne, Pa.

**Cramer Gum Co., Inc.**
150 Orleans St.
East Boston, Mass.

**Ford Gum & Machine Corp.**
P. O. Box 192
Akron. N. Y.

**Hart Confections, Inc., H. K.**
540 39th St.
Union City, N. J.

**Topp's Chewing Gum**
254 36th St.
Brooklyn 32, N. Y.

**U. S. Chewing Gum Mfg. Co.**
730 45th Ave.
Oakland 1, Calif.

**Charles E. Winters & Co., Inc.**
55 N. Union Ave.
Lansdowne, Pa.

## Bulk Machines

**The Columbus Vending Co.**
553 Holtzman Ave.
Columbus 5, Ohio.

**Ford Gum & Machine Co., Inc.**
Akron, N. Y.

**King & Co.**
2700 W. Lake St.
Chicago, Ill.

**The Northwestern Corp.**
1000 East Armstrong St.
Morris, Ill.

**Oak Mfg., Inc.**
11411 Knightsbridge Ave.
Culver City, Calif.

**W. G. Parrish, Inc.**
34 N. Bennet St.
Geneva, Ill.

**Venjak, Inc.**
2117 Grand Ave.
St. Paul 4, Minn.

**Victor Vending Corp.**
5701-13 W. Grand Ave.
Chicago 39, Ill.

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## Bulk Nuts

**Allen & Smith Co., Inc.**
1408 E. Main St.
Richmond, Va.

**American Pistachio Corp.**
111 Reade St.
New York 13. N. Y.

**Bazzini Co., A. L.**
110 Park Place
New York, N. Y.

**Brede, Inc.**
501 W. Larned
Detroit 26, Mich.

**California Almond Growers Exchange**
P. O. Box 1768
Sacramento 8, Calif.

**California Peanut Co.**
P. O. Box 456
Oakland 4. Calif.

**Chunk-E-Nut Products Co., Inc.**
2908 Smallman St.
Philadelphia 1, Pa.

**Crescent Nut & Chocolate Co.**
120 Sansom St.
Philadelphia 6. Pa.

**Deran Confectionery Co., Inc.**
134 Cambridge St.
Cambridge 41, Mass.

**Gordon Foods, Inc.**
1075 Sylvan Rd., S.W.
Atlanta. Ga.

**Indiana Nut Co.**
1123 W. 21st
Indianapolis, Ind.

**Kelling Nut Co.**
2800 W. Belmont Ave.
Chicago 18, Ill.

**Los Angeles Nut House**
722 Market St.
Los Angeles. Calif.

**Lummis & Co.**
138-146 N. Delaware Ave.
Philadelphia 6, Pa.

**Miller Peanut Co.**
1489 E. Fort
Detroit 7, Mich.

**Peanut Specialty Co.**
400 W. Superior St.
Chicago, Ill.

**Peterson Nut Co.**
1965 E. 66th St.
Cleveland 3, Ohio.

**Red Line Commercial Co.**
280 Broadway Ave.
New York 8, N. Y.

**Schindler's Peanut Products**
3711 Rhode Island Ave.
Mt. Ranier, Md.

**Squirrel Brand Co.**
10-12 Boardman St.
Cambridge 39, Mass.

**Virginia Peanut Products Co.**
464 Carlton Ave.
Brooklyn 7, N. Y.

**Westcott Packing Co.**
93-97 Coit St.
Irvington 11, N. J.

**Jos. A. Zaloom & Co., Inc.**
Div. Wm. A. Camp Co.
8 Jay St.
New York 13, N. Y.

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**Zenobia Co.**
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New York, N. Y.

## Candy Bar Venders

**Coan Mfg. Co.**
2070 Helena St.
Madison 4, Wis.

**Arthur H. Du Grenier, Inc.**
15 Hale St.
Haverhill, Mass.

**Harmon Machine Co., Inc.**
225 W. Lewis
Wichita, Kan.

**Lehigh, Inc.**
1500 Lehigh Dr.
Easton, Pa.

**Marvend, Inc.**
Damar Rd.
Marietta, Ga.

**National Vendors, Inc.**
5055 Natural Bridge
St. Louis 15, Mo.

**Rowe-AMI Sales Co.**
5075 W. Lexington St.
Chicago 44, Ill.

**Shipman Mfg. Co.**
1326 S. Lorena St.
Los Angeles 23, Calif.

**The Vendo Co. (Stoner)**
7400 E. 12th St.
Kansas City 26, Mo.

**Venpak, Inc.**
2117 Grand Ave.
St. Paul 4, Minn.

## Charms

**M. J. Abelson**
2033 Fifth Ave.
Pittsburgh, Pa.

**Samuel Eppy & Co.**
91-15 144th Pl.
Jamaica 2, L. I., N. Y.

**Al Fischer Co.**
2320 Joyce Ave.
Newport, Ky.

**Green Duck Co.**
1520 W. Montana
Chicago 14, Ill.

**Karl Guggenheim, Inc.**
33 Union Square
New York 3, N. Y.

**Penny King Co.**
2538 Mission St.
Pittsburgh 3, Pa.

**Plastic Processes**
83 Hanse Ave.
Freeport, N. Y.

**Paul A. Price Co.**
55 Leonard St.
New York 13, N. Y.

**Ringmaster Charms**
210 Main St.
Brillion, Wis.

## Chewing Gum

**American Chewing Products Corp.**
Mount Pleasant & Fourth Aves.
Newark 4, N. J.

**American Chicle Co.**
30-30 Thomson Ave.
Long Island City 1, N. Y.
Dentyne, Beemans Pepsin, Adams Clove, Adams Spearmint, California Fruit, Chiclets—Peppermint, Spearmint, Cinnamon, Tutti-Frutti.

**Beech-Nut Life Savers, Inc.**
477 Madison Ave.
New York 22, N. Y.
Peppermint, Spearmint. Fruit, Peppermint, Spearmint. Pepsin, Fruit Beechies.

**Chiclecraft, Inc.**
106 S. Gay St.
Knoxville, Tenn.
Park's Sugarless.

**Clark Bros.' Chewing Gum Co.**
Merchant & Martindale Sts.
Pittsburgh 12, Pa.
Teaberry, Tendermint, Spearmint, Long Chew, Cinnamon.

**Cramer Gum Co., Inc.**
150 Orleans St.
East Boston, Mass.

**Fleer Corp., Frank H.**
10th & Sommerville
Philadelphia 41, Pa.
Dubble Bubble, Choc'm

**Topp's Chewing, Inc.**
273 37th St.
Brooklyn 32, N. Y.
Bazooka, Clor-Aid.

**True Blue Gum Co., Inc.**
Box 191
Naperville, Ill.

**Wrigley Co., Wm. Jr.**
410 N. Michigan Ave.
Chicago 11, Ill.
Wrigley's Spearmint, Doublemint, Juicy Fruit, P. K.

## Hot Nut Venders

**The Northwestern Corp.**
1000 E. Armstrong St.
Morris, Ill.

## Comb Venders

**Harmon Machine Co.**
225 W. Lewis
Wichita, Kan.

**Priscilla Alden Cosmetics, Inc.**
745 Fifth Ave.
New York 22, N. Y.

**White's Comb Vendor, Inc.**
1000 Bluff City Blvd.
Elgin, Ill.

## Pen Venders

(ball point)

**National Sanitary Sales, Inc.**
6640 N. Western Ave.
Chicago 45, Ill.

**Packard Pen Corp.**
28 E. 22d St.
New York, N. Y.

**Postage Stamp Vender Co.**
600 S. Michigan Ave.
Chicago 5, Ill.

**Redwood Paper Co.**
P. O. Box 994
Springfield, Ill.

**Reliable Engineering Co.**
4400 S. Knox
Chicago, Ill.

**Shipman Mfg. Co.**
1326 S. Lorena St.
Los Angeles 23, Calif.

**Victor Vending Corp.**
5701 W. Grand Ave.
Chicago 39, Ill.

**Wittecrosse Engineering, Inc.**
La Crosse, Wis.

## Pencil Venders

**Empire Pencil Co.**
Shelbyville, Tenn.

**Matthews Specialty Co.**
Star Rt. A
Austin, Tex.

**Redwood Paper Co.**
P. O. Box 994
Springfield, Ill.

**Reliance Pencil & Pen Corp.**
22 S. Sixth Ave.
Mt. Vernon, N. Y.

**Tilson, Inc.**
4390 Carmain Dr., N.E.
Atlanta 5, Ga.

## Post Card Venders

**Amster Industries**
14 Barnyard Lane
Roslyn Heights, L. I., N. Y.

**Calex Mfg., Inc.**
251 Dixon Ave.
Amityville, L. I., N. Y.

**Exhibit Supply Co.**
4719-21 W. Lake St.
Chicago 44, Ill.

## Postage Stamp Venders

**Amster Industries**
14 Barnyard Lane
Roslyn Heights, L. I., N. Y.
(folder type)

**Flatto Mfg. Co.**
3415 S. W. Terrace
Miami 45, Fla.

**Hamilton Scale Co.**
3350 Secor Rd.
Toledo 6, Ohio.
(folder type)

**Harmon Machine Co., Inc.**
225 W. Lewis St.
Wichita, Kan.
(folder)

## 1961 N.V.A. EXHIBITORS

Abbey Finishing Corporation, Brooklyn, N. Y.
American Univend Corporation, New York, N. Y.
Atlas Manufacturing Company, Cleveland, Ohio.
Billboard & Vend Magazines, Chicago, Ill.
Cole Products, Chicago, Ill.
Commercial Equipment Company, Chicago, Ill.
Confection Sales, Cleveland, Ohio.
Con-Sel, Inc., Chicago, Ill.
Cramer Gum Company, East Boston, Mass.
Arthur H. Du Grenier, Inc., Haverhill, Mass.
Samuel Eppy & Company, Inc., Jamaica, N. Y.
Albert Fischer Company, Newport, Ky.
Green Duck Company, Chicago, Ill.
Karl Guggenheim, Inc., New York, N. Y.
Jiffy Kube, Gardena, Calif.
King & Company, Chicago, Ill.
Leaf Brands, Inc., Chicago, Ill.
Leaf Brands, Inc., Chicago, Ill.
Fred Leemhius Volkswagen, Maywood, Ill.
Northwestern Corporation, Morris, Ill.
Oak Manufacturing Company, Culver City, Calif.
Penny King Company, Pittsburgh, Pa.
Plastic Processes, Inc., Freeport, N. Y.
Paul Price Company, New York, N. Y.
W. W. Rice & Company, George Obermayer, Chicago, Ill.
Ringmaster Charms, Brillion, Wis.
Robco Corporation, Patchogue, N. Y.
Spar-a-Cino, Chicago, Ill.
Victor Vending Company, Chicago, Ill.
Wichman, Inc., Steger, Ill.

**Hilsum Sales Corp.**
6301 Biscayne Blvd.
Miami 38, Fla.
(folder type)

**Northwestern Corp.**
E. Armstrong St.
Morris, Ill.
(roll type)

**Postage Stamp Vender Co.**
600 S. Michigan Ave.
Chicago 5, Ill.
(roll type)

**Priscilla Alden Cosmetics, Inc.**
745 Fifth Ave.
New York 22, N. Y.
(folder type)

**Public Stamp Mfg. Co., Inc.**
459 Bergen
Brooklyr 17, N. Y.
(folder type)

## Scales

**American Scale Mfg. Co.**
3205 Grace St., N. W.
Washington 7, D. C.

**J. F. Frantz Mfg. Co.**
1940 W. Lake St.
Chicago 12, Ill.

**Hamilton Scale Co.**
3350 Secor Rd.
Toledo 6, Ohio.

**Watling Mfg. Co.**
4541 W. Lake St.
Chicago 24, Ill.

## Sundries Venders

**Harmon Machine Co., Inc.**
225 W. Lewis
Wichita 2, Kan.

**Mechanical Servants**
6610 N. Clark St.
Chicago 26, Ill.

**White's Comb Vender, Inc.**
1000 Bluff City Blvd.
Elgin, Ill.

## Distributors

### Alabama

**Birmingham Vending Co.**
540 Second Ave., No.
Birmingham
Northwestern, Oak

### California

**Acme Vending Machine Co.**
1696 W. Washington Blvd.
Los Angeles
Northwestern

**Operators Vending**
1023 S. Grand Ave.
Los Angeles 15
Oak

**Standard Specialty Co.**
1028 44th St.
Oakland 1
Northwestern, Oak, Victor

### Colorado

**Star Vending Co.**
510 West 4th Ave.
Denver
Northwestern

### Florida

**Oak Sales of Florida**
1121 71st St.
Miami Beach
Oak

**Maddox Sales**
209 N. Orange Blossom Trail
Orlando
Northwestern

### Georgia

**H. B. Hutchinson Jr.**
1784 N. Decatur Rd., N. E.
Atlanta 7
Northwestern, Oak, Victor

### Illinois

**King & Company**
2700 W. Lake St.
Chicago 12
Northwestern

**Logan Dist. Co.**
1850 W. Division
Chicago 22
Oak, Victor

### Indiana

**Peanut Products Co.**
1123 W. 21st St.
Indianapolis
Northwestern

### Iowa

Peanut Products Co.
801 Second Ave.
Des Moines 2
Northwestern

### Maryland

**Impronto Vending**
300 N. Gay St.
Baltimore 2
Oak

**Parkway Machine Corp.**
715 Ensor St.
Baltimore 2
Northwestern, Victor

### Massachusetts

**American Nut & Chocolate Co.**
1061 Tremont Ave.
Boston 20
Oak

**Champion Nut Co.**
1194-98 Tremont St.
Boston 20
Victor

**Northwestern Sales & Service**
1198 Tremont St.
Boston 20
Northwestern

### Michigan

**Rohr Sales Co.**
9854 Twelfth St.
Detroit
Northwestern

### Minnesota

**Ellingworth Supply Co.**
659 Adams St., N. E.
Minneapolis 13
Victor

**Vendall Company, Inc.**
1820 East 30th St.
Minneapolis
Northwestern

### Missouri

**Bernard K. Bitterman**
4709 East 27th St.
Kansas City 27
Northwestern, Victor

**Marjay Vending Co.**
562 N. Mosley Rd.
St. Louis 41
Northwestern

**Samuel J. Phillips Co.**
4372 Lindall Blvd.
St. Louis 8
Oak

### New York

**Jack Schoenbach**
715 Lincoln Pl.
Brooklyn
Oak

**Buymore Sales**
6 Bayview Ave.
Lawrence, L. I.
Oak

**Northwestern Sales & Service**
446 W. 36th St.
New York 18
Northwestern, Victor

### North Carolina

**Southern Acorn Sales**
526-30 Bruns Ave.
Charlotte 8
Oak

### Ohio

**American Products Corp.**
12220 Triskett Rd.
Cleveland 11
Northwestern

**Cleveland Coin Machine Exch.**
2029 Prospect Ave.
Cleveland 15
Northwestern

### Pennsylvania

**Rake Coin Machine Exchange**
609 Spring Garden St.
Philadelphia
Northwestern, Oak

# St. Louis Ops Explore Idea of Forming Permanent Local Bulk Vendors Group

ST. LOUIS—A group of operators here are exploring the idea of starting what might be the first permanent association of bulk vendors in the St. Louis area. The men, representing eight bulk vending and allied companies, have held two meetings on the proposition and asked that operators attending the National Vendors' Association convention in Chicago this week bring back the necessary information for forming a local organization.

In attendance at the most recent of the group's meetings were Jason Koritz and his son, Mark, both of Marjay Vending Company; Ted Mueller, who operates as T-M Vending Company; George Morrison Jr., owner of Servend Company; Jules Leavitt, owner of Jay Vending Company; John Anselm, whose company bears his name; operators of the Giles and Sam-Jo Vending Companies, and Ben Kessel, owner of Mound City Nut Company. (Kessel is the major supplier of bulk vending operators in the St. Louis area).

The meeting, which included a discussion session and a social gathering, was held at the home of the Koritz family in Creve Coeur (a St. Louis municipality).

### Mutual Problems

The men started off at the point their last meeting ended—discussing their mutual problems and exchanging information which could be useful to each other. The point was made that at their preceding meeting a truce had been agreed on and the consensus of the bulk vendors was that it had worked out harmoniously to the advantage of all.

The elder Koritz, a member of the NVA, discussed the benefits of the national bulk vendors organization to illustrate on a smaller scale some of the advantages of a St. Louis area association.

Koritz stated that NVA dues are $40 annually or $10 a quarter and a free $1,000 life insurance policy is given with each membership. In addition, he continued, the national association also provides legal counsel and assistance to local organizations if local problems have national implications for the industry, such as an unreasonably large tax boost.

"In numbers there is strength," Koritz declared, "and although things are quiet now, the situation could change."

### NVA Relations

The group unanimously agreed that an association of bulk vendors in the St. Louis area "would be a good thing." A discussion followed on the role of a local association and its relations to the national organization.

Before the meeting adjourned, Jason and Mark Koritz said they would bring back from the NVA convention the information requested by the group.

The get-together followed the formal session. The vendors, whose meeting was held in the spacious rathskeller of the home, were served refreshments by Mrs. Koritz. These included coffee and a variety of pastry.

During the social, the men took a "bus man's holiday." They discussed in twos and threes their business. They discussed their routes and each offered advice on how to solve some minor or specific problem of the other, and went away from the meeting with the feeling they knew each other better.

They agreed to meet in the near future to hear a report on the information requested on forming a local organization of bulk vendors.

**Veedee Sales Co.**
2124 Market St.
Philadelphia 3
Northwestern, Oak, Victor

**Oak Sales Co.**
2033 Fifth Ave.
Pittsburgh
Oak

**Sidmor Vending Co.**
2137 Fifth Ave.
Pittsburgh
Northwestern

### Tennessee

**Vendor Distributing Co.**
682 Madison Ave.
Memphis 3
Northwestern

### Texas

**Graff Vending Supply Co.**
2817 West Davis
Dallas 2
Northwestern, Oak, Victor

**Star Vending Supply Co.**
6327 Calhoun Rd.
Houston 21
Oak

### Canada

**Laniel Amusement, Inc.**
1815 Quest, Notre Dame, West
Montreal, Quebec
Northwestern

**Mount Royal Confections, Ltd.**
963 Notre Dame, West
Montreal, Quebec
Victor

**Quebec Vending Co.**
109 Commissioner St., West
Montreal, Quebec
Oak

**McPhail Vending Co.**
1218 Eglinton Ave., West
Toronto, Ontario
Northwestern

**Dale Distrib. (B. C.), Ltd.**
1168 Seymour St.
Vancouver 2, D. C.
Oak

## Bulk Vending Jobbers

### Arizona

**Best West Specialty Co.**
1834 W. Camelback Rd.
Phoenix

### California

**William J. Newman Co.**
1470 Howard St.
San Francisco

### Illinois

**T. T. Vending Sales Co.**
2659 N. Racine
Chicago

**A. M. S. Company**
3404 Old Mill Rd.
Highland Park

### Indiana

**Aster Nut Products Co.**
1004 Main St.
Evansville

### Kentucky

**Gardner-Lose Co., Inc.**
1720 LeRoy Ave.
Louisville

**T. O. Thomas Co.**
1572 Jefferson
Paducah

### Michigan

**Miller-Newmark Dist. Co.**
42 Fairbanks St., N.W.
Grand Rapids 2

### Missouri

**Rite-Way Vendors**
3206 Olive St.
St. Louis

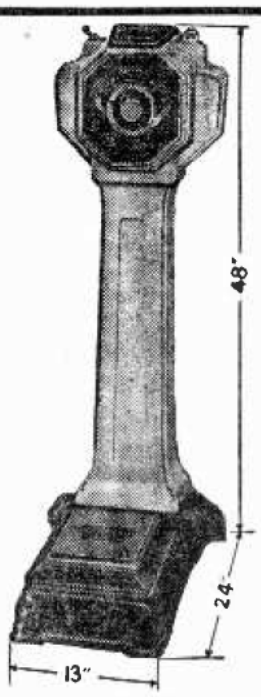
### Ohio

**Ohio Vending Co.**
1214 Raff Rd., S.W.
Canton 10

**Confection Sales Co.**
10008 St. Clair Ave.
Cleveland 8

**Arthur Graeff**
3121 Strathmoor Ave.
Toledo 14

**Ohio Gum Supply Co.**
Wickliffe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Philadelphia 23, Pa. WAlnut 5-2676


# Eisenberg to Begin Charm Production

By IRINA MIHALEGA

CLEVELAND — A local bulk vending operator is entering the charm manufacturing field and is readying a new line for introduction at the National Vendors Association convention in Chicago this week.

Herman Eisenberg, Confection Sales Company, is tooling several new items in the charm manufacturing line and is building up stock in the following charms: Diamond, Pearl, Siren and Action Rings, Locks, Hats, Pepper and Salt Shakers and Spinet Puzzles, also, Sport Metals and Roulette Dice Games, both of which are Eisenberg's own designs.

All of the above merchandise was selected because of its appeal to older children and adults. According to Eisenberg, items under consideration for his manufacture must fall within four categories—they must have a novelty value, a utility value, a play value or a collector's value.

Herman Eisenberg

Molding will be done in Cleveland and assembling at Eisenberg's Canadian company, the Mount Royal Confections, Ltd., in Montreal, managed by his partner, Bud Wiseman. The charms, packed in plastic bags for shipping, will be distributed in the States and Canada through the Mount Royal company which is both an operator and distributor in bulk vending.

Eisenberg feels import charms are not a threat to the domestic charm manufacturer unless they are quality items. Avoiding merchandise of shoddy workmanship in his operation, he therefore welcomes quality import merchandise or quality original merchandise of merit—"foreign or competitive."

Regarding the current charm import situation, Eisenberg says: "The charm manufacturers have a right to be afraid to invest in expensive molds. If you're lucky enough to come up with a winner, it could be copied by a foreign manufacturer and the copy could be in competition against you in 90 to 120 days."

Exemplifying this point, Eisenberg dug into his past experience. From time to time he has designed novel charms. A number of years ago he designed the roulette wheel charm, and it was manufactured by a large well-known American company. The charm subsequently was copied by a firm in Hong Kong—not an exact copy but a very good copy by workmanship standards—at a difference of 50 cents in price. "A lot of operators," claims Eisenberg, "would be content to save the 50 cents, but they harm themselves in the long run by doing so.

"But for a long time this threat was non-existent and these same charm manufacturers still didn't create any different or new charms. In fact, some of the Japanese did a very fine job of selling a lot of American charms which had no other value than to add bulk to the vending machines."

In conclusion, Eisenberg advises: "The time has arrived when picking a scapegoat isn't going to do a bit of good or help the business. We're going to have to pool our creative talents, roll up our sleeves and go to work. And we should also have faith in our operators—that they will not buy the imported copy just to save a few pennies, because they will stand to lose much more than they will gain by this practice."


Buy ACORN for your PROFIT LINE

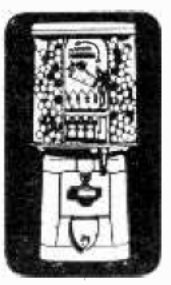
HOBBY CARD

This new and improved 5c vendor has an exclusive mechanism that makes this machine a bulk vendor . . . vending 6 cards in bulk at one time. Eliminates wrapping or handling. Gross receipts on each fill is $36.65. Made of drawn steel in a one-piece case, the machine measures 25" high by 14" wide and 7" deep. Machine lists at $42.50 F.O.B. Factory. Brackets and flange for attaching machine to stands are available for $4.

BIG LEAGUE

*Ball Gum Vendor*

The bases are loaded with profits for the smart operators who install Oak's Big League on key locations. The machine provides a fun filled game while it vends ball gum. Adaptable to any seasonal game and also to present Oak equipment.



*time payments available on OAK Machines through all distributors*

*Ball Gum and Picture Card Vendor*

This is the only machine in the world that operates for 2c and as such is a proven profit producer—$16 gross on every fill. As an added feature, each machine is waterproofed to protect both gum and cards. Perfectly legal in every city in the U.S., the "Premiere" holds 800 cards and 1000 ball gum.

"PREMIER"

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.

SEE US AT BOOTH 105-NVA SHOW

All Oak machines are equipped with 1¢, 5¢, 10¢ and 25¢ coin mechanisms, or combination 1¢-5¢ coin mechanisms and optional slip handle.

*Capsule Vendor*

The 25c Vendor that has the whole trade talking. This machine can pay for itself on one loading. This Capsule Vendor, vends lighters and a select assortment of jewelry items being shown by Oak factory authorized dealers. Innumerable items in standard capsules will make the 25c Vendor a great profit producer for you.

25¢ CAPSULE VENDOR

*All Purpose Vendor*

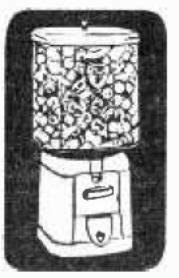
The all-time favorite of the vending business. Vends all 1c and 5c bulk merchandise. Guaranteed mechanically perfect — the one machine with virtually no depreciation. Today's Acorn looks the same as the original.

"ACORN"

*Capsule Vendor*

Holds 400 capsules, for larger profits on each filling, without crushing capsules or jamming because of half capsules. Guaranteed mechanically perfect. Conversion Head fits your present standard Acorn Vendor. Vends any denomination from 5c to 25c.

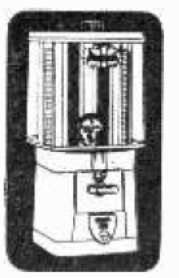
OAK "400"



*Tab Gum Selector*

Vends all popular tab gum. The "Gold Mine" is guaranteed mechanically perfect and is shipped complete, ready to operate. Conversion Head fits your present standard Acorn Vendor!

"GOLD MINE"



AMERICAN NUT, 1061 Tremont Street, Boston 20, Massachusetts
BIRMINGHAM VENDING, 540 2nd Avenue, North, Birmingham 4, Alabama
BUYMORE SALES, #6 Bayview Avenue, Lawrence, L. I., New York
DALE DISTR. (B.C.) LTD., 1168 Seymour Street, Vancouver 2, B.C., Canada
CRAFF VENDING SUPPLY, 2817 West Davis, Dallas, Texas
H. B. HUTCHINSON CO., 1784 N. Decatur Road, N.E., Atlanta 7, Georgia
IMPRONTO VENDING, 300 North Gay Street, Baltimore 2, Maryland
LOGAN DISTRIBUTING CO., 1850 West Division Street, Chicago 22, Illinois
SAMUEL J. PHILLIPS CO., 4372 Lindell Boulevard, St. Louis 8, Missouri
OAK SALES COMPANY, 2033 Fifth Avenue, Pittsburgh, Pennsylvania
OAK SALES OF FLORIDA, 1121 — 71st Street, Miami Beach, Florida
OPERATORS VENDING, 1023 South Grand Avenue, Los Angeles 15, California
RAKE COIN MACHINE EXCH., 609 Spring Garden Street, Philadelphia, Pennsylvania
JACK SCHOENBACH, 715 Lincoln Place, Brooklyn, New York
SIEGEL DISTR. CO. LTD., 637 Yonge St., Toronto, Ontario, Canada
SOUTHERN ACORN SALES, 526-30 Bruns Avenue, Charlotte 8, N.C.
STANDARD SPECIALTY CO., 1028 44th Avenue, Oakland, California
STAR VENDING SUPPLY CO., 6327 Calhoun Road, Houston 21, Texas

oak MANUFACTURING CO., INC., 11411 Knightsbridge Ave., Culver City, Calif.



MANDELL GUARANTEED USED MACHINES

| | |
|---|---|
| N.W. Model 49, 1¢ or 5¢ | $14.50 |
| N.W. DeLuxe 1¢ or 5¢ Comb. | 12.00 |
| N.W. 10-Col. 1¢ Tab Gum Machine | 18.00 |
| N.W. Model #33, 1¢ 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-ette, 100 ct., per 100 | .35 |
| Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct. | .30 |
| Rain-Blo Ball Gum, 100 ct. | .32 |
| 300 lb. minimum prepaid on all Rain-Blo Ball Gum. | |
| Adams Gum, all flavors, 100 ct. | $ .45 |
| Wrigley's Gum, all flavors, 100 ct. | .45 |
| Beech-Nut, 100 ct. | .45 |
| Hershey's Chocolate, 200 ct. | 1.30 |

Minimum order, 25 Boxes, assorted.

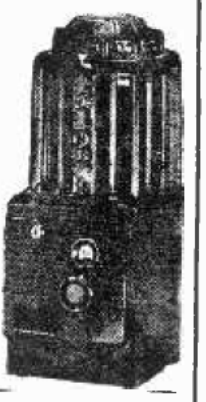
Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the Operator.

One-Third Deposit, Balance C.O.D.

THERE ARE BIG PROFITS IN GUM
GET YOUR SHARE WITH
Northwestern

TAB

You'll hit the jackpot with this selective tab vender. Ten columns for wide selection and bigger capacity have doubled and even tripled sales. "Quick Change" merchandise drum cuts servicing time in half.



STAMP FOLDERS, Lowest Prices. Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.
MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LOngacre 4-6467

# Stamp Vender Installations Turn Marginal Stops Into Profitable Ones

PHOENIX, Ariz.—Beefing up with stamp machines what would otherwise be only marginally profitable locations for bulk vending units has made a difference in collections, according to Fred Millard, veteran bulk route operator here.

BILLBOARD ROUTE MANAGEMENT MUSIC WEEK

Millard, who retired to Phoenix several years ago from the East, and went into bulk operations only after he found retirement a bit chafing, has gone the route, learning the business from scratch, and developing many solid ideas of his own which have kept his operations surprisingly profitable.

One of them was plenty of diversity, which he insures through vending tab gum, mix, charms, and capsules from separate machines in the same spot.

**Postage Stamps**

It was not until recently, however, that Millard began experimenting with postage stamp vending. Up to this time he had felt that stamp-vending was a field all of its own, requiring specialized techniques that would be difficult to blend it with his usual route spots. A few experiments, however, convinced Millard that he was on the wrong track, and that switching over to stamp machines, as well as gum, nuts, capsules and charms, would pay dividends.

Oddly enough, stamp machines have proved particularly helpful in supermarkets. However, even though a supermarket is not the sort of location where it might be expected that shoppers would be interested, Millard found that his stamp venders sell a larger percentage than in other more ideal locations—probably because marketing housewives appreciate the opportunity to take care of postage stamp needs simultaneously with food marketing.

All of the supermarket spots in which he has installed stamp venders along with bulk venders have worked out well.

**Increase Collections**

In fact, there has been an additional value derived from stamp machines, inasmuch as they invariably increase the collections from gum and candy venders. A customer who stops for a couple of stamps usually is digging in pocketbook or pocket for change, and since the coins are already out, pops one or two into the vending machines. Net results have been increases of anywhere from a modest 5 and 10 per cent to as much as 50 per cent.

Millard surveyed most of his location owners on the idea of adding postage stamps before going into the field. Significantly, he found that numerous location owners who had not been interested in stamp machines when approached by specialists in stamp vending were willing to entertain the idea when Millard presented it—undoubtedly because long-term relations with him had built up the "personal touch."

The skyrocketing population of Phoenix has been a really important factor in building quick success in stamp-vending, as well as in other types of vending. The Arizona desert city, with its healthy climate and freedom from recessions and economic troubles, has meant a steadily increasing flow of newcomers, all of whom are writing letters home.


Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vendor (as illustrated) as well as other Northwestern machines.

NAME_____
COMPANY_____
ADDRESS_____
CITY_____

Fill in coupon, clip and mail to:

**KING & COMPANY**
2700 W. Lake St. Chicago 2, Ill.
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1¢ Tab Gum, 5¢ Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hersheys 320 count and 520 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

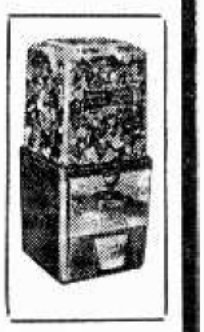


**Get It Done in '61**

with **N.V.A.** Come to Chicago . . . see old friends . . . hear new ideas . . . see five out-of-this-world new charms.

SURE LOCK, the perfect capsule. Patent No. 2762411. Outstanding items. Send $2.50 and receive 100 quality filled capsules. Contains our complete line.

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.



The **PENNY KING** Company

2536 Mission Street, Pittsburgh 3, Pa.

*World's Largest Selection of Miniature Charms*

Penny-Nickel ATLAS MASTER Vendors



**WANTED**

Pop Sez and Gold Medal Popcorn Machines. Write

P. O. BOX 612, Cleveland 7, Ohio



SEE US at the **N.V.A. CONVENTION**

Sheraton Towers Hotel Chicago, Ill.

MANY NEW & FASCINATING RINGS!
MANY NEW GIMMICKS!
SURPRISES GALORE!

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Be sure to stop by (and buy)—You can't afford to miss it!

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Great Time Saver

**COIN WEIGHING SCALE**

1c or 1c & 5c Combination

Weighs $10.00 in pennies, $30.00 in nickels. Springs are precision calibrated. Heavy metal base. Glass-covered dial protects pointer when in use.

$22.00

Complete With Sturdy Carrying Case

**ORDER TODAY**

1/3 Dep., Bal. C.O.D., F.O.B. N.Y Distributors, Write for Prices.

**J. SCHOENBACH**

Factory Distributors of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines. Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y.
PResident 2-2900



GIVE TO DAMON RUNYON CANCER FUND


# L. A. Ops Well Pleased With New Compact Van

LOS ANGELES — Leo Weiner and Al Croutch are driving to their bulk vending locations in style. The reason: an American-made compact van.

Weiner and Croutch operate West Coast Enterprises, one of the largest bulk vending organizations in this city. Their locations are also in outlying areas, some as far away as 130 miles. As their territory is broad, they are always concerned with covering their locations adequately and economically. The van addition is a Detroit product and is being added to that of a foreign make, which continues to serve them well.

While the Detroit product has been in operation only a few weeks, both Weiner and Croutch feel that they have given it a fair trial and are now able to make comparisons.

**Automatic Transmission**

The van's main feature is that it has automatic transmission. While this takes a little more gasoline, they feel that 13 miles per gallon is good for the stopping and starting they are required to do. This figure, however, is

*(Continued on page 67)*

# Bulk Banter

ST. LOUIS NOTES

Among St. Louis area bulk vendors attending the National Vendors' Association convention in Chicago, March 16 through 19, will be **Mr.** and **Mrs. Jason Koritz** and their son, **Mark.** The family will drive to Chicago to attend the meeting.

Mark's girl friend, **Sue Rosen,** will fly to Chicago from St. Louis for the meeting. Miss Rosen, a junior majoring in education at Washington University in St. Louis, knows all about the bulk vending industry from Mark. She will be with the Koritz family throughout the convention and will return to St. Louis with them March 19.

Mrs. Koritz, who seldom parks her automobile on the streets when going into midtown or downtown St. Louis, found a place to park on the street in the theater area on Grand Boulevard in the central city recently. When she got out of her car, she saw a policeman putting parking tickets on automobiles nearby. Before the officer got to a station wagon with several North-

*(Continued on page 67)*


FIRST SHOWINGS
At N.V.A. Convention
NEW, COPYRIGHTED
**GIMMICKS that are???**
Come See *Originalities* by
SAMUEL EPPY & CO., INC.
91-15 144 Place, Jamaica 35, N. Y.


## *BMW COVERAGE OF NVA CONFAB IN 2 CHAPTERS*

CHICAGO — Bulk vending operators from all over the nation converged on Chicago this week for the annual convention of the National Vendors Association, which gets under way Thursday (16). Coverage of the first two days of the conclave will appear in next week's issue of BMW. A report on the final two days will appear in the following issue. As a buying guide for conventioneers and for those not able to attend the NVA show, this week's issue carries a list of machine manufacturers, distributors and suppliers for the bulk vending industry.


**Shhhh!! Hush-Hush** **Shhhh!! Hush-Hush**

# TOP SECRET

## VENDING PROFITS GOING IN ORBIT

★ SEE FOR THE FIRST TIME EQUIPMENT OUT OF THIS WORLD

★ A MACHINE THAT WILL ENABLE YOU TO COMPETE FOR SUPERMARKET SPOTS

## SEE IT!

**N.V.A. CONVENTION BOOTH 132**

Sheraton Towers • Chicago • March 16 thru 19

The Northwestern Corporation, 2312 E. Armstrong St., Morris, Ill.

Sorry, I just can't get to the N.V.A. Convention, so please rush all information and name of my distributor.

Name_____

Firm_____

Address_____

City_____ Zone____ State_____

# 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 |
| 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 11/58 | 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 10/58 | 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 11/58 | 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 | $ 75 |
| Add-A-Line 7/55 | 60 |
| Annabelle 8/59 | 225 |
| 2 Around the World 7/59 | 295 |
| 2 Atlas 5/59 | 280 |
| Auto Race 9/56 | 70 |
| 2 Brite Star 4/58 | 185 |
| Classy Bowler 7/56 | 75 |
| 4 Contest 10/58 | 275 |
| 2 Continental Cave 7/57 | 145 |
| Criss Cross 3/58 | 155 |
| Derby Day 5/56 | 65 |
| 2 Double Action 1/59 | 245 |
| 2 Duette 3/55 | 75 |
| Easy Aces 12/55 | 60 |
| 2 Fair Lady 11/56 | 110 |
| 4 Falstaff 11/57 | 245 |
| 2 Flag-Ship 1/57 | 135 |
| Frontiersman 11/55 | 60 |
| 2 Gladiator 1/56 | 85 |
| 2 Gondolier 8/58 | 195 |
| Gypsy Queen 2/55 | 60 |
| Harbor Lites 3/56 | 65 |
| Hi Diver 4/59 | 185 |
| 4 Jubilee 5/55 | 135 |
| Lightning Ball 12/59 | 230 |
| 2 Mademoiselle 11/59 | 300 |
| 4 Majestic 4/57 | 230 |
| 2 Marathon | 90 |
| 2 Picnic 6/58 | 195 |
| Queen of Diamonds 6/59 | 210 |
| 2 Race Time 3/59 | 230 |
| Rainbow 12/56 | 75 |
| 4 Register 10/56 | $ 105 |
| Rocket Ship 5/58 | 135 |
| Roto Pool 7/58 | 145 |
| Royal Flush 5/57 | 100 |
| 4 Score-Board 4/56 | 75 |
| 2 Sea Belles 9/56 | 100 |
| Silver 10/57 | 140 |
| Sittin' Pretty 11/58 | 180 |
| Sluggin' Champ 4/55 | 70 |
| Southern Belle 6/55 | 60 |
| Straight Flush 12/57 | 140 |
| Straight Shooter 2/59 | 190 |
| Sunshine 9/58 | 175 |
| 2 Super Circus 9/57 | 175 |
| 4 Sweet Sioux 9/59 | 360 |
| 2 Toreador 6/56 | 95 |
| 2 Tournament 8/55 | 95 |
| Twin Bill 1/55 | 50 |
| Universe 10/59 | 215 |
| 2 Whirlwind 2/58 | 185 |
| Wishing Well 9/55 | 60 |
| World Champ 8/57 | 95 |

*WILLIAMS*

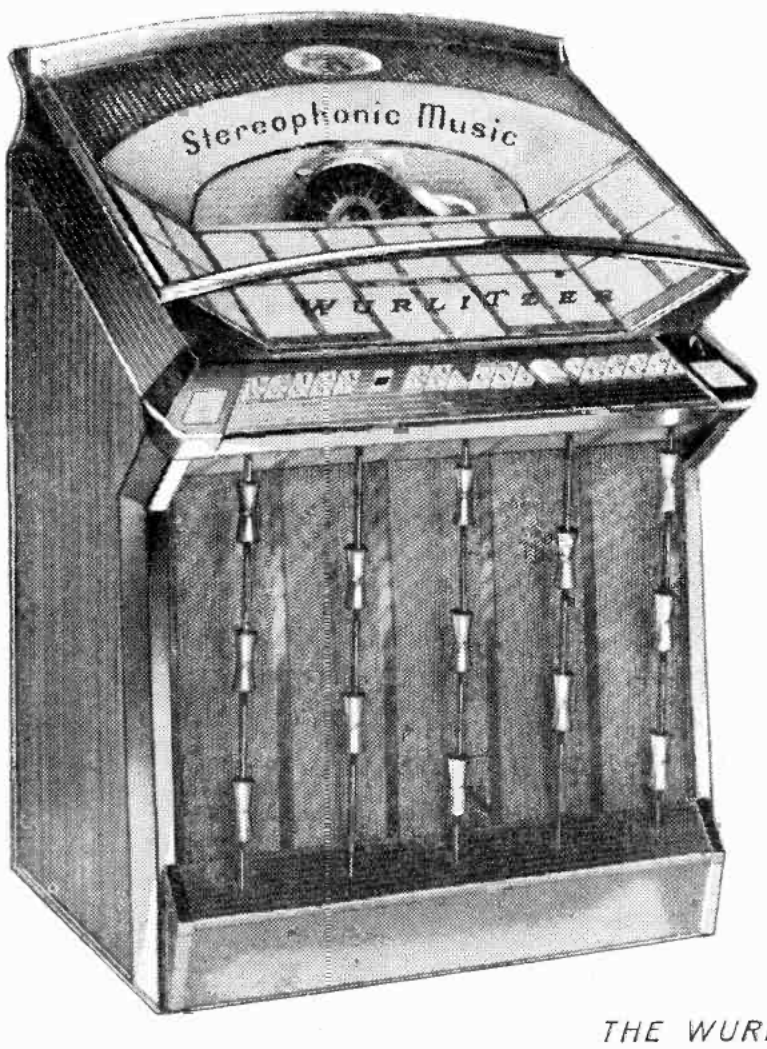
| | |
|---|---|
| Arrow Head 7/57 | $ 85 |
| Casino 8/58 | 135 |
| 2 Circus Wagon 10/55 | 75 |
| Club House 10/59 | 185 |
| Crossword 5/59 | 180 |
| Cue Ball 4/57 | 60 |
| 2 Fiesta 12/59 | 295 |
| 4-Star 7/58 | 110 |
| 4 Fun House 10/56 | 50 |
| 4 Gay Paree 6/57 | 95 |
| Golden Bells 9/59 | 200 |
| Gusher 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 | $ 50 |
| Aqua Duck (Cons) 2/55 | 155 |
| Auto Photo Model 9 | 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 | 295 |
| Balloonomat (Cap) 12/54 | 50 |
| Bang-O-Rama (Muto) 4/57 | 25 |
| Bat-A-Score (Evans) 2/54 | 75 |
| Batter Up (CC) 4/58 | 150 |
| Batting Practice (Bally) 8/59 | 250 |
| Big Inning (Bally) 5/58 | 175 |
| Big League (Wms) 6/54 | 35 |
| Big League Baseball (CC) 5/55 | 35 |
| Big Top (Genc) 11/54 | 170 |
| Bike Race (Munv) 5/58 | $ 450 |
| 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 | 125 |
| Champion Baseball (Genc) 7/55 | 50 |
| Circus Rifle Gallery (Genc) 3/57 | 225 |
| Coon Hunt (Seeb) 2/54 | 120 |
| Crane (Wms) 3/56 | 75 |
| Criss Cross Hockey (CC) 9/58 | 195 |
| Crossfire (Wms) 3/57 | 195 |
| Davy Crockett (Genc) 10/56 | 150 |
| Deco Grandma (Deco) 8/54 | 100 |
| Deluxe Crusader (Wms) 5/59 | 345 |
| Deluxe 4-Bagger (Wms) 5/56 | 135 |
| Deluxe Ranger (Keen) 3/55 | 170 |
| Deluxe Skill Parade (Bally) 1/59 | 125 |
| Deluxe Vanguard (Wms) 10/58 | 285 |
| Derby Roll (Un) 5/55 | 125 |
| Deuces Wild (Kaye) 10/58 | 100 |
| Dodge City (Fran) 12/58 | 100 |
| Drivemobile (Muto) 6/54 | 135 |
| 5th Inning (Un) 6/55 | 75 |
| Golf Champ (Bally) 8/58 | 95 |
| Gun Club (Genc) 1/58 | 300 |
| Gunsmoke (Bally) 4/59 | 220 |
| Heavy Hitter (Bally) 3/59 | 250 |
| Hercules (Wms) 3/59 | 300 |
| Hi-Fly (Genc) 4/58 | 35 |
| Horoscope Fortune Teller (Genc) 9/57 | 95 |
| Hydro Duck (B&W) 10/54 | 130 |
| Jet Fighter (Wms) 10/54 | 95 |
| Jet Pilot (CC) 5/59 | 195 |
| Joker Ball (Mid) 10/59 | 200 |
| Jolly Joker (Wms) 10/55 | 50 |
| Jumbo Ten Pins (Wms) 3/58 | 75 |
| Jumbo Ten Strike (Wms) 3/58 | 105 |
| Jungle Gun (Un) 7/54 | 95 |
| Jungle Hunt (Exhib) 7/54 | 170 |
| Jr. Auto Test (Cap) 12/58 | 145 |
| Kaye Hockey (Kaye) 58 | 125 |
| King of Swat (Wms) 555 | 95 |
| Kiss-O-Meter (Exhib) 12/56 | 115 |
| League Leader (Keen) 4/58 | 75 |
| Major League (Wms) 4/54 | 50 |
| Model 500 Shooting Gallery (Exhib) 3/55 | 110 |
| Monkey Climb (IEC) 3/55 | 175 |
| Moon-Raider (Bally) 7/59 | 290 |
| Motorama (Genc) 10/57 | 140 |
| 1957 Baseball (Wms) 4/57 | 175 |
| Pan-O-Rama 800 (Cap) 12-58 | 195 |
| Peep Barrels (Exhib) 12/56 | 75 |
| Peppy the Clown (Wms) 12/56 | 135 |
| Photomatic (Muto) 2/54 | 295 |
| Photo Machine (Muto) 12/59 | $ 495 |
| Pinch Hitter (Wms) 3/59 | 295 |
| Pirate Gun (Un) 10/56 | 210 |
| Playland Rifle Gallery (CC) 8/59 | 365 |
| Polar Hunt (Un) 4/55 | 155 |
| Quarterback (Genc) 9/55 | 50 |
| Ranger (Keen) 3/55 | 155 |
| Red Ball (Mid) 5/59 | 170 |
| Rifle Gallery (Genc) 9/55 | 85 |
| Rock 'n' Roll (Muto) 5/58 | 45 |
| Safari (Wms) 1/55 | 155 |
| St. Christopher (Muto) 12/58 | 195 |
| Satellite Tracker (B-L) 12/58 | 345 |
| Scramball (Keen) 8/58 | 35 |
| Shooting Gallery (Exhibit 5/54 | 95 |
| Shortstop (Wms) 4/58 | 225 |
| Sidewalk Engineer (Wms) 4/55 | 85 |
| Sky Raider (Un) 10/58 | 295 |
| Sky Rocket (Genc) 5/55 | 90 |
| Softball League (Exhib) 12/57 | 295 |
| Space Age (Genc) 3/58 | 135 |
| Space Gunner (Bally) 5/58 | 135 |
| Special Deluxe Baseball (Wms) 1/54 | 50 |
| Spook Gun (Bally) 9/58 | 175 |
| Sportland Shooting Gallery (Exhib) 11/54 | 95 |
| Squoits Water Polo (Aqua) 5/57 | 350 |
| Sportsman (Keen) 11/54 | 125 |
| Star Slugger (Un) 4/56 | 75 |
| State Fair (Genc) 7/56 | 175 |
| Steam Shovel (CC) 5/56 | 90 |
| Super Big Top (Genc) 12/55 | 185 |
| Super Home Run (CC) 3/54 | 75 |
| Super Pennant Baseball (Wms) 1/54 | 75 |
| Super Slugger (Un) 7/55 | 55 |
| Super Star Baseball (Wms) 1/54 | 50 |
| Swami (Muto) 4/55 | 950 |
| Target Roll (Bally) 1/58 | 145 |
| 10 Commandments (Muto) 12/57 | 195 |
| Ten Pins (Wms) 12/57 | 110 |
| Ten Strike (Wms) 12/57 | 110 |
| Test Pilot (Cap) 12/57 | 195 |
| 3-D Kiddie Theater (Rite) 3/54 | 125 |
| 3-D Pix (Cap) 2/54 | 125 |
| 3-D Theater (Rite) 3/54 | 145 |
| Titan (Wms) 8/59 | 365 |
| Treasure Cove (Exhibit) 7/55 | 140 |
| Twin Hockey (CC) 5/58 | 175 |
| Two-Player Basketball (Genc) 3/54 | 135 |
| Vacuumatic Card Vendor (Exhib) 5/54 | 110 |
| Voice-O-Graph (Muto) 2/57 | 550 |
| Voice-O-Graph (Muto) 11/54 | 290 |
| Wild West (Genc) 2/55 | 175 |
| Yankee Baseball (Un) 259 | 275 |

# GIVE A LOOK

# GET A LISTEN




## YOU'LL HAVE DOUBLE PROOF OF ITS EARNING POWER

See the beauty of the Wurlitzer 2500. Hear the beauty of its music. Your eyes and ears will confirm this fact. This phonograph has everything it takes to attract play. The magnetism of its styling and its sound combine to produce *the absolute all-time high in earning power!*

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# WURLITZER 2500

THE ULTIMATE IN AUTOMATIC MUSIC

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SPECIAL SALE
Reconditioned-Guaranteed
BALLY BEAUTY CONTEST .....$145

UPRIGHTS

| | |
|---|---|
| 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 |

BOWLERS & ARCADES

| | |
|---|---|
| Bally Lucky Alley, 11' & 14' | $345 |
| Bally Trophy Bowler, 14' & 11' | 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, 16' with conversion | 225 |
| Keeney True Score Bowler, 14' | 125 |
| Bally Twin Pony (floor sample) | 425 |

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GIVE TO DAMON RUNYON
CANCER FUND

# GERMAN PLANTS INSTALL BOXES TO FIGHT FATIGUE

KIEL, West Germany — The old English nursery rhyme, "She Shall Have Music Wherever She Goes" is being altered by the German coin machine industry to "He and She Will Have Music Wherever They Work."

Based on scientific studies of "fatigue," German industrial plants are experimenting with tandem installation of juke boxes and automatic food service equipment. One of the largest in-plant feeding programs is being conducted here at Kiel by the Howald Shipyard. Studies show that food eaten to the accompaniment of juke box music relieves fatigue quicker than the consumption of food without music.

This finding is true of music generally, but German industrial executives prefer the juke box in certain situations to background music systems for a variety of factors. At the moment background music is a controversial commodity in this country. Executives are persuaded that music can be used to increase production by relieving fatigue, but they hesitate to commit themselves on the mass basis necessitated by background music. Furthermore, not all executives are persuaded that background music is suitable to any and all production situations, and on a continuous or prolonged basis.

The juke box is widely preferred as a "half-way house" to background music. With the juke box, the employer commits himself to nothing, but still has the opportunity to study the effect of music on production. Some industry optimists believe there is a tremendous potential market in industrial juke box locations, mainly in conjunction with in-plant feeding facilities.

YOU MAKE MORE LOOT
WITH THE 2-PENNY CHUTE!
Available for Immediate Delivery . . . Bally BEACH QUEENS Brand New 1-Balls.
EQUIPPED WITH SPECIAL 2¢ COIN CHUTES
We've gotten fabulous reports from New England operators grossing as much as $90 (in pennies!) in 11 days. . . . $52 (in pennies!) in one week! . . . $70 (in pennies!) for 8 days (including 2 weekends). . . . It's the greatest gimmick in the world for increased 1-ball collections. Proven in other territories around the country/ tool
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CALL US TODAY! ALgonquin 4-4040
126 LINCOLN STREET BOSTON (BRIGHTON) MASSACHUSETTS
Exclusive Distributors
SEEBURG FACTORY REPRESENTATIVES IN 5 STATES
Distributors for BALLY • CHICOIN • FISHER

## Harpel Comptroller of Seeburg Corporation

CHICAGO — James W. Harpel has been named comptroller of the Seeburg Corporation, President Del Coleman announced this week.

Harpel, in his early 20's is part of Seeburg's "accent on youth" program. In the year since he graduated the Harvard Business School as a Baker scholar, he has been a consultant for a Brazilian holding company and a consultant for Seeburg distributors.

A native of Boston, he holds a B.A. and an M.A. from Harvard.

## Anthony Zirpoli Dies; N. Y. Music Operator

NEW YORK—Anthony Zirpoli, 47, a veteran juke box operator here and a member of the Music Operators of New York, died Sunday (5).

Funeral services were held Wednesday (8) at the Fairchild Funeral Home, Manhasset. He leaves his widow and a son, 17.

## Route Doctors Suggest Remedies

• *Continued from page 56*

windows as they came in, the operator went to a local newspaper and volunteered the display space on top of his phonographs for the same purpose. He found that the local newspaper was thoroughly willing to give him prints, 8x10 photographs, of accidents, famous people in the news, humorous shots, etc., which the collector could spot in place along with changing the records each week. This simple idea, of course, brought many people to the juke box location to peer at the pictures and resulted in a steady flow of play simply because the customer was brought close to the juke box and usually took the time to look over the musical selections offered along with the pictures. While it was relatively expensive to install the picture frames on the juke boxes, the cost repaid itself in the space of a few weeks' time.

7. The large amount of unused glass space represented on the top of most phonographs, gave another Denver operator, who is a skilled amateur photographer, an unusual idea. This was to photograph the personnel at the location, either the owner, or all employees in a group, rubber-cementing the picture inside the glass on the phonograph, where it is visible to all traffic. Even if this was not sufficient to elicit more coins from the patrons in a location, it at least served to keep the location owner and his employees conscious of the juke box and willing to spend a bit more time in seeing that the box was shilled, kept elaborately clean, and otherwise, in its best earning capacity. Almost every location owner displayed a certain amount of pride in the "personalized" juke box, and some of them went so far as to ask the operator for additional pictures, all of which showed that this unusual step was paying dividends.

8. The old stunt of inviting patrons to match for who plays the juke box, of course, has been established for many years. However not many spots make the active use of it which they should, says a New Mexico operator. He has gone around his entire route, demonstrating to location owners and waitresses how this works out and encourages everyone to make use of the stunt. Now, many more people are doing so, and there has been a marked increase in collections on every route.

## Conn. Music Ops Elect Officers, Discuss Bills

HARTFORD, Conn. — Jerome Lambert was recently elected president of the Music Operators of Connecticut. Other officers named were Phil Tolisano, vice-president; Frank Marks, secretary; Anthony Wilkas, sergeant at arms, and Joseph Ficca and Isadore Resnick, delegates at large.

The local operators discussed legislation before the Connecticut Legislature. One of the bills would impose license fees on operators and distributors, while another would tax certain amusement devices.

Business Manager Abe Fish told the operators that only through a strong State association can the members of the industry protect their interests.

### It's Col. Harry Snodgrass

ALBUQUERQUE, N. M. — There's a new colonel in the juke box industry—Harry Snodgrass, of Border-Sunshine Novelty Company, Albuquerque juke box, amusement, and vending firm. Snodgrass was appointed to the post—which is honorary—by outgoing Gov. John Burroughs.


**Bally: TOUCHDOWNS $495.00**
5 or more, $485.00. 10 or more, $475.00.
**JUMBO '60's like new $410.00**
**NEW ORLEANS NOVELTY CO.**
115 MAGAZINE STREET Tel.: JAckson 2-5306 NEW ORLEANS, LA.

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**FIRST COIN**
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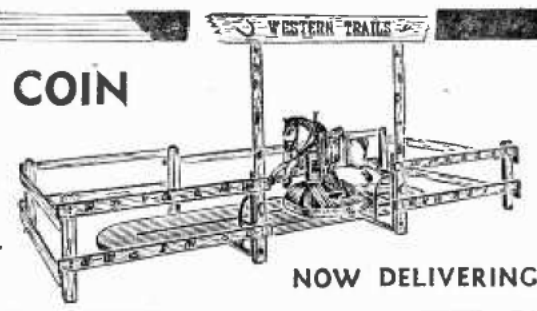

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**WESTERN TRAILS**

Live-Action Horse actually travels down the trail in authentic 17'x7' Corral! Complete with fence & backdrop.

1st Kiddie Ride with 5c-10c-25c Coin Chute

Exciting attraction in shopping center mall or parking area.

A WINNER
—top tie-in with promotions for all kinds of stores! Sure-fire money maker in any kiddie play area—indoors or out!

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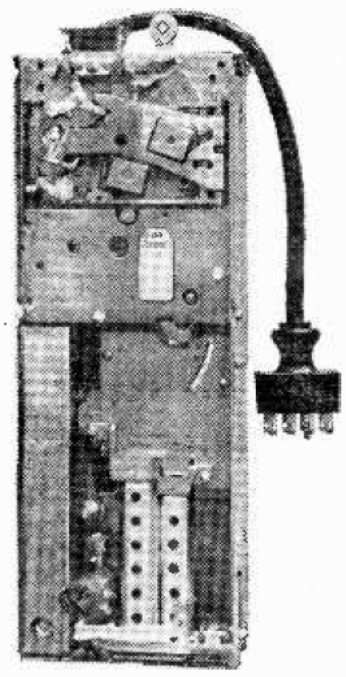
Joe Kline & Wally Finke
1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • Dickens 2-0500

**THE SECRET TO CONTINUOUS SALES**



**THE DIME-NICKEL CHANGE COMBINATION OFFERED BY THE NEW NRI 8800 COIN CHANGER**

Running out of change and missing a sale can't happen with the new NRI 8800 Coin Changer. Quarters are welcomed. Dimes and nickels are returned, instead of nickels only. The result: 3 times the normal change capacity to insure uninterrupted performance.

Self-loading nickel and dime change tubes. Unitized construction for simplified servicing.

*The new unit in the industry that returns nickels and dimes for quarters.*

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Nine different models; certain specifically designed for individual territories.

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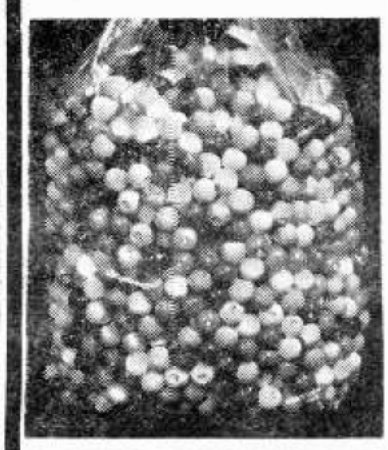
Star Horoscope

MIDWEST
Star Horoscope
Hi-Han Horoscope
Lucky Bucks Horoscope

SOUTH
Bars & Bells Horoscope
Baseball Horoscope
Big Ben Bells Horoscope

FAR WEST
Lucky Seven Horoscope
Number Horoscope
Hi-Han Horoscope

NATIONWIDE
In this way you are assured of larger profits. All deals available in 10c or 25c play.



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Available now—a few choice distributorships and sub-distributorships. Write for new low prices.

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New, fast action 6-cards game with a brand new twist that adds excitement to card-selection, gets biggest average coins-per-game. Simple play-appeal. Simple mechanism.

New Chrome Flash Cabinet Styling

## SHARPSHOOTER

Real Gun Actually Shoots Plastic Balls

FAST PLAY
AND EXCITING ACTION
INSURE TOP EARNINGS
LONG LIFE ON LOCATION
Time adjustable to 40 or 50

100% SKILL
WINS WELCOME
IN EVERY TYPE LOCATION
FROM TAVERN TO KIDDIE-LAND

## De Luxe JUMBO BOWLER

Players' Push-Button Choice

OFFICIAL BOWLING TOP SCORE 300

JUMBO SPEED CONTROL BOWLING TOP SCORE 6000

Popular SUPER STRIKES

HIGH-SPEED TOTALIZERS
1 TO 6 CAN PLAY
DIME-PLAY
8½ ft. by 25 in.

## CIRCUS QUEEN

WITH NEW BLUE BONUS

Popular OK feature
RED LETTER free games

Magic Screen
line & section scores

PICK-A-PLAY buttons
advancing scores
extra time,
extra balls

*plus*

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Roller
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# ROSEN KIDDIE RIDE SALE

**RECONDITIONED HORSE TYPE RIDES**

| | Each |
|---|---|
| 1 Exhibit Big Bronco | $345.00 |
| 2 Thunderbolts | 295.00 |
| 1 Beauty Horse | 295.00 |
| 2 Wells Fargo, horse drawn stage coach | 545.00 |
| 3 Fire Engine, horse drawn with mannequin | 545.00 |

**RECONDITIONED ROCKET TYPE RIDES**

| | Each |
|---|---|
| 1 Chi. Coin Super Jet, air operated | $245.00 |
| 2 Deco Super Jet, air operated | 245.00 |

**RECONDITIONED CAR TYPE RIDES**

| | Each |
|---|---|
| 1 Stutz Bear Truck with 6 Ball Gum Vendors | $545.00 |
| 3 Midget Racer with Mobile Action | 225.00 |
| 1 Compact Car with Wobble Acton | 225.00 |
| 1 Jeep with Wobble Action. | 145.00 |

**RECONDITIONED BOAT TYPE RIDES**

| | Each |
|---|---|
| 1 Sea Skate | $195.00 |
| 1 Aqua Jet | 245.00 |
| 1 Sea Spray | 245.00 |

**RECONDITIONED TRAIN TYPE RIDES**

| | Each |
|---|---|
| 2 Old Smokey | $345.00 |
| 1 Choo-Choo | 245.00 |

**RECONDITIONED MISCELLANEOUS RIDES**

| | Each |
|---|---|
| 1 Donald Duck | $195.00 |
| 1 Tank with Wobble Action. | 195.00 |
| 1 Tusco Camel, new floor sample | 595.00 |
| 3 Test Pilot, sound, film and animation | 495.00 |

**CLOSEOUT NEW HORSE RIDES Guaranteed Money Refunded If Not Satisfied**

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| 1 Posse, 3 saddled horses | $645.00 |
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# Compact Van Pleases L. A. Ops

• *Continued from page 61*

only about five miles short of that delivered by the foreign-made vehicle and they feel that a better comparison could be made were not the Detroit product automatic. Croutch said that the comfort is worth the little additional fuel cost.

The new vehicle has other features which these operators like. The first is the fact that the back doors are taller, permitting the loading of four, maybe five, consoles into the trunk part. On the foreign-made one, only the top of a dutch-door arrangement could be opened. The new truck has more cubic feet of space and the door on the right side is wider. Croutch said that he can now carry more globes, merchandise and stands than ever before.

Weiner looks at the new truck from a cost point of view. The extra gasoline charge does not bother him. He likes, however, the fact that service can be obtained from any local franchised dealer and almost any gasoline service station or garage can make adjustments. Parts, too, are plentiful and available even in the smaller cities through which these operators pass in their work.

**Radio Helps**

The new van has been equipped with radio, which is entertaining as well as keeping the driver posted on freeway conditions. During the past few months, Peter Bochenek, a German youth who spent a year in the United States on a visa, was able to skirt traffic blocks when advised by the police or highway department over certain commercial radio stations.

Weiner and Croutch used the foreign-made van for five years and got excellent service. They will continue to operate it along with the new one. The problem now with the two vehicles is that each driver wants to take the one just here from Detroit.

# Bulk Banter

• *Continued from page 61*

western bulk vending machines in it ,she put a nickel in the meter for the car.

"I recognized the machines," says Mrs. Koritz, "but I was not sure about the owner of the car." The owner turned out to be bulk vendor **Jules Leavitt,** who recently entered the bulk vending industry. Leavitt had gone into a location to service machines and had put enough change in the parking meter, but the device was not working.

**John Anselm,** who operates a bulk vending route exclusively in neighboring Illinois communities, has moved from Granite City, Ill., into a spacious new house in a rural area between Collinsville and Maryville, Ill.

The new split-level home of the Anselms includes three large bedrooms, living and dining rooms, a two-car port, garden house and basement. The brick and redwood structure is completely air conditioned. The bulk vendor has set up a complete shop which is separated from the living quarters. Antique furnishings give the house a distinctive motif.

**CLEVELAND NOTES**

**Ken Weinberg,** counsel for the Ohio Vendors Associations, reports that the Taxation Committee of the Ohio Senate is considering an amendment to the Food Service Law, which will exempt all bulk vending machines from the annual license fee, which, he claims, "gives us an even broader exemption than we are enjoying under the present Health Department regulation, because they are going to write into the statute that all vending machines dispensing bulk gum or pan confections or nuts shall be exempt." According to Weinberg, the tax committee appears to be "favorably disposed" toward the amendment.

**Steve Zsigrai** has entered into the bulk vending field full time after years of part-time operation, and plans are being made for the expansion of his routes in and around Greater Cleveland. He feels the "lush and plush days" are over and attributes the slow business experienced today by many in business and industry to "getting back to normal times." Accordingly, his plans include devoting more time, investment and additional equipment to his bulk vending business.

The **Joseph Rades** Family, Ridge Gum Corporation, vacationing in Fort Lauderdale, Fla., will return to Cleveland in time for Joe to attend the N.V.A. convention, according to **Jim Tomko,** manager.

**Mrs. Charlotte Resnick,** Resbee Vending Products, is looking forward to squeezing in some shoping and visiting relatives in Chicago in between meetings, while accompanying husband, Joe, to the convention.

**Herman Eisenberg,** Confection Sales Company, will have to cut short his stay at the convention this year. He will join Mrs. Eisenberg in Los Angeles for the March 18 wedding of his neice, Miss **Geraldine Segal** of L.A.

# Oak Mfg. to Stage NVA Open House

LOS ANGELES — Sid Bloom, executive of Oak Manufacturing Company, will host an open house at the Sheraton Towers during the NVA convention in Chicago. A distributors meeting will also be held to formulate a solid distribution plan.

Bloom will introduce the new and improved penny-nickel vender, a new 50-cent coin mechanism and a new capsule-dispensing unit at the Oak booth No. 105 at the convention.

## Horne Buys L. L. Ford Route

ALBUQUERQUE, N. M. — Jimmy Horne has bought the bulk vending route at nearby Sandia Base which was formerly operated by L. L. Ford. The route is exclusively ball gum machines, spotted at 60 points through the government's atom factory.

(Courtesy Nat'l Cartoonists Society)


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| Williams SHORTSTOP | 225 | Bally BIG INNING | 175 |
| Genco HI-FLY | 75 | | |

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| Games WILDCAT | $245 | Games SUPER HUNTER | $115 |
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| Games SKEET SHOOT | 135 | Games LITTLE BUCKAROO | 225 |
| Games GUNSMOKE | 125 | Games CRISS CROSS DIAMOND | 265 |
| Games BIG HORN | 125 | Auto Bell COUNTY FAIR | 95 |

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|---|---|---|---|
| SEEBURG 3W1 | $39.50 | ROCK-OLA 200 Sel. | $89.50 |
| A.M.I. 120 | 39.50 | WURLITZER 200 Sel. | 89.50 |

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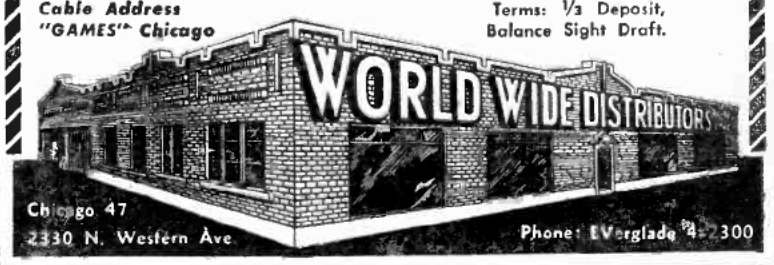


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