

BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS



SINGLES

★ NATIONAL BREAKOUTS

NO BREAKOUTS THIS WEEK

★ REGIONAL BREAKOUTS

These new records, not yet on BMW's Hot 100, have been reported getting strong sales action by dealers in major market (s) listed in parenthesis.

- TWIST AND SHOUT . . .**
Isley Brothers, Wand 124 (Russber, BMI) (Philadelphia)
- I'LL NEVER DANCE AGAIN . . .**
Bobby Rydell, Cameo 217 (Aldon, BMI) (Los Angeles)
- BLACK GOLD . . .**
South Coasters, Pat-O-Rite 1604 (Grand Prize, BMI) (Houston)
- ROUTE 66 THEME . . .**
Nelson Riddle, Capitol 4741 (Gower, BMI) (Hartford)
- LITTLE YOUNG LOVER . . .**
Impressions, ABC-Paramount 10328 (Curton, BMI) (Philadelphia)
- BUSTER . . .**
Bill Doggett, Columbia 42384 (Islip, BMI) (Washington)

NEW ON THE HOT 100

- 80. **WOLVERTON MOUNTAIN . . .**
Claude King, Columbia 42352
- 86. **DRUM STOMP . . .**
Sandy Nelson, Imperial 5829
- 88. **A STEEL GUITAR AND A GLASS OF WINE . . .**
Paul Anka, RCA Victor 8030
- 89. **SWINGIN' GENTLY . . .**
Earl Grant, Decca 25560
- 90. **ADIOS AMIGO . . .**
Jim Reeves, RCA Victor 8019
- 91. **HAVING A PARTY . . .**
Sam Cooke, RCA Victor 8036
- 92. **DOWN IN THE VALLEY . . .**
Solomon Burke, Atlantic 2147
- 93. **WHERE HAVE YOU BEEN ALL MY LIFE . . .**
Arthur Alexander, Dot 16357
- 94. **LIPSTICK TRACES . . .**
Benny Spellman, Minit 644
- 95. **JOHNNY GETS ANGRY . . .**
Joanie Sommers, Warner Bros. 5275
- 96. **HOW CAN I MEET HER? . . .**
Everly Brothers, Warner Bros. 5273
- 97. **TENNESSEE . . .**
Jan and Dean, Liberty 55454
- 98. **LIMBO ROCK . . .**
Champs, Challenge 9131
- 99. **WEST OF THE WALL . . .**
Toni Fisher, Big Top 3097
- 100. **BOOM BOOM . . .**
John Lee Hooker, Vee Jay 438

ALBUMS

★ NATIONAL BREAKOUTS

MONO

TWISTIN' 'N' TWANGIN', Duane Eddy, RCA Victor LPM 2525

STEREO

THE MIDNIGHT SPECIAL, Harry Belafonte, RCA Victor LSP 2449

★ NEW ACTION LP'S

Albums getting initial dealer action in major markets and have not yet hit BMW's Top LP Chart.

MONO

- LOVE LETTERS . . .**
Ketty Lester, Era EL 108
- GEORGE MAHARIS SINGS! . . .**
Epic LN 24001
- CHAPEL BY THE SEA . . .**
Billy Vaughn, Dot DLP 3424
- TWISTIN' THE NIGHT AWAY . . .**
Sam Cooke, RCA Victor LPM 2555
- DUET . . .**
Doris Day-Andre Previn, Columbia CL 1752
- EXPERIMENT IN TERROR . . .**
Henry Mancini, RCA Victor LPM 2442
- BACK AT THE PEPPERMINT LOUNGE TWISTIN' WITH JOEY DEE & THE STARLITERS . . .**
Roulette R 25173
- IT'S JUST MY FUNNY WAY OF LAUGHIN' . . .**
Burl Ives, Decca DL 4279
- COME ON IN . . .**
Santo and Johnny, Canadian-American CALP 1006
- IT'S MASHED POTATO TIME . . .**
Dee Dee Sharp, Cameo C 1018
- I CAN GET IT FOR YOU WHOLESAL . . .**
Original Cast, Columbia KOL 5780
- WALK ON THE WILD SIDE . . .**
Elmer Bernstein, Choreo A-4
- MR. BROADWAY . . .**
Tony Bennett, Columbia CL 1763
- DON'T KNOCK THE TWIST . . .**
Chubby Checker and Various Artists, Parkway 7011
- LOVE LETTERS . . .**
Julie London, Liberty LRP 3231

STEREO

- YOUNG WORLD . . .**
Lawrence Welk, Dot DLP 25428
- MOON RIVER & OTHER GREAT MOVIE THEMES . . .**
Andy Williams, Columbia CS 8609
- ORIGINAL MOTION PICTURE HIT THEMES . . .**
Various Artists, United Artists UAS 6197
- AFRIKAAN BEAT & OTHER FAVORITES . . .**
Bert Kaempfert, Decca DL 74273
- WALK ON THE WILD SIDE . . .**
Elmer Bernstein, Choreo AS-4

NEW ON THE TOP LP'S

MONO

- 121. **TWISTIN' 'N' TWANGIN' . . .**
Duane Eddy, RCA Victor LPM 2525
- 138. **FLOYD CRAMER GETS ORGANIZED . . .**
RCA Victor LPM 2488

(Continued on page 8)

Charles Continuing Disk Sales Climb

Sales marks were set again last week by the double-barreled hits by Ray Charles, one the LP "New Sounds in Country and Western Music," and the other the single "I Can't Stop Loving You." By the end of last week sales of the single were reportedly over the 700,000 mark, and the trade expected it to pass a million in a short time. Impact of the single can be ascertained by noting that in the Miami market the ABC-Paramount distributor had as of last week moved over 50,000 singles, and the Atlanta distrib had moved over 60,000. The single moved to No. 4 on BMW's "Hot 100" chart this week and the album to No. 5 on the monaural chart.

Business ranged from good to excellent in a flock of major markets last week, including Los Angeles, Seattle, Milwaukee, Washington, Philadelphia, Minneapolis, Dallas and New York. Other interesting news included more independent RCA Victor distributors taking on outside labels, continuing a trend that has been going on for the past few months.

Los Angeles in Spectacular Boom

LOS ANGELES—Disk sales volume here last week took a spectacular leap forward, with most dealers in BMW's survey claiming gains of 100 per cent over the previous weeks. A substantial share of the credit belongs to the Mother's Day holiday, which stood for far more record business this year than in the past. Greatest increase was in the album business, which had been comparatively lethargic when compared to singles sales.

Singles held their high level, with some reports showing gains on that score as well. However, the big break-through was in LP's, which sent the dollar volume soaring. Sample dealer statements reflecting disk business conditions here:

Music City's Clyde Wallich: "The business broke on Friday and stayed that way to give us the biggest weekend of the year. . . . Sales about doubled the business we have been doing the past several weeks."

Sight & Sound's Jerry Johnson: "Record sales jumped by at least 100 per cent this past week. Business was primarily in LP's, but singles held up well, too."

Arcadia Music's Dick Smith: "It was a sensational Mother's Day weekend, running in volume a little over 50 per cent ahead of same holiday period last year. Usually, Mother's Day is good for the record business, with the weekend showing about 30 per cent ahead of normal. This year we more than doubled a normal weekend's volume."

St. Louis Racks Up Mild Gains

ST. LOUIS — The record business has enjoyed a mild increase in recent weeks here. In addition, some dealers report that transistor radios and phonos have also been in increased demand at the retail level.

The pace of disk activity is being identified in many circles with the high level sales of Ray Charles' country music album, and his current single from the album, "I Can't Stop Loving You." Dealers said that Charles has become the major current traffic builder, having taken the place of such other recent album entries as Elvis Presley's "Blue Hawaii," and Henry Mancini's "Breakfast at Tiffany's" in this respect.

Another dealer commented on the recent re-issue of Jimmy Forrest's "Night Train" as another strong factor in the surge. Gary Skatoff of Melody House noted that for two years he has been getting requests for the disk, originally out on the United label, but that until now he couldn't lay hands on a single copy. Now, United Artists has acquired the disking and it is out on the UA label. "Since then," Skatoff said, "I've been selling it steadily."

Bob Decker, at Interstate Supply (RCA Victor) outlet here, said business has been good in May, with the month's sales quota realized by the end of the first 10 days of May. Decker said the firm now is handling the Philips line as well as Victor.

Ray Keeps Baltimore Sales Moving

BALTIMORE—Sales on singles and albums were slightly up here last week, with Ray Charles' new smash, "I Can't Stop Loving You," leading the way. (Continued on page 8)



and

THE LONDON AMERICAN GROUP

NEW 5 YEAR, 6 FIGURE DEAL

SEE CENTER SPREAD

**150 Best Selling
MONAURAL LP's**

★ **STAR PERFORMERS**—selections on Chart 9 weeks or less registering greatest upward progress this week.

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY Sound Track, Columbia OL 5670	31
2	2	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	33
3	3	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	31
4	5	COLLEGE CONCERT Kingston Trio, Capitol T 1658	12
5	10	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	6
6	6	WEST SIDE STORY Original Cast, Columbia OL 5230	85
7	4	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	24
8	9	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & the Starliners, Roulette R 25166	24
9	7	A SONG FOR YOUNG LOVE Lettermen, Capitol T 1669	14
10	8	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	43
11	11	TIME OUT Dave Brubeck, Columbia CL 1397	73
12	15	THE TWIST Chubby Checker, Parkway P 7001	72
13	13	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	127
14	14	SINATRA AND STRINGS Frank Sinatra, Reprise R 1004	11
15	12	CAMELOT Original Cast, Columbia KOL 5620	70
16	18	DO THE TWIST Ray Charles, Atlantic 8054	23
17	20	JOAN BAEZ, VOL. II Vanguard VRS 9094	26
18	23	SING OUT! Limelitters, RCA Victor LPM 2445	17
19	16	MOON RIVER Lawrence Welk, Dot DLP 3412	21
20	32	NO STRINGS Original Cast, Capitol SO 1695	6
21	25	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	81
22	24	MILK AND HONEY Original Cast, RCA Victor LOC 1065	27
23	19	MIDNIGHT IN MOSCOW Kenny Ball & His Jazzmen, Kapp KL 1276	11
24	22	MY FAIR LADY Original Cast, Columbia OL 5090	320
25	34	TONIGHT Ferrante & Teicher, United Artists UAL 3171	11
26	17	SO MUCH IN LOVE Ray Conniff Singers, Columbia CL 1720	15
27	21	LIVE IT UP Johnny Mathis, Columbia CL 1711	14
28	35	HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING Original Cast, RCA Victor LOC 1066	26
29	29	FOR TWISTERS ONLY Chubby Checker, Parkway P 7002	25
30	28	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	212
31	31	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	99
32	40	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	39
33	37	HEY, LET'S TWIST Sound Track, Roulette R 25168	15
34	27	FOR TEEN TWISTERS ONLY Chubby Checker, Parkway P 7009	9
35	33	MOMS MABLEY AT GENEVA CONFERENCE Chess LP 1463	9
36	53	DRUMS ARE MY BEAT Sandy Nelson, Imperial LP 9168	7
37	30	LET THERE BE DRUMS Sandy Nelson, Imperial LP 9159	19
38	46	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	138
39	26	FLOWER DRUM SONG Sound Track, Decca DL 9098	22
40	41	YELLOW BIRD Lawrence Welk, Dot DLP 25389	41
41	39	TWIST WITH THE VENTURES Delton BLP 2010	19
42	44	MIGHTY DAY ON CAMPUS Chad Mitchell Trio, Kapp KL 1262	10
43	54	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	217
44	60	ALBUM 7 BY RICK Rick Nelson, Imperial LP 9167	7
45	56	DANNY BOY & OTHER SONGS I LOVE TO SING Andy Williams, Columbia CL 1751	13
46	38	MIKE NICHOLS & ELAINE MAY EXAMINE DOCTORS Mercury MG 20680	14
47	63	PETER, PAUL AND MARY Warner Bros. W 1449	5
48	50	POINT OF NO RETURN Frank Sinatra, Capitol W 1676	6
49	45	CRYING Roy Orbison, Monument M 4007	8
50	52	DO THE TWIST Connie Francis, MGM E 4022	7
51	42	I REMEMBER TOMMY Frank Sinatra, Reprise R 1003	29
52	61	WHAT'D I SAY Ray Charles, Atlantic 8029	39

This Week	Last Week	Title, Artist, Label	Wks. on Chart
53	49	RHYTHM SING ALONG WITH MITCH Mitch Miller, Columbia CL 1727	12
54	51	WEST SIDE STORY Ferrante & Teicher, United Artists UAL 3166	27
55	36	MARIA Roger Williams, Kapp KL 1266	11
56	75	STATE FAIR Sound Track, Dot DLP 9011	3
57	47	LET'S TWIST AGAIN Chubby Checker, Parkway P 7004	35
58	57	CAMPUS ENCORE Four Preps, Capitol T 1647	10
59	65	HYMNS Tennessee Ernie Ford, Capitol T 756	244
60	55	SINCERELY BRENDA LEE Decca DL 4216	10
61	62	YOUNG, ALIVE & IN LOVE Paul Anka, RCA Victor LPM 2502	7
62	79	NAT KING COLE SINGS/GEORGE SHEARING PLAYS Capitol W 1675	4
63	59	SOUTH PACIFIC Original Cast, Columbia OL 4180	415
64	76	MUSIC MAN Original Cast, Capitol WAO 990	205
65	64	GLORIA LYNNE AT BASIN STREET EAST Everest LPBR 5137	8
66	72	NANCY WILSON/CANNONBALL ADDERLEY Capitol T 1657	4
67	82	CARNIVAL Original Cast, MGM E 3946	52
68	80	TWISTIN' ROUND THE WORLD Chubby Checker, Parkway P 7008	5
69	58	HEAVENLY Johnny Mathis, Columbia CL 1351	140
70	81	BABY IT'S YOU Shirley, Scepter SLP 504	4
71	43	JOAN BAEZ, VOL. I Vanguard VRS 9078	13
72	66	MIDNIGHT SPECIAL Jimmy Smith, Blue Note 4078	15
73	48	BIG BAD JOHN Jimmy Dean, Columbia CL 1735	25
74	77	JOSE JIMENEZ IN ORBIT/BILL DANA ON EARTH Kapp KL 1257	20
75	67	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	115
76	78	VERSATILE BURL IVES Decca DL 4152	15
77	74	HORN A-PLENTY Al Hirt, RCA Victor LPM 2446	16
78	85	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CL 1690	22
79	89	CONNIE'S GREATEST HITS Connie Francis, MGM E 3793	88
80	68	DOWN HOME Chet Atkins, RCA Victor LPM 2450	11
81	86	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	69
82	91	AFRIKAAN BEAT AND OTHER FAVORITES Bert Kaempfert, Decca DL 4273	6
83	101	STRANGER ON THE SHORE Mr. Acker Bilk, Atco 129	4
84	94	KING OF KINGS Original Movie Music; Miklos Rozsa, MGM 1E2	26
85	98	'S CONTINENTAL Ray Conniff, His Ork. & Chorus, Columbia CL 1776	4
86	93	THE KINGSTON TRIO CLOSE UP Capitol T 1642	33
87	100	ORIGINAL MOTION PICTURE HIT THEMES Various Artists, United Artists UAL 3197	2
88	97	RUNAROUND SUE Dion, Laurie LLP 2009	26
89	103	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	133
90	87	OLDIES BUT GOODIES, VOL. III Various Artists, Original Sound 5004	41
91	107	KINGSTON TRIO Capitol T 996	183
92	102	EXODUS Sound Track, RCA Victor LOC 1058	71
93	105	ALL AMERICAN Original Cast, Columbia KOL 5760	3
94	70	LINGER AWHILE WITH VIC DAMONE Capitol T 1646	13
95	71	BUDDY HOLLY STORY Coral CL 57326	72
96	106	DINO—ITALIAN LOVE SONGS Dean Martin, Capitol T 1659	3
97	83	NEVER ON SUNDAY Connie Francis, MGM E 3965	30
98	84	TWIST WITH BOBBY DARIN Atco 138	18
99	88	FLOWER DRUM SONG Original Cast, Columbia OL 5350	137
100	121	MOON RIVER AND OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	3

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	92	CHUBBY CHECKER/BOBBY RYDELL Cameo C 1013	23
102	99	THE BICKERSONS Don Ameche & Francis Langford, Columbia CL 1692	8
103	127	THE MIDNIGHT SPECIAL Harry Belafonte, RCA Victor LPM 2449	3
104	69	RUSTY WARREN BOUNCES BACK Jubilee JGM 2029	23
105	73	NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2383	36
106	118	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	82
107	90	SUBWAYS ARE FOR SLEEPING Original Cast, Columbia KOL 5730	8
108	95	THE ASTRONAUT Jose Jimenez, Kapp KL 1238	45
109	96	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	201
110	123	KING AND I Sound Track, Capitol W 740	254
111	109	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	70
112	104	HONKY-TONK MAN Johnny Horton, Columbia CL 1721	5
113	137	"TUFF" SAX Ace Cannon, Hi HL 12007	2
114	108	MOMS MABLEY AT THE UN Chess LP 1452	56
115	130	THE VENTURES' TWIST PARTY, VOL. II Delton BLP 2014	2
116	113	STANDING ROOM ONLY Highwaymen, United Artists UAL 3168	10
117	120	YOUNG AND WARM AND WONDERFUL Peter Nero, RCA Victor LPM 2484	11
118	117	ROARING '20'S Dorothy Provine, Warner Bros. W 1294	52
119	128	BOBBY DARIN SINGS RAY CHARLES Atco 140	3
120	110	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CL 1671	36
121	—	TWISTIN' 'N' TWANGIN' Doane Eddy, RCA Victor LPM 2525	1
122	111	GOLDEN PIANO HITS Ferrante & Teicher, United Artists UAL 3505	16
123	143	THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCHESTRA Eugene Ormandy Conducting, Columbia PHM 1	2
124	125	ANDY WILLIAMS' BEST Cadence CLP 2054	8
125	114	ROGER WILLIAMS' GREATEST HITS Kapp KL 1260	17
126	131	ELLA IN HOLLYWOOD Ella Fitzgerald, Verve V 4052	28
127	133	HEY! BABY AND 11 OTHER SONGS ABOUT YOUR BABY Bruce Channel, Smash MGS 27008	2
128	138	HELL BENT FOR LEATHER Frankie Laine, Columbia CL 1615	31
129	139	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Black Seal-Popular) Various Artists, RCA Victor LOP 1509	38
130	122	HYMNS AT HOME Tennessee Ernie Ford, Capitol T 1604	18
131	147	BEYOND THE REEF Earl Grant, Decca DL 4231	2
132	126	LENA ON THE BLUE SIDE Lena Horne, RCA Victor LPM 2465	7
133	140	ALL THE WAY Brenda Lee, Decca DL 4176	39
134	129	UP A LAZY RIVER St. Zentner, Liberty LRP 7216	11
135	132	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	98
136	134	PATSY CLINE SHOWCASE Decca DL 4202	9
137	144	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	63
138	—	FLOYD CRAMER GETS ORGAN-IZED RCA Victor LPM 2488	1
139	135	LET'S TWIST HER Bill Black's Combo, Hi HL 12006	19
140	—	HERE COMES THE TENNESSEE ERNIE FORD MISSISSIPPI SHOWBOAT Capitol T 1684	1
141	136	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	39
142	148	WOODY WOODBURY'S SALOONATICS Stereoeditions MW 4	19
143	115	ALWAYS YOU Robert Goulet, Columbia CL 1676	11
144	—	YOUNG WORLD Lawrence Welk, Dot DLP 3428	1
145	145	BRAHMS: CONCERTO NO. 2 Van Cliburn, RCA Victor LM 2581	11
146	112	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576	17
147	116	BEHIND THE BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1417	30
148	141	SOMEDAY MY PRINCE WILL COME Miles Davis Sextet, Columbia CL 1656	10
149	142	THE SLIGHTLY FABULOUS LIMELITERS RCA Victor LPM 2393	34
150	149	TWISTIN' IN HIGH SOCIETY Lester Lanin & His Ork., Epic LN 3825	17

**50 Best Selling
STEREO LP's**

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY Sound Track, Columbia OS 2070	28
2	2	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	31
3	4	CAMELOT Original Cast, Columbia KOS 2031	70
4	3	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	30
5	5	STEREO 35/MM Enoch Light & His Ork., Command RS 826 SD	33
6	6	COLLEGE CONCERT Kingston Trio, Capitol ST 1658	11
7	9	MOON RIVER Lawrence Welk, Dot DLP 25412	20
8	13	TIME OUT Dave Brubeck, Columbia CS 8192	42
9	7	THE SOUND OF MUSIC Original Cast, Command KOS 2020	115
10	8	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	43
11	16	NO STRINGS Original Cast, Capitol SO 1695	6
12	11	WEST SIDE STORY Original Cast, Columbia OS 2001	47
13	17	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	21
14	10	MARIA Roger Williams, Kapp KS 3266	10
15	12	OKLAHOMA! Sound Track, Capitol SWAO 395	101
16	14	SINATRA AND STRINGS Frank Sinatra, Reprise R 9-1004	11
17	15	SO MUCH IN LOVE Ray Conniff Singers, Columbia CS 8520	15
18	18	STEREO 35/MM, VOL. II Enoch Light & His Ork., Command RS 831 SD	15
19	20	POINT OF NO RETURN Frank Sinatra, Capitol SW 1676	4
20	26	SING OUT! Limelitters, RCA Victor LSP 2445	15
21	24	FLOWER DRUM SONG Sound Track, Decca DL 79098	18
22	27	'S CONTINENTAL Ray Conniff, His Ork. & Chorus, Columbia CS 8576	3
23	33	STRANGER ON THE SHORE Mr. Acker Bilk, Atco SD 129	3
24	29	TONIGHT Ferrante & Teicher, United Artists UAS 6171	9
25	19	PERSUASIVE PERCUSSION, VOL. I Terry Snyder & the All Stars, Command RS 800 SD	114
26	23	A SONG FOR YOUNG LOVE Lettermen, Capitol ST 1669	9
27	25	LET THERE BE DRUMS Sandy Nelson, Imperial 12080	17
28	39	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABCS 410	2
29	30	YELLOW BIRD Lawrence Welk, Dot DLP 25389	42
30	35	NAT KING COLE SINGS/GEORGE SHEARING PLAYS Capitol SW 1675	4
31	36	STATE FAIR Sound Track, Dot DLP 29011	3
32	31	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CS 8490	18
33	21	ALL AMERICAN Original Cast, Columbia KOS 2160	6
34	32	YOUNG AND WARM AND WONDERFUL Peter Nero, RCA Victor LSP 2484	8
35	34	GREAT THEMES FROM HIT FILMS Enoch Light & His Ork., Command RS 835 SD	5
36	22	WEST SIDE STORY Ferrante & Teicher, United Artists UAS 6166	23
37	37	GREATEST STRING BAND HITS Billy Vaughn, Dot DLP 25409	10
38	38	ROMAN GUITAR Tony Martin, Command RS 816 SD	8
39	40	JUMP UP CALYPSO Harry Belafonte, RCA Victor LSP 2388	38
40	50	THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCHESTRA Eugene Ormandy Conducting, Columbia PHM 1	2
41	41	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & the Starliners, Roulette SR 25166	19
42	43	DOWN HOME Chet Atkins, RCA Victor LSP 2450	5
43	44	MELODY AND PERCUSSION FOR TWO PIANOS Romie Aldrich & His Two Pianos, London SP 44007	31
44	—	THE MIDNIGHT SPECIAL Harry Belafonte, RCA Victor LSP 2449	1
45	46	COMBO! Henry Mancini, RCA Victor LSP 2258	13
46	28	LIVE IT UP Johnny Mathis, Columbia CS 8511	11
47	45	BRAHMS: CONCERTO NO. 2 Van Cliburn, RCA Victor LSC 2581	12
48	42	MIDNIGHT IN MOSCOW Kenny Ball & His Jazzmen, Kapp KS 3276	5
49	48	NIGHTFALL Capitol Symphony Ork. (Dragon), SP 8575	7
50	49	ROGER WILLIAMS' GREATEST HITS Kapp KS 3260	6

HOT



POP SINGLES

3

Big Hits!

"SHE CRIED" ⚡ JAY AND THE AMERICANS UA 415

NO. 5 BILLBOARD . . . NO. 4 CASH BOX . . . NO. 4 MUSIC REPORTER

"LIBERTY VALANCE" ⚡ GENE PITNEY MU 1020

NO. 32 BILLBOARD . . . NO. 34 CASH BOX . . . NO. 29 MUSIC REPORTER

"VILLAGE OF LOVE" ⚡ NATHANIEL MAYER UA 449

NO. 43 BILLBOARD . . . NO. 41 CASH BOX . . . NO. 36 MUSIC REPORTER

SPOTLIGHT SINGLE

"LISA" ⚡ FERRANTE & TEICHER UA 470

6

ALBUMS

On the Charts!

TONIGHT ⚡ WEST SIDE STORY FERRANTE & TEICHER

GREAT MOTION PICTURE THEMES ⚡ ORIGINAL

MOTION PICTURE THEMES ⚡ NEVER ON SUNDAY

GOLDEN PIANO HITS FERRANTE AND TEICHER

SPOTLIGHT ALBUM

THE MANY MOODS OF FERRANTE AND TEICHER

UAL 3211 UAS 6211 (STEREO)

NATIONAL BREAKOUT

ORIGINAL MOTION PICTURE HIT THEMES UAL 3197

NO 1

COUNTRY & WESTERN

"SHE THINKS I STILL CARE" ⚡ GEORGE JONES

NO. 1 BILLBOARD AND CASH BOX

UA 424



THE PROUDEST NAME IN ENTERTAINMENT

★ STAR PERFORMERS—Selections registering greatest upward progress this week.

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

△ Indicates that 33 1/3 r.p.m. mono single version is available.

Ⓢ Indicates that 33 1/3 r.p.m. stereo single version is available.

THIS WEEK	1	2	3	4	TITLE	Artist, Label & Number	Weeks On Chart
1	2	3	4		STRANGER ON THE SHORE	Mr. Acker Bilk, Atco 6217	11
2	1	1	1		SOLDIER BOY	Shirelles, Scepter 1228	10
3	3	2	2		MASHED POTATO TIME	Dee Dee Sharp, Cameo 212	13
★	21	53	86		I CAN'T STOP LOVING YOU	Ray Charles, ABC-Paramount 10330	4
5	7	7	15		OLD RIVERS	Walter Brennan, Liberty 55436	8
6	8	12	18		EVERYBODY LOVES ME BUT YOU	Brenda Lee, Decca 31379	7
7	5	6	13		SHE CRIED	Jay & the Americans, United Artists 415	11
8	9	11	9		P. T. 109	Jimmy Dean, Columbia 42338	△ 9
9	4	4	3		JOHNNY ANGEL	Shelley Fabares, Colpix 621	13
10	13	19	33		LOVERS WHO WANDER	Dion, Laurie 3123	6
11	6	8	16		SHOUT! SHOUT! (Knock Yourself Out)	Ernie Maresca, Seville 117	9
12	14	17	34		THE ONE WHO REALLY LOVES YOU	Mary Wells, Motown 1024	10
★	18	20	24		UPTOWN	Crystals, Phillies 102	9
14	10	14			FUNNY WAY OF LAUGHIN'	Burl Ives, Decca 31371	8
15	15	16	26		CONSCIENCE	James Darren, Colpix 630	7
16	17	18	27		I WISH THAT WE WERE MARRIED	Ronnie and the Hi-Lites, Joy 260	8
17	11	5	5		GOOD LUCK CHARM	Elvis Presley, RCA Victor 7992	△ 11
★	34	64			IT KEEPS RIGHT ON A-HURTIN'	Johnny Tillotson, Cadence 1418	3
19	12	10	6		SHOUT	Joy Dee & the Starliners, Roulette 4416	10
20	24	30	44		I SOLD MY HEART TO THE JUNKMAN	Blue Belles, Newtown 5000	6
★	32	55	78		THE MAN WHO SHOT LIBERTY VALANCE	Gene Pitney, Musicor 1020	5
22	25	28	36		TWISTIN' MATILDA	Jimmy Soul, SPQR 3300	9
23	16	9	10		TWIST, TWIST, SENORA	Gary (U. S.) Bonds, LeGrand 1018	9
★	40	75			SECOND HAND LOVE	Connie Franch, MGM 13074	3
25	33	43	59		DON'T PLAY THAT SONG	Ben E. King, Atco 6222	6
26	22	29	41		TELL ME	Dick & DeeDee, Liberty 55412	11
27	23	25	29		CATERINA	Perry Como, RCA Victor 8004	△ 8
★	42	69			PALISADES PARK	Freddy Cannon, Swan 4106	3
29	27	35	46		MOST PEOPLE GET MARRIED	Patti Page, Mercury 71950	6
30	38	58			FOLLOW THAT DREAM	Elvis Presley, RCA Victor EPA 4368 (Extended Play)	3
31	26	27	37		YOU ARE MINE	Frankie Avalon, Chancellor 1197	10
32	37	50	64		MOON RIVER	Henry Mancini, RCA Victor 7916	△ 24
★	46	56	88		PLAYBOY	Marvelettes, Tamla 54060	4
34	20	15	7		LOVER, PLEASE	Clyde McPhatter, Mercury 71941	13

THIS WEEK	35	39	46	51	TITLE	Artist, Label & Number	Weeks On Chart
					NIGHT TRAIN	James Brown, King 5614	7
36	43	63	72		VILLAGE OF LOVE	Nathaniel Mayer, Fortune/United Artists 449	5
37	19	13	8		SLOW TWISTIN'	Chubby Checker, Parkway 835	13
38	47	61	66		TEACH ME TONIGHT	George Maharis, Epic 9504	6
39	28	23	17		SOUL TWIST	King Curtis, Enjoy 1000	12
40	44	54	65		SO THIS IS LOVE	Castells, Era 3073	7
★	56	71			THAT'S OLD FASHIONED	Everly Brothers, Warner Bros. 5273	3
42	49	52	58		(I WAS) BORN TO CRY	Dion, Laurie 3123	6
43	31	22	11		YOUNG WORLD	Rick Nelson, Imperial 5805	13
★	69	84			WALK ON THE WILD SIDE	Jimmy Smith, Verve 10255	3
45	41	49	60		COUNT EVERY STAR	Linda Scott, Canadian-American 133	8
★	61	72	81		ANY DAY NOW	Chuck Jackson, Wand 122	5
47	36	42	53		BLUES (Stay Away From Me)	Ace Cannon, HI 2051	7
★	60	76	90		HIT RECORD	Brook Benton, Mercury 71962	4
★	62	70	87		I LOVE YOU	Volumes, Chess 1002	5
50	51	41	54		ITTY BITTY PIECES	James Ray, Caprice 114	8
★	65	89			CINDY'S BIRTHDAY	Johnny Crawford, Del Fi 4178	3
52	30	21	12		DEAR ONE	Larry Finnegan, Old Town 1113	14
53	45	47	52		KING OF CLOWNS	Nell Sedaka, RCA Victor 8007	△ 9
★	76				SNAP YOUR FINGERS	Joe Henderson, Tudu 1072	2
55	57	62	77		NUMBER ONE MAN	Bruce Channel, Smash 1782	5
56	35	24	19		LOVE LETTERS	Ketty Lester, Era 3068	14
★	74				SHARING YOU	Bobby Vee, Liberty 55451	2
58	59	67	74		IF I CRIED EVERY TIME YOU HURT ME	Wanda Jackson, Capitol 4723	6
59	63	68	80		LEMON TREE	Peter, Paul & Mary, Warner Bros. 5274	4
60	66	79	96		BALBOA BLUE	Marketta, Liberty 55443	5
61	70	88			BORN TO LOSE	Ray Charles, ABC-Paramount 10330	3
★	87	90			THE STRIPPER	David Rose & His Ork, MGM 13064	3
63	64	66	71		MEET ME AT THE TWISTIN' PLACE	Johnnie Morissette, Sar 126	7
64	50	59	47		I WILL	Vic Dana, Dolton 51	9

THIS WEEK	65	58	60	68	TITLE	Artist, Label & Number	Weeks On Chart
					HEARTS	Jackie Wilson, Brunswick 55225	5
66	72				WHERE ARE YOU	Dinah Washington, Roulette 4424	2
67	29	26	21		JOHNNY JINGO	Hayley Mills, Vesta 395	11
68	79	94			MY REAL NAME	Fats Domino, Imperial 5833	3
69	71	74	76		LOVE CAN'T WAIT	Marty Robbins, Columbia 42375	△ 5
70	73	86			HOW IS JULIE?	Lettermen, Capitol 4746	3
71	75	83			THAT'S MY DESIRE	Sensations, Argo 5412	4
72	68	80	85		I'LL TAKE YOU HOME	Corsairs, Tuff 1818	7
73	85				WHEN I GET THROUGH WITH YOU	Patsy Cline, Decca 31377	2
74	77	93	97		FORTUNETELLER	Bobby Curtis, Del Fi 4177	4
75	80	82	84		I FOUND A LOVE	Falcons, LuPine 1003	8
76	84				THEME FROM BEN CASEY	Valjean, Carlton 573	2
77	82		94		DOCTOR FEEL GOOD	Dr. Feelgood & the Interns, Okeh 7144	5
78	81	91	95		OH, MY ANGEL	Bertha Tillman, Brent 7029	4
79	83	85	100		WHY'D YOU WANNA MAKE ME CRY	Connie Stevens, Warner Bros. 5265	4
★					WOLVERTON MOUNTAIN	Claude King, Columbia 42352	△ 1
★	100				AL DI LA'	Ennio Pericoli, Warner Bros. 5259	2
82	94	99			I'LL TRY SOMETHING NEW	Miracles, Tamla 54059	3
83	67	78	83		DRUMMIN' UP A STORM	Sandy Nelson, Imperial 5829	5
84	86				WOMAN IS A MAN'S BEST FRIEND	Teddy & the Twilighters, Swan 4102	2
85	97				BRISTOL TWISTIN' ANNIE	Dovells, Parkway 838	2
★					DRUM STOMP	Sandy Nelson, Imperial 5829	1
87	91	97			LET ME BE THE ONE	Paris Sisters, Gregmark 12	3
★					A STEEL GUITAR AND A GLASS OF WINE	Paul Anka, RCA Victor 0030	△ 1
★					SWINGIN' GENTLY	Earl Grant, Decca 25560	1
★		95	98		ADIOS AMIGO	Jim Reeves, RCA Victor 8019	△ 3
91					HAVING A PARTY	Sam Cooke, RCA Victor 8036	△ 1
92					DOWN IN THE VALLEY	Solomon Burke, Atlantic 2147	1
93					WHERE HAVE YOU BEEN ALL MY LIFE	Arthur Alexander, Dot 16357	1
94		96	99		LIPSTICK TRACES	Benny Spellman, Mint 644	3
95					JOHNNY GETS ANGRY	Joanne Summers, Warner Bros. 5275	1
96					HOW CAN I MEET HER!	Everly Brothers, Warner Bros. 5273	1
97					TENNESSEE	Jan and Dean, Liberty 55454	1
98					LIMBO ROCK	Champs, Challenge 9131	1
99					WEST OF THE WALL	Toni Fisher, Big Top 3097	1
100					BOOM BOOM	John Lee Hooker, Vee Jay 438	1

HOT 100—A TO Z—(Publisher-Licensee)

Adios Amigo (Randy-Smith, ASCAP)	90	I Wish That We Were Married (Joy, ASCAP)	16	Second Hand Love (Morne, BMI)	24
Al Di La' (Witmark, ASCAP)	81	I'll Take You Home (Sunflower & Annie-Earl, ASCAP)	72	Sharing You (Aldon, BMI)	87
Any Day Now (Plan Two, ASCAP)	46	'I'll Try Something New (Jobete, BMI)	82	She Cried (Trio, BMI)	7
Balboa Blue (Lock-E.D.M., ASCAP)	60	If I Cried Every Time You Hurt Me (Conral, BMI)	58	Shout (Wemar-Nom, BMI)	19
Blues (Stay Away From Me) (Lois, BMI)	47	It Keeps Right on A-Hurtin' (Tanridge, BMI)	18	Shout! Shout! (Knock Yourself Out) (Broadway, ASCAP)	11
Boon Boon (Coarad, BMI)	100	Itty Bitty Pieces (Good Songs, BMI)	50	Slow Twistin' (Woodcrest, BMI)	37
Born to Lose (Pearl Int'l, BMI)	61	Johnny Angel (Post, ASCAP)	9	Snap Your Fingers (Cigma, BMI)	54
Bristol Twistin' Annie (Schulman, BMI)	85	Johnny Gots Angry (Tod, ASCAP)	95	So This Is Love (Patterson, ASCAP)	40
Caterina (Rocam, ASCAP)	27	Johnny Jingo (Dickson, ASCAP)	67	Soldier Boy (Ludix, BMI)	2
Cindy's Birthday (Marville, BMI)	51	King of Clowns (Aldon, BMI)	53	Soul Twist (Doo-Kely, BMI)	39
Conscience (Aldon, BMI)	15	Lemon Tree (Boulder, ASCAP)	59	Steel Guitar and a Glass of Wine, A (Spanka, BMI)	88
Count Every Star (Paxton, ASCAP)	45	Let Me Be the One (Aldon, BMI)	87	Stranger on the Shore (Mellin, BMI)	1
Dear One (Maureen, BMI)	52	Limbo Rock (Four Star, BMI)	98	Stripper, The (David Rose, ASCAP)	62
Doctor Feel Good (Cigma, BMI)	77	Lipstick Traces (Mint, BMI)	94	Swingin' Gently (Marville, BMI)	89
Don't Play That Song (Progressive, BMI)	25	Love Can't Wait (Marty's, BMI)	61	Teach Me Tonight (Hub-Leads, ASCAP)	38
Down in the Valley (Progressive, BMI)	92	Love Letters (Famous, ASCAP)	56	Tell Me (Odin, ASCAP)	26
Drum Stomp (Travis, BMI)	86	Lover, Please (Lyn-Lou, BMI)	34	Tennessee Wonder-Achlen, BMI)	97
Drummin' Up a Storm (Travis, BMI)	83	Lovers Who Wander (Dial, ASCAP)	10	That's My Desire (Mills, ASCAP)	71
Everybody Loves Me But You (Champion, BMI)	6	Man Who Shot Liberty Valance, The (Famous, ASCAP)	31	That's Old Fashioned (Aberbach, BMI)	41
Funny Way of Laughin' (Pamper, BMI)	14	Mashed Potato Time (Rice-Mill, BMI)	3	Theme From Ben Casey (Marfran, ASCAP)	25
Follow That Dream (Gladys, ASCAP)	30	Meet Me at the Twistin' Place (Kags, BMI)	63	Twist, Twist, Senora (Rockmasters, BMI)	54
Fortuneteller (Kema, BMI)	74	Moet Me at the Twistin' Place (Kags, BMI)	63	Twistin' Matilda (General-Pickwick, ASCAP)	22
Good Luck Charm (Gladys, ASCAP)	17	Moon River (Famous, ASCAP)	32	Village of Love (Trianon, BMI)	36
Having a Party (Kags, BMI)	91	Most People Get Married (Famous, ASCAP)	29	Walk on the Wild Side (Columbia Pictures, ASCAP)	44
Hearts (East-West, BMI)	65	My Real Name (Travis, BMI)	68	West of the Wall (Music Productions, ASCAP)	99
HIT RECORD (Luristan-Dreyer, ASCAP)	48	Number One Man (LeBlill, BMI)	55	When I Get Through With You (Pamper, BMI)	73
How Can I Meet Her? (Aldon, BMI)	96	Night Train (Panless, BMI)	35	Where Are You (Feist, ASCAP)	66
How Is Julie? (Sherman-DeVorse, BMI)	70	Old Rivers (Gie-Mac & Metric, BMI)	5	Where Have You Been All My Life (Aldon, BMI)	93
I Can't Stop Loving You (Acuff-Rose, BMI)	4	Oh, My Angel (Clifton, BMI)	78	Why'd You Wanna Make Me Cry (Aldon, BMI)	79
I Found a Love (LePino-Progressive-Alilbi, BMI)	75	One Who Really Loves You, The (Jobete, BMI)	12	Wolverton Mountain (Painted Desert, BMI)	80
I Love You (Crisis, BMI)	49	P.T. 109 (Cedarwood, BMI)	8	Woman is a Man's Best Friend, A (Claridge, ASCAP)	84
I Sold My Heart to the Junkman (Mills, ASCAP)	20	Palisades Park (Claridge, ASCAP)	28	You Are Mine (DeMar, BMI)	31
(I Was) Born to Cry (Dial, ASCAP)	42	Playboy (Jobete, BMI)	33	Young World (Four Star, BMI)	43
I Will (Camarillo, BMI)	64				

BUBBLING UNDER THE HOT 100

101. THAT HAPPY FEELING	Bert Koempfert, Decca 31388
102. TWISTIN' WHITE SILVER SANDS	Bill Black's Combo, HI 2052
103. DREAM	Dinah Washington, Mercury 71958
104. ONE O'CLOCK JUMP	Jimmy Smith, Blue Note 1820
105. I CAN MEND YOUR BROKEN HEART	Don Gibson, RCA Victor 8017
106. THANKS TO A FOOL	Brook Benton, Mercury 71962
107. JOHN BIRCH SOCIETY	Chad Mitchell Trio, Argo 457
108. I'M ON MY WAY	Highwaymen, United Artists 439
109. EVERYBODY LOVES A LOVER	Angels, Caprice 116
110. QUEEN OF MY HEART	Rene and Ray, Donna 1360
111. DANCIN' THE STRAND	Maureen Gray, Landa 689
112. DREAM MYSELF A SWEETHEART	Clarence Henry, Argo 5414
113. I'LL NEVER DANCE AGAIN	Bobby Rydell, Cameo 217
114. ROUTE 66 THEME	Nelson Riddle, Capitol 4741
115. GEE, IT'S WONDERFUL	Bobby Rydell, Cameo 217
116. GREEN LEAVES OF SUMMER	Kenny Ball, Kapp 460
117. THE STORY OF MY LIFE	Big Al Downing, Chess 1817
118. TWIST AND SHOUT	Isley Brothers, Wand 1214
119. LOVE, WHERE ARE YOU NOW	Al Martino, Capitol 4740
120. I NEED YOUR LOVING	Don Gardner and Dee Dee Ford, Fire 508



"THE NATION'S BEST SELLING RECORDS"

BEST SELLING SINGLES

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16364	Baby Elephant Walk Theme From The Brothers Grimm	LAWRENCE WELK
<input type="checkbox"/> 16359	Continental Melody/Born To Be With You	BILLY VAUGHN
<input type="checkbox"/> 16357	Where Have You Been/Soldiers Of Love	ARTHUR ALEXANDER
<input type="checkbox"/> 16349	Willing And Eager/Quando, Quando, Quando	PAT BOONE
<input type="checkbox"/> 16348	Tribute To A Dog/Life Gits Tee-Jus, Don't It?	WALTER BRENNAN

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16366	Foggin' Up The Windows A Wound Time Can't Erase	ROBERTA SHORE and ROBIN LUKE
<input type="checkbox"/> 16355	I Can't Stop Loving You/Born To Lose	TAB HUNTER
<input type="checkbox"/> 16351	Where Is The Boy Tonight/On The Wagon	THE CHARMAINES
<input type="checkbox"/> 16336	Runaway	LAWRENCE WELK
<input type="checkbox"/> 16333	Cinderella	JACK ROSS
<input type="checkbox"/> 16329	Chapel By The Sea	BILLY VAUGHN
<input type="checkbox"/> 16309	You Better Move On	ARTHUR ALEXANDER

BEST SELLING ALBUMS

MONO	STEREO	ARTIST
<input type="checkbox"/> 110	<input type="checkbox"/> 110S	THE MAN WITH THE BANJO • Eddie Peabody
<input type="checkbox"/> 3001		SWEET MUSIC AND MEMORIES • Billy Vaughn
<input type="checkbox"/> 3016	<input type="checkbox"/> 25016	THE GOLDEN INSTRUMENTALS • Billy Vaughn
<input type="checkbox"/> 3054D	<input type="checkbox"/> 25054D	THE TEN COMMANDMENTS • Sound Track
<input type="checkbox"/> 3057	<input type="checkbox"/> 25057	LURE OF THE ISLANDS • Hal Aloma
<input type="checkbox"/> 3064	<input type="checkbox"/> 25064	MELODIES IN GOLD • Billy Vaughn
<input type="checkbox"/> 3068	<input type="checkbox"/> 25068	HYMNS WE LOVE • Pat Boone
<input type="checkbox"/> 3071	<input type="checkbox"/> 25071	PAT'S GREAT HITS • Pat Boone
<input type="checkbox"/> 3086	<input type="checkbox"/> 25086	MUSIC FOR THE GOLDEN HOURS • Billy Vaughn
<input type="checkbox"/> 3098		GALE'S GREAT HITS • Gale Storm
<input type="checkbox"/> 3100	<input type="checkbox"/> 25100	SAIL ALONG SILV'RY MOON • Billy Vaughn
<input type="checkbox"/> 3118	<input type="checkbox"/> 25118	STAR DUST • Pat Boone
<input type="checkbox"/> 3119	<input type="checkbox"/> 25119	BILLY VAUGHN PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3122	<input type="checkbox"/> 25122	JOHNNY MADDOX PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3140	<input type="checkbox"/> 25140	LA PALOMA • Billy Vaughn
<input type="checkbox"/> 3155	<input type="checkbox"/> 25155	WHEN YOU'RE SMILING • Eddie Peabody
<input type="checkbox"/> 3157	<input type="checkbox"/> 25157	THE MILLS BROS. GREAT HITS
<input type="checkbox"/> 3164	<input type="checkbox"/> 25164	MR. MUSIC MAKER • Lawrence Welk
<input type="checkbox"/> 3165	<input type="checkbox"/> 25165	BLUE HAWAII • Billy Vaughn
<input type="checkbox"/> 3199	<input type="checkbox"/> 25199	SIDE BY SIDE • Pat And Shirley Boone
<input type="checkbox"/> 3201	<input type="checkbox"/> 25201	GOLDEN HITS • Billy Vaughn
<input type="checkbox"/> 3205	<input type="checkbox"/> 25205	GOLDEN SAXOPHONES • Billy Vaughn
<input type="checkbox"/> 3208	<input type="checkbox"/> 25208	LET ME CALL YOU SWEETHEART • The Mills Bros.
<input type="checkbox"/> 3210	<input type="checkbox"/> 25210	LOUIS AND KEELY! • Louis Prima, Keely Smith
<input type="checkbox"/> 3241	<input type="checkbox"/> 25241	BE MY LOVE • Keely Smith
<input type="checkbox"/> 3249	<input type="checkbox"/> 25249	RAGTIME PIANO GAL • Jo Ann Castle
<input type="checkbox"/> 3250		BEST-LOVED CATHOLIC HYMNS • Lennon Sisters
<input type="checkbox"/> 3251	<input type="checkbox"/> 25251	SONG OF THE ISLANDS • Lawrence Welk
<input type="checkbox"/> 3270	<input type="checkbox"/> 25270	MOONGLOW • Pat Boone
<input type="checkbox"/> 3275	<input type="checkbox"/> 25275	LINGER AWHILE • Billy Vaughn
<input type="checkbox"/> 3276	<input type="checkbox"/> 25276	THEME FROM A SUMMER PLACE • Billy Vaughn
<input type="checkbox"/> 3280	<input type="checkbox"/> 25280	GOLDEN WALTZES • Billy Vaughn
<input type="checkbox"/> 3284	<input type="checkbox"/> 25284	TO MOTHER • Lawrence Welk
<input type="checkbox"/> 3288	<input type="checkbox"/> 25288	GREAT GOLDEN HITS • Billy Vaughn
<input type="checkbox"/> 3289	<input type="checkbox"/> 25289	CRAZY OTTO PIANO • Johnny Maddox
<input type="checkbox"/> 3292	<input type="checkbox"/> 25292	THE LENNON SISTERS SING 12 GREAT HITS
<input type="checkbox"/> 3295	<input type="checkbox"/> 25295	AM I THAT EASY TO FORGET • Debbie Reynolds

MONO	STEREO	ARTIST
<input type="checkbox"/> 3308	<input type="checkbox"/> 25308	THE MILLS BROS. GREAT HITS, VOL. 2
<input type="checkbox"/> 3309	<input type="checkbox"/> 25309	DUTCHMAN'S GOLD • Walter Brennan
<input type="checkbox"/> 3314	<input type="checkbox"/> 25314	MORE MILLION SELLERS • Johnny Maddox
<input type="checkbox"/> 3315	<input type="checkbox"/> 25315	ACCORDION CONCERT • Myron Floren
<input type="checkbox"/> 3317	<input type="checkbox"/> 25317	LAWRENCE IN DIXIELAND • Lawrence Welk
<input type="checkbox"/> 3322	<input type="checkbox"/> 25322	LOOK FOR A STAR • Billy Vaughn
<input type="checkbox"/> 3321	<input type="checkbox"/> 25321	THE WORLD'S GREATEST PIANO ROLLS • Johnny Maddox
<input type="checkbox"/> 3338	<input type="checkbox"/> 25338	YELLOW BIRD • The Mills Bros.
<input type="checkbox"/> 3349	<input type="checkbox"/> 25349	THEME FROM THE SUNDOWNERS • Billy Vaughn
<input type="checkbox"/> 3350	<input type="checkbox"/> 25350	LAST DATE • Lawrence Welk
<input type="checkbox"/> 3352	<input type="checkbox"/> 25352	WONDERLAND BY NIGHT • Louis Prima
<input type="checkbox"/> 3359	<input type="checkbox"/> 25359	CALCUTTA • Lawrence Welk
<input type="checkbox"/> 3363	<input type="checkbox"/> 25363	SAN ANTONIO ROSE • The Mills Bros.
<input type="checkbox"/> 3366	<input type="checkbox"/> 25366	WHEELS & ORANGE BLOSSOM SPECIAL • Billy Vaughn
<input type="checkbox"/> 3368	<input type="checkbox"/> 25368	GREAT HAWAIIAN HITS • The Mills Bros.
<input type="checkbox"/> 3374	<input type="checkbox"/> 25374	GREAT HITS IN BOOGIE WOOGIE • Jack Fina
<input type="checkbox"/> 3384	<input type="checkbox"/> 25384	MOODY RIVER • Pat Boone
<input type="checkbox"/> 3389	<input type="checkbox"/> 25389	YELLOW BIRD • Lawrence Welk
<input type="checkbox"/> 3396	<input type="checkbox"/> 25396	BERLIN MELODY • Billy Vaughn
<input type="checkbox"/> 3398	<input type="checkbox"/> 25398	SAD MOVIES • The Lennon Sisters
<input type="checkbox"/> 3399	<input type="checkbox"/> 25399	I'LL SEE YOU IN MY DREAMS • Pat Boone
<input type="checkbox"/> 3406	<input type="checkbox"/> 25406	THE ANDREWS SISTERS' GREATEST HITS
<input type="checkbox"/> 3409	<input type="checkbox"/> 25409	GREATEST STRING BAND HITS • Billy Vaughn
<input type="checkbox"/> 3410	<input type="checkbox"/> 25410	DOIN' THE TWIST • Louis Prima
<input type="checkbox"/> 3412	<input type="checkbox"/> 25412	MOON RIVER • Lawrence Welk
<input type="checkbox"/> 3415	<input type="checkbox"/> 25415	BECAUSE YOU'RE MINE • Keely Smith
<input type="checkbox"/> 3417	<input type="checkbox"/> 25417	CAN'T HELP FALLING IN LOVE • The Lennon Sisters
<input type="checkbox"/> 3422	<input type="checkbox"/> 25422	TWISTIN' TWELVE GREAT HITS • George Cates
<input type="checkbox"/> 3423	<input type="checkbox"/> 25423	TWIST WITH KEELY SMITH
<input type="checkbox"/> 3424	<input type="checkbox"/> 25424	CHAPEL BY THE SEA • Billy Vaughn
<input type="checkbox"/> 3425		MILLION \$ MUSIC • Various Artists
<input type="checkbox"/> 3428	<input type="checkbox"/> 25428	YOUNG WORLD • Lawrence Welk
<input type="checkbox"/> 3429		CINDERELLA • Jack Ross
<input type="checkbox"/> 3431	<input type="checkbox"/> 25431	VAUGHN MONROE—HIS GREATEST HITS
<input type="checkbox"/> 3433	<input type="checkbox"/> 25433	12 GREAT HITS IN RAGTIME • Jo Ann Castle
<input type="checkbox"/> 3434	<input type="checkbox"/> 25434	YOU BETTER MOVE ON • Arthur Alexander
<input type="checkbox"/> 9011	<input type="checkbox"/> 29011	STATE FAIR • Sound Track

NEW RELEASES

<input type="checkbox"/> 16366	Foggin' Up The Windows/ A Wound Time Can't Erase ROBERTA SHORE and ROBIN LUKE	<input type="checkbox"/> 16365	The Girl That I Love/ Lenore DINO MATTHEWS	<input type="checkbox"/> 16361	In Other Words/ The Rest Of My Days TONY MARTIN
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ALL TIME HIT SINGLES

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 15486	The Green Door/The Little Man In Chinatown	JIM LOWE
<input type="checkbox"/> 15550	Dark Moon /Big Mike	BONNIE GUITAR
<input type="checkbox"/> 15805	You Cheated/That's The Way It's Gonna Be	THE SHIELDS
<input type="checkbox"/> 15841	San Antonio Rose/Long Gone	JOHNNY MADDOX
<input type="checkbox"/> 15911	Does Your Chewing Gum Lose Its Flavor Aunt Rhody	LONNIE DONEGAN
<input type="checkbox"/> 15956	Bei Mir Bist Du Schon/I Don't Know Why	L. PRIMA & K. SMITH
<input type="checkbox"/> 15968	Deck of Cards/Now You Know How It Feels	WINK MARTINDALE
<input type="checkbox"/> 15985	Am I That Easy To Forget/Ask Me To Go Steady	DEBBIE REYNOLDS
<input type="checkbox"/> 16022	Trying/P.S. I Love You	THE HILLTOPPERS
<input type="checkbox"/> 16023	Cocoanut Grove/In The Mood	JOHNNY MADDOX
<input type="checkbox"/> 16024	Love Walked In/From The Vine Came The Grape	THE HILLTOPPERS
<input type="checkbox"/> 16025	Till Then/Only You (And You Alone)	THE HILLTOPPERS
<input type="checkbox"/> 16026	Melody Of Love/Sail Along Silv'ry Moon	BILLY VAUGHN
<input type="checkbox"/> 16027	Hearts Of Stone/Seventeen	FONTANE SISTERS
<input type="checkbox"/> 16028	Ain't That A Shame/I'll Be Home	PAT BOONE
<input type="checkbox"/> 16029	The Crazy Otto/Eight Beat Boogie	JOHNNY MADDOX
<input type="checkbox"/> 16030	The Shifting Whispering Sands/Part 1 and 2	BILLY VAUGHN
<input type="checkbox"/> 16031	I Hear You Knocking/Ivory Tower	GALE STORM
<input type="checkbox"/> 16032	Dark Moon/Memories Are Made Of This	GALE STORM
<input type="checkbox"/> 16033	I Almost Lost My Mind/Friendly Persuasion (Thee I Love)	PAT BOONE

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16034	Don't Forbid Me/April Love	PAT BOONE
<input type="checkbox"/> 16035	Love Letters In The Sand/A Wonderful Time Up There	PAT BOONE
<input type="checkbox"/> 16036	Young Love/Ninety-Nine Ways	TAB HUNTER
<input type="checkbox"/> 16037	Paper Doll/Glow Worm	MILLS BROTHERS
<input type="checkbox"/> 16038	Near You/Beg Your Pardon	FRANCIS CRAIG
<input type="checkbox"/> 16066	Back To The Farm/Dutchman's Gold	WALTER BRENNAN
<input type="checkbox"/> 16145	Last Date/Remember Lolita	LAWRENCE WELK
<input type="checkbox"/> 16151	Wonderland By Night/Ol' Man Mose	LOUIS PRIMA
<input type="checkbox"/> 16161	Calcutta/My Grandfather's Clock	LAWRENCE WELK
<input type="checkbox"/> 16174	Wheels/Orange Blossom Special	BILLY VAUGHN
<input type="checkbox"/> 16209	Moody River/A Thousand Years	PAT BOONE
<input type="checkbox"/> 16220	Blue Tomorrow/Red Wing	BILLY VAUGHN
<input type="checkbox"/> 16222	Yellow Bird/Cruising Down The River	LAWRENCE WELK
<input type="checkbox"/> 16236	Whispering Bells/Come Go With Me	THE DELL-VIKINGS
<input type="checkbox"/> 16255	Sad Movies (Make Me Cry)/I Don't Know Why	LENNON SISTERS
<input type="checkbox"/> 16262	Berlin Melody/Come September	BILLY VAUGHN
<input type="checkbox"/> 16299	Auctioneer/I Fell In Love With A Pony-Tail	LEROY VAN DYKE
<input type="checkbox"/> 16309	You Better Move On A Shot Of Rhythm And Blues	ARTHUR ALEXANDER
<input type="checkbox"/> 16312	I'll See You In My Dreams/Pictures In The Fire	PAT BOONE
<input type="checkbox"/> 16329	Chapel By The Sea/One Love, One Heartache	BILLY VAUGHN

MAIL NOW TO YOUR NEAREST *Dot* DISTRIBUTOR
OR WRITE: *Dot* RECORDS, INC., 1507 N. Vine St., Hollywood 28, California

Surveys Spot Disk Rise

Excise Figures Confirm Growth

WASHINGTON—Internal Revenue Service almost, but not quite, managed to produce correct figures on record manufacturers' excise for its release of first quarter excise for 1962. The correct quarterly excise, which actually represents manufacturers' sales for final quarter of 1961 (there is a three-month lag between collection and reporting by IRS), should be \$7,589,000 instead of the figure of \$9,074,000 given in the current IRS release.

IRS revealed the correct figure in response to a query from BMW's Washington Bureau. The agency said it plans to put out a correction release immediately, although this was not done on the IRS error made in the October-December, 1961, quarterly figures. The latter error was also discovered and reported by Billboard Music Week, issue March 10.

Correct Figures

The excise tax total for the fiscal year to date (July, 1961, through March, 1962) is given as \$17,670,000. IRS says this total is correct. Both the quarterly and the nine-month fiscal totals are up over the same periods last year. First quarterly report for 1961 was \$5,825,000, which was \$1,764,000 below this year's first quarter; first three-quarters of fiscal 1961 totaled excise of \$16,060,000, which is \$1,610,000 below the fiscal 1962

RIAA REPORTS ALL-TIME HIGH

NEW YORK — The RIAA reported last week that retail sales on phonograph records in 1961 exceeded \$500,000,000, establishing a new all-time high. Stereo recordings accounted for close to 40 per cent of total LP sales in 1961, as compared to 26 per cent in 1960.

The RIAA report, based on manufacturers sales data correlated with studies by government agencies, said that total volume at list price value in 1961 totaled \$513,100,000, as compared with \$480,000,000 in 1960—an increase of nearly 7 per cent.

The RIAA report estimated that of this sales total, about \$415,600,000 represents LP sales and \$97,500,000 represents singles (both 78's and 45's) and EP's.

period. (Fiscal 1962 runs from July, 1961, through June, 1962.)

Excise for January-March, 1962, indicates a volume of manufacturers' taxable product of \$75,890,000 on sales made during the October-December, 1961, quarter. (Only actual sales are taxable, not free merchandise for promotion, etc.) Excise of July, 1961-March, 1962, indicates taxable sales of \$176,700,000.

(Continued on page 24)

Billboard: Sales Over \$560 Mil.

NEW YORK — Billboard Music Week's Research Department estimates that total industry dollar sales for 1961 reached an all-time high and are in excess of \$560 million and could be as high as \$587 million. This range is given only because of lack of specific figures on record club sales. Record club sales are estimated by many in the industry to be between \$75 million and \$100 million.

Billboard's estimate is based on store sales in 1961 being slightly in excess of \$300 million (approximately 52 per cent of total business); rack jobbers in 1961 registering approximately \$140 to \$150 million dollars (approximately 25 per cent of total dollar volume); juke box operators buying approxi-

(Continued on page 24)

Senate Study Of Copyright Business Slated

To Probe Who Makes Money and How Much

WASHINGTON — Who makes the money and how much they make in copyright-based business will be the subject of a study by the Senate Subcommittee on Patents, Trademarks and Copyright. Sub-Committee Chairman John L. McClellan has launched his staff on a study of certain areas of the general revision of the Copyright Act as proposed by the Copyright Office. A "major area" of the study will examine the "economic importance of the various aspects of copyright."

In the sub-committee's annual report to Congress, McClellan notes that the 50-year-old copyright laws of the U. S. are "badly in need of revision." For the benefit of legislators, the sub-committee report gives a concise list of Copyright Office recommendations contained in its first revision report.

One of the recommendations is an end to compulsory licensing. Compulsory licensing allows anyone to record a copyrighted work which has had one recording by permission of the copyright owner. The only requirements are notice to the owner, and payment of a

(Continued on page 24)

Stereo FM Gains, But Gimmicks Out

By JUNE BUNDY

NEW YORK — Stereo FM broadcasting has made tremendous progress since the FCC okayed it just a year ago. Today, more and more disk manufacturers are cognizant of the sales impact of exposure on stereo FM stations. The result is that FM—heretofore treated like a stepchild by the disk industry—is rapidly becoming a key promotional target in the album field—without the "ping-pong" gimmicks once used.

Stereo FM also will play an important role at the upcoming World's Fair of Music and Sound in Chicago this summer (August 21-September 9). Several stations will air Stereo FM broadcasts from the fair, and panel discussions touching various aspects of Stereo FM are set up as key items on the agenda.

A recent Young & Rubicam survey reported that more than 10,000,000 households are tuned to FM radio at some time during the average week. More than 95 stations are currently broadcasting Stereo FM in 36 States. It is expected that 300 stations will be

carrying stereo FM broadcasts by this fall, with some traders predicting that ultimately all FM stations will become Stereo FM-ers. The Electronic Industries Association (EIA) estimates that 40 per cent of the country's population—about 70,000 persons—is in range of at least one of these stereo FM broadcasts.

Big Sales Jump

In line with this, L. M. Sandwick, of the Electronic Industries Association, recently reported that during the fourth quarter of last year stereo phonograph sales exceeded 40 per cent of total disk volume, as compared to 26 per cent of total disk business.

The majority of FM stations still pay for their records by LP subscription plans, but there is a growing trend for manufacturers to present key FM outlets with gratis wax. As competition increases for exposure on FM—particularly Stereo FM—more and more manufacturers are bound to adopt gratis-wax policies for FM broadcasters.

For example, United Artists now

(Continued on page 33)

Music World's Fair to Probe Trade Ideas in Panel Gabfest

CHICAGO — Record retailers, phono equipment merchandisers and radio program directors will air problems and exchange ideas in separate panel discussions to be held at the World's Fair of Music and Sound to be held here at McCormick Palace, August 31-September 9.

Directors of the fair have revealed the topics to be discussed in each of the sessions. Slated for discussion by record merchandisers are: "How to buy records and set up a simple inventory program," "How can the record store profitably diversify?" "How the department store sound department can compete successfully," "Organizing a profitable trade-in program" and "Ways to economically organize and efficiently run a service department."

A topic on the agenda of the phono retailing seminar is "Ways to Move Dead Stock." Among the topics for radio programmers are: "Programming automated stations," "Successful use of personalities" and "How to handle the special problems related to FM stereo."

In addition to these conferences

the show will offer symposiums on music subjects led by well-known artists, composers and music authorities.

Another Fair of Music and Sound feature will be a "live vs. recorded sound" demonstration by the Fine Arts Quartet. The quartet will tape its entire program in advance and at intervals during its live performance it will let the tape—to be played through a quality components system—take over. Acoustic Research will sponsor the performance, to be held nightly in the McCormick Place Little Theater.

La Price Not Right; Marek Pays Off Buck

NEW YORK — George Marek, RCA Victor Records chief, emulated Verdi last week and sent a personal check to a dealer in accordance with a money-back-if-not-satisfied offer on Leontyne Price's new Victor recording of "Aida."

Last March, Marek wrote to more than 500 dealers, advising them that in 1872, Verdi refunded the price of his ticket to a disgruntled opera patron who hadn't liked a performance of "Aida." Marek made the same offer, only in this case he promised to send his personal check for the dealer's cost of one "Aida" album (\$11.13) to any dealer who wasn't "thrilled and excited by it."

Only one dealer, William C. Buck, of Fargo, N. D., took him up on the offer. Buck said he preferred the Tebaldi and Milanov versions.

Marek, however, expressed satisfaction over the promotion, purpose of which was to get the dealers to listen to the recording. The results, he said, indicated the dealers did just that.

FTC Slates Issue Of Trade Rulings

WASHINGTON—The "don'ts" of unfair business practices will be decided and issued by the Federal Trade Commission as new rules, beginning June 1 of this year. This new way of prohibiting unfair practices before they become the subject of possible individual action will supplement the FTC's regular Trade Practice Rules, Commission Chairman Paul Rand Dixon announced last week.

The new-type preventive rulings against unfair practices will be based on two things: the FTC's own knowledge of the conditions, plus requests of businessmen for advice on whether a proposed practice will go counter to laws administered by the FTC. The new procedure will be fast and flexible. The FTC reserves the right to change its mind and revoke any rule green-lighting a practice that later turns out to be against the public interest.

Advice to inquiring businessmen has customarily been given at staff level, but will now get official Commission ruling when the situation warrants it. The Commission may also issue rules when it is in disagreement with a hearing examiner's findings or when it believes that an individual case has broad application to many similar situations. The last aspects eliminates "the necessity of proving again and again that the particular practice is unlawful," says Dixon.

Blanket Ruling

The new approach may have significance for the record industry, which is awaiting possible complaint or consent action outcome of a two-year investigation by the Commission into allegedly anti-

competitive practices. A blanket "don't-try-it" ruling against certain practices for industry becomes more possible after June 1. It could be more preferable than a succession of individual complaints and consents, such as occurred in the payola crackdown by the Commission. Some record companies got off the payola hook via interim legislation, while others were branded with individual complaints which seemed unfair to them under the circumstances.

The process of administering the new preventive method will come under the FTC's Bureau of Industry Guidance, headed by Bryan H. Jacques. A public hearing may be held in cases where the FTC believes it necessary, before issuing

(Continued on page 24)

Index to Contents

General

International Music 16
Manufacturer News 6

Music Pop Charts

Best Selling Phonographs & Tape Recorders 35
Best Tracks from the Spotlight LP's 22
Bubbling Under the Hot 100 Cover
Double-Play Disks 43
Hits of the World 16
Honor Roll of Hits 14
Hot 100 Cover
Hot C.&W. Sides 36

Hot R.&B. Sides 38
Local Singles Breakouts 1
National Breakouts 1
New Action LP's 1
New on the Hot 100 Chart .. 1
New on the LP Charts 1
Top LP's Cover
Top LP's by Category 12
Yesterday's Hits 23

Reviews

LP Reviews 22
Single Record Reviews 23

Radio-TV Programming ... 33
Artists' Biographies 33

Easy Listening 34
Programming Panel 33
Yesterday's Hits 33
Vox Jox 33

Music-Phonograph Merchandising

Album Covers of the Week ... 35
Best Selling Phonographs & Tape Recorders 35
Disk Deals for Dealers 35

Coin Machine Operating

Bulk Vending 46
Coin Machine News 45
Double Play Disks 43

Buyers and Sellers Classified Mart..... 40

Manufacturers Give Views on ARMADA

HOLLYWOOD—Manufacturers here who belong to ARMADA appeared willing and eager to have the distributors gain control of the organization, or at least have an association of their own. Typical comment:

Al Bennet, president, Liberty Records: "The interests of manufacturers and distributors in many respects are widely divergent and can be best pursued if these are treated within their respective organizations. Distributors definitely should have their own organization, whether it's a separate part of ARMADA or ARMADA itself, but an organization composed of often conflicting groups such as distributors and manufacturers becomes bogged down in an effort to satisfy both sides, and ends up making little progress."

Mo Ostin, administrative head of Reprise Records: "From its inception, I felt that ARMADA was considerably weakened by attempt-

ing to represent both distributors and manufacturers. It would be good for the industry if the distributors had their own association where they could thrash out their common problems and not attempt to do this in the same room when manufacturers are trying to seek a solution to their own ills."

Guy Ward (Guy Ward Associates) disk manufacturers' rep who earlier (BMW, October 30) called for a separate organization for small labels: "For the general well-being of the industry and certainly for the protection of the individual manufacturer and distributor separate organizations dedicated to the purpose of protecting its own while striving for measures that would offer industry-wide help is the answer. There should be a distributor organization, and one for the smaller labels to help establish them on a solid footing in the record market."

Rights Subcomm. Favors Revised Counterfeit Bill

Celler Proposals Call for Criminal Liability and Extension of Copyrights

By MILDRED HALL

WASHINGTON — The Celler Bill to penalize record counterfeiting, cut down to one section, but still a boon to record manufacturers, was reported favorably to the full Judiciary Committee last week by its Subcommittee on Copyrights. Just as rapidly, in the wake of hearings held earlier this month, the Willis (D., La.) Subcommittee also passed on the Celler Bill to extend copyrights for works soon due to fall in public domain. The originally requested five-year extension was cut to three years.

Both bills are expected to be taken up early this week by the full House Judiciary Committee. Rep. Emanuel Celler (D., N. Y.), author of both bills, is the chairman. The going may get rougher for the bills in the full committee. However, a quick and favorable report by this group could put the legislation in line for possible passage before the end of the congressional session.

MCA Offering Stock Exchange On Decca Shares

NEW YORK — MCA, Inc., is making an exchange offer to holders of outstanding shares of Decca Records stock. Each Decca share is exchangeable for one share of new MCA convertible voting preferred stock (\$1.50 annual dividend cumulative), plus one-third share of MCA common. The preferred stock is convertible at any time to one-half share of MCA common and is not callable before January 1. On liquidation, stock goes for \$32 a share.

The Wall Street firm of Lehman Brothers is heading the group of dealers which will solicit the exchanges. The offer expires June 16 but may be extended to no later than July 31. The offer is also conditioned upon acceptance by holders of at least 80 per cent of Decca shares.

Record manufacturers will be happy over the retention of the anti-counterfeit section of the bill, which bases criminal liability on fraudulent or forged labels. This is all that is left of the original bill, which would have penalized unauthorized recording (pirating) and would have revised the Copyright Law itself to provide full civil damages for record infringements. (BMW, May 19, 1962.)

Music publishers will mourn the deleting of the copyright amendment which would have entitled them to recover full damages instead of limited mechanical royalties for record infringements. The subcommittee also took out the section of the bill making "unauthorized recordings" criminally liable. Both the Copyright Office and the broadcasters opposed this. The latter felt broadcasters might be penalized for minor or unwitting infringements by tape recording for automatic programming.

Shave Off Two Years

The Celler Copyright Extension Bill which would give protection through 1967 to copyrights soon due to expire—many of them old ASCAP standards—has been cut back to a 1965 deadline. This is in line with Copyright Register Abraham Kaminstein's request for a shorter period, in order to maintain urgency for the complete copyright revision hoped for in the next few years. The revised Copyright Law may extend the present 56-year total to 76 years.

Fines and/or Prison

The Celler Bill to penalize record counterfeiting as amended now adds the following provisos to the U. S. Code:

"Whoever knowingly and with fraudulent intent transports, causes to be transported, or receives in interstate or foreign commerce, any phonograph, record, disk, wire, tape, film or other article on which sounds are recorded, to which or upon which is stamped, pasted or affixed any forged or counterfeit label, knowing the label to have been falsely made, forged or counterfeit, shall be fined not more than \$10,000 nor imprisoned more than 10 years or both."

Distrib Drive to Take Over ARMADA Steams Ahead in All Areas of Country

Coast Sounds Rousing 'Aye'

By LEE ZHITO

HOLLYWOOD — Distributors and several Coast-based manufacturers who belong to ARMADA last week unanimously threw their weight behind the pre-convention groundswell to have distributors wrest the reins of ARMADA (BMW, May 19). A BMW survey of the area's leading distributors found them all heartedly in favor of their faction taking over the control of ARMADA of forming a national distrib association of their own.

Sample distributor opinion (for manufacturer comment, see separate story):

Abe Diamond (Diamond Distributing): "I've withdrawn from ARMADA because I couldn't see that it was attempting to fight any of the industry's evils like transshipping, discounting, manufacturer-direct selling. Things were discussed only at the manufacturer level, and nothing was done to help the distributor. If the distributors took over, I would really be in favor of returning to ARMADA. I'm getting fed up by being squeezed by the racks for an extra discount while being told by the racks that it's inevitable and only a question of time before they'll be buying direct from the manufacturers. These are the problems that can be treated in a distributor-only organization."

George Hartstone (Hart Distributors): "I'm definitely in favor of distributors having their own organization, whether it's ARMADA or a new organization for distributors only."

Favors Local Chapters

Sid Talmadge (Record Merchandising): "I'm all for a national distributor organization. What's more, I'd like to see this organization comprised of local chapters consisting of distributor groups at the local level. This would give strength to the local groups and, in turn, the national group would be that much stronger. It hasn't made any sense to bring manufacturers and distributors together in a single organization when their specific problems are so widely different."

Roskin Buys Out Seaboard Distribbs In Hartford Area

HARTFORD, Conn. — Roskin Distributors here has bought out Seaboard Distributors, also of this city, along with Park Records, a rack jobbing and one-stop subsidiary of Seaboard. Roskin had been Columbia Records' distributor for many years for this sector as well as for the Albany and Buffalo areas. This arrangement came to a close when Columbia opened its own Hartford - Buffalo branch, April 1.

Ed Stein and Marv Ginsberg, both 14-year veterans of the Seaboard operation, will continue their functions under the new set-up. Stein heads up the rack and one-stop wing, while Ginsberg will operate the indie distributorship. The lines being handled by the new combine include Mercury, Philips, Roulette, Atco, Atlantic, Dot, Liberty and the Chess-Checker-Argo axis.

Roskin will continue to serve the up-State, Eastern and Central regions of New York through resident salesmen working out of Albany. No immediate plans have been set for Buffalo.

That has been the primary weakness of ARMADA."

Al Sherman (Record Sales): "Nothing concrete can be accomplished when both distributors and manufacturers sit around the same table within an organization. While at an over-all industry level the problems of one are also the problems of the other group, basically the specific issues that face the day-to-day business of a distributor is widely different from that facing the manufacturer and therefore each should treat his own issues at his own organization's meetings."

Al Lauska (Sun-State Distributors): "There has to be separate groups to air the problems of manufacturers as well as distributors. When you bring the two together, nothing can be achieved because each tends to blame the other for the problems that face all of us. I'm in favor of a distributor organization and will support it when one can be formed."

Leaders Seek Strong Exec

By BOB ROLONTZ

NEW YORK—The movement on the part of key indie record distributors to take over control of ARMADA is moving ahead at full steam (BMI, May 19). Reports indicate that all of the distributors who received a letter from a key ARMADA distrib asking for support for the move have reacted favorably.

Basically, the distribbs leading the drive for a distrib-controlled ARMADA feel that in these critical record business times, it is essential for distribbs to have their own organization. The distribbs do not want manufacturers to pull out of ARMADA (distribbs and manufacturers are equal partners in the trade organization). They do want the record companies to accept associate membership in a distrib-led outfit.

Right now the distrib leaders are looking for a strong executive to take over the position of paid executive secretary of the new ARMADA. They want a man who is able to withstand the pressures that will be put on him from all sides. He should be able to hammer out a code of fair practices for manufacturers and distributors to follow.

Names Put Forth

Already a number of names for the position have been suggested by the distribbs. Some of them are fellow distributors; one is a well-respected industry name with long experience in the music field. It is expected that feelers will be put out to all of these prior to the ARMADA convention.

It is interesting to note that a number of manufacturer members of ARMADA are sympathetic to distribbs' desire to control the organization. Some manufacturers have said, privately, that distribbs are entitled to their own organization and that manufacturers have an association of their own in the RIA.

Surprisingly, it is distributors themselves who have been, until recently, reluctant about changing the character of ARMADA. (Continued on page 41)

HAS THE TWIST HAD IT?

Trade Sees Fad Fading Fast

By JUNE BUNDY

NEW YORK—The Twist appears to be on its way out as a national fad, but as a dance it's here to stay. A new trend may be developing, according to many tradesters around the country. It might very well be rhythm and blues and/or rock and roll interpretations of country material, spearheaded by Ray Charles' current smash hit single "I Can't Stop Loving You," and his equally sock LP "New Sounds in Country and Western Music."

Twist star Chubby Checker's recent tour is cited by many as proof that the Twist has had it. Harried by poor bookings, high overhead and disappearing promoters, Checker has "bombed" at the box office in many cities where only a short time ago he was a top draw.

Cited as a further indication that Twist is on the down-grade was a report that best selling Twist star Joey Dee's new movie, which formerly featured the word Twist in its title, is now called "Two Tickets to Paris."

Quietly Folded Label

Also deemed significant by some tradesters was the fact that Atlantic Records, which launched a new Twotime Records label (featuring only Twist platters) a couple of months ago, has quietly halted releases on the label.

Some of the numerous Twist clubs, which opened last fall when the Twist craze first caught on, are

finding it rough going today, particularly in cities where the Twist has been around the longest (i.e. New York, Philadelphia, etc.).

George (Hound Dog) Lorenz, syndicated rock and roll deejay, commented "Aside from the few big Twist stars, Twist records have become a dime a dozen." Lorenz, along with many others in disk-deejay circles, said he thought the next big trend will be "country-flavored music sung by rhythm and blues artists," a la Ray Charles. Many indie labels are getting ready to follow the Charles' lead, which may bolster the trend.

Such diversified authorities as TV star Kathryn Murray (wife of Arthur, the dance school king); syndicated society columnist Igor (Cholly Knickerbocker) Cassini, and William Morris booker Roz Ross maintain the Twist is here to stay as a dance—along with the waltz, fox trot, rumba, and the cha cha.

Still Large in Europe

Mrs. Murray, who recently returned from an extensive European trip, said that the Twist is still very big in Europe, and that it has been integrated into the Arthur Murray School dance courses as a regular specialty, along with the cha cha and the mambo. However, Mrs. Murray pointed out that the Twist is such an easy dance to learn that most pupils pick it up in one lesson.

(Continued on page 24)

New International Disk Combine Sets Up N. Y. Office; Shoots for Overseas Clients

Joe Zerga Heads Transglobal Music Publishing Firm; Britain's EMI, 50 Other Foreign Accounts in Fold

By REN GREVATT

NEW YORK—A new international disk and publishing combine has been formed here. Principal of the operation, to be known as Transglobal Music, is Joe Zerga, most recently professional manager of Bourne Music, and formerly head of EMI publishing operations abroad. Counsel for Transglobal is Paul Marshall, who originally made his name on the music scene several years ago as architect of the Top Rank International disk co-operative.

Transglobal will headquarter in New York in offices adjacent to those of attorney Marshall. It hopes to draw clients from scores of foreign countries.

The firm, Zerga explained, will

New Epic Discount Plans Cover Pop, International LP's

NEW YORK—Three best selling Epic pop albums and the company's international sets figure in a special LP discount program set up by the company from May 21 through June 29.

A 10 per cent discount is being offered on "George Maharis Sings," Roy Hamilton's "Mr. Rock and Soul" and the Ralph Burns instrumental reading of the "No Strings" score. A 15 per cent discount is being offered on the label's entire international catalog. The discount also applies to six new albums being added to the catalog. Among those titles are "The Twelve Greatest Hits—San Remo Festival, 1962," "Pasodobles" and "The Newest Israeli Singing Sensation—Rika Zarai."

Epic is also offering special display material including individual counter browser boxes designed to hold 40 LP's to dealers and distributors. Window display pieces, counter sheets, and color posters are being keyed to an "International Music Tour" theme during the sale period.

On the talent front, the label confirmed the signing of Adam Wade to a long-term contract. Joe Rene has been assigned a.&r. supervision of the Wade dates.

Kobler Goes Off Air To Join Perri Disks

NEW YORK—Gene Kobler, known in the music trade as Gene Kaye, a deejay on WAAT, Trenton, N. J., has relinquished his on-the-air chores to take a post with the recently formed Perri Records.

Firm President Richard Osias said Kaye will act as an administrative and liaison man between the Perri label and such associated entities as the Docir and Pao publishing firms and Janel Enterprises, an artist management firm. Kaye also will establish Puerto Rico offices for the firm and will set up pressing arrangements there.

PRAGER LEAVES SESAC GM POST

NEW YORK—E. S. (Bud) Prager, general manager and assistant to the president of SESAC, has left his post with the licensing organization.

No replacement has been set. Prager has not revealed his future plans.

act very much as a broker. That is, it will bring buyer and seller together, taking its fee either in terms of a flat sum or as a percentage or royalties.

"It will work the way records are handled here in the States when one company buys a master from another," Zerga said, "except we'll be operating on behalf of a buyer in one country and a seller in another."

The firm, unlike others in the past, also expects to work with copyrights as well as records. It will represent foreign publisher

clients here and will also arrange deals for placing of rights to foreign copyrights with publishers in the United States and vice versa.

Nonexclusive

All deals made with firms, publishers or record companies, will be nonexclusive. That is, the existence of an agreement with a diskery or publisher in one country will not preclude transactions and client relationships with similar firms in the same country.

Transglobal has already acquired EMI as a client, plus other firms (Continued on page 14)

Big 3 Starts BMI Firm To Handle TV Writers

NEW YORK—The Big Three—the MGM Pictures music publishing subsidiary, consisting of Robbins, Feist and Miller, long pillars of ASCAP—has started a BMI publishing firm. The new BMI subsidiary is called Hastings Music. It will be a subsidiary of Robbins and will handle music from feature films and TV series where the music is clefled by BMI writers.

The Big Three move was presaged about six months ago, when Mickey Scopp, chief of the Big Three, indicated that the firm was considering a BMI subsidiary for the purpose of exploiting music from MGM and 20th Fox films and TV series penned by BMI members (BMW, September 25, 1961). According to the Big Three, the

new BMI firm will be handled within the organization. No separate professional manager will oversee the firm, but it will be under the aegis of Norman Foley, general professional manager of Robbins-Feist-Miller.

The move of MGM and 20th Fox into TV film production helped spur the new Big Three BMI subsidiary. BMI writers have supplied a lot of music, both theme and background, for many of the MGM and 20th Fox TV shows. A few of the writers for these shows had previously belonged to ASCAP and had switched to BMI over the past year or two. The Big Three's Hastings Music firm was set up to get monies from BMI that the Big Three ASCAP firms could not obtain.

The Hastings catalog already has music from 10 important TV shows. These include "Dobie Gillis," "Hong Kong," "Five Fingers," (Continued on page 14)

Otis Takes Off As Independent

NEW YORK—Clyde Otis anked his post as a.&r. director with Liberty Records last week to become an independent producer. Otis, who joined Liberty about a year ago as Eastern a.&r. chief for the firm, said that he had terminated his contract with Liberty on an amicable basis.

Prior to joining Liberty, Otis established his reputation as a hit-maker with Mercury, where he turned out best selling wax with Brook Benton, Dinah Washington and Sarah Vaughan. While with Liberty, Otis developed Timi Yuro and had a number of hit singles with the lass.

Chancellor Takes Expansion Steps

NEW YORK—Chancellor Records is branching out into the rhythm and blues and country and western fields, prexy Robert Marcucci announced last week. The firm plans to build complete lines in each field. The first r.&b. division artists signed by Chancellor are the Five Satins and Jimmy Fortune.

Jimmy Bowen, recording artist and composer, will head up the new c.&w. department in Los Angeles. He will concentrate on scouting new c.&w. talent and material.

Currently Bowen is preparing a cross-country tour to introduce Chancellor's first c.&w. releases by Joey Cooper, Danny Denver, Bobby Denton and Jimmy Smart.

Verve Works Tie With Esquire on 'Sound Tour' Sets

NEW YORK—MGM Records has worked out a special cross-promotion, tie-in deal with Esquire magazine for a new "Sound Tour" album series on its Verve label subsidiary. The series consists of four "travel portrait" albums, featuring musical sound tours and impressions of four famed countries.

The packages carry the basic title, "Esquire Sound Tour," and cover France, Spain, Italy and Hawaii. Kenyon Hopkins composed and conducted the material for the four sets. Packages will incorporate a double gate-fold, and, with each set, there will be included an eight-page descriptive brochure of each particular country, penned by Richard Joseph, Esquire travel editor. Included with each package is an Esquire Travel Guide booklet, noting sights to see and things to do in each country.

Esquire's June issue will carry a double-page spread on the series. Verve is supplying dealers with special advertising and promotion kits which include mounted reprints of the Esquire ad, "Esquire's" die-cut window display cards, travel posters from France, Spain, Italy and Hawaii, window streamers and co-op ad mats for use in travel sections of daily papers. Dealers will also get a free sampler LP. Creed Taylor produced the set and Harry Anger co-ordinated the project.

UA Names Great Western

Pete Souvall and Roy Peterson's Great Western Distributing firm has been appointed to handle the United Artists line in Salt Lake.

The United Artist subsidiary label Ascot named two new Texas distributors. In Houston the line will be handled by H. W. Daily, Inc., and in Dallas Big State is the new outlet.

Premier Names Shields

NEW YORK—Robert Shields has been named comptroller of Premier albums. Shields has been senior auditor for the public accounting firm of J. K. Lasser for the past five years. Premier manufactures the Coronet, Spin-O-Rama, Parade, Twinkle and Celebrity discount, supermarket, drug and subway music stores. Firm also makes the regular price Baronet and Directional Sound labels.

Strobel to Mercury

CHICAGO—Desmond Strobel has joined the art staff of Mercury Records, Merle Schirado, director

BMI College Tunes Bought By Paxton Co.

NEW YORK—George Paxton, now sole head of Winneton Music and Coed Record (BMW, May 19) has purchased the Thornton-Allen college catalog from BMI. The catalog, which contains great college standards including "Roar Lion Roar," "On Wisconsin," "The Eyes of Texas" and "Washington and Lee Fight Song," has been handled by BMI for the past 15 years. It was sold to Paxton at a price in the neighborhood of \$50,000.

According to Paxton, he will incorporate the catalog, with its songs and educational and choral works, into his Winneton firm. He intends to wax songs for different colleges from the catalog, and sell college disks to campus stores. He also will issue folios of most popular college songs.

BMI sold its Broadcast Music catalog to Columbia Pictures a few years ago, and has been negotiating to sell the Thornton-Allen catalog for the past few months.

Bernard Braddon Goes to Mercury

NEW YORK—Bernard Braddon, veteran retail record exec with Liberty Music Shops here, resigned from the five-store firm to join Mercury Records as administrative director, classical division. Wilma Cozart Fine, Mercury vice-president in charge of the classical division, announced that Braddon would assist her in administration, merchandising and sales.

Braddon, a native New Yorker, was with Liberty for 17 years. He managed the record departments of all five stores and supervised all disk buying and record merchandising.

Braddon has reviewed pop and classical disks for various publications during his career and did undergraduate and graduate work in music at Cornell. During World War II he served in the U. S. Office of Censorship and prior to that operated an art gallery in New York.

of creative services, announced last week. Named assistant art director, Strobel will report to art director, Jim Ladwig. Formerly with Playboy magazine, Strobel also was with the Chicago Sun-Times and Rotary International magazine. He was graduated from the Art Institute of Chicago.

New Caedmon Catalog

NEW YORK—The Caedmon 1962-1963 catalog will contain three new features when it is released June 1. The 48-page booklet will have a complete listing of the 12 Shakespeare Recording Society sets, triple index of all works listed by artist author and title of work, and each disk is designated by symbol denoting its suitability for children, and young people going to high school or college.

Leontyne Helps Campaign

NEW YORK—Opera star Leontyne Price recently presented her RCA Victor album, "Aida," to acting UN Secretary General U Thant. The presentation was part of a special "Aida" campaign to save the Egyptian Nubian monuments, historic monuments threatened with inundation. The campaign is being sponsored by the UN Educational, Scientific and Cultural Organization (UNESCO).

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Vol. 74

No. 21

POTENTIAL

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STEREO CS 8573

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- June Night
- When You Were a Tulip
- When It's Springtime in the Rockies
- Deep Purple
- Volare
- Linger Awhile
- Do You Ever Think of Me
- K-K-K-Katy
- Ja-Da
- Don't Sit Under the Apple Tree
- Mairzy Doats
- O, Katharina!
- I'm Sitting on Top of the World
- Oh Marie
- San Francisco
- It Happened in Monterey

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PORTRAIT SUITABLE FOR FRAMING.

Martin Rockwell

CL 1773/ CS 8573 (Stereo)

*Number of families with phonographs in United States (Electrical Merchandising Week)

WEEKLY MARKET ANALYSIS

Continued from page 1

Stop Loving You," the No. 1 local record in terms of radio play and sales. Runner-up to Charles (in both sales and radio exposure) was Johnny Tillotson's "It Keeps Right On A-Hurtin'."

Aside from the above two disks, sales on singles ran moderate to slow. Milt Berson, buyer for Musical Sales, a leading one-stop here, said that dealers were buying again last week, though not heavily.

Among the newer releases, Berson said the following disks were showing some movement: Ray Anthony's "Worried Mind" ("Not in Baltimore but strong in the Tidewater area—Richmond to Norfolk, Va."); Lawrence Welk's "Baby Elephant Walk," Freddy Cannon's "Palisades Park," Joe Henderson's "Snap Your Fingers," the Castell's "So This Is Love," the Everly Brothers' "That's Old Fashioned," and Solomon Burke's "Down in the Valley."

Frances Jordan, music librarian of WCAO here, said her survey spots the Ray Charles' platter as the No. 1 disk, followed by the Tillotson. Also high on the station's list were "Air Travel" by Ray and Bob, "Cindy's Birthday" by Johnny Crawford, Cannon's "Palisades Park" and "Sound of the Hammer" by Vicki Tassel.

Cincy Outlets Battle Over Price

CINCINNATI—A small price war between a department store and a discount chain, and a Decca record by Bob Braun which has been a steady seller (although no breakout) made news here last week. Sales reports indicated that record action was spotty, ranging from slow to good, with singles stronger than LP's.

The price battle developed when the record section of Shillito's Department Store cut some LP prices to \$1.98 and \$1.89 to match a 50 per cent slash from list on some titles by Discount Records, a member of the Chesterfield chain of stores. The two outlets usually sell their pop albums in the \$2.78 to \$2.98 price range.

The action on the Bob Braun waxing, "Until Death Do Us Part," has built steadily in this city over the past few weeks but has never achieved the momentum to push it into the breakout category. Now, the singer's record is starting to get action in Toledo. Braun's main occupation is as a key WLW deejay.

On the distrib front, Jerry Weiner's Ohio Appliances, a long-time RCA Victor distrib, has added the Philips and London (including Monument, Hi, etc.) lines. Ed Huesman at the Cosnat branch here has taken on the liberty label.

Many Records Aid Detroit Sales

DETROIT—Sales were good here last week, particularly on singles, according to distributors and one-stops. Opinion was divided among dealers. Some said business was better while others complained it was down.

As in many other cities last week, Ray Charles' "I Can't Stop Loving You" was the big record here, followed at some distance by Connie Francis' "Second Hand Love," "Palisades Park" by Freddy Cannon, and Johnny Tillotson's "It Keeps On A-Hurtin'."

Also showing some action here last week — among the newer records — were Joe Henderson's "Snap Your Fingers," Bobby Vee's "Sharing You," Toni Fisher's "West of the Wall," Bertha Tillman's "Oh My Angel," Jimmy Smith's "Walk on the Wild Side," and an r.&b. item, Dan Gardner and Dee Dee Ford's "I Need Your Lovin'."

Chet Kajeski of Martin and Snyder, a leading one-stop here, reported a good initial reaction to Patsy Cline's Everest record of "I Don't Want Him" and "Your High School Days Are Over" by Irwin and the Jacks on Fairlane. The latter disk, said Kajeski, was getting a good local radio play because of its seasonal tie-up with upcoming graduations.

Release New Everest LP's

HOLLYWOOD — Everest Records, whose recent change of ownership (from Belock Instrument Corporation to Bernie Solomon) resulted in moving its headquarters from New York to Hollywood, is issuing two pop and eight classical LP's, its first album release since the firm changed hands. Pop wares include "Patsy Cline's Golden Hits" and "The Best of Gloria Lynne."

Since Everest moved here, the label has signed singles by its newly signed artist, Jackie Walker, and Patsy Cline's "I Don't Wanna" b.w. "I Can't Forget." The label last week made its official bow to the trade here under its new management at a press-disk jockey shindig honoring its artist, Gloria Lynne. The occasion, Miss Lynne's Coast debut, opening at Gene Norman's Crescendo.

As part of the new management group, Solomon appointed Harvey Goldstein as assistant to the president and artist and repertoire. Charles Hasin is national sales manager. Firm has relocated its New York offices.

Pete Seeger Contempt Conviction Reversed By Court of Appeals

NEW YORK — A contempt of Congress conviction brought against folk singer Pete Seeger a year ago was reversed by the U. S. Court of Appeals here last week (17).

The Seeger affair goes back to August, 1955, at which time the singer refused to answer questions put to him by a subcommittee of the House Un-American Activities Committee, which was investigating possible Communist infiltration of the entertainment industry. In March, 1957, a grand jury returned a 10-count indictment against Seeger and he was convicted in U. S. District Court last year.

The three-judge Appeals Court, in a decision written by Justice Irving R. Kaufman, upheld Seeger's contention that the original indictment was defective, in that it failed to properly state the authority of the House subcommittee to conduct the hearings during which Seeger was questioned.

Kajeski noted that operators are finding it increasingly difficult to keep up with local radio programming, because stations seldom concentrate play on the same disks anymore. Consequently, operators are under constant pressure to order more records and service boxes more frequently with no guarantee that there will be any large-scale demand for the new platters.

Kajeski also observed that CKLW's extensive country and western programming is still proving a big help in moving c.&w. wax over into the pop field here.

The success of Jimmy Smith's "Walk on the Wild Side" waxing has sparked renewed interest here in Brook Benton's waxing of the film title theme, according to Tommy Schlesinger of Jay Kay Distributing, even though Benton has since had another release, "Hit Record," on the market. Benton's appearance at Detroit's 20 Grand Club last week also helped boost his disks locally.

In the promotional field, Jay Kay staged a special drive last week on the "Mike Nichols and Elaine May Examine Doctors" album tying it with a Convention of Registered Nurses here. The distribution firm aimed its promotional pitch directly at the visiting nurses, building it around the slogan, "Take Home a Present for Your Doctor."

New Releases Help Spark N. Y.

NEW YORK — Strong new releases, mainly in the rock and roll groove, a hot new album and Ray Charles' album and single release helped spark a business pick-up for dealers and distributors in the New York and New Jersey area. One of the new r.&b. releases just getting initial action was the Don Gardner-Dee Dee Ford releases on Fire called "I Need Your Lovin'." (Detroit also is getting strong play on this one.)

The album getting teen action was called "Jocko's Choice R.&B. Oldies" issued on Leo Rogers and Dave Rolnick's Bonded label. LP contains 20 old rock and roll hits by the Nutmegs, the Dubs, the Shells, the Silhouettes, the Monarchs, the Collegians, the Teen Chords, etc. Same album in the New England area is called "WILD's Choice R.&B. Oldies."

As in other cities, Ray Charles' ABC-Paramount LP and single were selling in all types of stores and in all types of areas. As in most other markets the Charles' LP and single were the biggest traffic builders last week.

NEW ON THE TOP LP'S

Continued from page 1

140. HERE COMES THE TENNESSEE ERNIE FORD MISSISSIPPI SHOWBOAT . . . Capitol T 1684

144. YOUNG WORLD . . . Lawrence Welk, Dot DLP 3428

STEREO

44. THE MIDNIGHT SPECIAL . . . Harry Belafonte, RCA Victor LSP 2449

Chi Tape Firm Inaugurates Low Price Line

CHICAGO—Peter Fabri, president of Music Tapes, Inc., last week announced the inauguration of a new low price line sell at \$3.95 list. According to Fabri, the line will enable dealers to promote freely.

The low line will carry a 100 per cent inter-exchange privilege. This exchange, in which the dealer must buy both the \$3.95 line and the \$7.95 line, will allow fluidity of operation, according to Fabri. If the sale in one line slows down, the dealer merely exchanges for the other category and vice versa.

The six tapes on the initial \$3.95 releases feature the Accidentals, Connie Russell, Stanley Melba and ork, the George Williams band and Pee Wee Erwin's crew. These recordings were originally issued on LP's on the United Artists label.

Quality Controlled

In heralding the new line, Fabri pointed out that the new price line is quality controlled and the present-day stereo standards are adhered to stringently. The line even carries a full realm of liner notes written by well-known music personalities.

The firm signed an exclusive tape agreement with Gene Norman Presents record company for issuance on the regular priced line.

Jazz Festival Teen-Ager Seg

WASHINGTON — "Introduction to Jazz for Teenagers" will be one of the major programming events of the First International Jazz Festival, says the music committee of the President's People-to-People Committee. Pied Pipers who will try to charm teeners into digging jazz fare will include the Dave Brubeck Quartet, the Chris Barber Band from England, and the Charlie Bell Ensemble. Teeners will also have to dig up \$2.50 for tickets to the June 2 concert.

The Pepsi-Cola Bottling Company is sponsoring the 11 a.m. bash at staid Constitution Hall. It will provide a special intermission reception for the Saturday morning audience.

On the agenda is a new jazz narrative, commissioned by Broadcast Music Inc., composed by Gunther Schuller, with narration by music critic Nat Hentoff. Schuller will conduct a group drawn from the National Symphony Orchestra here. Soloists will be Don Ellis, trumpet; J. R. Monterose, sax; Sticks Evans, drums; Ron Carter, bass, and Eric Dolphy, flute.

The First International Jazz Festival, to be held here from May 31 through June 3, is planned as a benefit for the President's Music Committee which keeps U. S. music lovers in contact with those of 117 countries throughout the world. Complete festival information can be obtained by writing Jazz Festival, 734 Jackson Place, N. W., Washington 6.

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Hart Distributor For Webcor Line

HOLLYWOOD—George Hartstone's Hart Distributors, one of this area's leading disk distributors, takes over the Webcor Products home instruments line, effective June 1, BMW learned last week. Hart will be the sole distributor for Webcor's complete line of tape recorders, radios, portable and console record-playing equipment, covering the Southern California territory with the exception of San Diego. Webcor was distributed previously by Graybar.

Hartstone told BMW he will be "in direct and active charge" of the Webcor facet of his operations. He said a sales manager will be hired soon to work with a sales force of five or six men concentrating exclusively on the Webcor line.

Hartstone thus becomes the only independent record distributor in this area to add a nationally advertised home instrument line.

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"SLOWLY BUT
SURELY"**

JOY 263

Red Hot!

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JOY 260

Arranged and Produced by Hal Wess



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MUSIC AS WRITTEN

VIC DAMONE GETS SHOW . . .

Vic Damone will host a new summer sub show, "The Lively Ones," on NBC-TV, Thursdays, from 9:30 to 10 p.m., starting July 26.

Sponsored by Ford, the eight-week series will blend contemporary jazz, comedy, dancing and singing. The show will originate from various off-beat locations, including the UCLA campus, Malibu Beach, Hollywood and Vine, Mulholland Drive in Beverly Hills, and the new L. A. Dodger baseball stadium in Chavez Ravine.

CHARLES OFF TO EUROPE . . .

ABC-Paramount artists are on an international kick these days. Ray Charles, his band, and the Raelets embarked May 15 on an extensive European tour, which will run through June 10. Jo Ann Campbell is currently on a tour in the Philippine Islands, following which she will visit Hong Kong and Tokyo. Erroll Garner, who records for Octave Records (distributed by ABC-Paramount), is currently making appearances in Germany and will shortly appear in England, Switzerland, Holland, Italy and France.

MARINES DISCHARGE EVERLY BROTHERS . . .

Don and Phil Everly have been honorably discharged from the Marine Corps. After accustoming themselves to civilian life, the boys will begin a cross-country tour that takes them to Salt Lake City July 13-14; into Iowa and Ohio 15-21; on to Pittsburgh, 22-29; into the Steel Pier, Atlantic City, August 12-19, and winding up in Freedomland, New York, August 20-27.

MONK'S 'DIMES' TO PLAY THE PLAZA . . .

Julius Monk's forthcoming revue, "Dime a Dozen," will open at the Plaza Hotel, N.Y.C., October 18. Monk, who exited the Upstairs at the Downstairs recently, was named impresario, for the hotel. The show will be staged in the Plaza's supper club, now known as the Rendez-Vous, which will be redecorated.

LAURIE INKS CATHY CARR . . .

Laurie Records has signed vocalist Cathy Carr to its roster of artists. The lass is set for her first recording dates and the firm expects to have her first disk available within the next two weeks.

N. Y. DAILY NEWS JAZZ CONCERT . . .

The New York Daily News will hold its third annual jazz concert at Madison Square Garden June 14 and 15. The shows will begin at 8:30 and feature Dave Brubeck, Carmen McRae, Sonny Rollins, Gene Krupa, Stan Kenton ork, Eddie Condon's gang, the Oscar Peterson Trio, the Lionel Hampton ork, Dakota Staton, and Gerry Mulligan fronting his quartet. As usual the receipts from the affair will be divided between Catholic Charities, Federation of Jewish Philanthropies and the Federation of Protestant Welfare Agencies.

'SHAKE A HAND' IN REVIVAL . . .

Frank Abramson negotiated a deal for the Gene and Harry Goodman Merrymac Music Company for the tune "Shake a Hand." Tune was purchased from Al Silver's Angel Music firm which had a smash record of the tune on his Herald label with Faye Adams. Song is now undergoing a revival with the Ruth Brown disking of the tune on Philips. Sum paid for the tune was reportedly in five figures.

REEVES ON WESTERN TOUR . . .

Jim Reeves, with his package show "Jim Reeves and the Blue Boys," is off for a two-week tour through the West. He is currently setting up, with Steve Sholes and Ben Rosner, a subsequent promotion tour to plug his RCA Victor current release "Adios Amigos" in Chicago, Cleveland, Pittsburgh, Detroit and Atlanta. Since his record of "Stand at Your Window" is a chart-topper in South Africa, he may visit Johannesburg in connection with RCA Victor to plug his African pop hit.

New York

Mercury Records has pacted Barbara Harris to a long-term contract. The lass will play the female lead in next season's musical comedy to be produced by Richard Rodgers and Alan Jay Lerner. She has appeared in the casts of "From the Second City" and "Oh Dad, Poor Dad, Momma's Hung You in the Closet Feeling So Sad." . . . Oscar Brown Jr. has signed to appear at Detroit's Baker's Club July 9 to 29. . . . Erick Darling ankleed the Weavers to pursue a solo career and has been replaced in the folk group by Frank Hamilton. . . . LaVern Baker has two upcoming concert dates with the Dave Brubeck Quartet and Lionel Hampton ork: Atlanta, June 2, and Charlotte, N. C., June 3.

Friends and associates were saddened to learn of the death of Elizabeth Cannon of the dance team of Bancroft and Cannon at the age of 59. She leaves her husband, Ivan; a daughter, Mrs. Harold Colts, and four grandchildren. . . . Veteran actor George N. Price passed away last week. . . . The Brinsom Development Company is sponsoring a c.&w. jamboree in Little Rock, June 17. . . . Carl Smith, Claude King and Ray Price, are among the entertainers. Durwood Haddock will emcee. . . . Composer Edgard Varese has been nominated to the Swedish Academy of Music. . . . Prize-winning San Remo tunes and artists will be heard at Carnegie Hall here May 19 and 20 during the 1962 Italian Song Festival. . . . Daniel Pollack has been invited to give a series of piano recitals in Poland. Meanwhile, he performs in Newark May 22, Jersey City May 23, Baltimore May 24, and Washington May 2.

Claude ("Wolverton Mountain") King is visiting Cleveland, Detroit, Boston and Baltimore for Columbia Records to promote
(Continued on page 12)

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Any company engaged in one or more of the areas of business listed below, no matter where it is located, may have a free listing in the Buyers' Guide, the one volume to be used the full year around by the Music-Record industry.

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If you were listed correctly in the 1961 Source Book & Directory, it is unnecessary to do anything further. However, all others should fill out and return the coupon below as quickly as possible to be assured a free listing. The coupon should be returned by all companies located outside the Continental United States, or if the 1961 Source Book contained no listing or one which is no longer accurate.

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1. RECORD MANUFACTURERS
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3. MUSIC PUBLISHERS
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 - a. Recording, Editing, Mixing, Mastering Studios
 - b. Tape Duplication Studios
 - c. Magnetic Recording Tape Manufacturers
 - d. Machine Shops (Manufacturing record presses and allied pressing equipment)
 - e. Processing Plants (making masters, mothers, stampers and other pressing parts)
 - f. Materials Milling Plants (processing vinyl and supplying "biscuits")
 - g. Record Pressing Plants
 - h. Record Plating Plants
 - i. Manufacturers and suppliers of Labels for Records
 - j. Manufacturers and suppliers of Sleeves for records
 - k. Manufacturers and suppliers of Jackets for records
 - l. Printers, Lithographers and Laminators of records
 - m. Manufacturers of Polyethylene bags
5. RECORD SELLING AND DISTRIBUTING SERVICES
 - a. Record Distributors
 - b. One-Stops
 - c. Rack Jobbers
 - d. Exporters and Importers
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 - a. Record Promotion & Publicity Services
 - b. Music Trade Associations
 - c. Music Licensing Organizations
 - d. Record Programming DJ Services and Aids
 - e. Miscellaneous record services
 - f. Manufacturers and suppliers of racks
 - g. Manufacturers and suppliers of browser boxes.
 - h. Manufacturers and suppliers of needles
 - i. Manufacturers and suppliers and cleaners, cloths, brushes
7. COIN MACHINE SERVICES AND SUPPLIES
 - a. Manufacturers of Juke Boxes
 - b. Manufacturers of coin-operated games
 - c. Distributors of juke boxes and coin games
 - d. Coin Machine Trade Associations
 - e. Manufacturers and suppliers of title strips
 - f. Manufacturers and suppliers of juke box parts



The Editor—BILLBOARD MUSIC WEEK BUYERS' GUIDE—
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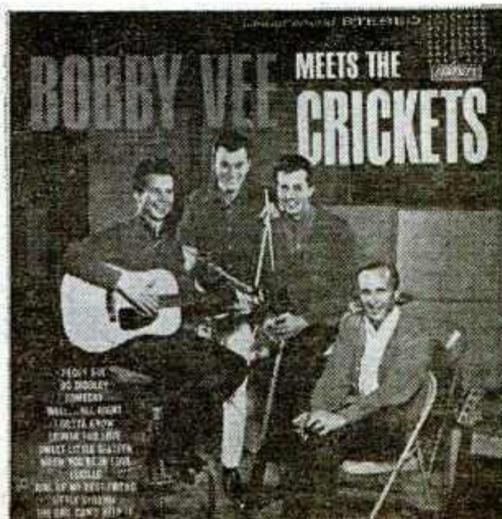
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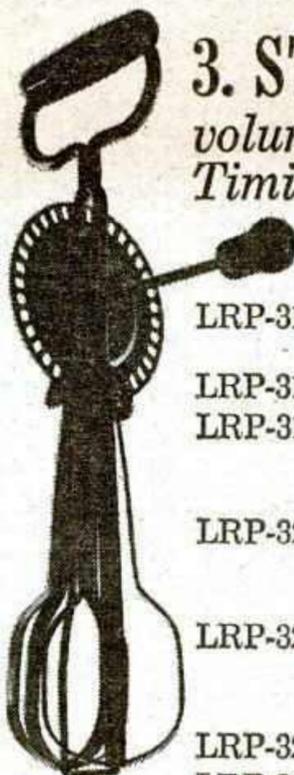
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- LRP-3181/LST-7181 BOBBY VEE
- LRP-3186/LST-7186 BOBBY VEE WITH STRINGS AND THINGS
- LRP-3205/LST-7205 BOBBY VEE SINGS HITS OF THE ROCKIN' 50'S
- LRP-3211/LST-7211 TAKE GOOD CARE OF MY BABY

TIMI YURO:

- LRP-3208/LST-7208 HURT
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TOP LP's BY CATEGORY

To help dealers buy and control and properly display inventory, and to help broadcasters program, the 200 Best Selling LP's are herewith listed by type of material and arranged alphabetically. The same 200 LP's are listed in order of sales strength on the cardboard insert. Those LP's listed in bold face and capital letters are on the chart nine weeks or less.

VOCAL LP's

Title (Label)	Top LP Rank (Stereo) Mono
Male Vocalists	
● ALBUM 7 BY RICK (IMP)	44
Always You (Col).....	143
Paul Anka Sings His Big 15 (ABC).....	31
Belafonte at Carnegie Hall (RCA).....	89
Big Bad John (Col).....	73
Chubby Checker/Bobby Rydell (Cameo).....	101
● NAT KING COLE SINGS/GEORGE SHEARING PLAYS (CAP)(30)	62
● CRYING (MONU)	49
Danny Boy & Other Songs I Love to Sing (Col).....	45
● BOBBY DARIN SINGS RAY CHARLES (ATCO)	119
● DINO-ITALIAN LOVE SONGS (CAP)	96
Do the Twist (Atl).....	16
Doin' the Twist at the Peppermint Lounge (Rou).....(41)	8
● FOR TEEN TWISTERS ONLY (PARK)	34
For Twisters Only (Park).....	29
Heavenly (Col).....	69
Hell Bent for Leather (Col).....	128
● HERE COMES THE TENNESSEE ERNIE FORD MISSISSIPPI SHOWBOAT (CAP)	140
● HEY! BABY & 11 OTHER SONGS ABOUT YOUR BABY (SMASH)	127
Buddy Holly Story (Cor).....	95
● HONKY-TONK MAN (COL)	112
Hymns (Cap).....	59
Hymns at Home (Cap).....	130
I Remember Tommy (Rep).....	51
Johnny's Greatest Hits (Col).....	30
Jump Up Calypso (RCA).....(39)	32
Let's Twist Again (Park).....	57
Linger Awhile With Vic Damone (Cap).....	94
Live It Up (Col).....(46)	27
● THE MIDNIGHT SPECIAL (RCA)(44)	103
● MODERN SOUNDS IN COUNTRY & WESTERN MUSIC (ABC)(28)	5
● MOON RIVER & OTHER GREAT MOVIE THEMES (COL)	100
● POINT OF NO RETURN (CAP)(19)	48
Portrait of Johnny (Col).....	141
Runaround Sue (Laurie).....	88
Sinatra and Strings (Rep).....(16)	14
Twist (Park).....	12
Twist With Bobby Darin (Atco).....	98
● TWISTIN' ROUND THE WORLD (PARK)	68
Versatile Burl Ives (Dec).....	76
● ANDY WILLIAMS' BEST (CAD)	124
● YOUNG, ALIVE & IN LOVE (RCA)	61
Your Twist Party (Park).....	7
Female Vocalists	
All the Way (Dec).....	133
Jean Baez, Vol. I (Van).....	71
Jean Baez, Vol. II (Van).....	17
● PATSY CLINE SHOWCASE (DEC)	136
Connie's Greatest Hits (MGM).....	79
● DO THE TWIST (MGM)	50
Ella in Hollywood (Ver).....	126
Judy at Carnegie Hall (Cap).....(10)	10
● LENA ON THE BLUE SIDE (RCA)	132
● GLORIA LYNN AT BASIN STREET EAST (EVER)	65
Never on Sunday (MGM).....	97
Rearing 20's (WB).....	118
Sincerely Brenda Lee (Dec).....	60
Duos and Groups	
● BABY IT'S YOU (SCEP)	70
Campus Encore (Cap).....	58
College Concert (Cap).....(6)	4
Encore of Golden Hits (Merca).....	75
Kingston Trio (Cap).....	91
Kingston Trio Close Up (Cap).....	86
Mighty Day on Campus (Kapp).....	42
● PETER, PAUL AND MARY (WB)	47
Sing Out! (RCA).....(20)	18
Slightly Fabulous Limelitters (RCA).....	149
● SONG FOR YOUNG LOVE (CAP)(26)	9
Standing Room Only (UA).....	116
Twist With the Ventures (Dolt).....	41
● THE VENTURES' TWIST PARTY, VOL. II (DOLT)	115
Choruses	
Happy Times Sing Along With Mitch (Col).....	137
Rhythm Sing Along With Mitch (Col).....	53
Sentimental Sing Along With Mitch (Col).....	135
Sing Along With Mitch (Col).....	109
Your Request Sing Along With Mitch (Col).....	120
Mixed Voices	
Oldies But Goodies, Vol. I (OS).....	38
Oldies But Goodies, Vol. III (OS).....	90
Sixty Years of Music America Loves Best, Vol. III (RCA).....	129
CLASSICAL & SEMI-CLASSICAL LP's	
Brahms: Concerto No. 2 (RCA).....(47)	145
● THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCH. (COL)(40)	123
My Favorite Chopin (RCA).....	146
● NIGHTFALL (CAP)(49)	

() Positions in parenthesis indicate relative sales strength of stereo LP's

INSTRUMENTAL LP's

Title (Label)	Top LP Rank (Stereo) Mono
Mood and Dance	
● AFRIKAAN BEAT AND OTHER FAVORITES (DEC)	82
● BEYOND THE REEF (DEC)	131
● FLOYD CRAMER GETS ORGAN-IZED (RCA)	138
● DOWN HOME (RCA)(42)	80
● DRUMS ARE MY HEART (IMP)	36
Golden Piano Hits (UA).....	122
Let There Be Drums (Imp).....(27)	37
Greatest String Band Hits (Dot).....(37)	
Let's Twist Her (Hi).....	139
Maria (Kapp).....(14)	55
Melody and Percussion for Two Pianos (Lon).....(43)	
Moon River (Dot).....(7)	19
New Piano in Town (RCA).....	105
Persuasive Percussion, Vol. I (Com).....(25)	
● ROMAN GUITAR (COM)(38)	
● 'S CONTINENTAL (COL)(22)	85
So Much in Love (Col).....(17)	26
Stereo 35/MM (Col).....(5)	
Stereo 35/MM, Vol. II (Com).....(18)	
● STRANGER ON THE SHORE (ATCO)(23)	83
● TONIGHT (UA)(24)	25
● "TUFF" SAX (HI)	113
Twistin' in High Society (Epic).....	150
● TWISTIN' 'N' TWANGIN' (RCA)	121
Up a Lazy River (Lib).....	134
● ROGER WILLIAMS' GREATEST HITS (KAPP)(50)	125
Yellow Bird (Dot).....(29)	40
● YOUNG AND WARM AND WONDERFUL (RCA)(34)	117
● YOUNG WORLD (DOT)	144
Jazz	
Combol (RCA).....(45)	
Horn A-Plenty (RCA).....	77
● MIDNIGHT IN MOSCOW (KAPP)(48)	23
Midnight Special (B-N).....	72
Someday My Prince Will Come (Col).....	148
Time Further Out (Col).....(32)	78
Time Out (Col).....(8)	11
What'd I Say (Atl).....	52
● NANCY WILSON/CANNONBALL ADDERLEY (CAP)	66
SHOW MUSIC	
Original Cast	
● ALL AMERICAN (COL)(33)	93
Camelot (Col).....(3)	15
Carnival (MGM).....	67
Flower Drum Song (Col).....	99
How to Succeed in Business Without Really Trying (RCA).....	28
Milk and Honey (RCA).....	22
Music Man (Cap).....	64
My Fair Lady (Col).....	24
● NO STRINGS (CAP)(11)	20
Sound of Music (Col).....(9)	13
South Pacific (Col).....	63
● SUBWAYS ARE FOR SLEEPING (COL)	107
West Side Story (Col).....(12)	6
Sound Track	
Blue Hawaii (RCA).....(4)	3
Exodus (RCA).....	92
Flower Drum Song (Dec).....(21)	39
G.I. Blues (RCA).....	106
Hey, Let's Twist (Rou).....	33
King and I (Cap).....	110
King of Kings (MGM).....	84
Never on Sunday (UA).....	111
Oklahoma! (Cap).....(15)	
South Pacific (RCA).....(13)	43
● STATE FAIR (DOT)(31)	56
West Side Story (Col).....(1)	1
Music From Musicals, Films and TV	
Breakfast at Tiffany's (RCA).....(2)	2
Great Motion Picture Themes (UA).....	81
● GREAT THEMES FROM HIT FILMS (COM)(35)	
● ORIGINAL MOTION PICTURE HIT THEMES (UA)	87
West Side Story (UA).....(36)	54
COMEDY LP's	
The Astronaut (Kapp).....	108
Behind the Button-Down Mind of Bob Newhart (WB).....	147
● THE BICKERSONS (COL)	102
Jose Jimenez in Orbit/Bill Dana on Earth (Kapp).....	74
Knockers Up (Jub).....	21
● MOMS MABLEY AT GENEVA CONFERENCE (CHESS)	35
Moms Mabley at the UN (Chess).....	114
Mike Nichols & Elaine May Examine Doctors (Merca).....	46
Rusty Warren Bounces Back (Jub).....	104
Woody Woodbury's Saloonatics (Steread).....	142

MUSIC AS WRITTEN

Continued from page 10

his hot disk... Lillian Tookman has joined MGM's publicity department and will work on movies as well as disks... The local WCBS radio show, "Music 'Til Dawn," premiered the newly discovered Tchaikovsky "Seventh Symphony" as played by Eugene Ormandy and the Philadelphia Symphony May 6... Jazz hoofers Al Minns and Leon James, and musicians Al Cohn and Clark Terry were the featured artists at the first in a series of programs given by Jazz Entertainment, Inc., at the Woodstock Hotel here... Radar Records signed a vocal group to an MGM pact... In Providence, Kenny Karen, a Columbia artist, and Trudy Bell of Phillips entertained at the Bar Mitzvah of Samuel Israeloff, son of Milton Israeloff, of Beacon Records Distributors.

The tune "Twist Around the Clock" has some some 15,000 pieces of sheet music, according to publisher Myers Music. Jimmy De Knight and Max Freedman penned the swinger... Erroll Garner hopped off on his European tour May 10. Stops in Germany, Holland, Switzerland, Italy and France comprise his first dates, with 10 engagements in England to follow them. Garner returns to American in July for dates in Chicago, the Seattle World's Fair and he will perform with the San Diego Symphony August 14... Also due to perform at the Seattle Fair is Johnny Mathis, who will be headlined July 3-7. Prior to that the singer will appear in Washington June 18-24, and after, Salisbury Beach, Mass., July 22-28, the Forest Hills Tennis Stadium August 4 and the Greek Theater, Los Angeles, September 10-17... George Liberace conducted a performance of the Salt Lake City Philharmonic May 11. Permanent conductor is Eugene Jelesnik.

Sammy Kaye has inked Mickey Weyland, Miss Tennessee of 1960, as the vocalist with his band. She will be recorded live at the Rivers Hotel, Las Vegas... The current Guy Lombardo tour will continue through June 16 when the ork will make up a part of the pit band at the Lombardo extravaganza to be held again this year at the Jones Beach Marine Theater on Long Island. The band's tour covers Eastern and Midwest States... Rusty Warren broke all-time attendance records at the New Copa Club, Atlanta, in April. Jack Maher

Pittsburgh

Arranger-guitarist Jack Marshall spent May 9 here promoting his new Capitol album, "Tuff Jack," with the local deejays... The Jolly Joyce Agency in Philadelphia has signed Ray (Bowling) and the Furies, a six-person combo, to a booking and recording pact... Vern Cupples, Decca branch manager here, set up a May 11 Pete Fountain Day with WJAS, Pittsburgh, and WHJB, Greensburg, among other outlets... Solly Solomon of Columbia and Epic Records reports that Bobby Vinton's latest Epic single, "Roses Are Red," is a bona fide click, topping 5,000 sales in its first week.

Debbie Woods spent May 11 and 12 here plugging her new Epic single, "Just One More Chance"... Jimmy Dean came on from Youngstown to tape a segment for the Pittsburgh Variety Club telethon, May 5. Leonard Mendlowitz.

Nashville

Gala cocktail party was staged Thursday (10) by Capitol Records at the Executive Club here to launch ground-breaking ceremonies for the new Capitol Records Building which will be located on 16th Avenue South. Structure is being built by Hubert Long. In town for the Capitol capers was Joe Caida, vice-president in charge of singles operations for the label. Artists Faron Young, Ferlin Husky, the Louvin Brothers and Bobby Edwards were among the label's reps, and Paul Wyatt, manager of Capitol's Nashville office, was on deck, too.

Jim Reeves phoned home to Nashville last week that he couldn't make a four-day date in Alberta, Alta., due to a blizzard which had moved into that area last week... Don Law, back in town last week, recorded Jimmy Dean at the Bradley Studios for Columbia Friday (11), then left for his Connecticut home... Columbia's Frank Jones directed a Lefty Frizzell session at the Bradley Studios Wednesday (9)... Johnny Cash starred at New York's Carnegie Hall Thursday night (10)... RCA Victor's Eddy Arnold recently cut a single session at RCA Victor Studio here, and the label's Blackwood Brothers Quartet was in last week for an album session.

Decca's Owen Bradley reports that a big Decca phonograph sales meeting is in the works for May 25-27 here, with some two-score top people in the company's sales organization in to view the unveiling of the new line of Decca phonographs. Sidney Golberg and Marty Salkin will be among Decca's top executives in for the meeting.

Decca's Red Foley due in town this week for sessions; Brenda Lee has recording dates for the label lined up right away, and Burl Ives is due back in town for sessions about the time of the Decca phono meeting... The Wilburn Brothers' new release for Decca, "Trouble's Back in Town," is the biggest single the boys have ever etched, already showing in country charts and reportedly moving in the pop direction in some dozen cities. Detroit, for example, had sold over 10,000 copies of the release last week, according to a Decca spokesman.

Pat Twitty

Chicago

Cy Coleman, composer of the musical, "Wildcat," and currently writing the score to an upcoming Broadway production, (Continued on page 32)

MGM'S SMASH ALBUM FOLLOW UP TO THE HIT SINGLE!

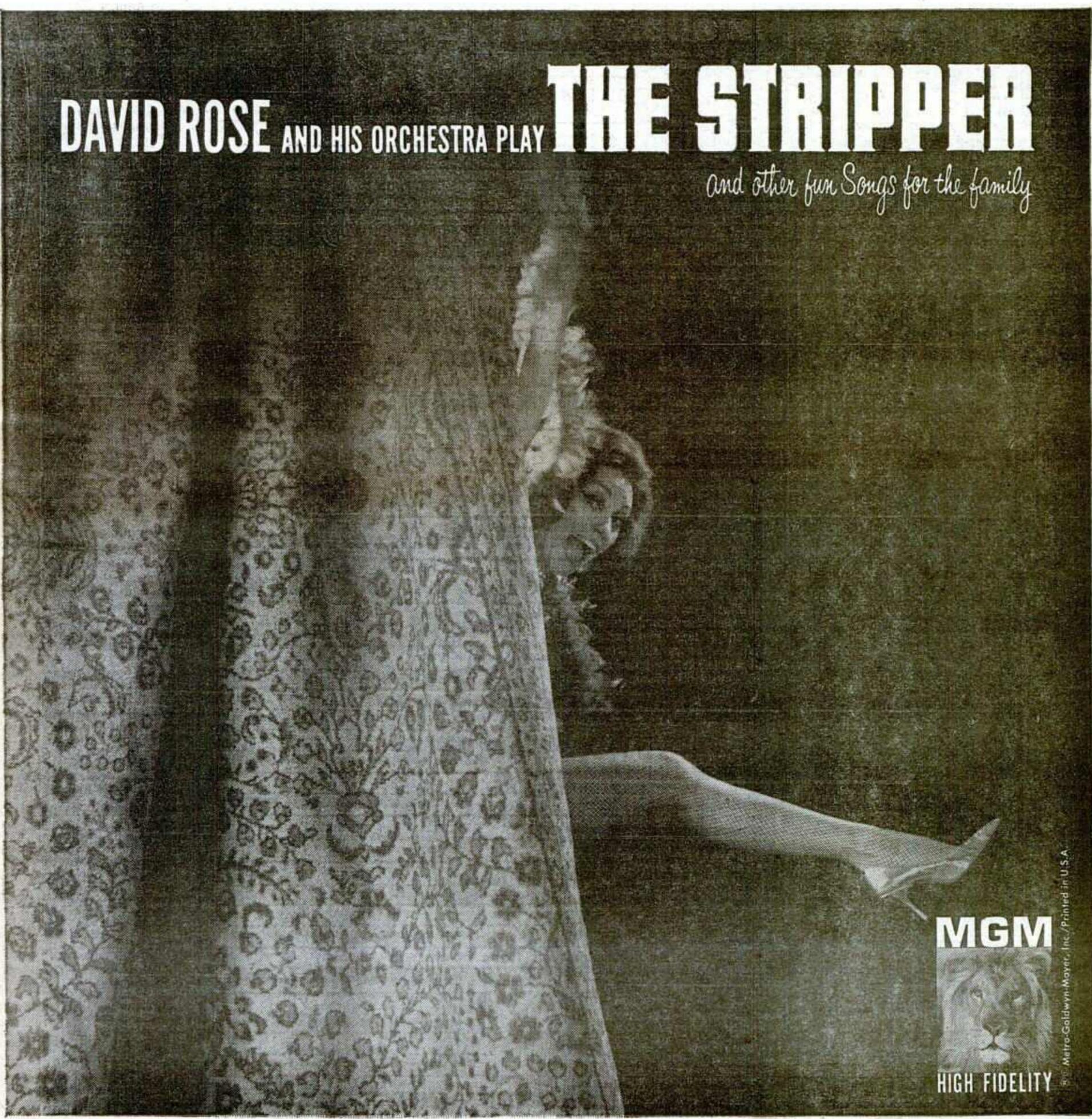


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Jimmie Rodgers
Doubles in Artist, A.&R. Dot Roles

HOLLYWOOD—Singer Jimmie Rodgers is being signed by Dot Records in the dual capacity of artist and as artist and repertoire head of the label's folk division. Rodgers, formerly on the Roulette label, hit his top sales stride with such singles as "Honeycomb," "Kisses Sweeter Than Wine" and "Secretly." His Dot contract is for two years with options, and was set by his personal manager, Seymour Heller. Rodgers' initial singles release under the Dot banner will be "The Man Who Shot Liberty Valance," and his first LP will be "Jimmie Rodgers Presents the Fairmount Singers." Rodgers is due here Monday (12) when contracts will be signed with Dot president, Randy Wood.

Big 3 Starts

• Continued from page 6

"Adventures in Paradise" and "Margie," all with music by Lionel Newman; "Dr. Kildare" and "Cain's 100" music by Gerrald Goldsmith; "Asphalt Jungle" music by Calvin Jackson; "Follow the Sun," music by Sunny Burke, and "Bus Stop," music by Arthur Morton.

A decree promulgated a while back by BMI prohibits ASCAP publishers, with foreign affiliates who handle BMI tunes, from collecting for American performances of the tune from BMI. The Big Three's English affiliate, Robbins, Ltd., has had the world rights to the tune "Adventures in Paradise," by Newman, Robbins, USA, has not been able to collect any performing fees from BMI, although the tune received many performances in the States. BMI said it would pay the publisher's share of the American performing rights to a BMI publisher with an active BMI affiliate in the U. S. who exploits the score. Now the Big Three will share in the performance money in the U. S. through its Hastings firm.

It is possible that the Big Three's opening of a BMI firm might decide other ASCAP movie-TV firms and old line independents to follow suit. Still holdouts against having BMI firms include Warner Bros. and Paramount, as well as Chappell, Bregman, Vocco & Conn and Frank Music.

Int'l Disk Combine

• Continued from page 6

in 36 countries. Presently, the client list includes about 35 record firms and 15 publishers. Four American firms already have become clients and negotiations are now under way with a number of others. Some foreign records already have been placed with American firms under the new setup, one being the current "Stranger on the Shore," by Britain's Acker Bilk on Atco from EMI's Columbia label in Britain.

New EMI Label

Meanwhile, in London, EMI has launched a new label, State-side Records. The label will be available in all countries where EMI is engaged in selling records. Though it is known that EMI had blueprinted the Stateside label, prior to agreements made with Transglobal, it is now expected that Stateside will be the medium for a number of disks funnelled overseas from the United States by Transglobal.

Marshall stressed that Transglobal has no connection with the existing Rank co-op, which has exclusive distribution arrangements with recording firms in various countries.

THE NATION'S TOP TUNES
HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING MAY 26

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	2	STRANGER ON THE SHORE	By Bilk-Young—Published by Mellin (BMI)	7
2	1	SOLDIER BOY	By Luther Dixon-Florence Green—Published by Ludix (BMI)	8
3	3	MASHED POTATO TIME	By Mann-Lowe—Published by Rico-Mill (BMI)	10
4	8	OLD RIVERS	By Crofford—Published by Glo-Mac-Metric (BMI)	5
5	9	P. T. 109	By Wilkin-Burch—Published by Cedarwood (BMI)	6
6	4	JOHNNY ANGEL	By Pockriss-Duddy—Published by Post (ASCAP)	11
7	22	I CAN'T STOP LOVING YOU	By Don Gibson—Published by Acuff-Rose (BMI)	2
8	10	EVERYBODY LOVES ME BUT YOU	By R. Self—Published by Champion (BMI)	5
9	5	SHE CRIED	By G. Richards-T. Daryl—Published by Trio (BMI)	7
10	6	SHOUT! SHOUT! (Knock Yourself Out)	By E. Maresca-T. E. Bogdany—Published by Broadway (ASCAP)	4
11	19	LOVERS WHO WANDER	By DeMucol-Maresca—Published by Dial (ASCAP)	3
12	7	GOOD LUCK CHARM	By Aaron Schroeder-Wally Gold—Published by Gladys (ASCAP)	10
13	11	FUNNY WAY OF LAUGHIN'	By Cochran—Published by Pamper (BMI)	5
14	15	THE ONE WHO REALLY LOVES YOU	By Robinson—Published by Jobete (BMI)	3
15	18	UPTOWN	By B. Mann-C. Well—Published by Aldon (BMI)	4
16	16	CONSCIENCE	By Mann-Well—Published by Aldon (BMI)	4
17	17	I WISH THAT WE WERE MARRIED	By Weiss-Lewis—Published by Joy (ASCAP)	3
18	12	SHOUT	By Isley Brothers—Published by Wemar-Nom (BMI)	8
19	—	IT KEEPS RIGHT ON A-HURTIN'	By Johnny Tillotson—Published by Tanridge (BMI)	1
20	14	TWIST, TWIST, SENORA	By Guida-Bargo-Royster—Published by Rock Masters (BMI)	7
21	25	I SOLD MY HEART TO THE JUNKMAN	By Leon Rene-Otis Rene—Published by Mills (ASCAP)	3
22	—	THE MAN WHO SHOT LIBERTY VALANCE	By Bacharach-David—Published by Famous (ASCAP)	1
23	26	TWISTIN' MATILDA	Published by General-Pickwick (ASCAP)	3
24	13	SLOW TWISTIN'	By Jon Sheldon—Published by Woodcrest (BMI)	11
25	—	SECOND HAND LOVE	By Hunter-Spector—Published by Merna (BMI)	1
26	23	TELL ME	By St. John—Published by Odin (ASCAP)	2
27	24	CATERINA	By Earl Shuman-Bugs Bower—Published by Roncom (ASCAP)	4
28	—	DON'T PLAY THAT SONG	By Nugetre—Published by Progressive (BMI)	1
29	—	PALISADES PARK	By Barris—Published by Claridge (ASCAP)	1
30	20	LOVER, PLEASE	By Bill Swan—Published by Lyn-Lou (BMI)	9

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- STRANGER ON THE SHORE**—Mr. Acker Bilk, Atco 6217; Drifters, Atlantic 2134; Sammy Gardner, Norman 517; Buddy Merrill, Dot 16346; Andy Williams, Columbia 2451.
- SOLDIER BOY**—Shirley, Scepter 1228.
- MASHED POTATO TIME**—Dee Dee Sharp, Cameo 212.
- OLD RIVERS**—Walter Brennan, Liberty 55436.
- P. T. 109**—Jimmy Dean, Columbia 42338.
- JOHNNY ANGEL**—Shelly Fabares, Colpix 621.
- I CAN'T STOP LOVING YOU**—Ray Charles, ABC-Paramount 19330; Tab Hunter, Dot 16355.
- EVERYBODY LOVES ME BUT YOU**—Brenda Lee, Decca 31379.
- SHE CRIED**—Jay and the Americans, United Artists 415; Ted Daryl, Utopia 1003.
- SHOUT! SHOUT! (Knock Yourself Out)**—Ernie Maresca, Seville 117.
- LOVERS WHO WANDER**—Dion, Laurie 3123.
- GOOD LUCK CHARM**—Elvis Presley, RCA Victor 7992.
- FUNNY WAY OF LAUGHIN'**—Burl Ives, Decca 31371.
- THE ONE WHO REALLY LOVES YOU**—Mary Wells, Motown 1024.
- UPTOWN**—Crystals, Phillies 102.
- CONSCIENCE**—James Darren, Colpix 630.
- I WISH THAT WE WERE MARRIED**—Ronnie and the Hi-Lites, Joy 260.
- SHOUT**—Joey Dee and the Starliners, Ronette 4416; Isley Brothers, RCA Victor 7588.
- IT KEEPS RIGHT ON A-HURTIN'**—Johnny Tillotson, Cadence 1418.
- TWIST, TWIST, SENORA**—Gary (U. S.) Bonds, LeGrand 1918.
- I SOLD MY HEART TO THE JUNKMAN**—Blue-Bells, Newtown 509; Silhouettes, Ace 608.
- THE MAN WHO SHOT LIBERTY VALANCE**—Gene Pitney, Musicor 1020; Fairmount Singers, Dot 16340.
- TWISTIN' MATILDA**—Jimmy Soul, SPQR 3300.
- SLOW TWISTIN'**—Chubby Checker, Parkway 835; Clark Dale, Oporators 2009.
- SECOND-HAND LOVE**—Connie Francis, MGM 13074.
- TELL ME**—Dick and DeeDee, Liberty 55412.
- CATERINA**—Perry Como, RCA Victor 8004.
- DON'T PLAY THAT SONG**—Ben E. King, Atco 6222.
- PALISADES PARK**—Freddy Cannon, Swan 4106.
- LOVER, PLEASE**—Clyde McPhatter, Mercury 71941; Dennis Turner, Louis 2002.

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BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

(Courtesy Escalera a La Fama)
*Denotes local origin

- 1 1 LA BALADA DALLA TROMBA
2 2 POPOTITOS—Los Teen Tops
3 3 LET'S TWIST AGAIN—Chubby Checker

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

- 1 9 *I'VE BEEN EVERYWHERE—Lucky Starr
2 6 *SI SENOR—Rob E. G.
3 4 DREAM BABY—Roy Orbison

BRITAIN

(Courtesy New Musical Express, London)
*Denotes local origin

- 1 3 GOOD LUCK CHARM—Elvis Presley
2 2 NUT ROCKER—B. Bumble
3 7 *I'M LOOKING OUT THE WINDOW—Cliff Richard

- 18 23 *LONELY CITY—John Leyton
19 24 KING OF CLOWNS—Neil Sedaka
20 16 *NEVER GOODBYE—Karl Denver

DENMARK

(Courtesy Quann Musikbureau)
*Denotes local origin

- 1 3 WALK ON BY—Leroy Van Dyke
2 1 SCHWARZE ROSE ROSEMARIE—Peter Kraus
3 2 ZWEI KLEINE ITALIENER—Conny (Electrola)—Winckler

EIRE

(Courtesy Dublin Evening Mail)
*Denotes local origin

- 1 3 WHEN MY LITTLE GIRL IS SMILING—Jimmy Justice
2 2 DREAM BABY—Roy Orbison
3 1 WONDERFUL LAND—The Shadows

FRENCH (WALLOON)

BELGIUM

(Courtesy Juke Box Magazine)
*Denotes local origin

- 1 1 YA YA—Joey Dee and the Star-liners
2 — CLAIR DE LUNE A MAUBEUGE—Bourvil
3 3 RETIENS LA NUIT—Johnny Hallyday

FRANCE

This Last Week Week

- 1 1 RETIENS LA NUIT—Johnny Hallyday
2 2 LECON DE TWIST—Richard Anthony
3 3 LE CHEMIN DE LA JOIE—Les Chaussettes Noires

HOLLAND

(Courtesy Platennleuws, Amersfoort)
*Denotes local origin

- 1 1 THE YOUNG ONES—Cliff Richard
2 2 ZWEI KLEINE ITALIENER—Conny Froboess
3 3 NORMAN—Sue Thompson

HONG KONG

This Last Week Week

- 1 1 LA PALOMA TWIST—Chubby Checker
2 10 QUANDO, QUANDI, QUANDO—Pat Boone
3 — NEE NEE WO WO—Rebecca Pan

ITALY

(Courtesy Musica e Dischi, Milan)
*Denotes local origin

- 1 3 MOLIENDO CAFE—Mina
2 1 LA PALOMA—Elvis Presley
3 5 LET'S TWIST AGAIN—Peppino Di Capri

- 13 — RUNAROUND SUE—Dion
14 — *LA RAGAZZA COL MAGLIONE—Pino Donaggio
15 13 PEPPERMINT TWIST—Joey Dee

JAPAN

(Courtesy UTAMATIC, Tokyo)
*Denotes local origin

- 1 1 *ERIKO—Hashi Yukio
2 2 LOUISIANA MAMA—Fujiki Takashi
3 4 *OUSHO—Murata Hideo

MEXICO

(Courtesy Audiomusica, Mexico)
*Denotes local origin

- 1 1 *EL LOCO—Javier Solis
2 2 *MUNEQUITA (Roly Poly)—Enrique Guzman
3 4 *SUSY LA COQUETA—Run-around Sue

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

- 1 3 ZWEI KLEINE ITALIENER—Conny Froboess
2 1 SAN'T AR LIVET (You Can Have Her)—Anita Lindblom
3 5 GOOD LUCK CHARM—Elvis Presley

PERU

(Courtesy La Prensa, Lima)
*Denotes local origin

- 1 1 *NORMA—Gustavo (Hit) Moreno
2 2 PUEBLO SIN COMPASION—Gene Pitney
3 6 THE JET—Chubby Checker

- 8 7 UN POCO MAS—Lucho Gatica
9 8 MOON RIVER—Carmen Cavallaro
10 9 *POQUIT A FE—(Los Panchos)

PHILIPPINES

This Last Week Week

- 1 1 HIGH NOON—Connie Francis
2 2 BUBBLE GUM—Grasshoppers
3 6 OUR CONCERTO—Steve Lawrence

SOUTH AFRICA

(Courtesy Loureco Marques Radio)
This Last Week Week

- 1 3 NORMAN—Sue Thompson
2 1 I UNDERSTAND—The G-Clefts
3 2 STAND AT YOUR WINDOW—Jim Reeves

SPAIN

(Courtesy DISCOMANIA)
*Denotes local origin

- 1 1 *LOVE ME WARM AND TENDER—Paul Anka
2 2 *MARY CARMEN—Duo Dinamico
3 3 DANCE ON LITTLE GIRL—Paul Anka

SWEDEN

(Courtesy Orkester Journalen)
This Last Week Week

- 1 2 GOOD LUCK CHARM—Elvis Presley
2 3 TINA OCH MARINA—Conny
3 1 WALK ON BY—Leroy Van Dyke

Composer Rossi Eyes Switzerland, Scandinavia, Austria for Combine

MILAN, Italy — Carlo Alberto Rossi, the Italian composer and music publisher, is negotiating to bring into his Mercato Europeo Commune (MEC) diskery national diskeries in Scandinavia, Switzerland and Austria.

Rossi expects to have his diskery co-operative, pooling the talent and resources of national diskeries in each of the European Common Market countries (Rossi's label bears the name "European Common Market" in Italian), functioning simultaneously with British entry into the European trading community. For planning purposes, Rossi is assuming British entry by late 1962.

His MEC label will take top tunes from each of the Common Market countries plus Spain and a

few non-Common Market country disk affiliates, and distribute these tunes throughout the Common Market, having pressings made with top recording artists from each country.

Rossi's plans embrace the Ariola label in West Germany, the Oriole label in England, and recording companies in France, Belgium and Spain, in addition to the diskeries in Scandinavia, Switzerland and Austria involved in the current negotiations.

Rossi is basing his platter co-op on quality titles, restricting issuance to 1,000 titles the first three years.

MEC will skip regional product and concentrate on top pop with a strong international flavor. The platter combine, as Rossi has it figured, will be able to command top talent in its member countries on a big scale.

"With the resources we expect to command," a Rossi associate said, "we will be in a position to provide many services on a very large scale."

One such service Rossi has in mind is a European-wide juke box disk service catering exclusively to the 350,000 phonographs in the area between Norway's North Cape and the Bay of Biscay.

The prototype for such a service is that now being supplied by Rossi's own diskery, which supplies disks to the operators of 4,000 juke boxes in Italy.

sale for overseas labels are those from India.

The Delltones quartet, who have been recording for EMI for the past two years, have changed labels and have signed a five-year contract with Leedon. Their first single under the new deal "Get a Little Dirt on Your Hands" has been produced at the Festival studios by Johnny O'Keefe.

Horrie Dargie, who hails from Melbourne, has an unusual record deal with two separate companies. He records with Astor in Melbourne, who released the Horrie Dargie Quintet singles, and for EMI, Sydney, he is contracted to record two albums each year on the local Columbia label. His latest offering is an album "Among My Souvenirs," which EMI scheduled for release May 26.

George Greeley, who arrives here on his second visit May 14 for "Revue 62," wants to record an album in Sydney during his stay. Arrangements for this record date are being organized by Ray Bull for the session to be taped at the EMI studios. . . . Jack Argent, Leeds' music man, acquired "How Can I Meet Her" by the Everly Brothers for Tu-Con and the coupling "I'm Old Fashioned," was secured by Belinda Music. The record is due for release in June.

Lee Gordon, who returned to Sydney after spending three months in the States, has stated that he is negotiating to bring Eartha Kitt, Nat King Cole and Sammy Davis here for hotel appearances, not for stadium shows.

German lyrics were written by Peter Moesser (composer of "Morgen") and is being released on the Polydor label. The flip is the San Remo Festival winner, "Gondoli, Gondola." The record has had dramatic impact on the sales front here, and cover versions in other languages are bound to appear.

Another strong seller is Connie Francis' German-language version of "Don't Break the Heart" with lyrics by Fini Busch.

Slowly but surely, the tango is making an important comeback in this country. This time, however, the classic dance is brought up to date in "Gehn am Kai die Licher aus" and called a tango-rock. The tune, which has been getting considerable attention, is sung by Peggy Brown on the Telefunken label.

Smash showing of the Doris Day picture "Lover Come Back" has done much for sales of the lass' single of the same name and the album containing the tune. . . . Big albums in this country are Bob Moore's "Mexico"; "Young, Alive and in Love," by Paul Anka, and the new Caterina Valente and Silvio Francesco set.

Metronome Export Exec Sees & Tells Of World's Music

NEW YORK — Borje Ekberg, export manager of Metronome Records of Sweden, visited here last week on the last leg of a world-wide business and vacation trip that took him through Turkey, Lebanon, India, Thailand, Hong Kong and Japan.

While on this tour, Ekberg surveyed the local record markets in these areas and noted the great impact of Western music on local markets. The Metronome exec found the Twist a very big thing through most of the Far Eastern nations visited, with the dance becoming a real fad in Hong Kong and Tokyo.

Bangkok, Thailand, held special interest for Ekberg in that it had one section with a concentration of record shops. "Some 15 shops line on this street, with one young aggressive dealer, who seemed to be the leading retailer," he said. "This dealer has a Sam Goody-like operation and imports all the latest American and English albums direct from an exporter on the American West Coast."

Ekberg investigated possibilities for the Swedish firm and found the most plausible market for Metronome disks is Japan. A deal is in the works for representation there.

Los Bimbos of Spanish-Basque origin. We just learned that Louis Neefs has been invited to the Grand Gala du Disque of Scheveningen in Holland September 29. Only the big names in the music business are invited. The stars who are already expected on this Gala are Renata Tebaldi, Robertino, Conny Froboess ("Zwei kleine Italiener"), Juliette Greco, Vince Taylor, Heidi Bruhl, Shirley Bassey and Les Compagnons de la Chanson.

ming and is stepping up such opportunities at present in the early evening schedules. Artists will, however, have to fully perform the numbers.

Visitors

Cameo-Parkway's European representative, Harry Walters, expects to be in the U. S. at the end of the month for talks with the label's chief, Bernie Lowe, about their future affiliation here and on the continent. . . . Sir Joseph Lockwood, chairman of Electrical and Musical Industries, visiting Japan. . . . Allied Records chief Marcell Rodd visited Germany in connection with outlets for his Saga line. . . . Hank Mancini, Ginny O'Connor and David Rose expected in London May 30. . . . Wesley Rose is due in next day with Roy Orbison and John D. Loudermilk. . . . Sammy Davis spent May 7 here and was hosted by Pye; firm has issued a second Reprise single by Davis of songs from the Anthony Newley-Leslie Bricusse musical "Stop the World." . . . Judy Garland used the EMI studios to pre-record songs for "The Lonely Stage" film she is making here.

Publisher Business

The Gill-Pincus Music experiment of launching its own British publishing form is progressing. Lee Pincus, who runs it, moved into new offices, changed the name to Ambassador Music, and got two interesting disks. Decca issued "Big Big Baby," waxed by Doug Sheldon, written by Paul Evans and Fred Tobias and never before recorded anywhere; HMV issued "Hey There Cool Heart," waxed by Andy Cavell and written by a British composer under the pseudonym R. Baker. . . . Filmusic's head, Harold Shampain, set up a movie, "Band of Thieves," for Acker Bilk, now in production at Rank's Pinewood Studios. . . . Cinderella Music has been launched by Oriole recording manager John Schroeder in conjunction with the Danish-owned Lorna Music.

Disk Business

At Pye Records, George Margrave has been appointed deputy general manager, Les Cocks moves to assistant general manager and Alan Freeman has been formally named a.&r. controller. . . . Another new indie has been launched by RL Records, run by Richard Leven. . . . Ember has begun a Celebrity series of singles by established artists and taken from the label's LP's. . . . Next month, Capitol issues its first Vic Damone LP, "Linger Awhile." . . . Same label released Noel Coward's vocal version of "Sail Away," due for London production this month.

Elvis Presley and Cliff Richard, the two most consistent sellers in the singles field, clashed for the first time with the May 4 release. The RCA disk was issued at short notice, but despite it came off best in the initial chart placing—No. 3, with Richard at No. 7.

DGG is offering dealers a one-in-25 bonus on its Helidor LP's.

ARGENTINA

Plan Artist Visits To Boost Records

By RUBEN MACHADO
Lavalle 1783, Buenos Aires

Microfon Argentina is preparing the release of classical music labels originated in Czechoslovakia from the Arpia factory. It deals with the Arpia and Supraphon catalogs. Odeon is doing the same in pop music for Liberty. Their executives are trying to build acceptance through visits by groups of principal artists of the U. S. label.

Some of the recently released long-play records include: Capitol with "Viva Kenton," a selection of Latin rhythm; Decca, a selection of Brenda Lee sides; and Odeon Pops issued an LP in anticipation of the near visit of the Spanish duet Los Dinamicos.

New Dance

A new dance, Guanta, reminiscent of the carnavalito and cowboy polka, appeared in Mar del Plata. Some recordings have already been made with that rhythm: Armando Patrono for Odeon and Waldo de los Rios for Columbia.

AUSTRALIA

Brothers Found Grendon Label

By GEORGE HILDER
19 Todman Ave., Kensington
Sydney

Two New Zealand brothers have just started an attempt to capture the local market with Australian songs, both traditional and new. They are John and Don Forest, who have built their own recording studio and this week released three disks.

The boys have decided on Grendon for the name of the new label. Patsy Ann Noble sings "I'm Not Supposed to Know" b-w "Oh My Little Baby Darling." Both titles have been picked up by Capitol Records' publishing house, Beechwood Music, for the U. S. In Canada the firm is Castle Music.

Imports Disks

Edels Pty., Ltd., one of Sydney's leading record stores, has announced that they are the only store in the country importing and selling albums released in all parts of the world. Records are imported from Japan, America, England, Europe and Burma. The biggest

BELGIUM

Philips Low-Price 10-Inch Series

By JAN TORFES

Stuivenbergvaart 37, Mechelen

Philips released a new series of LP's (nine at the start) in the 10-inch category at the very low price of 99-fr. (\$2). All the LP's are in the light music field with the orchestras of Freddy Reed, Henri Segers, Henri Coene and Lou Logist. More and more, LP's are becoming cheaper in this country.

At the same time, Philips issued two new Johnny Hallyday records recorded in the USA during his recent visit of Mr. Hallyday over there. Titles are: "Maybellene" b-w "Blueberry Hill" and "Be Bop A Lula" b-w "I Got a Woman." A German record was issued at the same time, "Ja, der Elefant" and "Aber nur mit mir."

Donna Hightower, wed to a Belgian boy, is living now in Antwerp. She made a series of Twists on the Barclay label.

Decca has signed a new group called the Saints. . . . The song "Esperanza" written by R. Cabrera is breaking through in Belgium, especially in the version of Nino de Murcia on Festival. . . . Bob Moore has another outstanding record in "Auf Wiedersehen, Marlene" and "Oh La La," released on the London label.

Ray Charles will perform in Brussels May 26 and in Liege May 27. Afterwards he will appear on stage in Antwerp and Ostend, but still don't know when.

Slow Business

Record business here is calm and quiet. Movement in the single record field is limited and sales of EP's and LP's are poor. Among the newcomers, not one record has proved that it has a chance to break the barrier. The same "big four" are on top in Flemish Belgium, the most important part of the country in the international music business.

Some new releases which might break through are "Poinciana" and "The Touch of Your Lips" by Nat King Cole on Capitol, "Ginny Come Lately" by Brian Hyland on ABC-Paramount, "Mashed Potatoes" and "Honky Tonk" by Joey Dee and the Starlites on Roulette and "Mashed Potato Time" by Dee Dee Sharp on Columbia.

Philips has recorded a new trio,

BRITAIN

Rank's 'Rocker' A Tip Topper

By DON WEDGE

News Editor, New Musical Express

Top Rank is going out in a blaze of glory. "Nut Rocker," by B. Bumble and the Stingers, is now No. 2 on the British chart. Disk was acquired for Britain by EMI from the U. S. indie Rendezvous via the Rank Co-op. It has been one of the fastest selling records EMI has ever had from an American source. More than 18,000 copies have been cleared on a good day. BBC radio is generally the most potent exposure media when the artist is not available for personal TV appearances. Yet this disk was a hit without such help. Its use was not banned, but there is a well established policy of avoiding adaptations of the classics. Several bands, however, did broadcast similar arrangements of the Tchaikovsky theme and the disk now is being used by deejays. EMI's own Radio Luxembourg shows must get much of the credit for getting it moving. Disk is also an example of one selling comparatively better here than in the U. S., where it reached only No. 23 in the Hot 100.

BBC-TV has now formally banned miming to commercial disks in its programming. This is not likely to lead to less exposure. Previously miming was allowed only rarely. The network is anxious to include current pops in its program-

IRE

Tenor's U. S. Tour Will Net Him 40G

By KEN STEWART
Dublin Evening Mail

Irish tenor Patrick O'Hagan, of "Irish Patrol" fame, appears before President Kennedy at Carnegie Hall May 21. He has decided against singing "The Ballad of Jack Kennedy," penned by local composers, Mai O'Higgins and Tommy Dando, as he does not regard it as suitable for the occasion.

O'Hagan is to undertake 27 concerts, which will net him a total of \$40,000. This is one of the best

AUSTRIA

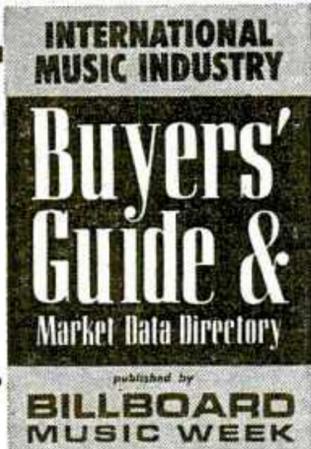
Lolita Singing Presley LP Tune

By FRED ZILLER
Mottwaldlatz, Vienna

Lolita, this country's golden record holder, has recorded the German version of the Elvis Presley tune "Fuer ein paar Tage." The

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3. MUSIC PUBLISHERS
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 - b. Tape Duplication Studios
 - c. Magnetic Recording Tape Manufacturers
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 - e. Processing Plants (making masters, mothers, stampers and other pressing parts)
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 - g. Record Pressing Plants
 - h. Record Plating Plants
 - i. Manufacturers and suppliers of Labels for Records
 - j. Manufacturers and suppliers of Sleeves for records
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5. RECORD SELLING AND DISTRIBUTING SERVICES
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 - h. Manufacturers and suppliers of needles
 - i. Manufacturers and suppliers of cleaners, cloths, brushes
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 - b. Manufacturers of coin-operated games
 - c. Distributors of juke boxes and coin games
 - d. Coin Machine Trade Associations
 - e. Manufacturers and suppliers of title strips
 - f. Manufacturers and suppliers of juke box parts



The Editor—BILLBOARD MUSIC WEEK BUYERS' GUIDE—
1564 Broadway, New York 36, N. Y.

I wish to provide you with the following information about my company so that you may include it in the forthcoming International Music Industry Buyers' Guide & Market Directory:

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contracts ever secured by an Irish artist in America. Handling the tour is Fred O'Donovan, chief of the Eamonn Andrews Studios, Dublin. The singer's Sunday night Tele-fis Eireann program ended after a highly successful 17 weeks. After his U. S. trip, he will go to Scotland for five weeks and then on to Australia and New Zealand for two months of TV and radio work.

Comings and Goings

The International Variety Club Convention met in Dublin May 15. Edward Emanuel, president of the Variety Club International, flew in from New York. Underprivileged children throughout the world are aided by the club's fund-raising activities.

Well-known Irish singers Bernadette Greevy, Austin Gaffney and Liam Devally left for Belgium, where they will appear in a 60-minute program of Irish folk songs to be screened on Flemish TV during the summer.

FRANCE

Dominican Sister Disk Climbs Fast

By EDDIE ADAMIS
92 quai du Marechal Joffre
Courbevoie (Seine)

Though she has not yet popped up on the best seller chart, a Belgian Sister of the Dominican order, Soeur Sourire, is presently one of the Philips roster's top sellers.

Surveys indicate that the Christian clientele is of great importance in the French record market and that 75 per cent of the buyers of Soeur Sourire's records are 14 and 15-year-old boys and girls.

Record Sales

Command Records is chalking up good sales on both its pop and classical lines. . . . Sales of RCA's jazz series titled "Jazz de poche" are reported to be regularly good. Latest artist featured is Tommy Ladtner.

Pubber Row

Music publisher Jean Pierard made a deal with rising author-composer Alain Barriere to publish the major part of his songs. RCA's Jacques Bedos supervises all of Barriere's recordings.

Honors

A South American fiesta was given in honor of Decca's Los Machucambos May 16 on the occasion of the three millionth record, just off the press. Latest record of this top seller group is "A Dublinu." . . . Vega's prexy, A. Cornu, gave a reception at the Club de l'Etoile in honor of Ray Charles. . . . RCA's George Blanes has won the second prize of the Beirut's Festival (Lebanon) with his song "A pas de loup." . . . Roger Maruani, member of Pathe Marconi's international division, moved to Festival Records.

GERMANY

Bavarians Jazz It Up for the U. S.

By JIMMY JUNGERMANN
102 Ismaninger Street, Munich 27

Celebration of the annual American-Bavarian Friendship Week had American bands playing in the Munich streets and AFN's deejays making guest appearances at the Bavarian radio station. Bavarian "programmgestalters" guest starred in AFN shows like "Bouncing in Bavaria" and "Luncheon in Munich." The event of the week was Van Cliburn's first concert in Munich. All over Munich gramophone shops had special show windows with Van Cliburn pix and LP's. Munich's RCA reps had a

special surprise for the pianist: another gold record for 100,000 sold copies of his Tschaiakowsky Piano Concerto.

Another highlight was a one-hour show by Louis Armstrong, "The Story of Satchmo," to be taped by the Munich TV station for a program scheduled to be broadcast over the German TV network.

Merger in Munich

Munich music publisher Dr. Stein formed the Welt Melody firm in Munich and Frankfurt. Under the name of Schallplatten Dienst Munich the firm will cover the labels Welt Melodies Bella Musica, and Supertone.

In a trad jazz series, issued by Storyville in Germany, two new records by Papa Bue and the Cave Stompers are featured. Another Storyville LP offers records by Bunk Johnson made in 1944 and 1945, and records by George Lewis.

Ariola to Distribute CBS Disk Label

By BRIGITTE KEEB
Automaten, Markt, Braunschweig

A contract is reported to be in the offing which would have Columbia Records' new CBS European label distributed by Ariola firm here. Ariola has also taken over representation for the Reprise line.

Acquisitions of this type are seen as an indication of the aggressive policy instituted by the new Ariola chief, Rolf Englander, who replaced Lutz Wellnitz as general manager. Wellnitz developed the firm into one of Germany's big six in a four-year period.

When the personnel change was announced, Ariola also reported that the firm would not take possession of its new Munich offices. Those quarters have been taken over by the Bertelsmann TV Company, like Ariola, a subsidiary of the Controlling Bertelsmann enterprises.

HOLLAND

Diamond Shines In Solo Effort

By HEMMY J. S. WAPPEROM
Editor Platennieuws
Edisonstraat 21, Amersfoort

Rudy (Blue) Diamond (of the Blue Diamonds) made his solo debut on disk with an American rendition of "Hey! Baby" (Decca), made famous by Bruce Channel on a Philips single. The Blue Diamonds' latest single "Rio Nights," coupled with the new Roy Orbison song, "Dream Baby," on Decca (Phonogram) is a strong wax.

Since their successful TV appearance in Hamburg, the Candy Kids' first German-sung record "Happy Birthday, Josefijn" (Happy Birthday, Sweet Sixteen) is selling well on Fontana (Phonogram). . . . Anita Berry made her disk debut with "Middelands Zee" on Fontana and Artone's latest discovery made her record bow with Dutch versions of current toppers "Norman" and "Zwei Kleine Italiener." Hot from the tapes in Gramophonehouse (Bovema) came Johnny Jordaan's "Ik Heb Maling Aan De Buren" (I Couldn't Care Less About My Neighbors) and "Kastelein" (Innkeeper) on HMV. . . . On Bovema's Imperial label Dutch activities are circling around Shirley's jazz treatment of "Ya Ya" with Jan Mol's combo and "7 Rozen Uit Santa Monica" by talented Imca Marina. Interest in the Dutch teen-ager stars is increasing.

Disk News

New Philips single series "Paris Vous Chante" (special covers) have recordings of George Brassens,

Juliette Greco, Catherine Sauvage, Patachou and Jacques Brel. Two splendid live recordings by famous French vedettes have just been released on Philips here. "Patachou A L' A.B.C." and "Jaques Brel A L'Olympia," which contain the artists' most recent successful chansons.

The Concertgebouw Orchestra, with conductors Eugen Jochum and Bernard Haitink, returned from their Japanese tour. The same orchestra is to take part in the festival which is being organized in Vienna next June to commemorate the 150th anniversary of the Gesellschaft der Musikfreunde. The Dutch orchestra's contribution will comprise three concerts, to be given on June 4, 6 and 7. The Holland Festival will take place June 15-July 15.

The first copy of the inaugural HMV LP featuring the Noordhollands Philharmonische Orkest, under the direction of Henri Arends, was offered the Haarlem's mayor by Bovema's President Gerry Oord Jr. during a well-attended reception at the Town Hall. The orchestra plays Norwegian and Hungarian dances by Grieg and Brahms. Three singles from the LP have been released in Bovema's Muzikale Miniaturen series at the same time.

Disk Shorts

Anita Berry's first record "Middelands Zee" (Fontana) is so successful that a second record is expected very soon. . . . Singer Johnny Hoes, still in great demand with "Och Was Ik Maar," has a great follow-up with "Daar Mag Je Alleen Maar Naar Kijken" on Fontana (L. C. Phonogram), the label's best selling Dutch single at this moment. . . . Peter and His Rockets have cut their first record in English. Leader Peter Koelewijn sings "Yeah Man Twist" and his own "The Kangaroo" (Decca). Capitol, headed by Bovema's Gerry Oord (son of the company's president), surprised its regular buyers with Joe and Judy's big hit "Don't Want to Be Another Good Luck Charm."

HONG KONG

Twist Shows Zip; Foresee Long Run

By CARL MYATT
44 Mt. Kellett Rd., The Peak

After a slow start, the Twist is beginning to move here. Hong Kong generally takes quite a while to decide whether it likes a new sound or a new dance rhythm, but when it does receive approval, it tends to stay around much longer than in most countries. For instance, the Cha-Cha is still going strong and so is rock and roll. The Pachanga never made it, but the Twist looks good.

Chubby Checker and Frank Sinatra disks have been on the charts for more than three weeks now and are still selling well. The first Twist movie, "Twist Around the Clock," was screened recently and attracted much attention. In addition, the dance has been plugged hard by the night club combos and it finally has gotten to the younger set. Diamond Music revealed that it has acquired the agency for Australia's Festival Records and is in the process of releasing several cover hits from the film by Johnny O'Keefe, Tony Brady and the Leemen. Diamond will also supply Singapore and Malaya.

Disk News

Pat Boone's popularity apparently hasn't waned. Two weeks after the release of his latest single, "Quando, Quando, Quando," it has shot up from 10th to second place on the charts. Also moving well are the two bilingual disks by Chinese thrush, Rebecca Pan, "Nee Nee Wo Wo" and "Cho Cho San," taken from her latest LP, "Oriental Pearl."

(Continued on page 20)

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Continued from page 18

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HUNGARY

Same Old Faces For Jazz Fans

By PAUL GYONGY
Derekuta 6, Budapest

The Hungarian Jazz Festival, planned as an international event for this summer, seems to be shrinking to a local affair. There will be no Chris Barber band, no Gery Scott and none of the other bands and singers which were to be invited by the promoting State Agency. The National Bank said "no" to all pleas for hard currency. Hungarian jazz fans will be fed once more with same artists they have already seen, led by the dance band of radio and television.

Copyright Law

Copyright law under preparation reduces the original 50 years' protection time for works after composer's death to 25 years (see BMW of March 17). An adjustment has been made which secures another 10 years—35 in all—for composers who have died before 1946. This proviso would secure further 10 years' protection for the heirs of Bela Bartok—widow and two sons—who died back in 1945 in New York in self-chosen exile. A further innovation is the National Education State Secretary's right to extend the protecting time in case of composers or authors of special merit.

Szabolcs (Peter) Fenyes, composer of "Merci mon ami es war wunderschon" fame, who has some 50 film scores to his credit, is in Paris for talks with Vieux Colombiere theater, which intends to produce Serge Weber's "Madame je vous aime" as a musical. Fenyes met Al Panone in Munich. First film they will produce together is "Flucht Nach Granada" (Flight to Granada).

ITALY

Columbia Shifts To CBS Banner

By SAMUEL STEINMAN
Piazza S. Anselmo 1, Rome

American Columbia records, which have been distributed here via Philips and Melodicon labels, will shortly make their appearance under the new CBS banner. The Columbia name will continue to be used by Voce del Padrone-Columbia-Marconiphone, who are associated with the E.M.I.—as in the U. S. as Colpix.

Philips is meanwhile building up its label with new additions, among which is the Octave logo with Erroll Garner as top artist

Sir Joseph Lockwood, chairman of EMI came in from London to meet with executives and the press in Milan.

Legit

More than 100,000 original-cast LP's of "Rinaldo in Campo" have been sold by Fonit. The musical has now scored its latest hit at the International Theatre Festival in Paris. The gross for Pietro Garnei-Sandro Giovannini production for the year has been set at \$1,200,000, with Domenico Modugno and Delia Scala scheduled to take it to the U. S. in the fall. Meanwhile their other production, "Enricho '61" with Renato Rascel, is completing its season after playing with only two cities, Milan and Rome, with a total take of about \$800,000. The disk for this one was issued by RCA Italiana.

Some 10 weeks after San Remo, Voco has issued a disk with three of the four top-selling tunes of the event, "Quando, Quando, Quando," "Gondoli, Gondola" and "Tango Italiana." . . . Latest jazz competition has been inaugurated by Arden cosmetics for men with top combos to compete at Milan's Teatro San Marco June 9 for a trip to New York where a concert will be held. . . . A horse race in Rome has been dedicated to Duke Ellington as the Ellington Premio.

Milva Sounds off

Control of Italian juke boxes by "people with few scruples" influence the song market to bring mediocre songs top sales, according to Milva, one of Italy's most highly regarded artists whose biggest seller, "Flamence Rock," hit the 350,000 sales mark. She attributes high sales in many instances to an "American-type racket" in the record market. In other avenues, the top song festivals, she said, give currency to poor numbers because "any old song, even with one major appearance, on TV, has an assured market success."

Connie Francis, who has been on best seller lists here for two consecutive years, a record for a foreign performer, will return July 2 to begin shooting "Follow the Boys" for MGM on the Italian Riviera and to make summer p.a. during the period. . . . A new three-year contract has been signed by Claudio Villa with Fonit-Centra and he has made his first discs at the new recording studios in Turin.

Festival Palace on Venice Lido will be the scene of First Venetian Song Competition May 11-13. . . . Twist Festival has finished a run in Genoa, Bergamo, Turin, Como and Milan.

(Continued on page 41)



EDWARD R. MURROW confers with Matthew J. Joe Culligan (left) and William K. McDaniel (center) at a luncheon announcing the change in name of the Radio & Television Executives Society to the International Radio & Television Society. Culligan, incumbent president of the organization, is also general corporate executive with Interpublic, Inc. McDaniel, the incoming president, is executive vice-president of the NBC radio network. Anyone desiring information on the organization should address inquiries to Sam Chase of BMW.

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 71967

DAMITA JO
 "Another Dancing Partner"
 71984

THE TIDES
 "Limbo Rock"
 71990

THE PLATTERS
 "More Than You Know"
 71986



The pick of the new releases:
SPOTLIGHT ALBUMS OF THE WEEK
 Strongest sales potential of all records reviewed this week.

ALBUM REVIEWS

POP

A BOBBY VEE RECORDING SESSION



Liberty LRP 3232 (M); LST 7232 (S)—The young artist, who is riding the "Hot 100" right now with "Sharing You" (included in this package), is in fresh, appealing vocal form on this collection of teen-appeal tunes, featuring many of his own and others' singles hits. Best sides are "You Better Move On," "Please Don't Ask About Barbara," "In My Baby's Eyes" and "My Golden Chance."

BOBBY VEE MEETS THE CRICKETS



Liberty LRP 3228 (M); LST 7228 (S)—Strong wax by an artist who impresses more each time out. Here, he works with the group which first made the grade as the backgrounders for the late Buddy Holly. Working with the guitar and drum sound of the group, Vee joins in with his own guitar and as fine a set of rockabilly style vocals as you'll hear. He's particularly well-suited to this happy, rocking stuff, like "Sweet Little Sixteen," "Lucille," "Lookin' for Love," etc. Lots of good, spinnable material.

BROOK BENTON: THERE GOES THAT SONG AGAIN



Mercury MG 20673 (M); SR 60673 (S)—Brook Benton has a big single ("Hit Record") on the "Hot 100" right now, and this album should appeal both to his young fans and nostalgic older buyers. A flock of great oldies are sung with restraint and sincerity by Benton. Best sides are the title tune, "I Didn't Know What Time It Was," "Blues in the Night," "Trouble in Mind" and "I'll Get By." Nice backing job by Quincy Jones.

ROME ADVENTURE



Emilio Pericoli. Warner Bros. W 1458 (M); WS 1458 (S)—The Troy Donahue movie is a big hit, particularly with teen-agers, and this sound-track package should do equally well. Max Steiner's melodic, romantic score is spotlighted on one side of the disk and "Neapolitan favorites" (happy instrumental treatments of "Volare," "Oh Marie," etc.) on the other. Standout selections on the sound-track side are Emilio Pericoli's moving rendition (in Italian) of "Al Di La" and "Lovers Must Learn."

Jazz

ART FARMER-BENNY GOLSON JAZZTET HERE AND NOW



Mercury MG 20698 (M); SR 60698 (S)—The Jazztet's first album on Mercury sports four new sidemen. Joining co-leaders Art Farmer and Benny Golson are trombonist Grachan Moncur, pianist Harold Mabern, bassist Herb Lewis and drummer Roy McCurdy. Farmer stars throughout the album, playing flugelhorn on some of the tracks, but nowhere does he play better than on his own tour de force, "Rue Prevail." Track with strong commercial appeal is "Tonk," while the rapid "Just in Time" comes through as a strong standard.

Classical

A FUNNY THING HAPPENED ON THE WAY TO THE FORUM



Zero Mostel and Various Artists. Capitol Wao 1717 (M); Swao 1717 (S)—The original-cast album of this hilarious comedy hit can get across only some of the wild and uproarious action that takes place on stage, and since most of the funniest sequences are non-musical they cannot be included. Still the majority of the songs are funny or satirical enough to set them apart from the usual Broadway fare and will please the buyer not insistent on typical show songs. LP's success will be strongly hinged to the show's own prospects, which currently seem bright.

TCHAIKOVSKY: ROMEO AND JULIET; STRAUSS: TILL EULENSPIEGEL'S MERRY PRANKS



RCA Victor LM 2565 (M); LSC 2565 (S)—Here's a classical package that should move out of the stores with great rapidity. These are probably two of the most popular concert pieces to be programmed and they are performed here with outstanding musicianship and fresh, vibrant stereo interpretation, by the noted Boston Symphony conductor, Charles Munch. The conductor and orchestra have a wide following, and coupled with the familiar program, this package should draw a wealth of sales.

MUSIC FOR THE GUITAR



Andres Segovia. Decca DL 710046 (S)—Any new Segovia disk is assured of an automatic sale among admirers of the great Spanish guitar virtuoso. Here he plays nine selections, of which the novelties are one study which he composed, his arrangement of "The Old Castle" from Mussourgsky's "Pictures at an Exhibition," and a short piece written for his French debut in 1924 by Roussel. The other five selections are of more traditional Spanish origin. Segovia's playing remains extraordinary.

THE CHIPMUNK SONG BOOK



Liberty LRP 3229 (M); LST 7229 (S)—When Alvin, Theodore and Simon Chipmunk tackle the old favorites it's difficult to know how they will come out. But the Chipmunks, with a lot of help from David Seville, turn in hip performances of such evergreens as "The Band Played On," "Twinkle Twinkle Little Star," "Buffalo Girls," "Polly Wally Doodle" and "Down in the Valley." Also on the disk are previously issued singles, "The Alvin Twist" and "My Wild Irish Rose." Strong waw, especially for the 5 to 9 crowd.

THE SWEETEST SWINGIN' SOUND OF NO STRINGS



Billy May. Capitol ST 1709—This instrumental reading of the "No Strings" score, one of the hottest shows on Broadway this season, should be a potent seller. The album is full of the wit and beat for which May is noted. The set swings and has its soft moments, too, especially in the lush performance of "The Sweetest Sounds," a top ballad from the show. "Maine," in Latin treatment, the lush "Look No Further," "La La La" and "Be My Host," also come across in strong fashion.

SUMMER FESTIVAL



Various Artists. RCA Victor LM 6-97—This album should become a sock seller through the summer and the fall as well. It contains selections by such top names as Arthur Fiedler, the Robert Shaw Chorale, Sviatoslav Richter, Pierre Monteux, Anna Moffo, Erich Leinsdorf, Leopold Stokowski, Leontyne Price, Van Cliburn, etc., each playing or batoning a selection. The two-LP set is beautifully packaged, and it sells for the price of one LP. A fine bargain it is. Dealers should stock up on this potent set.

Children

WALT DISNEY PRESENTS THE STORY OF BIG RED



Disneyland ST 1916—Big Red is an almost unbeatable combination for kiddies—the story of a boy and a dog. The dog is an Irish setter and this is all about his adventures with a 12-year-old. The setting is French Canada. It's well narrated and dramatized and figures to step out fast, in the kiddie market, much as numerous other Disney story properties.

(Continued on page 25)

BEST TRACKS FROM THE SPOTLIGHT LP'S

These are the tracks selected for disk jockey programming by BMW's reviewing panel as the most outstanding from this week's new LP Spotlights.

POPULAR

A BOBBY VEE RECORDING SESSION—Bobby Vee (Liberty LRP 3232, LST 7232); "In My Baby's Eyes" (Aldon, BMI) (2:05); "My Golden Chance" (Aldon, BMI) (1:48)

BOBBY VEE MEETS THE CRICKETS—(Liberty LRP 3228, LST 7228); "Well, All Right" (Nor Va Jak, BMI) (2:16)

BROOK BENTON: THERE GOES THAT SONG AGAIN—(Mercury MG 20673, SR 60673); "Trouble in Mind" (Leeds, ASCAP) (2:42)

THE CHIPMUNK SONG BOOK—(Liberty LRP 3229; LST 7229); "Twinkle Twinkle Little Star" (Monarch, ASCAP) (3:30)

THE SWEETEST SWINGIN' SOUNDS OF STRINGS—Billy May (Capitol ST 1709); "The Sweetest Sounds" (1:47)

BLUES

MEAN OL' FRISCO—Arthur "Big Boy" Crudup (Fire FLP 103) "Rock Me Mama"

JAZZ

ART FARMER-BENNY GOLSON JAZZTET HERE AND NOW—(Mercury MG 20698, SR 60698) "Tonk" (Brynor, BMI) (6:30)

★★★★ STRONG SALES POTENTIAL

★★★★ TWIST COUNTRY HITS

The Tennessee Twisters with the Merry Melody Singers. Smash MGS 27009 (M);—SRS 67009 (S)—Bright and driving Twist version of a group of top country hits should help this album in these twisting days. The songs include "Crazy Arms," "Alabama," "Waterloo," "I'm Movin' On," "Honky Tonk Man" and "Yonder Comes a Sucker." The band plays them with style and the set makes for a fine dance package.

★★★★ THE STRIPPER

Ernie Freeman. Imperial 9193 (M)—This swinging new album by the Ernie Freeman combo should do very well with both a teen and adult trade. The band socks over a twisting, danceable beat in easy fashion. The flock of instrumentals includes "The Stripper" (currently a hit for David Rose), "I've Got a Woman," "Night Train," "My Babe" and "Jambalaya." Good lead piano work by Ernie, too.

★★★★ LET ME CALL YOU SWEETHEART

Timi Yuro. Liberty LRP 3234 (M); LST 7234 (S)—Here's a listenable album by Timi Yuro, containing a flock of attractive sides, many of which were previously issued as singles. Title song, "Let Me Call You Sweetheart" shows off a strong vocal by

(Continued on page 25)



EVEN BIGGER THE SECOND TIME AROUND!

SUMMERTIME, SUMMERTIME

5-9281

THE JAMIES

ON **EPIC RECORDS**

The pick of the new releases:
SPOTLIGHT SINGLES OF THE WEEK
 Strongest sales potential of all records reviewed this week.

SINGLES REVIEWS

Pop

SHELLEY FABARES



JOHNNY LOVES ME (Aldon, BMI) (2:10)—The thrush—a star on the Donna Reed TV show—is just coming off her smash hit, "Johnny Angel," and here's another warm ballad keyed much to the same mood as the hit. It can happen, too. Watch it. Flip is "I'm Growing Up" (Stada, ASCAP) (2:12). **Colpix 636**

BRIAN HYLAND



SUMMER JOB (Pogo, ASCAP) (1:48)—**SEALED WITH A KISS** (Post, ASCAP) (2:38)—Hyland comes up with a strong coupling following his recent hit, "Ginnie Come Lately." Top side is a happy, bouncy effort with a good seasonal tie, while the flip is a more tender, ballad type tune. Both are fine. **ABC-Paramount 10336**

THE ORLONS



THE WAH WATUSI (Kalmann-Lowe, ASCAP) (2:30)—Here's a solid item for teen-buyers. The group sells the rhythmic swinger with enthusiasm and drive, while the combo provides effective backing. Watch it. Flip is "Holiday Hill" (Woodcrest, BMI) (2:25). **Cameo 218**

ESKEW REEDER



GREEN DOOR (Trinity, BMI) (2:49)—Jim Lowe's old novelty hit is wrapped up in a rocking twist beat on this exuberant instrumental side, with standout electric organ solo work. A strong dual market (pop and r.&b.) entry. Flip is "I Waited Too Long" (Hill & Range, BMI) (2:30). **Minit 648**

Rhythm & Blues

JIMMY REED



TELL ME YOU LOVE ME (Conrad, BMI) (2:19)—**GOOD LOVER** (Conrad, BMI) (2:26)—The fine blues chanter has two strong efforts on his hands here, with the first a meaningful job with solid backing. Flip is a lighter, more novelty styled ditty, handled with equal class. Both can go and both have good pop appeal. **VeeJay 449**

Country & Western

BUCK OWENS



KING OF FOOLS (Bluebook Music, BMI) (2:32)—**SAVE THE LAST DANCE FOR ME** (Leo Feist, ASCAP) (2:28)—Two more sock country sides from Buck Owens. The first side is a heartfelt weeper sung by the chanter in strong style against flavorful backing marked by some high-tension fiddle work. Flip is the Drifters' hit of last year, given an unusual c.&w. reading. **Capitol 4765**

SPECIAL MERIT SINGLES

Pop Talent

JOEY POWERS

★★★★ **TWO TICKETS AND A CANDY HEART** (Vanno, ASCAP) (2:52)
 ★★★★★ **JENNY WON'T YOU WAKE UP** (Vanno, ASCAP) (2:12) **RCA Victor 8039**

★★★★
STRONG SALES POTENTIAL

RECORD REVIEWS 5-26 141
 12 POP FOUR STAR
PARISIAN SEXTET

★★★★ **Baby Elephant Walk** — CHALLENGE 9151—From the flick "Hatari" comes this spritely tune penned by Hank Mancini. The band plays it in bright novelty instrumental style and this version should grab a share of the loot if the tune hits. (Famous, ASCAP) (2:08)

★★★★ **Theme From My Geisha**—From the forthcoming movie "My Geisha" comes this pretty theme, played in smooth instrumental style by the group. Attractive melody should get a lot of exposure. (Famous, ASCAP) (2:09)

DUANE EDDY

★★★★ **Runaway Pony** — JAMIE 1224—The familiar "Call to the Post" gets this one rolling. It's a middle-tempo swinger from the guitarist on his pre-RCA label. Side is a fine dance instrumental featuring raspy tenor sax besides the leader's guitar. (Linduane, BMI) (2:31)

★★★★ **Just Because**—The old country-barroom standard gets a polka-like handling from Eddy on this side. Quick-stepping-tempo is attractively played with banjo, harmonica and tenor sax in the spotlight. (Leeds, ASCAP) (2:42)

DICKEY LEE

★★★★ **Patches**—SMASH 1758—A three-beater ballad of romantic tragedy. The lad's folks say the gal is from the wrong side of the tracks, so there'll be nothing doing. Interesting song idea, which uses modulations upward. Could happen. (Aldon, BMI) (2:54)

★★★★ **More or Less**—A bright country-styled tune with a nice melody and neatly arranged. Lee turns in a good job and he's aided by a chorus. (Jack, BMI) (2:23)

PLATTERS

★★★★ **More Than You Know** — MERCURY 71986—A slow, dreamy version of the oldie, featuring the high-voiced male lead against the choral effects of the group, with neat strings in the backing. Side is set to a moderate, shuffle beat. Group can make a noise here. (Miller-Mathis, ASCAP) (2:07)

★★★★ **Every Little Movement**—An oldie by Otto Harbach is given a bouncy updating. Group handles it smartly in a listenable style, against a good David Carroll backing. This, too, rates play, but flip may have an edge. (Witmark, ASCAP) (2:03)

THE TIDES

★★★★ **Midnight Limbo** — MERCURY 71990—An interesting instrumental, making heavy use of percussion and chanting voices, as though from the jungle. It's based on the calypso dance and kids may like it for dancing. (MRC, BMI) (2:30)

★★★★ **Limbo Rock**—A bright instrumental, set to the West Indian Calypso dance beat. Vocal shouts, percussion, guitar and horns are used here. Side has a catchy quality and it's worth watching. Both are from the album of the same title. (Four Star, BMI) (1:58)

KEITH COLLEY

★★★★ **Someone to Take Your Place**—ERA 3078—The boy's had about as much as he could stand from the lass and is looking for someone new, according to the lyric here. The lad sings it in pushing style against bumping rhythm backing. (Marathon, BMI) (2:37)

★★★★ **The Number**—Smart teen material here. The lad has had a fight with his girl and calls a number on a phone booth wall to find a new love. Bright backing features strings and vocal chorus. (Bamboo, BMI) (2:21)

TONY, BOB AND JIMMY

★★★★ **Dutchman's Gold** — CAPITOL 4760—The three boys have a cute parody here of the old Walter Brennan hit. The old man has trouble telling the story and the outcome is much fun. (American, BMI) (2:45)

★★★★ **(Son of) Old Rivers** — Here's a bright and clever parody of the current smash "Old Rivers" by the Lettermen. Two of them imitate Brennan colorfully, while the piano backing has the same licks as the original disk. Funny wax that could grab action. (Metric-Glo-Mae, BMI) (2:40)

AHMAD JAMAL

★★★★ **You're Blase**—ARGO 5416—The lovely standard is played with a soft touch here by the stellar piano man. The side builds nicely, as do most Jamal disks, and this one should grab jazz jock and juke action. (Chappell, ASCAP) (2:04)

★★★★ **All of You**—The fine "Silk Stockings" tune is handed an easy swing tempo by the pianist. Side moves right along on fine rhythm work. (Chappell, ASCAP) (2:41)

THE MINIATURE MEN

★★★★ **Baby Elephant Walk** — DOLTON 57—This instrumental group turns in a swinging, bluesy rendition of the Henry Mancini theme from "Hatari." Side moves along at a good dance beat featuring strong guitar, soprano sax and calliope-like sounds from the organ. (Famous, ASCAP) (1:58)

★★★★ **Bool-Ya-Base**—A touch of trad jazz in the "Petite Fleur" groove on this side. The tune is played in a strict measure tempo and moves along nicely. Hank Levine is leader of the group. (Holly Vine, BMI) (2:28)

LOU RAWLS

★★★★ **Save Your Love for Me**—CAPITOL 4761—Good arrangement gets this side moving at solid medium tempo. The tune, which was co-written by Rawls and Sam Cooke, comes on strong in the Cooke tradition. Ork backing adds much to the side. (Kags, BMI) (2:25)

★★★★ **Trust Me**—The lyric of this ballad, which is done in strong gospel ballad style, is sung with conviction by Rawls. Tune is smartly arranged, building with the aid of chorus, strings and brass on the three-quarter time gospel beat. (Four Star, BMI) (2:35)

MICKEY AND SYLVIA

★★★★ **Love Is Strange**—WILLOW 23006—Mickey and Sylvia have recut their old hit to good results here and the disk has a chance to happen all over again. Mickey's guitar work and Sylvia's vocalizing give it solid potential. (Ben-Ghazi, BMI) (2:46)

★★★★ **Walking in the Rain**—Another old Mickey and Sylvia hit has been recut by the pair and it has a chance to step out if exposed. They handle the pretty tune with feeling over strong rhythm support. Watch this. (Ben-Ghazi, BMI) (2:37)

JOEY POWERS

★★★★ **Two Tickets and a Candy Heart**—RCA VICTOR 8039—Joey Powers bows on the label with a pleasant performance of a typical teen love ballad all about a romance that goes astray. Backing is most attractive and disk has a chance. (Vanno, ASCAP) (2:52)

★★★★ **Jenny Won't You Walk Up?**—Another nice side by the lad, who used to be a page boy at Radio City in New York. He sells this country-pop item with warmth, again aided by good backing. Good debut wax. (Vanno, ASCAP) (2:12)

BILLY GRAMMER

★★★★ **He Ain't My Buddy No More**—DECCA 31396—Bouncy up-tempo country weeper is sung with personality and sincerity by Grammer and femme chorus. Dual market side—pop and c.&w. (Cedarwood, BMI) (2:22)

★★★★ **Blue Roller Rink**—Heartfelt country-flavored item about boy who takes girl to roller rink and meets his heart-broken sweetheart on skates. Two good sides. (Cedarwood, BMI)

EDDIE HOLLAND

★★★★ **If Cleopatra Took a Chance**—MOTOWN 1030—A dramatic, Jackie Wilson-styled performance by the chanter. If queens can fall in love why can't you, he pleads. Chick chorus supports. Pleasant teen wax. (Jobete, BMI) (2:30)

★★★★ **What About Me**—A good medium-beat rhythm chant by the artist, again supported by chorus and pounding rhythm backing. (Jobete, BMI) (2:28)

TEDDY VANN

★★★★ **River Keep Moving** — JUBILEE 5424—Moving vocal stint by Vann on a poignant blues theme with haunting melody, and nice harmonica solo work on backing. (Teddy Vann, BMI) (2:35)

★★★★ **Who Knows What Will Be Tomorrow**—Souful reading by Vann on gospel-flavored rockabilly with celestial-type femme chorus work on backing. (Teddy Vann, BMI) (2:42)

JAYE P. MORGAN

★★★★ **A Heartache Named Johnny**—MGM 13076—A pretty, country-styled ballad in the weeper groove is much suited to Miss Morgan's style. She handles it with a good touch against a neat guitar and strings backing. Side can grab good play. (Aldon, BMI) (2:39)

★★★★ **He Thinks I Still Care** — Another good ballad performance by the gal, again much in the weeper groove. Chorus joins the gal at the end of the phrases. Two strong efforts. (Glad, BMI) (2:45)

(Continued on page 38)



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Has the Twist Had It?

• Continued from page 5

Cassini, credited with introducing society to the Twist and vice-versa, believes adults will continue to dance the Twist—just as they do the cha cha—but that its "fad" days are over.

Miss Ross concurred that "The Twist itself is beginning to die down," but said that she guessed that it really is only going underground and will be integrated back into rock and roll. She noted that Clay Cole's current "Twist-A-Rama" show, which has been touring for the past few weeks, is doing well because the show producers concentrated on building a general entertainment unit rather than just a Twist novelty.

Sam Goody, veteran chain discounter, said he believes the Twist is "finished," though he contended that lagging sales on Twist disks shouldn't be used as a barometer. "Nothing is selling right now," Goody said. "When things pick up in the fall, we may see a revival of Twist record sales, along with other product."

Milt Berson, buyer for Musical Sales, a leading one stop in Baltimore, said that the Twist "is not as strong as it was, and—except for the die-hard Twist fan—the word 'Twist' in a title may even be a hinderance." Berson is another who believes the Ray Charles hits herald a new trend for country-flavored waxings by r.&b. and/or r.&r. artists.

Frances Jordan, music librarian for WCAO, Baltimore, a key station in that area, reported that Twist records were still making WCAO's top-disk list (based on a survey of local dealers) but that they are not staying on the list as long as they previously did.

On Wane in N. Y.

A survey by BMW of distributors, one-stops and deejays across the country last week turned up these additional comments on the status of the Twist:

"It's on the wane in New York, but just beginning to reach its peak in some cities," Deejay William B. Williams, WNEW, New York; "It's on the down-grade," Chet Kajeski, Martin and Snyder one-stop, Detroit; "Very Quiet," Tommy Schlesinger, Jay and Kay Distributors, Detroit; "Record-wise the Twist has had it. But as a dance, I think it's become part of the culture," Jerry Flato, Boston rack jobber; "It's still holding on pretty well, but dwindling a bit," Burt Johnson, Dumont Distributors, Boston; "The Twist may be diminishing trade-wise, as far as record sales go. I don't think you have to put the word Twist in a title to get a record to sell anymore. But it's absolutely the biggest things in clubs. I think it's here to stay," Norman Weinstroer, Norman Distributors, St. Louis.

Slate Copyright Study

• Continued from page 4

statutory royalty of up to 2 cents per side.

The sub-committee staff study into his economic aspect of revision would find the songwriter-publisher groups generally lined up in favor of ending the compulsory licensing. Record manufacturers urge that it be retained. Each side claims that its way would result in a fairer economic situation for copyright owners and users. (Billboard Music Week July 24, 1961.)

On juke box performance royalty, the Senate Sub-committee, which has held a number of hearings over the years on this burning issue, takes note of Copyright Office hope for "advance" legislation to end the juke-play exemption. If the Copyright Office is heeded, there should be hearings on juke box performance royalty exemption, possibly by both House and Senate copyright sub-committees in the next congressional session if time runs out for the 87th Congress.

The sub-committee report concludes: "The copyright laws, which have not been generally revised for over 50 years, are badly in need of revision."

NEW YORK — Philips Records has signed Dizzy Gillespie to a long-term pact. The trumpeter has been with Verve for almost a decade, and the move is an important one in jazz circles. Diz will cut his first records soon under the direction of Quincy Jones.

FTC Slates Issue

• Continued from page 4

a final rule on the advisory-guidance basis.

Businessman requesting an "advance" guidance ruling to okay a certain practice will have to submit "full and complete information" to the Commission. Should the advice later be revoked or amended, the businessman would be given the opportunity to drop the practice.

Unrealistic and Impracticable
FTC Commissioner Elman disented strongly from the new rules. He terms the new method "unrealistic and impracticable." He doesn't believe business can rely on the FTC advice in every case, and he thinks the Commission would be swamped under queries for official answers from the "millions of businessmen" in this country.

Strongly in favor of the new process is Commissioner Everette MacIntyre, former chief counsel for the House Small Business Committee (of which Bryan Jacques was staff director). MacIntyre says the Trade Practice Conference Rules serve a good purpose, but businessmen don't take them seriously enough. The new approach would put teeth in the guidance rules. Also, it lets the FTC act swiftly in a dynamic age of "rapidly changing conditions," which can outmode a rule overnight.

Excise Figures

• Continued from page 4

000 on manufacturers' sales made from April to December, 1961.

Tax on Instruments
In other figures released, musical instruments excise, also incorrectly reported for first quarter, should be \$6,183,000, and for the first three-quarters of fiscal 1962, excise totals \$14,344,000. Latter figure is correctly reported, IRS says. The 1962 first-quarter figure is a substantial \$288,000 higher excise take than 1961 figure of \$5,895,000; the July, 1960-March, 1961, period brought in, \$14,309,000, or \$35,000 less than the excise for the first three quarters of fiscal 1962.

Coin-operated amusement devices, which include juke boxes, brought excise of \$248,000 for first quarter of 1962, and \$3,155,000 for fiscal year to date. These figures are lower than corresponding excise for previous year, which was \$307,000 first quarter, and \$3,597,000 for the July, 1960-March, 1961, period.

Manufacturers' excise on radio, TV sets, phonographs and components, also lumped in one category, tallied \$52,384,000 for the first quarter 1962, and \$129,053,000 for fiscal year to date.

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Sales Top \$560 Mil

• Continued from page 4

mately \$35 million of records in 1961 (6 per cent of total industry) and record clubs \$75 to \$100 million (approximately 13 to 17 per cent of total sales).

BMW's estimate for record sales in 1960 were \$521 million. Thus, a 1961 gross of \$560 would be a 7.5 per cent increase; a gross of \$587 million would be approximately a 12.5 per cent increase in 1961 over 1960.

These estimates vary from figures released by the Internal Revenue Service excise tax reports because excise tax reports do not include the increasing area of free goods, discounts, deals, etc. A record manufacturer pays excise taxes at the rate of 10 per cent of his selling price.

The rules on excise taxes specifically state that "adjustment of the manufacturer's sale price may also be made in the case of discounts, rebates and other similar allowances granted to the purchaser."

● Reviews of New Albums

● Continued from page 22

the lass, plus strong renditions of "Smile," "The Wall," "Satan Never Sleeps," "My Prayer" and "Hold Me." Attractive cover could help this set sell to the thrush's many fans.

★★★★ DAMITA JO LIVES AT THE DIPLOMAT

Mercury MG 20703 (M); SR 60703 (S)—This album presents a typical night club show by Damita Jo; this one recorded in the Diplomat Hotel in Hollywood, Fla. The show is a nicely balanced program composed of some swingin' tunes, pretty ballads, a rocker or two and a bit of special material. The lass is in strong voice and she's backed by the hotel ork, augmented by four of Damita Jo's own men. Feature of the album is the chick's hit "I'm Savin' the Last Dance for You." Other fine tracks are "Twist With Me Henry," "That Old Feeling" and "Sweet Georgia Brown."

★★★★ DINAH WASHINGTON SINGS

Mercury Wing MGW 12223 (M); SRW 16223 (S)—Collectors of Dinah Washington records will want these tracks, originally issued as 78's in most cases, which display the Queen's early singing style. She is backed by a variety of instrumental and vocal organizations. Among the top-flight tracks are "I Sold My Heart to the Junkman," "You Can Depend on Me," "Wheel of Fortune" and "West Side Baby."

★★★★ PONCIE PONCE SINGS

Warner Bros. W 1453 (M); WS 1453 (S)—Fans of the "Hawaiian Eye" TV series know Poncie Ponce as Kim, the singing cab driver. On this LP he sings a dozen tunes native to his State, some of which are standards such as "Princess Papooly Has Plenty Papaya" and "Little Grass Shack." He does his best work on novelties. TV exposure should bring sales.

★★★★ WARM AND WILD

Vic Dana. Dolton BLP 2015 (M); BST 8015 (S)—Young Dana came to prominence recently with an inspirational ballad, "Little Altar Boy," on a single. Now, Dana spurns the strictly pop single approach in favor of a classier, more sophisticated touch with a collection of more grown-up tunes, show songs among them. He seems right at home with the night club band-styled arrangements for "I Believe in You," "Get Me to the Church on Time," "Hey, Look Me Over," etc. The lad could make many new friends with this one.

★★★★ HULLY GULLY TO THE HITS

Mel (Pique) Robbins. Smash MGS 27012 (M); SRS 67012 (S)—Strong instrumental versions of a flock of recent pop hits are the menu here, and they all come off well. The group includes a strong piano man, horns, good guitar spots and rhythm, with a chorus tastefully used in spots. There's a good bit of gospel flavor here, too, in such tunes as "Mother-in-Law," "I Know," "Rockin' Pneumonia," etc. Strong rhythm wax for the dancers.

★★★★ YA! YA!

Lee Dorsey. Fury FULP 1002—Dorsey had a respectable single hit with "Ya! Ya!" and that's included here along with a flock of good bluesy rhythm tunes, most of them well designed for the Twist. Chanter has a good, rock-styled quality and the band goes right along with good piano and horns. Other titles include "Do Re Me," "Mess Around" and "Chin Chin." Good dance sound here.

★★★★ JOE DOWELL SINGS THE GERMAN-AMERICAN HITS

Smash MGS 27011 (M); SRS 6701 (S)—Pop songs from Germany over the past decade or so, plus good vocals by Dowell, and happy backing, make this set a potent one for the singer's many fans. Tunes include "Morgen," "Wonderland by Night," "Gift of Love," "Wooden Heart" and "Oh! Mein Papa." Should appeal to pop buyers as well as the German-American market.

★★★★ DO THE POP-EYE WITH THE MAR KEYS

Atlantic 8062—The instrumental group, which had its big one in "Last Night," has a fine dance album here that puts a bright spotlight on the Pop-Eye dance beat. The set swings in easy fashion with good organ, rhythm and sax work spotted throughout. "Pop-Eye Stroll," "Pop-Eye Rider," "Cause I Love You" and "Sailor Man Waltz" are among the better tracks.

★★★★ 23 GLEE CLUB FAVORITES

Men of the Robert Shaw Chorale. RCA Victor LM 2598 (M); LSC 2598 (S)—The male chorus does a handsome job indeed with this great grouping of familiar airs, all of them done a capella. For programming, the selections are grouped into eight tracks, with three to four numbers per track. The almost inevitable "Whiffenpoof Song" is here, plus "Old Ark's A-Moverin'," "De Animals a-Comin'," "Brothers Sing On," "Shall I Wasting," and other great choral favorites. Should match the success of earlier releases in the Shaw men's chorus series. Attach song-sheet includes complete lyrics for sing-alongs.

The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

● Continued from page 22

Blues

MEAN OL' FRISCO



Arthur (Big Boy) Crudup. Fire FLP 103 — Arthur (Big Boy) Crudup, an r.&b. hit-maker back in the 1940's, returns to wax with a collection of his old favorites, newly recorded, and he shows that he can handle earthy blues with the same sincerity as years ago. The sides include "Mean Ol' Frisco," "That's Alright," "Standing at My Window," "Rock Me, Mama" and "Katie Mae." Fine stuff here for the blues fans.

The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Pop

NIGHT TRAIN GOES TO HOLLYWOOD



Buddy Morrow. Mercury MG 20702 (M); SR 60702 (S)—The punching Buddy Morrow band has a power-packed album here. The ork rolls out rocking versions of a flock of past hits and tunes associated with movies featuring bright brass, fullsome sax section, organ highlights and compulsive rhythms. Besides "Night Train," the band has a singular performance of the "Exodus" theme. Other fine tracks include "Dragnet," "High Noon" and "There's a Boat Leaving Soon for New York." Hard rocking, big band wax.

International

PLAY BALALAIKA PLAY



Polyanka Russian Gypsy Ork. Monitor MFS 371 (S)—This LP will give extraordinary pleasure to anyone who digs Russian folk music. Balalaikas, bayans, accordions and other traditional instruments are gaily fused in a production of colorful, zestful performances. Three get vocal renditions, but the others are strictly instrumental and these include some of the most famed folk melodies, done to a turn.

Classical

THE GLORY (???) OF THE HUMAN VOICE



Florence Foster Jenkins. RCA Victor LM 2597—Florence Foster Jenkins is the woman who hired Carnegie Hall to perform for her friends, although she did not sing well or in tune. Her concerts and her record have been legendary and there is no doubt that they are still hilarious to hear. Yet the singer—if you can call her that—enjoyed herself and this record shows that. A disk that could easily become a collector's item, not to treasure, but to enjoy—happily. Arias are from Mozart, Delibes, Bach, and Strauss. A lot of jocks, both pop and classical, should spin this disk.

★★★★ SHEB WOOLEY SINGS THAT'S MY PA AND THAT'S MY MA

MGM 4026 (M); SE 4026 (S)—Sheb Wooley is a fine country singer who has also had big pop successes, like "That's My Pa," a recent single which is included in this new collection. Eight of the sides were produced in Nashville while the balance came out of the West Coast, but in all, Wooley has a fine, down-to-the-roots touch, despite variations in the backings. Fans will like "A New Kind of Lonesome," "Ten Chances to One" and "Meet Mr. Lonely." Real pleasant wax that can grab a lot of play.

★★★ MODERATE SALES POTENTIAL

★★★ FLUTES FRONT AND CENTER

Ray Rasch and the Pipers 10. Warner Bros. WS 1454 (S); W 1454 (M)

★★★ A DEMONSTRATION OF 35-MM. MAGNETIC FILM

Mercury MGD 15 (M); SRD 15 (S)

★★★ BILL DOGGETT SWINGS

Warner Bros. W 1452 (M); WS 1452 (S)

★★★ GIANT PIPES

Gus Farney. Warner Bros. B 1433 (M)

★★★ QUINTETTO VESUVIO

Various Artists. Vesuvius LP 4403

JAZZ LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ MEET YOU AT THE JAZZ CORNER OF THE WORLD, VOL. 2

Art Blakey and the Jazz Messengers. Blue Note 4055—Another stylish album from Blakey and the Jazz Messengers, recorded at Birdland. The set features Wayne Shorter, Lee Morgan, Bobby Timmons and the explosive drummer-leader as soloists. An unusual treatment of "These Are the Things I Love" is one of the features of the album. A fine side for Blakey-Messenger fans.

STOP AND LISTEN

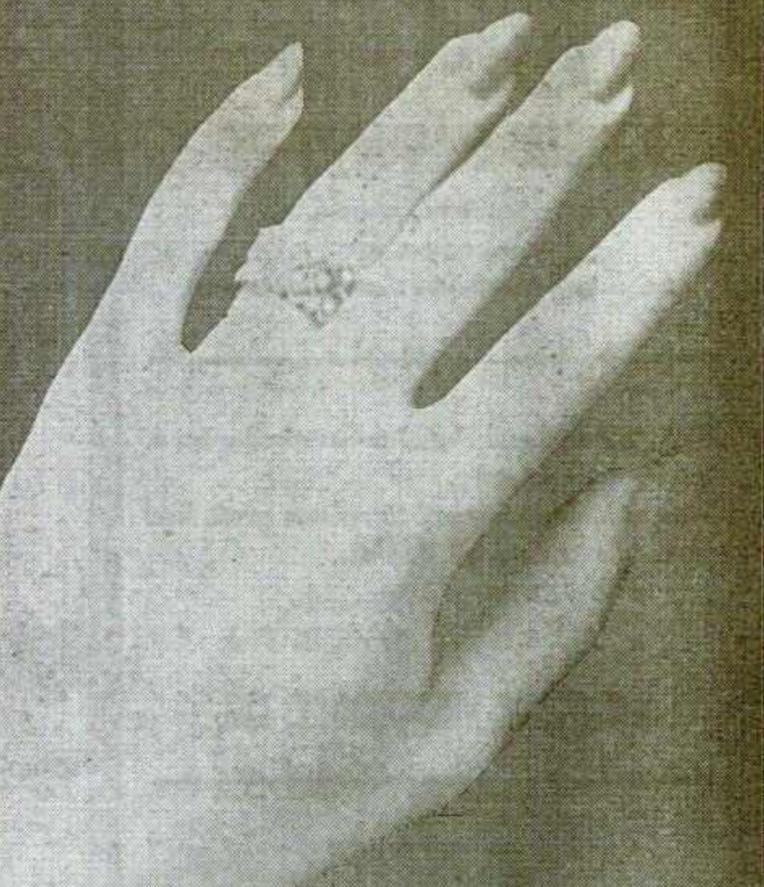
Baby Face Willette. Blue Note 4084—Here's another in the currently popular organ trio albums. Willette is a swinger who knows the dramatic value of his Hammond. The set is nicely paced, ranging from ballads to middle and up-tempo tunes. Grant Green, a fine guitarist, is also spotlighted on the album. The drummer is Ben Dixon. Album shows off Willette's and the group's style on "Blues Walk," "Work-song," "Stop and Listen" and "Jumpin' Jupiter."

(Continued on page 32)

ALL THUMBS?



HECK NO!



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Reviews of New Albums

Continued from page 25

CLASSICAL LP'S

***** STRONG SALES POTENTIAL**

*** ERNEST BLOCH: SCHELOMO; VICTOR HERBERT: VIOLIN-CELLO CONCERT NO. 2
 Georges Miquelle, Cellist; Eastman-Rochester Orchestra. Mercury MG 50286 (M); SR 90286 (S)—Cellist Georges Miquelle, with the masterful assistance of Howard Hanson and the Eastman-Rochester

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***** STRONG SALES POTENTIAL**

SPECIALTY LP'S

INTERNATIONAL

*** APRIL IN PORTUGAL
 Various Artists. Monitor MFS 374 (S)—A devoted group of fans of the Portuguese Fado has developed in the U. S., and they should welcome this addition to the sparse catalog of LP's available in this medium. Six Fado interpreters are heard in a disk cut at a Lisbon cafe, with audience reaction and hand-clapping in time. Selections include "April in Portugal" and "Uma Casa Portuguesa," plus "Desgarrada," the latter a singing contest in which all six take a turn.

BRASS IN A GERMAN BEER GARDEN
 Smash MGS 27003 (M); SRS 67003 (S)—Fritz Schickel and His Bavarian Brass Band play this collection of Bavarian melodies with enthusiasm and briskness. The disk was recorded in Munich, and the sound compliments the band's brassy sound. Set includes beer-drinking songs, polkas and other bright melodies. Strong wax for the German-American market.

LATIN AMERICAN

*** THE EXOTIC MOODS OF MARTITA
 Columbia EX 5074—Spanish-speaking record buyers might like this album which is composed of songs from a variety of South American nations. Martita sings the melodies with much fervor and she is accompanied simply by guitars, mandolins and a variety of percussion instruments, and flute.

*** LA SONORA SANTANERA
 Columbia EX 5075—Not to be confused with any other Latin-American orchestras bearing similar names, this group hails from Mexico. On this LP, it emphasizes the bolero rhythm with a couple of cha-chas and a gauracha included for change of pace. They are played with a good, danceable tempo and feature solid Latin arrangements. Primarily for dance fans.

SPOKEN WORD

*** SHAKESPEARE: CORIOLANUS (3-12")
 Various Artists. Caedmon SRS 226 (S)—Howard Sackler as director brings color as well as authenticity to this top quality performance of Shakespeare's "Coriolanus." The gifted cast, including Richard Burton, Jessica Tandy, Kenneth Haigh, Michael Hordern, Robert Stephens and Michael Gwynn, provides many memorable moments in dramatic recordings. Potent educational item as well as a quality entertainment package and study for drama buffs.

LP REVIEW POLICY

All albums received by Billboard Music Week are listened to and reviewed by the BMW Reviewing Panel. LP's are rated, within their respective categories, according to their commercial potential, based on such factors as performance, material, artist's name value, recording quality, etc.

SPOTLIGHT WINNERS are judged to have the strongest sales potential of all albums reviewed during the week and are picked to hit the Top LP chart. **FOUR-STAR** albums are those with strong sales potential. All Spotlights and Four-Star LP's have been evaluated by the full Reviewing Panel, and descriptive reviews are published for these.

THREE-STAR albums, having moderate sales potential, are listed thereafter; these frequently will be of particular interest to dealers with specialized clientele. Other LP's with limited sales potential are listed following the Three-Star albums.

SPECIAL MERIT SPOTLIGHTS, in the opinion of the Reviewing Panel, have outstanding merit and deserve exposure.

All LP's intended for review should be sent to the Billboard Music Week Reviewing Panel, P. O. Box 292, Times Square Station, New York 36, N. Y.

BLUES

*** BUSTER BROWN
 Fire FLP 102—Buster Brown has a big hit with "Fannie Mae," and that song, plus many other down-to-earth blues items, are included in this new album. They include "St. Louis Blues," "John Henry," "Don't Dog Your Woman" and "When Things Go Wrong." There is even a version in a bluesy style of "Blueberry Hill." Strong wax here for the market.

SPECIALTY

*** AMERICA'S FAVORITE SQUARE DANCES WITH CALLS
 AMERICA'S FAVORITE SQUARE DANCES WITHOUT CALLS
 Cecil Brower and Square Dance Fiddlers. Smash MGS 27014, 27015 (M); SRS 67014, 67015 (S)—Square dance devotees can take their pick of these two bright sets, one with the calls and one without. Otherwise, the packages are virtually identical with the same tracks used on each and the same smart cover photo of square dancers, using two different background color combinations. The band swings along brightly with the banjo and two fiddles standing out. Smart waxing and a good buy for the dance devotee either way. Twelve dancers are included—"Bear Creek Hop," "Ragtime Annie," "Tom and Jerry" among them.

***** MODERATE SALES POTENTIAL**

INTERNATIONAL

*** THE VOICES AND DRUMS OF AFRICA
 Various Artists. Monitor MF 373

*** HOPAK!
 Various Artists. Monitor MF 376

*** SPAIN
 Various Artists. Monitor MF 370

Tony Bennett & Si Zentner Top Bill for NARAS

NEW YORK—Tony Bennett and the Si Zentner ork will headline the show at the annual New York Chapter NARAS Awards dinner, which will be held in the Grand Ballroom of the Waldorf-Astoria here next Tuesday (29).
 DeeJay William B. Williams, WNEW, N. Y., will emcee the show, which will also feature other top disk stars. The main portion of the Grammy awards presentations will be carried by WNEW at 11 p.m. It is expected that 600 members of the disk industry will attend the event.

'Green Door' Swings Again in Nashville

NASHVILLE—There's a new twist to an old "Green Door" that's currently getting action here. It's a new release on Philips Records by T. Tommy, and the Twist version of the old Trinity Music hit, "Green Door," is getting hot air play on Nashville radio stations.
 Flip is a locally published ballad penned by Jodie Bancino, exclusive writer for Sure-Fire Music here. Side is titled "I Don't Hurt as Much." But the play and the sales are on "Green Door." The record was cut here with the backing of the Melody Singers and orchestra under direction of Jerry Kennedy and was produced by Shelby Singleton. The artist is most prominently known as a deejay, announcer and emcee. He is T. Tommy Cutler, staff announcer for the past seven years for WSM, emcee on that station's famed "Grand Ole Opry," and also on a weekly Southeastern network of "Flatt and Scruggs" TV shows.
 Harvey's, Nashville's largest department store, is featuring a special display window for this one disk. Attractive window of the store's huge record department spotlights a bright green door, big glossy prints of T. Tommy and the BMW plaque which the artist was presented in 1957 and 1958 as top country music deejay.

MUSIC AS WRITTEN

Continued from page 12

"Little Me," opened at Chicago's London House for a three-week stanza. . . . The Minnesota Mining & Manufacturing Company, at its annual meeting in St. Paul last week, reported a record first quarter sales and earnings. . . . Elliott Greenberg takes over as regional promotion manager for Columbia here. He'll work with Larry Owens, the label's regional head. . . . The transcription rights to Remo Biondi's Decora-Amphora waxing of "The Velvet Swing" have been sold to Standard Radio Transcription Service, Inc., here. . . . Heartbeat Records has issued "Hava Nagilah" and "Never on Sunday" by Georgia Drake. Miss Drake, a Greek gal, does a Hebrew vocal on the top side. . . . Deejay Paul Saliner begins his eighth year with WGN radio this week. His "Gadabout" show aired for almost six years before he switched to a new format.

Buddy Hackett, currently appearing at the Empire Room of the Palmer House, joined many of the town's deejays at the first annual "Clowns and Comics" party held at Anita's Sunny Italy. . . . Howard Keel opens the 14-week 1962 season at Melody Top Theater in Suburban Hillside, Ill., on June 4. He will appear in "Carousel." Following this, Ford and Hines will open June 25, starring in "Hit the Deck." . . . The current line-up at the Chicago Playboy Club includes Addit recording artist Pat Morrissey, Will Mercer, Wes Harrison, Joe Conti, Barbara Gilbert, Bob Vegas, Dave Madden, Billy Simmons, the Tony Smith Four, the Jim Atlas Trio, the Joe Laco Trio, the Bob Davis Trio, the Harold Harris Trio, and Phil Wright. . . . Recent groups recording at Sara Sound Studios in Sauk City, Wis., for Cuca Records include the Vibratones, the Dick Allen Trio, the Corals, the Ambassadors, the New Dynamics, and Robby Lynn and the Teens.

Hugh Dallas, Midwest sales manager, is in town working on "Nina," written and recorded by Tony Mottola, on the Command label. The single is a cut from the "Roman Guitar" album, Volume II. . . . Our condolences to the family of Henry Friedman, who died Tuesday (15). The Chicago record industry will miss this veteran and pioneer in the record distribution field.

Lurlean Hunter, Atlantic Record artist, has opened at Chicago's Pigalle for an indefinite engagement. Last year, during her turn at the spot, the gal received plenty of promo push when Attorney General Robert F. Kennedy stopped in the spot and said he came at the request of Frank Sinatra who told him to catch her act. Steve Scheckel

Cincinnati

Local Cosnat outlet, headed by Chuck Huesman, has taken over the distributorship on Liberty Records in the territory. Line was formerly handled here by Is Nathan's Hit Distributing. . . . With ducats scaled at \$6.50 top, the Harry Belafonte unit jammed 3,600-seat Music Hall with more than 3,500 payees Tuesday night (15). Miriam Makeba, who has been appearing with Belafonte on the concert dates, was forced out of Tuesday night's show by illness and was spelled by Odetta, who made a hurry-up trip in from New York for the occasion. . . . Ella Fitzgerald's scheduled concert at Memorial Hall, Dayton, Ohio, Sunday night (20) was canceled when she decided to remain over in Washington "by request" after appearing at President Kennedy's birthday party at the White House Saturday night (19). . . . Local RCA Victor Records bossman, Jerry Weiner, and his Gal Friday, Julie Godsey, all agog over two new albums, H. B. Barnum's "The Big Voice of Barnum," and Al Hirt's "Al Hirt at the Mardi Gras." They list as their best singles sellers Perry Como's "Caterina," Neil Sedaka's "King of Clowns" and Duane Eddy's "Deep in the Heart of Texas." Meanwhile, they say, Elvis Presley's EP, "Follow That Dream," continues to sell like a single. Bill Sachs

Boston

Dale Enterprises (MGM, Warner Bros.) has moved into new quarters at 1023 Commonwealth Avenue. The firm lost its former building because of a toll-road extension. Herb Dale insisted on staying in Boston, even though the rest of personnel moved to the suburbs. Work on a larger interior is almost completed. . . . Asher Suffer of RCA Victor and his wife Emily taking in the European scene, are due back in a couple of weeks.

A new record company has been formed here under the name of Periscope Records. Edward M. Hurvitz and Joe Huff are in charge at headquarters, Washington Street, Hyde Park. Records are being cut here and the firm is looking for new talent. . . . Bob Taylor of Capitol Records delighted with the success of Dave Guard's new set-up with the Whiskey Hill singers. . . . Bob Levin of Boston Record Distributors is the proud father of a girl.

California producer Hal Zeiger had a big week here with two attractions, "Borscht Capades" at the Schubert and Ray Charles at the Donnelly Theater. With a top of \$4.50 for Charles at the 3,500-seater he grossed a record \$18,500, a sellout for the first show and a half-house for the second. . . . Stewart Rose and his dancing wife supporting Julie Meade in "Bells Are Ringing" at the Bradford Roof, which is doing its best business of the season.

Gypsy Rose Lee has refused to star in "Gypsy" at the North Shore Music Theater in Beverly this summer, but will play the title role in "Auntie Mame" there the week of July 16. In rejecting "Gypsy," Miss Lee, never a singer, asked: "And who would sing the songs?" . . . Patti Page arrived here for a stand at Blinstrub's Village for the first time without her husband since their marriage. Hubby Charles O'Curran is in Hawaii on business. . . . Paul Anka packing them in at Blinstrub's this week while the McGuire Sisters have begun what looks like a record at the Monticello in Framingham.

VOX JOX

By JUNE BUNDY

GAB BAG: In reference to a recent complaint from Michael Shapiro, KMR, Purdue Residence Network, Purdue University (in which he opined that labels from whom they buy LP subscription services should send them singles), Fran Williamson, record librarian at WAVI, Dayton, Ohio, writes: "Mr. Shapiro is 100 per cent correct. The record distributors in Cincinnati are really lacking in what is called salesmanship or public relations. Ordering a record from some of those distributors is like pulling teeth from a chicken. They want the business. You give it to them. They ignore it. One of our competitors hasn't an account with any record company. They play whatever comes in free of charge. Their programming sounds like it too. We stations that are trying to please our audience, and, in a way, help the better record labels, are really batting our heads against the wall when it comes to co-operation from distributors."

COLE TOUR: Clay Cole, formerly with WNTA, Newark, N. J., returned to the Camelot nitery, New York, May 14, with his live Twist-arama stagershow, featuring Lou Dana and the Furys, the Capris, and the Delicates. Following a two-week stay at the Camelot, Cole will take the show to Newfoundland; then to the Midwest. The tour, which is booked through July, is handled by William Morris.

CHANGE OF THEME: Terry O'Connor, formerly sports director at WSKI, Barre, Va., has been upped to program director. He also handles the 10 a.m.-4 p.m. time slot... Tom Siller, ex-program director-deejay at WMPS, Memphis, is currently working part-time at KYSN, Colorado Springs, Colo., while serving with the U. S. Army in that city... June Buzzelli, promotion manager of KDKA, Pittsburgh, married William Trax May 5... Pat Shields has joined KOOO, Omaha, with a three-hour daily show.

WHK's "PICK HIT": Dennis Ganim, M. S. Distributing Company of Ohio, Cleveland, gives this rundown of a promotion tie-up between M. S., Cleveland radio Station WHK and local dealers: "WHK distributes a list of the Top 50 best selling singles in the area. In addition to this list they play 15 extras and one 'Pick Hit.' To determine which records are selling, WHK calls 20 dealers located throughout the Cleveland market. These retail outlets report the singles that are selling best. However, in many cases they are unaware of the extra records WHK is playing as they do not appear on the WHK Tunedex.

"This is where M. S. stepped into the picture," Ganim said. "Each week, when the Tunedex is completed, and the extras are decided, the promotion department mails a promotional copy of each extra handled by M. S. to the 20 dealers. Consequently the dealers are more aware of the extras WHK is playing and can order the product more intelligently. Neil McIntyre of WHK told me the reaction he has received from the dealers has been excellent, and that he has noticed the extras from M. S. make the Tunedex list much faster than they did in the past."

Stereo FM Gimmicks Out

• Continued from page 4

services all FM stations across the country. Ferrante and Teicher are the most popular UA artists with stereo broadcasters, and UA has arranged for the duo piano team to visit stereo FM stations in every city covered by F. & T.'s current cross-country promotional tour.

Capitol Records is giving special consideration to stereo FM outlets by providing them with a special LP, featuring sides (from the label's LP catalog) deemed appropriate for Stereo broadcasting.

RCA Victor offers a regular Stereo LP subscription service (as do most of the large labels) and also sends out gratis stereo wax when requests for specific albums are made by stations.

Quality Now Guide

"Ping pong" or "steamboat" material is still popular in areas where stereo is new and dealers need to emphasize separation gimmicks in radio set demonstrations, but quality of performance now guides the programming of stereo FM outlets in cities where stereo FM has been around for a while.

Manufacturers accordingly are beginning to concentrate more on building personalities in stereo rather than emphasizing sound alone.

Enoch Light, a pioneer in the stereo album field, spotted the trend several months ago, and promptly branched out into the classical field and signed name artists in both the long-hair and pop fields. Command sales chief Loren Becker reports that more than 50 per cent of 250 stations currently subscribing to Command's LP subscription plan now order stereo records.

Tony Demato, who produces London's Phase 4 stereo series, also believes the gimmick disk has had its day in stereo, and is now concentrating on the artist rather than the sound. Consequently, he points out, such Phase 4 artists as Ronnie Aldrich are winning acceptance in the monaural field as well as stereo.

Most Co-Operative

David Polinger, general manager of WJFM, New York's 24-hour stereo FM outlet, says that most manufacturers are extremely co-operative, but that his record library department has trouble obtaining good service from some distributors. He lists MGM, Decca, Capitol, Columbia, Mercury and Time as the most co-operative labels.

Programming services are also

PROGRAMMING PANEL

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

THE QUESTION:

What is your most effective promotion and/or contest gimmick for the month of June?

THE ANSWERS:

JOHN G. DEMARCO
KGMB, Honolulu

Our KGMB Seattle World's Fair Tour is a sales promotion package which is receiving a great deal of response from the advertising public. Advertisers may purchase, at a nominal cost, 52 one-minute radio commercials each month for six months, and receive, as a bonus, a round-trip jet plane ticket to the Fair, including three days in Seattle, with all expenses paid. We are quite pleased with the response we have received on this promotion.



JERRY BLAVIT

WCAM, Camden, N. J.

With the accent now more than ever before on space and space projects, we are capitalizing on this trend with a little side-kick, whom we call "Mr. Magoon From the Moon." The effect is achieved by recording voices on 7 1/2 speed and playing them back on 3 3/4. "Mr. Magoon" informs our listeners of contests, record hops, and other projects. This promotion has proved to be very effective. Doing live shows on location (hops, store openings, etc.) is another effective measure of promotion.



GENE NELSON

WSAI, Cincinnati

We don't have any standard promotion for June. Last year our deejays challenged the Cincinnati Redlegs to a baseball game. The Reds declined our generous offer so we won by default. This year (barring injuries to any of our "key" players) we may give them an opportunity to even the score. Our basketball team (The WSAI Freakish Five Plus Two) finished their season with a perfect record—eight games and eight losses.



keeping up with the stereo scene. For the first time, the National Association of Broadcasters (NAB) made its May Radio Month jingles available to NAB member FM stations in stereo as well as monaural.

The Heritage Classical series, produced by IGM (International Good Music) as part of its overall automation and programming package, now includes four hours of stereo daily. Distribution on the IGM stereo program starts in July.

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.

PETER, PAUL AND MARY
(Warner Bros.)



BOOKING OFFICE: ITA. **REAL NAMES:** Peter Yarrow, Paul Stookey, Mary Allin Travers. **AGES:** All are 25. **HOME TOWN:** Peter, New York; Paul, Birmingham, Mich.; Mary Louisville. **EDUCATION:** College. **HOBBIES:** Peter, art; Mary, art and writing. Peter and Paul play guitar. **BACKGROUND:** Lifelong interests in folk music led the three to Greenwich Village where they formed a trio. Peter was appearing as a single after

his own successful tour that included the Newport Folk Festival, 1960, and various night spots catering to folk music buffs. Paul was doing stand-up comic routines in the Village and also helping Mary get back on her feet as a singer after working in a Broadway flop called "The Next President." The trio spent seven months working up their initial repertoire of 18 numbers, with the help of Milton Okun (formerly with Harry Belafonte) to polish their arrangements. Their diligence and persistence has paid off. Evidenced by BMW's pop charts.

LATEST SINGLE: The trio's hot single called "Lemon Tree" is scoring well on the Hot 100 and moves into the No. 59 slot this week.

LATEST ALBUM: Their first Warner Bros. album, "Peter, Paul and Mary," strides up the Top LP Chart to the No. 47 position this week.

JOAN BAEZ
(Vanguard)



PERSONAL MANAGER: Manuel A. Greenhill. **AGE:** 20. **HOME TOWN:** Boston. **EDUCATION:** College. **BACKGROUND:** Folk singer Joan Baez is of Mexican-Irish parentage. Her father, Albert Baez, is a physics professor whose appointments took him to such places as Paris, Rome and Switzerland, as well as a year in Baghdad, where young Joan revealed an amazing ability at memory and mimicry. She began to sing and play guitar in her early teens, and though she has never had formal music lessons, her guitar and vocal work is exceptionally competent. She became interested in folk music early in 1958 when the family moved to Boston. Soon Miss Baez was singing in night spots, specializing in folk fare. In 1959, she appeared at the Newport Folk Festival and where she received a great deal of favorable mention. She began making personal appearances at various colleges, concert halls and on TV, including a Revlon special tagged "Folk Sound, U. S. A." Reaction to Joan Baez' first LP for Vanguard Records titled, "Joan Baez, Vol. 1" was immediate and potent sales action pushed the album into the top 50 of BMW's Top Mono LP chart. For an authentic folk singer this was exceptional in the recording field.

LATEST SINGLE: Pal of Mine b/w Lonesome Road
LATEST ALBUM: Joan Baez, Vol. II, which is scoring on the Top Mono LP chart in the No. 17 position.

YESTERYEAR'S HITS

Change of pace programming from your librarian's shelves, featuring the disks that were the hottest in the land five years ago and 10 years ago this week. Here's how they ranked on Billboard's charts then:

POP—5 Years Ago May 20, 1957

1. All Shook Up, E. Presley, RCA Victor
2. Little Darlin', Diamonds, Mercury
3. School Day, C. Berry, Chess
4. Love Letters in the Sand, P. Boone, Dot
5. White Sport Coat, M. Robbins, Columbia
6. Gona, F. Husky, Capitol
7. I'm Walkin', R. Nelson, Verve
8. Round and Round, P. Como, RCA Victor
9. So Rare, J. Dorsey, Fraternity
10. Come Go With Me, Dell-Vikings, Dot

POP—10 Years Ago May 24, 1952

1. Blue Tango, L. Anderson, Decca
2. Wheel of Fortune, K. Starr, Capitol
3. Kiss of Fire, G. Gibbs, Mercury
4. Here Is My Heart, A. Martino, B. B. S.
5. Guy Is a Guy, Doris Day, Columbia
6. Delicado, P. Faith, Columbia
7. Blacksmith Blues, E. M. Morse, Capitol
8. I'm Yours, D. Cornell, Coral
9. I'm Yours, E. Fisher, RCA Victor
10. I'll Walk Alone, D. Cornell, Coral

RHYTHM & BLUES—5 Years Ago—May 20, 1957

- All Shook Up, E. Presley, RCA Victor
School Days, C. Berry, Chess
C. C. Rider, C. Willis, Atlantic
Come Go With Me, Dell Vikings, Dot
Searchin', Coasters, Atco

- Little Darlin', Diamonds, Mercury
Lucille, Little Richard, Specialty
I'm Walkin', F. Domino, Imperial
Just Hold My Hand, C. McPhatter, Atlantic
Empty Arms, I. J. Hunter, Atlantic

when answering ads . . .

Say You Saw It in Billboard Music Week

Where in the World?

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BILLBOARD MUSIC WEEK

One of a series of advertisements prepared by the ASSOCIATED BUSINESS PUBLICATIONS



Say You Saw It in Billboard Music Week

WITH THE COUNTRY JOCKEYS

One of our correspondents gave us a bum steer last week in inviting deejays to write to the Promotion Department of Capitol Records, Hollywood, for a copy of Buck Owens' Capitol album, "Songs I Have Written." In a phone call to the desk, Perry Mayer, national merchandising manager of Capitol Records, stated that Capitol has been swamped with requests for the album as a result of the news item carried here, but that no such arrangement had been authorized by Capitol. Furthermore, Mayer explained that such an album has never been recorded. Our apologies to Capitol Records and to those deejays who wrote in.

Charlie Grant, who whirls the country wax on WLIL, Lenoir City, Tenn., takes his typewriter in lap to beat out: "On a recent week-long promotion on our country shows, we pulled mail from 74 towns and cities in East Tennessee. We also heard from regular listeners in eight North Carolina and three Georgia locations. A goodly percentage of Tennessee mail came from Knoxville—25 miles from Lenoir City. The big request song here is "Mama Sang a Song," from Bill Anderson's Decca album. The good folks in East Tennessee are real country music lovers. Our next promotion is going to be to charter a bus, fill it with c.&w. fans and head for Nashville and the 'Grand Ole Opry.'"

Richard Heard, of Radar Records, a division of Jamac Music Publishing, Inc., 375 West End Avenue, Suite 11-C, New York 24, N. Y., reports that his firm is interested in adding c.&w. deejays to its permanent mailing list. Heard promises to answer all requests written on station letterheads with copies of the firm's latest releases. . . . Walter Balles has shifted his deejay activity and Loyal Records to Birmingham, Ala., where he is heard an hour and a half daily on Station WIXI. Meanwhile, he

IMN Productions, Target Tie Forms PFO Jingle Co.

HOLLYWOOD — A merger between IMN Productions, Inc., Boise, Idaho, and Target Jingles here has resulted in the formation of PFO Radio and Television Productions, Inc., as a wholly owned subsidiary of the Peter Frank Organization, Inc.

The new firm — headquartered in Dallas — will specialize in the production of station jingles, commercial jingles and musical signatures. Officers of PFO are Peter Frank, prexy; Tom Merriman, vice-president, creative; Rod Kinder, vice-president, business, and Jodie Lyons, vice-president, production. Richard H. Ullman, Inc., also a wholly owned subsidiary of the Frank organization, will act as exclusive sales rep for PFO jingles.

Snooky Lanson Joins WLW-A

ATLANTA — Snooky Lanson, former singing star of "Your Hit Parade," "Chevrolet on Broadway" and "Five Star Jubilee" and who has several big-selling records to his credit, has joined the talent staff of WLW-A, Crosley Broadcasting TV outlet in Atlanta. According to James H. Burgess, vice-president and general manager of WLW-A, Snooky will be featured in his own show on WLW-A beginning in mid-June. Snooky's latest is an LP, "Ten Years of Great Hits," featuring 12 long-running numbers on the former "Your Hit Parade."

continues with his twice daily gospel segs, via tape, on XEG, Fort Worth. Balles' latest release on his Loyal label is "God and Glenn" b-w "Space Flight," by Bill Franklin. Copies are available by writing to Loyal Records, Box 586, Birmingham.

"I am on WEHH, Elmira Heights, N. Y., and WITC, Towanda, Pa., and get very few records," writes Clifford Coldron. "Country music is going great here in the southern tier of New York State and Northern Pennsylvania and we could do even better if we could get the platters to play." . . . Buddy Allen, who spins five and a half hours of c.&w. music daily from WSIG's remote studios in Luray, Va., puts in a plea for records, saying there are a lot of them he's not getting. A new addition to the WSIG staff is Bill Love of North Carolina. . . . Uncle Dude Towler, of Jamboree Studios, Ypsilanti, Mich., typewrites that his best record service comes from the smaller labels and suggests that the majors might do well to jack up their platter promotions as a means of stimulating country music and their own business.

Ron Manning has left WRUS, Russellville, Ky., to join the staff of WVMJ, Biloxi, Miss., effective May 21, when that station turns primarily to c.&w. programming. In his new post, Ron will be spinning country platters from 6:45 to 10 a.m. and gospel music from 10:30 to 11:25 each day. He puts in a plea for records and invites artists to drop in when in the neighborhood. . . . "Triangle D. Round-Up," c.&w. record seg conducted by Dunny Sims on WSBT, South Bend, Ind., celebrated its third year on the air last Saturday (19). Station officials report that their first venture into the country and western field has met with success in the South Bend market.

Dusty Rose, country deejay at KTNT-AM-FM, Tacoma, Wash., reports that the songs presently getting best response from his listeners are "Gossip of a Friend," by Billy Deaton; "Hitchhiker," by Roger Miller; "I Done Done It," by Wynn Stewart; "Night Life," by Leon McAuliff; "I May Fall Again," by Buddy Meredith; "It Ain't Gonna Rain No Mo'," by the Osborne Brothers; "It's Not a Lot," by Al Brumley, and "It Keeps Right On-a-Hurtin'," by Johnny Tillotson. In albums, Dusty says the new releases by Ray Price, George Jones and Stonewall Jackson are drawing the most attention in his broadcast area. . . . Slick Norris advises that he has just made a promo deal on Jimmy Wise's "A House Divided," on Sammy Masters' Galahad label of Los Angeles. Slick asks deejays who may have been missed in the mailing to just holler on their station's letterhead. Norris' address is P. O. Box 653, Highlands, Tex.

Cousin Ed Denkema is back on radio in Grand Rapids, Mich., on a full-time basis, after an absence of three years. Ed is presenting his country music show six days a week on WLAV. Previously, he was for nine and a half years on WGRD, Grand Rapids, until the station changed its format and dropped c.&w. Denkema also serves as program director of WLAV-FM, which programs a total of 13 hours daily. "WLAV's c.&w. library is very skimpy," writes Cousin Ed, "and I'd appreciate your letting the trade know I'm back in business again." . . . Deejay copies of "Graduation" b-w "Paul and Silas," as done by Chuck Isaacs and the Craftsmen, may be obtained by writing to Elbridge Records, 426 N. Edgewood, LeGrange Park, Ill.

BILLBOARD MUSIC WEEK

EASY LISTENING

This Week	Last Week	TITLE, ARTIST, LABEL	From this week's Hot 100	Weeks on Hot 100
1	1	STRANGER ON THE SHORE, Mr. Acker Bilk, Atco 6217	11	11
2	2	OLD RIVERS, Walter Brennan, Liberty 55436	8	8
3	3	EVERYBODY LOVES ME BUT YOU, Brenda Lee, Decca 31379	7	7
4	4	P.T. 109, Jimmy Dean, Columbia 42338	9	9
5	5	FUNNY WAY OF LAUGHIN', Burl Ives, Decca 31371	8	8
6	11	SECOND HAND LOVE, Connie Francis, MGM 13074	3	3
7	6	CATERINA, Perry Como, RCA Victor 8004	9	9
8	8	MOST PEOPLE GET MARRIED, Patti Page, Mercury 71950	6	6
9	10	FOLLOW THAT DREAM, Elvis Presley, RCA Victor EPA 4368 (Extended Play)	3	3
10	7	YOU ARE MINE, Frankie Avalon, Chancellor 1107	10	10
11	9	MOON RIVER, Henry Mancini, RCA Victor 7916	24	24
12	13	TEACH ME TONIGHT, George Maharis, Epic 9504	6	6
13	15	THAT'S OLD FASHIONED, Everly Brothers, Warner-Bros. 5273	3	3
14	12	COUNT EVERY STAR, Linda Scott, Canadian-American 133	8	8
15	—	SNAP YOUR FINGERS, Joe Henderson, Todd 1072	2	2
16	16	IF I CRIED EVERY TIME YOU HURT ME, Wanda Jackson, Capitol 4723	6	6
17	17	LEMON TREE, Peter, Paul and Mary, Warner Bros. 5274	4	4
18	14	I WILL, Vic Dana, Dolton 51	9	9
19	19	WHERE ARE YOU, Dinah Washington, Roulette 4424	2	2
20	18	LOVE CAN'T WAIT, Marly Robbins, Columbia 42375	5	5

LABEL-DEEJAY PROMOTIONS

By NIKI KALISH

NEW DISKS PLUGGED: Station WEEL, Fairfax, Va., deejay Jim Clark say there was strong reaction to his recent "Make It or Break It" contest, a feature of his "All Night Show." The three new disks to capture top votes from Fairfax, Va., dialers were Liberty's Jan and Dean disk of "Tennessee," Bill Anderson's "Mama Sang a Song" from his new Decca LP, and "I Can't Stop Loving You" by Ray Charles spinning on the ABC-Paramount label.

AIRTIME ANYONE? Deejay Dick Summer at WISH, Indianapolis, writes: "It would be a great help to me if record companies that would like to have their product used on my Channel 8 TV hop 'Rhythm Carnival' and on my radio show 'Battle of the Sounds' would send their material directly to me at WISH, Indianapolis, Ind." Summer also reports "sizzling" reaction for the Indianapolis outlet's "Musicville U. S. A." pick tune, "Swingin' Shepherd Blues Twist" by Moe Kauffman on the Ascot label.

"FREE" PLUG FOR COLUMBIA DISK: Songstress Anita Bryant's new Columbia recording, "Free," finds that major diskery getting unusual promotional assistance from "rather smaller sized but perky indie Carlton Records." It seems the story behind Carlton's agreeable attitude to push a Columbia release stems from the days when Miss Bryant was under the Carlton banner. The tune "Free" was recorded by Carlton and the copyright (written by ASCAP-ers Fred Spielman and Janet Torre, who also wrote "Paper Roses") was assigned to Pambill Music, wholly owned subsidiary of Carlton Records. When the thrush switched to Columbia, so did the master of "Free." With its pub-affiliate income in mind, Carlton has "freely"

launched a strong deejay promo of its own, calling attention to the fact that "Free" is a Columbia platter. That's record biz!

CLASSICAL PROMOTION: The RCA Victor and Angel recordings of the late Enrico Caruso received a good airing recently when station WQXR, New York, honored the late opera star during an hour-long musical "special." Four solos were culled from the various recordings to be heard throughout the program. Memories and personal anecdotes about the great tenor were recalled by opera star Rosa Ponselle, who used to sing with him; Bruno Zirato, Caruso's secretary, subsequently manager of the New York Philharmonic, and Giovanni Martinelli, Caruso's friend at the "Met" toward the end of the singer's career. Serving as host and commentator was Francis J. Robinson, assistant manager of the Metropolitan Opera and perhaps the foremost authority on Caruso's life, career and interests.

SEEN AROUND THE STATIONS: Decca promo man Danny Davis guided the Wilburn Bros., Teddy and Doyle, on their rounds of the stations in the Maryland, Washington, D. C., and Virginia areas to push their new Decca release, "Troubles Back in Town." The boys visited with jockey Jim Clark at WEEL, Fairfax, Va., on his night owl show and also appeared with the deejay at that Virginia city's hot record outlet, Jack Shaver's "Giant Music" store, for an autograph party. . . . Dot recording artist Jack Merlin recently visited with Milwaukee WOKY deejay Mitch Michael to plug his Dot disk, "I Beat the Blues." After his look in at the station, Merlin appeared with the jockey at a record hop in Sheboygan, Wis., where cheering teens mobbed Jack for autographs.

RCA Victor Puts FM Stereo In All '63 Radio-Phono Units

NEW YORK—New styling, an accent on cabinetry, built-in FM stereo and a brand-new record changer, called the Studiomatic, are among the salient features of the new RCA Victor Victrola phono line for 1963. The phonos, along with new radio and color and black and white TV equipment, were introduced at a special press showing at RCA's Johnny Victor theater here Thursday (17).

Raymond Saxon, RCA Sales Corporation marketing vice-president, said that FM stereo is included in all 13 of the firm's new phono-radio combination units.

The phono line includes 17 stereo consoles priced from \$149.95 to \$595; four portable stereos, pegged from \$79.95 to \$149.95, and three mono-only players, from \$19.95 to \$49.95. Lowest priced phono with FM-AM tuner will retail at \$199.95, a dip of \$30 under the current tag. Lowest-priced unit with FM stereo will go for \$239.95, a 40 per cent decrease from last year's \$399.95.

'Hutch' Offspring

A de luxe "hutch" model, two-tiered cabinet, introduced last year, has in turn given birth to three other innovations in consoles, the "spinnet," "bow-front" and "serpentine" cabinets. The Danish modern, French provincial and early American "hutches" are being continued with slight technical changes.

Though demand for TV-radio-phono combination units flourished as long as a decade ago, a spokesman at the press showing said, the intervening years have seen a decline in this area because of annual rapid-fire changes in equipment.

The Victor people now see a more stable industry, thanks to the arrival of FM stereo, advanced color TV techniques and the virtual perfection of disk playback. Because of this increased stability, they said, demand has increased in a marked fashion for this kind of high-end home entertainment unit, with the result that three such units are being introduced this year.

Price Decline

These are the Warrington (\$995); the Southbridge (\$1,200) and the Abbeville (\$1,500). Lowest-priced three-way combination last year retailed at \$1,500.

The new Studiomatic changer permits intermixing of different-sized records in any sequence. It employs a 12-inch turntable which minimizes vertical rumble and because of its greater mass, assures

more constant speed. The unit is included in all high-end models.

At the same time, Victor announced 13 new table model and clock radios. Emphasizing the move to lower prices noted in some phono models, the company announced an FM table model at \$29.95 and an FM-AM set at \$49.95, both new lows. Earlier this year, Victor dropped the price of its budget model pocket transistor from \$19.95 to \$14.95. The radio line-up does not include any FM stereo units, and spokesmen said the company has no plans for such a unit at this time.

NEW TAPE GIVES ONE-HOUR PLAY

CHICAGO — The Magnecord Division of Midwestern Instruments, Inc., Tulsa, Okla., has disclosed that project engineer, Howard Cederberg, and sales manager, Paul R. Bunker, have applied for a design patent on an eight-inch diameter tape reel offering tape recorder owners over an hour of playing time.

The new hour reel, with one-mil tape, according to the designers, will be a big and much-needed step in the direction of offering equipment and tape buyers more performance for their money. Both feel the new reel will garner much acceptance in the industry.



G. SCHIRMER, leading New York music store, featured this window, promoting Leontyne Price's RCA Victor "Aida" album when the star made a personal appearance at the 49th Street location last week. More than 500 opera fanciers visited the store during Miss Price's one-hour appearance. She was presented with a bound copy of the "Aida" score with her name engraved on the cover by Schirmer's president, Rudolph Tauert.

Art Lovers Help Build Sales of Stereo Sets

DENVER—Growing public interest in art can provide a simple but effective means of building tape recorder sales, experience has shown one leading Denver retailer.

Anxious to attract culturally minded people—those most likely to be interested in fine stereo music on tape recorders and phonographs—The Record Rack store turned the establishment into an art gallery every Sunday afternoon. The exhibitions offered art efforts of a single artist each week. Coffee and cookies were served. It was not unusual for The Record Rack, which has a

large room in the rear suitable for hanging of 30 or 40 paintings, to draw 750 visitors on a single Sunday.

All visitors, invited either by direct mail, or responding to a newspaper ad, were worthwhile prospects for stereo phonographs, tape recorders and sound systems, it was found. The store broke all its sales records for stereo phonographs.

Total expenses were not high. Artists recommended by Denver art schools were willing to show their work for the privilege of price-tagging each painting. Originally, some five years ago, artists had to be sold on the idea. But within a few months, as this unusual exhibit became known, artists came to the store. The result: now there is a long waiting list.

U. S. Public Seems to Like Mercury Phono

CHICAGO—Consumer reaction to the initial two phonographs to be marketed by Mercury Records, has been favorable, according to Sales Manager Irv Russell.

Russell, who has returned to base here from a 10-market coast-to-coast trip, said acceptance has also been good among dealers and distributors, particularly for the battery-operated transistor portable set. The firm is in the midst of an advertising campaign which is promoting the units as graduation gifts through ads in college newspapers throughout the nation.

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN \$151 AND \$200

Pos. This Issue	Pos. 2/24/62 Issue	Brand	% of Total Points
1	1	Magnavox	29.7
2	5	Motorola	16.7
3	3	Voice of Music (V-M)	15.4
4	—	General Electric	8.1
5	4	Zenith	5.1
6	2	RCA Victor	4.0
Others			21.0

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.

- LIBERTY**—Expires May 30, 1962. Started April 16, 1962. Fifteen per cent discount is offered on Julie London's new "Love Letters" LP.
- LIBERTY**—Expires May 31, 1962. Started May 1, 1962. Four is a Crowd-Puller. A 15 per cent discount on four new LP's.
- RCA VICTOR**—Expires May 31, 1962. Started April 16, 1962. Recorded Tape Program. Label is offering distributors a 10 per cent discount on purchases from their complete four-track reel and tape cartridge catalog, plus the new May releases.
- LIBERTY**—Expires June 8, 1962. Started April 30, 1962. Spring Sales Recipe. A 15 per cent discount on two new Bobby Vee and one new Timi Yuro LP, plus complete back catalog on each artist's LP's.
- MERCURY**—Expires June 15, 1962. Started May 7, 1962. Summer album sales program. Label is offering 15 albums free for every 100 purchased.
- LIBERTY**—Expires June 18, 1962. Started May 7, 1962. Chipmunk Profit Headlines. A 10 per cent discount on new Chipmunk, plus entire album catalog, LP's and EP's.
- EPIC**—Expires June 29, 1962. Started May 21, 1962. International Music Tour. Label is offering 15 per cent discount on complete international album catalog plus six new international releases. Label is also offering 10 per cent on three pop albums: "George Maharis Sings," Roy Hamilton's "Mr. Rock and Soul" and Ralph Burns' "No Strings."
- SMASH**—Expires June 30, 1962. Started May 7, 1962. Sounds of Spring. A 10 per cent discount on all merchandise, including new releases.
- ANGEL**—Expires July 31, 1962. Started May 14, 1962. Special period deal on Moura Lympany's new recording of Rachmaninoff's "Piano Concerto No. 2." During the special period, price will be \$1.98 mono and \$2.98 stereo. Prices to be raised to \$4.98 and \$5.98 August 1.
- CAMEO-PARKWAY**—Expires August 31, 1962. Started March 1, 1962. Plan features a prepack of 80 LP's assorted of best-selling catalog and new releases, with minimum quantities of both mono and stereo, in a browser box. Dealers may purchase complete package initially at "unusual discounts and under stipulated conditions and may earn 12 1/2 per cent reorder privilege for six months." Specific details are available through distributors.
- MONITOR**—No expiration date. Started January 31, 1962. Five LP's are specially priced to the distributor at \$1 and \$1.98 to the consumer. The Oistrakhs, Gilels, Kogan, Rostropovich playing Bach, Mozart and Beethoven; The Oistrakhs playing Bach, Sarasate, Hindemith; Rachmaninoff Third Piano Concerto played by Merzhanov; Richter plays Schumann, and Franck, Let's Dance the Pachanga and Charanga.
- PHILIPS**—No expiration date. Started April 8, 1962. Label is offering one-for-nine in the same price category on their new "Encore" releases.
- SONODOR**—Limited time only. Started March 31, 1962. One LP free for every five purchased.
- ROULETTE**—No expiration date. Started April 30, 1962. A 15 per cent discount on new releases plus entire Roulette, Roost and Tico album catalogs.
- AD LIB**—No expiration date. Started February 18, 1962. One free LP for every five purchased.
- REQUEST**—Limited time only. Started May 5, 1962. Buy 10, get two free on new album releases, including "German Student Songs," "Songs of Portugal," "Fernanda Maria—the Queen of Fado" and "Songs From the Alps."

ALBUM COVER OF THE WEEK



SUMMER FESTIVAL—Various Artists, RCA Victor LM-6097. Here's a vivid double album cover for potent window or counter display. The subject matter, a scene at a summer music festival, is timely, and the presentation is packaged with eye-appeal. The colors are true, with the artist utilizing Gauguin-type vibrant shades of orange, blue, hot pink, yellows, green and white. The painting is by Mozelle Thompson and the art direction is under Victor's Win Bruder.

Phono Sales Leap 25% in One Month

WASHINGTON — Distributor sales of stereo phonos increased by more than 47,000 over sales in February, according to the Electronics Industry Association. It was a 25 per cent jump. Monaural sales were also up by 12,000 (24 per cent increase), the EIA said.

Total stereo sales with distributors stood at 236,051 for the month, as against 188,857 for February. The monaural total for March was 63,206 as against 50,563 for February. Despite this optimistic picture, the three-month cumulative total for this year was down for both stereo and monaural compared to last year.

Factory sales showed, in general, the same upward trend through January, February and March, but totals remained below those of 1961.

Walker Sentence Is Suspended

NEW YORK — Jack Walker, local disk jockey, who pleaded guilty in Special Sessions Court last March 22 to charges of accepting payola (commercial bribery) received a suspended 60-day sentence Monday (14). Judge John Murtagh pronounced the sentence.

Meanwhile, the oft-postponed trial of Alan Freed, former WINS jock, on similar charges, was continued again, this time until next September 10. Ronnie Grainger, one-time WINS librarian, and Mel Leeds, former program manager for the same station, also had their trials postponed to May 28 and June 15, respectively.



With Duotone needles, of course. You sell records, magnificent Hi-Fi and Stereo phonographs—all the items to make a customer music happy—but, do you remember to recommend a Duotone needle?

Tell your customers how a worn or imperfectly polished needle ruins expensive records. A Duotone diamond needle is the stylus with the genuine diamond tip that's handset and hand polished to perfect dimensions. What an easy way to easy profits for you.

Write for Free 1962

Duotone Needle Wall Chart.



Capitol Debuts Radio Service

HOLLYWOOD — Capitol Records is launching a special service for radio stations, supplying them with a half hour recorded program featuring its artists in interviews and selections from their latest LP's. The label named radio-TV personality Jack Wagner to produce this series to be called the Silver Platter Service. Wagner fills the newly created position of national radio services manager for Capitol Records Distributing Corporation and reports directly to national merchandising manager, Perry Mayer.

Wagner's credits include serving as general manager and program director of Hollywood's KBIQ-FM after having been a disk jockey on Station KHJ and staff announcer on its affiliated Mutual Broadcasting System. He is the younger brother of choral director, Roger Wagner, and has appeared in more than 100 "Ozzie and Harriet" TV shows, as well as some 20 other teleseries.

KDAY Shoots At Negro Market

HOLLYWOOD — Station KDAY, under its new Rollins Radio ownership, last week swung its programming sights onto the more than 600,000 Negro population of Southern California.

The 50,000-watt, daytime-only outlet was purchased recently by Rollins for \$850,000 and is being operated by the Rollins subsidiary, Continental Broadcasting, Inc., of California. Rollins owns 10 radio and TV stations in the U. S. and with this acquisition becomes the third broadcaster to own stations in the other primary markets of New York and Chicago (other two, ABC and CBS). Rollins owns WNJR (New York) and WBEE (Chicago), among its outlets.

Among personalities brought to the station as part of the format change are Tony Smalls, Willie Bryant and Lonnie Rochon. Albert R. Lanphear, vice-president and head of Rollins Radio, is serving as KDAY station manager.

8-Year Sales High For Motorola Subsid

CHICAGO—Edward R. Taylor, president of Motorola Consumer Products, a division of Motorola, Inc., speaking at the opening of the firm's new consumer products display salon in Palmer House, revealed that the first quarter of 1962 was the best the division had experienced since the same period in 1953.

Taylor also noted that profits kept pace with volume. To date, sales of consumer products are up 79 per cent over a year ago, while industry figures show the volume up only 16 per cent over last year's figures for the same period.

The new display salon, with more than 8,000 feet of display space on two levels, featured a specially constructed sound room for stereo listening.

Roulette Cuts Price

NEW YORK—Roulette Records has cut the retail price on its Birdland jazz album series from \$4.98 to \$3.98 monaural and from \$5.98 to \$4.98 stereo. The Birdland catalog includes almost 100 albums,

C-C Shows For Education

HOLLYWOOD—The Crowell-Collier Publishing Company has tagged the two top executives of its broadcasting subsidiary—president, Bob Purcell, and programming vice-president, Chuck Blore—to spearhead C-C's forthcoming invasion of the audio-visual field. In a new venture, C-C will produce educational records, film strips, teaching films and programs for educational TV. Scope will embrace vocational training as well as academic subjects.

C-C operates Station KFVB (Hollywood), KEWB (San Francisco-Oakland) and KDWB (Minneapolis-St. Paul), all top 40 format stations. Under the Purcell-Blore guidance, KFVB here has emerged as the area's top-rated station and is generally considered the strongest outlet in establishing disk hits.

E. J. McCaffrey, C-C publishing's vice-president and treasurer, will be responsible for the firm's radio operations. Purcell and Blore have been reassigned to the headquarters staff of the publishing company, relinquishing their responsibilities to the broadcasting subsidiary.

Smash Fanfares Sound of Spring

CHICAGO—Smash Records released its second package of albums, including seven new recordings, under a sales plan called Sound of Spring.

Included are albums by such Smash artists as Bruce Channel (doing an album follow-up to his hit single, "Hey, Baby"), Joe Dowell (of "Wooden Heart" fame), Tennessee Twisters, Mel (Pique) Robbins and others.

The sales plan runs from May 7 through June 30 and provides for a 10 per cent discount on all Smash merchandise, with a deferred billing provision.

Backing the plan is a point-of-sale streamer on the Sound of Spring theme and a supply of easel-backed covers of each album.

Magnifico Firms Purchased By LDR

MAMARONECK, N. Y.—Magnifico Records & Magnifico Song Productions (BMI affiliate) here have been sold to LDR Records & Music of Linköping, Sweden, according to Don Trifiletti, songwriter and owner of the Magnifico firms.

The LDR syndicate, which has holdings in most European countries, will manufacture, record and release exclusively on the Magnifico label, according to Trifiletti, who will master most of his songs in the Swedish studios. He will handle release of the label in the U. S. LDR executives are Pelle Lind, Sven Wass and Bengt Lindeblad.

Trifiletti will direct all recording sessions with the aid of Lindeblad. Magnifico's present release in Europe is "Summer's Serenade," a country and western number composed by Trifiletti and recorded by Chico Schnelzer and the Tigers.

featuring such artists as Count Basie, Sarah Vaughan, Maynard Ferguson, Duke Ellington, Phineas Newborn, Louis Armstrong, and others.

NEW YORK—Guy Mitchell, currently appearing at the Seattle World's Fair, has completed his first disking date for Joy Records. Mitchell was recently signed by Joy president, Eddie Joy, his longtime personal manager. Sides cut in Hollywood by Joy, with Jimmy Haskell arranging and conducting, include "Charlie's Shoes," a current country tune, and Bob Merrill's "Rusty Old Halo."

BILLBOARD MUSIC WEEK HOT C & W SIDES

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	By special survey for week ending 5/26	Weeks on Chart
1	1	SHE THINKS I STILL CARE, George Jones, United Artists 424	7	7
2	5	CHARLIE'S SHOES, Billy Walker, Columbia 42287	13	13
3	2	SHE'S GOT YOU, Patsy Cline, Decca 31354	13	13
4	11	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	4	4
5	4	IF A WOMAN ANSWERS, Leroy Van Dyke, Mercury 71926	9	9
6	7	MISERY LOVES COMPANY, Porter Wagoner, RCA Victor 7967	20	20
7	3	P. T. 109, Jimmy Dean, Columbia 42338	6	6
8	10	OLD RIVERS, Walter Brennan, Liberty 55436	4	4
9	6	A WOUND THAT TIME CAN'T ERASE, Stonewall Jackson, Columbia 42229	19	19
10	16	WILLINGLY, Shirley Collie and Willie Nelson, Liberty 55403	11	11
11	13	FUNNY WAY OF LAUGHIN', Burl Ives, Decca 31371	5	5
12	23	I CAN MEND YOUR BROKEN HEART, Don Gibson, RCA Victor 8017	2	2
13	8	THREE DAYS, Faron Young, Capitol 4696	10	10
14	26	TROUBLE'S BACK IN TOWN, Wilburn Brothers, Decca 31363	3	3
15	22	ALLA MY LOVE, Webb Pierce, Decca 31347	16	16
16	25	JUST AIN'T, Lester Flatt and Earl Scruggs, Columbia 42280	8	8
17	15	UNLOVED, UNWANTED, Kitty Wells, Decca 31349	13	13
18	—	ADIOS AMIGOS, Jim Reeves, RCA Victor 8019	1	1
19	12	MY NAME IS MUD, James O'Gwynn, Mercury 71395	6	6
20	21	A LITTLE BITTY TEAR, Burl Ives, Decca 31330	17	17
21	—	CRAZY WILD DESIRE, Webb Pierce, Decca 31380	1	1
22	9	I GUESS I'LL NEVER LEARN, Charlie Phillips, Columbia 42289	7	7
23	—	SOMEBODY SAVE ME, Ferlin Husky, Capitol 4721	1	1
24	24	GET A LITTLE DIRT ON YOUR HANDS, Bill Anderson, Decca 31358	6	6
25	17	SOMETIMES YOU JUST CAN'T WIN, George Jones, United Artists 424	5	5
26	14	NOBODY'S FOOL BUT YOURS, Buck Owens, Capitol 4679	14	14
27	—	TOUCH ME, Willie Nelson, Liberty 55439	1	1
28	18	HONKY-TONK MAN, Johnny Horton, Columbia 42302	7	7
29	19	THE BEST DRESSED BEGGAR (In Town), Carl Smith, Columbia 42349	3	3
30	29	GO ON HOME, Patti Page, Mercury 71906	15	15



MOVING? . . .
Get Form 3573 from your Postman or at local Postoffice (it's free) fill it in completely and mail to: Billboard Music Week, 2160 Patterson St., Cincinnati 14, Ohio.
Do It Now . . . Avoid Loss of Issues!

By **BILL SACHS**

Webb Pierce and Rose Maddox headlined the Firemen's Show in Beaumont, Tex., May 18-19. . . . C. H. ("C") Phillips, who handled arrangements and promotion on the Jimmie Rodgers celebrations formerly held in Meridian, Miss., reveals that plans are afoot to revive the Rodgers memorial event. Phillips is now associated with The Pensacola News-Journal Bureau in Pensacola, Fla., and gets his mail at Box 214, Milton, Fla. . . . Buck Lake Ranch, Angola, Ind., opened another season of c.&w. entertainment Sunday (20), with Ernest Tubb and his combo plus Joe Taylor and the Red Birds headlining. . . . Rose Maddox has a new Capitol album titled "Rose Maddox Sings Blue Grass." Included in the deck are five tunes by Bill Monroe, who also directed the session cut recently at the RCA Studios in Nashville. In the background, besides Monroe, are Don Reno and Red Smiley and the Tennessee Cut-Ups, Tommy Jackson and Rose's steel man, Wayne.

Judy Lynn, singer, fiddler and guitarist, has been signed to a long-term recording pact by United Artists. . . . Johnny Forrer, "D" recording artist, has formally opened his new recording studio at 46 Berry Road, Houston, according to word from bass fiddler Tiny Smith. . . . Texas Tony Merrill shoots a post card from Greenland, where he's entertaining the military personnel at the Thule Air Force Base. . . . The Osborne Brothers and Jimmy Brown will headline a country music show at Edmond Town Hall, Newtown, Conn., June 16. Also on the bill will be Irv Williams and His Town & Country Boys. Dick Schuler, of Monroe, Conn., is handling the promotion.

A feature story on Loretta Lynn will appear in the June issue of TV



Every day of life means hope

Every added day a leukemia victim lives means added hope that a cure will be found. American Cancer Society funds have helped researchers discover temporary arresters. And develop an effective vaccine for animals. Surely this part of the Society's work alone merits your active support. Fight cancer with a checkup and a check. Send your donation to **CANCER**, care of your local post office.

AMERICAN CANCER SOCIETY

Radio Mirror. The story centers around her rapid rise to prominence in the country music field and of the adjustments she has had to make since leaving her home in Millers Creek Hollow, Ky. Loretta, a regular on WSM's "Grand Ole Opry," records for Decca. Her newest on the label is titled "Success." . . . May album releases on the Starday label include "Mr. Watern Swing," by Leon McAuliff and His Cimarron Boys; "Blue Grass at

Carnegie Hall," by the Country Gentlemen, and a new country music sampler package. . . . Richie Johnson Enterprises, Belen, N. M., is handling the bookings and management on the upcoming c.&w. artist, Earl Scott, who is heard on the Kapp label. Scott has made a number of appearances on WSM's "Grand Ole Opry."

"Country and western music is at last on the up-grade here in Great Britain," writes John McKenzie, president of the c.&w. Appreciation Society of Great Britain, with headquarters at 18 Woodville Avenue, Mile End, Coleford, Gloucestershire, England.

"Artists like Hank Locklin, Leroy Van Dyke, Jimmy Dean and Jim Reeves," continues McKenzie, "are opening up the market which otherwise has been very restricted. We want to do all we can to continue this vogue, as we feel there are many people who would like to get to know c.&w. music better. We are going into negotiations with Radio Luxembourg, Radio Eireann as well as the BBC networks to discuss the possibility of their programming c.&w. music regularly, as we

have no such programs in Great Britain at present. In Murray Kash, we have a capable c.&w. deejay but he is not being given the proper air space. We are in need of help from all sources and would be grateful in receiving photos, articles, news items and disks from American c.&w. artists, record companies and publishers."

Backwoods Music, Nashville, has begun a special promotion on "Have Faith in Me," by Wilma Lee and Stony Cooper on Hickory (Continued on page 42)

SUE RECORD PRODUCTIONS PRESENTS A NEW PICTURE

IF YOU THINK
BARBARA GEORGE
Sue 763

"DYNAMITE"
IKE & TINA TURNER
Sue 2004
* Included in special deal also.

"NO TEARS"
and
"GO ON"
BABY WASHINGTON
Sue 764

"TRAVELIN' GUITARS"
***THE DUALS**
Sue 758

"LONELY AVENUE"
***Pearl Woods**
Crackerjack 4004

"SHE'S A HEARTBREAKER"
The Chanderliers
Sue 761

"ALL FOR ONE TWIST"
"SWEET SUE"
A. F. O. Combo
A.F.O. 305

"IT TAKES TIME"
The Blenders
A.F.O. 306

BIG
SPECIAL ATTRACTIONS
2 FREE FOR EVERY 10 PURCHASED for 1 month ONLY!

I KNOW
Barbara George
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IKE & TINA TURNER'S
Kings of Rhythm
DANCE
SUE LP-2003

The Soul of
K & A Turner
SUE LP-2001

STICK SHIFT TWIST
THE DUALS
SUE LP-2002

HAVE MOOD WILL WILL
WILL DAVIS TRIO
SUE LP-1011

Thank You Lord
NATIONAL INDEPENDENT GOSPEL SINGERS
SUE LP-3001

SUE RECORDS
725 Riverside Dr., N. Y.
WA 6-8800
***SHOWING BIG ATTRACTIONS**

Reviews of New Singles

Continued from page 23

RENEE ROBERTS

★★★★ Let Me Love You — PHOENIX 6200—Big production surrounds this ballad as sung fervently by the lass. Large string section adds much to the luster of the side. (New Phoenix, ASCAP)

★★★★ I Need You—The girl is pleading for the boy's love on this rockaballad. She sings it in strong style while chorus and ork, with harmonica, build excitement in the background. Two good sides with possibilities. (New Phoenix, ASCAP)

THE EXCELLENTS

★★★★ You Baby You — BLAST 205—Here's an old style group rocker, complete with bump-bump and high-voice gimmicks in the background all set to a good, swinging rhythm. Side is said to be getting action already in certain markets. (Patricia, BMI) (2:18)

★★★★ Coney Island Baby—This is not the old, barbershop standard, but a new dramatic vehicle for a belting, shouting lead. Side also employs the familiar, high and low gimmick sounds. Watch this one. (Original, BMI) (2:10)

KRIS JENSEN

★★★★ Torture—HICKORY 1173—Jensen sings with feeling and sincerity on plaintive lament (penned by John D. Loudermilk) with effective dirge-like quality. (Acuff-Rose, BMI) (2:07)

★★★ Let's Sit Down—(Acuff-Rose, BMI) (2:25)

THE MASCOTS

★★★★ Blue Birds Over the Mountain—MERMAID 107 — Pleasant-sounding vocal group sing a nice, medium-paced ditty with a neat guitar backing. Has a chance. (Emcee-Torpedo, BMI) (2:25)

★★★ Timberlands—(Original, BMI) (2:45)

THE DYNAMICS

★★★★ J.A.J.—SEAFAIR 107—This jazz-flavored rocking instrumental side has already stirred up action on the Bolo label in Seattle. Now on the Seafair label, it should pull play on pop stations, and could break across the country—watch it. (Bolmin, BMI) (2:18)

★★★ At the Mardi Gras—(Bolmin, BMI) (2:30)

ROBERT MAXWELL

★★★★ Dolce — LANDA 690 — Attractive and melodic ballad is played sweetly by Robert Maxwell and his crew. Flute lead adds a warm touch and the arrangement also features guitars plus a triplet beat and strings. Strong side for good music stations. (Skidmore, ASCAP) (2:06)

★★★ Lost Patrol — (Shapiro-Bernstein, ASCAP) (2:15)

BARBARA ENGLISH

★★★★ Ta Ta Tee Ta Ta—ROULETTE 4428—The thrush bows on the label with a bright performance of a catchy novelty that could happen if exposed. Lass sells it well and the backing is in the groove. Good teen item. (Nem-Dominion, BMI) (2:19)

★★★ We Need Them — (Nem-Dominion, BMI) (2:13)

THE CREW CUTS

★★★★ Hush Little Baby Don't You Cry—WHALE 509—A pretty ballad, somewhat in calypso style and done with a mighty pleasing touch by the boys. Side has a chance. (Original-Wanessa, BMI) (1:59)

★★★ T' P' T' Tum (Elle Est Petite)—(Original-Wanessa, BMI) (1:55)

IKE CLANTON

★★★★ Gully — MERCURY 71975—Jimmy Clanton's brother shows fine here on a strong ballad, simply arranged for guitar, piano and voices. Not the old tune, but a fine one just the same. (Argo, BMI) (2:16)

★★★ Sugar Plum—(Argo, BMI) (2:13)

APPLE ADAM

★★★★ Give 'Em Soul (Parts 1 & 2)—CAPITOL 4768—Down home styled instrumental, starts in walking tempo and builds neatly all the way. Side is an easy-paced side; Side II has much more sound and swings more, too. Could grab exposure both pop and r.&b. (Sylvia, BMI) (2:42, 2:10)

CARL STEVENS

★★★★ The Baby Elephant Walk—MERCURY 24903—Here's another bright version of the new Henry Mancini tune from the flick "Hatai." Side could grab action if the tune takes off—as well it might. (Famous, ASCAP) (1:50)

★★★ The Call of the Jungle—(MRC, BMI) (2:28)

WILMAR WALKER

★★★★ Stompin' Roaches — PHILLIPS 40020—Cute and swinging rocker is handed an enthusiastic go by the chanter over driving backing from the ork. This has enough excitement to take off—watch it. (Gil, BMI) (2:16)

★★★★ Somebody Will—(Gil, BMI) (2:30)

THE OLYMPICS

★★★★ The Scotch — ARVEE 5056 — The boys come through with a wild reading of a peppy novelty about a new dance called "The Scotch." Could interest the teen set. (Escort, BMI) (2:17)

★★★ Baby It's Hot—(Venice, BMI) (2:10)

LITTLE WILLIE JOHN

★★★★ Every Beat of My Heart—KING 5641—The old r.&b. hit is handed a strong performance by the singer over good backing with a beat. This could turn into a big one for the lad. Watch it. (Valjo, BMI) (2:45)

★★★ I Wish I Could Cry — (Pandora, BMI) (2:45)

JESSE BELVIN

★★★★ Guess Who—RCA VICTOR 8040—This side was previously cut by the late Jesse Belvin and sold fairly well a few years back. It still has a good sound and even in the current market has a chance. Worth exposure. (Michele, BMI) (2:52)

★★★ Funny—(Mutual, ASCAP) (2:25)

STANLEY PAUL

★★★★ Theme From My Geisha—CORAL 62318—From the forthcoming pic comes this attractive, melodic theme material, highlighting Paul's Duchin-like piano against chorus and ork. Listenable and spinnable side should do well against competing versions. (Famous, ASCAP) (2:46)

★★★ When I Fall in Love — (Northern, ASCAP) (2:57)

VONNAIR SISTERS

★★★★ See for Yourself—VISTA 399—A good rocker by the gals, who recently enjoyed some modest chart action in an earlier effort. Thrushes turn in a solid sound here to a danceable twisting rhythm. (Gil, BMI) (1:50)

★★★ Luscious Lucius — (Promenade, ASCAP) (2:28)

EDDIE CURTIS

★★★★ Gee But I Wish You Were Here—DECCA 31395—Feelingful reading by Curtis on relaxed, bluesy theme with attractive backing. Merits exposure. (Northern, ASCAP) (2:46)

★★★ I Was Here When You Came and I'll Be Here When You're Gone—(Northern, ASCAP) (2:46)

TICO AND TRIUMPHS

★★★★ Wild Flower—AMY 845—Tico and the Triumphs, who had a mild hit with "Motorcycle" a while back, turn in an exciting performance of a rocker called "Wildflower" here. They sell it smartly and the ork backing has a strong beat. (Landis-Aim, BMI) (2:35)

★★★ Express Train — (Landis-Aim, BMI) (2:17)

TONI WILLIAMS

★★★★ Dear Momma—TUFF 1824 — A touch of the gospel beat in three-quarter time, sparkling combo work and vocal chorus make up the backing for this impassioned vocal by Miss Williams. Side could catch some action. (Winlyn-Big-Pak-Iris-Trojam, BMI) (2:35)

★★★ Oh Baby—(Arc-Winlyn, BMI) (2:13)

DEAN MARTIN

★★★★ Dame Su Amor—REPRISE 20082 — Attractive ballad is sung sweetly by Deano over lush ork support. Side has a warm sound and could grab a lot of air action. (Bourne, ASCAP) (2:13)

★★★ Baby O—(Sand, ASCAP) (2:58)

BOB KNIGHT FOUR

★★★★ Memories—JOSIE 899—The ballad tune is sung in an attractive setting here by Knight and the group. The side is backed by a smart arrangement featuring strings and tympani. (Stemick, BMI) (2:15)

BILLBOARD MUSIC WEEK HOT R & B SIDES

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	23	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330	2
2	10	DON'T PLAY THAT SONG, Ben E. King, Alco 6222	3
3	3	SOLDIER BOY, Shirelles, Scepter 1228	7
4	1	MASHED POTATO TIME, Dee Dee Sharp, Cameo 212	9
5	2	THE ONE WHO REALLY LOVES YOU, Mary Wells, Motown 1024	5
6	5	NIGHT TRAIN, James Brown, King 5614	6
7	13	ANY DAY NOW, Chuck Jackson, Wand 122	3
8	6	I FOUND A LOVE, The Falcons, LuPine 1003	8
9	4	SOUL TWIST, King Curtis, Enjoy 1000	15
10	27	SNAP YOUR FINGERS, Joe Henderson, Todd 1072	2
11	14	STRANGER ON THE SHORE, Mr. Acker Blik, Alco 6217	3
12	7	HIDE NOR HAIR, Ray Charles and His Ork, ABC-Paramount 10314	7
13	8	THE TOWN I LIVE IN, McKinley Mitchell, One-Derful 2030	7
14	18	SOMETHING'S GOT A HOLD ON ME, Etta James, Argo 5409	13
15	29	I'LL TRY SOMETHING NEW, The Miracles, Tamia 54059	2
16	—	I SOLD MY HEART TO THE JUNKMAN, Blue Belles, Newtown 5000	1
17	15	LOVE LETTERS, Kelly Lester, Era 3068	12
18	19	SLOW TWISTIN', Chubby Checker, Parkway 835	10
19	9	ANNIE GET YOUR YO-YO, Little Junior Parker, Duke 345	11
20	20	GONNA MISS YOU AROUND HERE, B. B. King, Kent 372	4
21	—	PLAYBOY, Marvelettes, Tamla 54060	1
22	21	TWISTIN' THE NIGHT AWAY, Sam Cooke, RCA Victor 7983	15
23	11	AT THE CLUB, Ray Charles and His Ork, ABC-Paramount 10314	7
24	12	CUTTIN' IN, Johnny (Guitar) Watson, King 5579	13
25	26	TRA LA LA LA LA, Ike and Tina Turner, Sue 757	9
26	16	AIN'T THAT LOVING YOU, Bobby Bland, Duke 338	11
27	17	WHO WILL THE NEXT FOOL BE, Bobby Bland, Duke 347	8
28	—	IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418	1
29	—	VILLAGE OF LOVE, Nathaniel Mayer, Fortune/United Artists 449	1
30	22	DREAM COME TRUE, Temptations, Gordy 7001	3

★★★ Somewhere — (Schirmer-Chappell, ASCAP) (1:40)

SHARON WYNTER

★★★★ We're Breaking Up Again—A teen-slanted lyric here that's about the romantic troubles between boy and girl. The lass sings the lyric with melancholy feeling against backing of chorus and ork. (Tree, BMI) (2:24)

★★★ Bad Dreams — (Aberbach, BMI) (2:15)

SONNY LESTER

★★★★ Mr. Hobbs Theme—20TH FOX 304—From the flick "Mr. Hobbs Takes a Vacation" comes this bright and cheery Henry Mancini theme, played with a lilt by the Sonny Lester crew. Side could grab a lot of air play and grab sales action. (Miller, ASCAP) (2:10)

★★★ Creampuff—(Miller, ASCAP) (2:00)

MICHAEL LANDON

★★★★ Gimme a Little Kiss (Will Ya Huh)—FONO GRAF 1240—The TV star of the "Bonanza" show debuts on the label with a pleasant reading of the oldie, aided by a fem vocalist. Side could get spins. (ABC, ASCAP) (2:03)

★★ Be Patient With Me—(Eddie Shaw, ASCAP) (2:17)

★★★ MODERATE SALES POTENTIAL

JOANNA SEVILLE
★★★★ Once There Was a Boy (Big B, ASCAP) — ★★ That's How I Feel (Skidmore, ASCAP). ACE 654

WARREN CONVINGTON AND THE TOMMY DORSEY ORK
★★★ Trumpet Cha Cha Cha (Heatherfield, BMI) (2:17) — ★★ Sweet and Gentle (Peer-Int'l, BMI) (2:39). DECCA 25558

THE PASTEL SIX
★★★★ Open House (Downey, BMI) (2:09) — ★★ Brah's Nightmare (Downey, BMI) (2:24). DOWNEY 102

THE CLIFF DWELLERS
★★★ Midnight in Canveral (Liza, ASCAP) (3:25) — ★★ The Ho-Ho Laughing Monster (Storm Jordan, BMI) (2:40). LISA 1962

DAMAL AND RASHEED
★★★★ Twistin' in the Tub (Hovey, BMI) (2:25) — ★★ Arriba (Hovey, BMI) (2:55). GREAT 4701

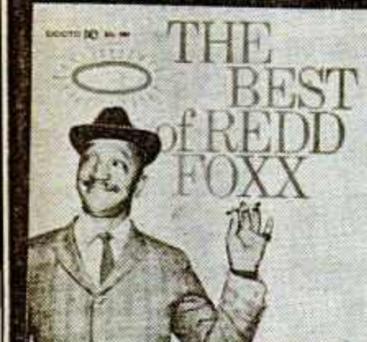
JENNIE SMITH
★★★★ As I Love You (Northern, ASCAP) (2:16) — ★★ If You Should See Him (Footlight, BMI) (2:10). CANADIAN-AMERICANA 139

BILLY MURE
★★★ Trumpet Cha Cha Cha (Heather-

BIG SALES ON DOOTO



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DOOTO RECORDS 9512 South Central/Los Angeles 2, Calif.

field, BMI (1:59)—★★★ You Are My Sunshine (Southern, ASCAP) (2:13). EVEREST 19417

MARK WYNTER
★★★ Heavens Plan (Cedarwood, BMI) (2:30)—★★★ You Are Everything (Dolff, ASCAP) (2:31). LONDON 9522

BRUCE BRUNO
★★★ Dear Joanne (Martin and Faraci, BMI) (2:27)—★★★ Venus In Bluejeans (Aldon, BMI) (1:58). ROULETTE 4427

MIKE ADAMS
★★★ When the Saints Go Twisting In (Modern, BMI) (2:45)—★★★ Red River Twist (Modern, BMI) (2:20). KENT 377

BILLY ADAMS
★★★ Daisy Belle Bicycle Built for Two (MPH, BMI) (2:18)—★★★ Bicycle Hop (Koko) (2:16). KOKO 8801

MRS. MILLS
★★★ Bobbikins (Beechwood, BMI) (2:11) — ★★ Popcorn (Barry) (2:07). CAPITOL 4758

RONNY SAVOY
★★★ Big Hand, Little Hand (Mayfair, ASCAP) (2:38)—★★★ A Fool, a Loser, a Clown (Charleston, BMI) (2:32). PHILIPS 40032

SYLVIA HILL
★★★ No More Heart (Sylvia, BMI) (2:22)—★★★ The Drama of Love (Sylvia, BMI) (2:15). CAPITOL 4767

RUBIN WILLIAMS
★★★ Burning Memory (Bright Tunes, BMI) (2:00)—★★★ Blow Out the Sun (Trinity, BMI) (2:11). CAPITOL 4769

KARL DENVER
★★★ Sleepy Lagoon (Chappell, ASCAP) (2:47)—★★★ Wimoweh (Folkways, BMI) (2:30). LONDON 9521

CAROLYN DAYE
★★★ Alone at the Prom (Four Star, BMI) (1:52) — ★★ Fragile (Four-Star, BMI) (2:30). CHALLENGE 9150

TONY MIDDLETON
★★★ My Home Town (2:07)—★★★ Please Take Me (Small-Loft) (2:40). ALFA 113

RITA FAYE
★★★ Tiny Teardrops (Sure-Fire, BMI) (2:12)—★★★ You're Cool (Acutt-Rose, BMI) (2:41). CAPITOL 4759

BOB SCOTT
★★★ Fast Suds (Blue Ribbon, ASCAP) (1:55) — ★★ Francine (Blue Ribbon, ASCAP) (2:40). R.E.F. 107

SCOTTY WAYNE
★★★ Only One (McKinley, BMI) (2:20) — ★★ I'm Gonna Leave (McKinley, BMI) (2:06). TALENT SCOUT 1008

CHARLIE AND THE JIVES
★★★ The Coffee Grind (Parts 1 & 2) (Lois, BMI) (2:21, 2:27). HOUR 104

BILLY STEWART
★★★ Reap What You Sow (Arc, BMI) (2:22)—★★★ Fat Boy (Arc, BMI) (2:43). CHESS 1820

CAROLE ANN CAMPBELL
★★★ He'll Break Your Heart (Rodney, BMI) (2:30)—★★★ The More I See of You (Rodney, BMI) (2:23). KANGAROO 779

RON JONES
★★★ Hyland Drag (Jen-Shem, BMI) (2:15)—★★★ When We Were Young and Still in Love (Jen Shem, BMI) (2:32). AURORA 1008

YANCEY ELLIS
★★★ Ballad of the Strapless Gown (Lizann, BMI) (2:15)—★★★ You Dream Too Much (Lizann-ARC, BMI) (1:58). NAME 9

JANA D'ORA
★★★ The Way My Heart Feels (Copar, BMI) (2:40)—★★★ Too Far Above Me (Nash-Beau, BMI) (2:30). BRIAR 137

THE ENCHANTERS
★★★ Oh Rosemarie (Justary, BMI) (2:10) — ★★ Bewildered (72nd Ltd., BMI) (2:07). J.J.&M. 1562

ROCKA-FELLAS
★★★ Strike It Rich (Zoom to the Top of the World) (Little Debbie, ASCAP) (1:53)—★★★ Dear Someone (Little Debbie, ASCAP) (2:28). SOUTHERN SOUND 112

THE CELLAR DOOR THREE
★★★ Travelin' Through (Claridge, ASCAP) (2:45)—★★★ The Beggar (Claridge, ASCAP) (2:48). SWAN 4107

CLAUDIE ROBINSON AND JUDIE
★★★ It Is Written (J. T. Adams, BMI) (2:21)—★★★ This Love (Eager, BMI) (2:27). MARK IV 3374

JEAN KIFF
★★★ The Answer to Hey! Baby (LeBill, BMI) — ★★ My Candy Man (Cochran, BMI) CONFEDERATE 140

CLAIRETTE
★★★ I Don't Want to Cry (Randed-Mured, BMI) (2:15)—★★★ Charter House, ASCAP) (1:58). ENCORE 1210

DICK ROGERS
★★★ I'm Gonna Love You So (Angel, BMI) (2:05)—★★★ Years and Years Ago (Bourne, ASCAP) (2:19). DA-MAR 2004

CATHY SAUNDERS
★★★ Restless and Running Wild (Cepha, BMI) (2:15) — ★★ Making Believe (Cepha, BMI) (2:07). EDIT 2000

TONY LLEYN
★★★ Limbo (Carib - Shurland, BMI) (2:47)—★★★ Junkanoo In Nassau (Carib-Alleyne, BMI) (2:55). CARIB 1003

VIKKI CARA
★★★ I'll Walk the Rest of the Way (GH, BMI) (2:22) — ★★ Beside a Bridge (E. H. Morris, ASCAP) (2:18). LIBERTY 55465

THE NUGGETTS
★★★ Just a Friend (Arc-Robin Hood, BMI) (2:19)—★★★ Cap Snapper (Mills, ASCAP) (2:26). RCA VICTOR 8031

RAY WHITLEY
★★★ Deeper in Love (Nite Time, BMI) (2:28)—★★★ It Hurts (Post, ASCAP) (2:22). VEEJAY 448

JEAN DUSHON
★★★ Second Class Lover (Regent, BMI) (2:09)—★★★ Plaything (January, BMI) (2:55). OKEH 7151

KING CURTIS
★★★ Steel Guitar Rag (Bourne, ASCAP) (2:45)—★★★ K. C. Stomp (Lois, BMI) (2:15). KING 5647

BETTY TYME
★★★ All My Dreams Are Tumblin' Down (Odin, ASCAP) (2:09) — ★★ Foolish Heart (Roar, BMI) (2:05). DOT 16358

BUDDY VINCENT
★★★ Wooden Bird Twist (Unart, BMI) (1:56)—★★★ Carla (Unart, BMI) (2:12). UNITED ARTISTS 455

THE ARTHUR LYMAN GROUP
★★★ America (Schirmer, ASCAP) (2:00) — ★★ Planting Rice (Lois, BMI) (2:00). HI FI RECORD 5057

GENE LOGAN
★★★ Ruff (LeBill, BMI) (1:59)—★★★ Come to Me My Love (LeBill, BMI) (2:29). ASCOT 2106

HELEN TROY
★★★ I'm Always Dreaming (Eden, BMI) (2:37)—★★★ How Could You (Eden, BMI) (2:46). KAPP 465

TONY MARTIN
★★★ In Other Words (Almanac, ASCAP) (2:51) — ★★ The Rest of My Days (Criterion, ASCAP)—(2:13). DOT 16361

PAUL BARRON
★★★ Cleopatra (LeBill, BMI) (1:50)—★★★ Judgment (LeBill, BMI) (1:54). UNITED ARTISTS 469

JERRY JACKSON
★★★ Blues in the Night (Remick, ASCAP) (2:27) — ★★ They Really Don't Know You (Budd, McHugh, ASCAP) (2:44). KAPP 464

HANK BLACKMAN
★★★ Everyone Has Someone (Drexall, BMI) (2:17)—★★★ Itchy Koo (Clifton, BMI) (2:12). BRENT 7030

BENT FABRIC
★★★ Markin' Time (Meteorion, BMI) (1:34)—★★★ Alley Cat (Meteorion, BMI) (2:23). ATCO 6226

BETTY JANE
★★★ June Bug (Alison, ASCAP)—★★★ The Man I'm Going to Marry (Alison, ASCAP). CARELLEN 2

BOBBY DALE
★★★ Love You Lovely Stranger (KoKo, BMI) (2:15)—★★★ Foolish Little Fool (KoKo, BMI) (2:16). KOKO 8803

BOBBY LEE TRAMMELL
★★★ It's All Your Fault (B.I.T., BMI) (2:29) — ★★ Arkansas Twist (B.I.T., BMI) (2:12). ALLEY 1001

MARTY GINO
★★★ Paper Doll (Marks, BMI) (1:52)—★★★ Slip Away (Nick, BMI) (2:27). AMY 847

MITCHELL KAYES
★★★ Darling Je Vous Aime Beaucoup (Chappell, ASCAP) (2:46)—★★★ The World Without You (Saturday, ASCAP) (2:39). ATCO 6227

THURSTON HARRIS
★★★ I'd Like to Start Over Again (Sheldon, BMI) (2:33)—★★★ Mr. Satan (Saxon, BMI) (1:48). CUB 9108

BARRETT STRONG
★★★ What Went Wrong (St. Louis-Progressive, BMI) (2:45) — ★★ Seven Sins (Valley-Progressive, BMI) (2:21).

THE FIVE SATINS
★★★ The Masquerade Is Over (DeSylva, Brown & Henderson, ASCAP) (2:44)—★★★ Raining in My Heart (Cheerio-Rambed, BMI) (2:45). CHANCELLOR 1110

JANET AND JAY
★★★ Popcorn Twist (Herb Reis, BMI) (1:45)—★★★ Have Some Popcorn (Herb Reis, BMI) (1:41). MONOMOY 9002

GINNY GIBSON
★★★ You Pass This Way Only Once (Southern) (2:16)—★★★ Bluesville (Harbor) (2:21). KAMA 35

RICHE DELAMORE
★★★ Monkey Song (Carib - Shurland, BMI) (3:02)—★★★ Big Bamboo (Carib-Shurland, BMI) (2:59). CARIB 1002

ARNIE AND HIS SOUL BROTHERS
★★★ Tenderloin (Pinpoint, BMI) (2:00) — ★★ Dream Theme (Pinpoint, BMI) (2:18). EMMES 1217

PHIL BAUGH
★★★ Bumble Twist (American, BMI) (1:42) — ★★ Moon Magic (American, BMI) (2:29). CREST 1105

BUDDY WALKER
★★★ I Want You (Burnt Oak, BMI) (2:45)—★★★ It's You (Burnt Oak, BMI) (2:55). SANDY 1036

THE DALMATIANS
★★★ Rock'n Time (Mured, BMI) (2:20)

—★★ I'll Be Glad When Summer Comes (Mured, BMI) (2:06). ABC-PARAMOUNT 10333

★★★ STRONG SALES POTENTIAL

COUNTRY & WESTERN

PAT TORPEY
★★★ Don't Turn the Corner — EPIC 9512—The young gal does a fine job with a country tune. This side moves along briskly against country backing. Her voice is blended nicely with mixed vocal group. (Plan Two, ASCAP) (2:24)

★★★ Broken Promises — (Cedarwood, BMI) (2:40)

FOLK

ROBIN AND JIMMY
★★★ Johnny I Hardly Knew You—LONDON 9525—The boy-gal team does an excellent job on this Irish-English folk song. Tune is sung with dramatic impact against simple guitar-bass backing. (Mills, ASCAP) (2:48)

★★★ Time for Man Go Home—(Mills, ASCAP) (1:55)

INTERNATIONAL

EMILIO PERICOLI
★★★ Moon River—VESUVIUS 1047—Pericoli, who has been getting action with his version of "Al Di La" on the Warner Bros. label, should get attention in international circles with this Italian-language version of the "Breakfast at Tiffany's" tune. He does a lyrical reading assisted by strings and accordion. (GIEM) (2:35)

NUCCIA BON GIOVANNI
★★★ Yassu—(BIEM) (2:25)

JAZZ

ELLINGTON-BASIE
★★★ Battle Royal—COLUMBIA 42440—From the album "First Time" comes this single featuring the Duke and the Count on a swinging effort that moves. A side that could get exposure both on jazz and pop stations. (Tempo - United Artists, ASCAP) (3:05)

★★★ Jumpin at the Woodside—The old Basie hit is played with dash by the pianist here, with Frank Wess coming through with a strong horn solo. (Bregman-Vocco-Conn, ASCAP) (3:08)

EDDIE HARRIS
★★★ Just Friends—VEEJAY 447—The oldie is handed a good go by the saxist supported neatly by the quartet on this instrumental waxing. Could get a lot of air play. (Robbins, ASCAP) (2:30)

★★★ Olfant Gesang—Harris is far out on this interesting jazz disk, which shows off some listenable solo work with his quartet. For the avant garde jazz jocks and jazz boxes. (Conrad, BMI) (2:28)

RHYTHM & BLUES

HOWLIN' WOLF
★★★ I Ain't Superstitious—CHESS 1823—An undulating blues beat sets the mood for Wolf. He rasps out the vocal in fine style and the combo keeps the rhythm moving. (Arc, BMI) (2:50)

★★★ Just Like I Treat You—(Arc, BMI) (2:45)

SPIRITUAL

THE CHRISTIAN HARMONIZES
★★★ Every Song That I Sing—RAE-COX 105—The group handles this medium tempo gospel item with feeling over simple backing by the rhythm. A side that could appeal to the spiritual market. (Rae-Cox-Cook, ASCAP)

★★★ Brightly Beam — A meaningful spiritual is sung with devotion by the group over simple backing. Two nice sides here. (Rae-Cox-Cook, ASCAP)

★★★ MODERATE SALES POTENTIAL

COUNTRY & WESTERN

JOHNNY STILLS
★★★ Footsteps in the Hall (Opal, BMI) (2:30)—★★★ Honky Tonk Daddy (Opal, BMI) (1:46). VACA 109

CINDY OWENS
★★★ The Lights are Growing Dim (Mar-Kay, BMI) (2:05)—★★★ Check the Yellow Pages (Lois-Taurige, BMI) (2:37). KING 5643

JANET McBRIDE
★★★ Your Nights in Charlie's Shoes (Pamper, BMI) (2:25)—★★★ Heaven Is

for Sale (Mixer, BMI) (2:10). TOPPA 1059

WADE RAY
★★★ It's My Way (Cedarwood, BMI) (2:45)—★★★ Little Ole Lovemaker (Bowie, BMI) (1:45). TOPPA 1058.

BUD CROWDER
★★★ Another Fool Steps In (Mono, BMI) (2:35)—★★★ You're Back to Say Goodbye (Mixer, BMI) (2:24). TOPPA 1057

ROSS TRIO
★★★ The Phone Keeps on Ringing (Tronic, BMI) (2:14)—★★★ Needy Needs (Blue Kite, BMI) (2:20). NASHVILLE 5061

WADE JACKSON
★★★ Mr. Blues (Copar-Forrest-Laredo, BMI) (2:24)—★★★ Sweet Side of You (Copar-Forrest-Laredo, BMI) (2:23). BRIAR 136

THE KENTUCKIAN
★★★ The Whip-Poor-Will and the Preacher (W. C. Burchatt, BMI) (2:00) — ★★ Till the Sun Goes Down (W. C. Burchatt, BMI) (1:58). FERN 4564-5

BILLY PARKER
★★★ Unexpected Heartaches (Glad, BMI) (2:15). (Continued on page 40)

NEW SPIRITUAL RELEASE
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AND
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"HE'LL FIGHT YOUR BATTLES"
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"TIME HAS CHANGED"
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MEMO FROM ANDY WILLIAMS

One of the loveliest melodies to come along in some years, I feel, is "Stranger on the Shore." Occasionally, after an instrumental has become a hit, a lyric is added which enhances, rather than interferes with, the mood created by the hit melody. "Canadian Sunset" is a case in point. As you may remember, my lyric version of that song came out after the instrumental was a hit. Because the lyric was so right for the melody, it gave a new dimension to the song and created a new audience.

Bobby Mellin's lyric to "Stranger on the Shore" once again accomplishes this. That is why I have recorded it, and I think we have captured the mood lyrically to Acker Bilk's "Stranger on the Shore."

I hope you agree.

Best regards,

Dear Andy;
Many thanks for those kind words. . . .

Reviews of New Singles

Continued from page 39

BMI (2:28)—★★ Almost Gone (Glad, BMI) (2:56). D 1234
JERRY JERICHO
 ★★ Just for the Thrill (Glad, BMI) (2:17)—★★ Tears Fall Again (Glad, BMI) (2:30). D 1236

RHYTHM & BLUES

SUGARPIE DESANTO
 ★★ I Cry Alone (B-Flat, BMI) (2:38)
 ★★ Love So Strong (B-Flat, BMI) (2:20). VELTONE 714

PERCY MAYFIELD

★★★ I Reached for a Tear (Tangerine, BMI) (2:28)—★★★ Never No More (Don, BMI) (2:05). TANGERINE 923

JAZZ

IKE QUEBEC
 ★★ Intermezzo (SESAC)—★★★ All of Me (Bourne). BLUE NOTE 1840

LOU DONALDSON

★★★ Watasi Jump (Parts 1 & 2) (Groove, BMI). BLUE NOTE 1808

SPIRITUAL

JIMMIE IVEY & THE FAMOUS CRUMP BROTHERS
 ★★ A Man at the River (Process, BMI)—★★★ Jesus Is My Friend (Process, BMI) PROCESS 104

LIMITED SALES POTENTIAL

WITH NIKITA KHRUSHCHEV ON THE SHOE
 Middle of the Night in Moscow (NT, BMI)—Great Cooga-Mooga (NT, BMI), ASSAULT 1829

REVA JORDAN
 First Love (Barrow, BMI) (2:10), stairs Boogie (Barrow, BMI) (2:10), BENTON 1002

GARY ANGEL
 Judy—Memories of a Summer Day, KAMA 33

BERRY TRIS
 Rebel (Eager, BMI) (2:37)—First Star (Eager, BMI) (2:10). WARNOCK 3373

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These Are the Times (Carib-Shurland, BMI) (2:58)—Garret Bounce (Carib-Shurland, BMI) (2:48). CARIB 1004

"4" UNIKUES

Twistin' Around (Michael's, ASCAP) (1:53)—She's the Only Girl (Michael's, ASCAP) (2:12). ADAM 9004

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Para Ti, Para Mi (Peer Int., BMI)—The Minimum Wage (R.F.D., ASCAP). SWIRL 111

ILO KAY

Be My Honey (McGinty, ASCAP) (2:27)—Heartaches in Review (McGinty, ASCAP) (2:45). ROXIE 318

BOB MICHAELS

Wanted (Dean, ASCAP) (2:00)—Is It Too Late (Dean, ASCAP) (2:19). DEAN 501

PETER ROBERTS

Midnight in Canaveral (Liza, ASCAP) (3:25)—The Ho Ho Laughing Monster (Strom Jordan, BMI) (2:40). LIZA 1962

BARRY PETRICOIN

Come Back to Sorrento (Public Domain)—Pretty Little Angel (B&G, BMI) (2:30). AL-STAN 104

JEST PAT

Ya Ta Ta Ta (B&G, BMI) (2:30)—Beware It's Love (B&G, BMI) (2:15). AL-STAN, 102

COUNTRY & WESTERN

RAYMOND PARISH

Don't Cry Heart (High Line, BMI)—I Live Just for You (High Line, BMI). HIGH LINE 101

LONNIE ALLEN

Hand Me Down My Walking Cane (2:15)—Lonesome for Love (McClendon, BMI) (3:37). VAL-HILL 1006

RAY RUSSELL

Treasured Memories (Levias, BMI) (3:25)—The Cop (Levias, BMI) (2:33). SAM 108

REX ZARIO

Go Man Go and Twist (Arcade, ASCAP) (1:46)—I Saw You Cheatin' Last Night (Howard-Skyrocket, BMI) (2:15). SKY-ROCKET 1906

JAZZ

ROY SHURLAND

John B. Sall (Carib-Shurland, BMI) (3:09)—Kingston Market (Carib-Shurland, BMI) (2:25). CARIB 1001

SINGLES REVIEW POLICY

All single records received by Billboard Music Week are listened to and reviewed by the BMW Reviewing Panel. Records are rated, within their respective categories, according to their commercial potential, based on such factors as performance, material, artist's name value, recording quality, etc.

SPOTLIGHT WINNERS are judged to have the strongest sales potential of all singles reviewed during the week and are picked to hit the top 50 of the Hot 100 chart. **FOUR-STAR** singles are those with strong sales potential. All Spotlights and Four-Star records have been heard and evaluated by the full Reviewing Panel and descriptive reviews are published for these.

THREE-STAR records, having moderate sales potential, are listed thereafter; these frequently will be of interest for disk jockey programming. Other records, with limited sales potential, are listed following the Three-Star records.

SPECIAL MERIT SPOTLIGHTS, in the opinion of the Reviewing Panel, have outstanding merit and deserve exposure.

All singles intended for review should be sent to the Billboard Music Week Reviewing Panel, P. O. Box 292, Times Square Station, New York 36, N. Y.

Seek Strong Exec

Continued from page 5

They have felt that a manufacturer - distributor organization like ARMADA helped cement relationships and was very necessary for the last three years. But now, the pressure upon distributors from large record outlets on one hand, and from new forms of distribution on the other, have brought these distributors to the point where they feel they have to set their own policy for their own futures.

It is no secret that the recent NARM convention in Miami, which the rack jobbers held without official distrib participation, helped spur the distributors to plan changes in ARMADA.

As one distrib put it, "NARM members say they sell 25 per cent of all records, and they are able to get most large companies, and to become associate members of their organization. As ARMADA is set up now, the large companies say they cannot become members. Many major label distributors have yet to join. If we make the changes we propose, then perhaps we will get as much attention from the record companies as rack jobbers do. After all, distributors do sell more records than rack jobbers."

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1564 Broadway, New York 36, N. Y.

International News

Continued from page 20

MEXICO

Los Panchos Off On Japan Tour

By OTTO MAYER-SERRA
Apartado 8688, Mexico City

Famed trio Los Panchos left May 20 for their third tour through Japan, where they will also record for Nippon Columbia, Ltd. They're making the trip with Manuel Villarreal, general manager of Columbia of Mexico, who during his two-week stay in Tokyo will establish contacts with his Japanese affiliates and promote his catalog for exploitation in Japan.

Disk News

The same day, Armando De Llano, commercial director of Columbia of Mexico, flew to Puerto Rico, where he will meet Carlos Diaz Granados, president of Miami Records, and Peter Rosaly, Latin American manager of Columbia Records, for complete reorganization of the distribution in Puerto Rico of Columbia's Mexican catalog. . . . Juan Campo, vice-president of Musart Records, off May 25 for a seven-week trip all over South America, where he will visit his Odeon-EMI affiliates.

Columbia will issue during June two new LP's by Ray Conniff, "So Much in Love" and "S Continental," and several LP's by the orchestras of Alexandre Gnatalli and Astor, recorded by Columbia of Brazil. . . . After his success in the "Twist Festival" of Buenos Aires, Mexican balladeer Manolo Munoz has been invited to a comeback toward the end of this year. His records will be strongly promoted by Odeon, Argentina. . . . F. J. Reiter, president of Morro Music, New York, discussed during a week recording projects with his representative, publisher Rogelio Brambila, and J. M. Vidal Zapater, general manager of Gamma-Hispavox.

NORWAY

Rise in TV Viewing Hits Record Sales

By ESPEN ERIKSEN
Verdens-Gang, Akersgaten 34, Oslo

Sales of records has shown a marked decrease during the last few months, according to Arild Iversen, manager of diskery Iversen & Frogh, the Norwegian representatives for British concern EMI.

This depression was expected, he added, because TV is growing fast in Norway and the record business is feeling the competition. "We expect, though, that within a couple of years, when people get used to TV, record sales will boom again," Iversen said.

Visitor Satisfied

Export Manager Harry Castle, with Pye International in Great Britain, visited his Norwegian representative, Peer Johnson of Brodrene Johnsen A/S, last week to discuss common problems and the future. Castle was on a Scandinavian tour and moved on to Sweden.

He carried away a report that the Pye series Golden Guinea is the best selling record series in this country. This series alone has one-fourth of the total LP sales in Norway.

The fifth and sixth versions of "Zwei kleine Italiener" arrived but neither of them seems capable of competing with Conny Froboess, this week's top seller. They were by Die Sunnies (Telefunken) and by local lass Siss Hartmann (RCA). Another German record that might have its chance, however, is "White Rose of Athens" by Nana Mouskouri on Philips.

The movie "Flower Drum Song" came to Oslo last week, and Philips issued the original Broadway version LP while Proton came out with the sound track on the Brunswick label.

The Norwegian LP barometer this month shows that the original version of "West Side Story" (Philips) moved from No. 8 to the top position, dethroning Elvis Presley's "Blue Hawaii" (RCA).

No. 3 is "Sinatra Swings" (Reprise); No. 4, "Come Swing With Me," Frank Sinatra (Capitol); No. 5, "South Pacific," sound track (RCA) and No. 6, "I Remember Tommy," Frank Sinatra (Reprise).

SPAIN

Rafael Sebastia Cuts on New Label

By RAUL MATAS

32 Av Jose Antonio, Madrid 13

A new label has been introduced in Madrid, Belmusic, pressed by RCA. The firm released its first LP, recorded by Rafael Sebastia, an outstanding Spanish pianist, who plays the music of Albeniz, Rodrigo, Falla and other composers from Spain.

Two RCA releases—in Spanish and English—were named "the songs of the spring" and could also become "the summer songs" in Spain as far as their present popularity is concerned. . . . Duo Dinamico has been pushing no less than six titles among the Top 20 all over the country. "La Balada de la Trompeta" (Ballata de la tromba) is also coming up strong by Los Cinco Latinos, George Jouvin with Dominique and Nini Rosso, while Bobby Darin's "Multiplicacion" is making a bid.

Diskeries

Frank Pourcel has waxed "First Love" (Premier Amour) winner of Eurovision on a new HMV. . . . Big jazz name in Spain Tete Montoliu has a strong item for Zafiro label. . . . Composer Flores del Campo's repertoire is going to be recorded by Harry Belafonte in the U. S. A. . . . Kenny Ball and his "Midnight in Moscow" (Temps du muguet in France) launched by Hispavox.

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GENERAL

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FOLK TALENT & TUNES

• Continued from page 37

Records. Wilma Lee and Stony gave the tune its first airing on "Grand Ole Opry" May 4, Stony's first personal appearance since stricken with a heart attack several months ago. The song was written by Bob Ferguson. . . . Daniel R. Andrade, manager of New England Records, Houston, reports that his firm and Sparton Records, Ltd., London, Ont., are handling distribution on all Hank the Drifter releases. Hank's latest release, "Hank, You're Gone But Not Forgotten," was written by Andrade, who also penned Hank's previous release, "Hank Williams Is Singing Again."

May 27; Angola, Ind., 30; Glaser Brothers, Hammond, Ind., May 27; the Wilburn Brothers, Hammond, Ind., May 27; Angola, Ind., 30; Hawkshaw Hawkins and Jean Shepard, Monticello, Ill., May 27; Grandpa Jones, Hempstead, L. I., N. Y., May 26; Brooklyn, N. Y., 27; West Friendship, Md., 30.

Other "Grand Ole Opry" bookings: Minnie Pearl, Columbia, S. C., May 27; Hank Snow, Belleville, Ont., May 21; George Hamilton IV, Omaha, Neb., May 22; West Grove, Pa., 27; Lubbock, Tex., 30-31; Justin Tubb, Bismarck, N. D., May 28; Fargo, N. D., 29; Jamestown, N. D., 30; Rapid City, S. D., 31; Billy Walker, Lawton, Okla., May 23; Odessa, Tex., 24; Randolph Air Force Base, Texas, 25; San Antonio, Tex., 26; Lubbock, Tex., 27; Carl Butler, Clinton, Ill., May 27; the Willis Brothers,

Lancaster, Pa., May 21; York, Pa., 22; Reading, Pa., 23; Harrisburg, Pa., 24; Lebanon, Pa., 25; Trenton, N. J., 28; Allentown, Pa., 26-27; Flatt and Scruggs, Paragould, Ark., May 22; Imboden, Ark., 24; Ripley, Miss., 25; Hodgenville, Ky., 29; Dresden, Tenn., 31; Providence, Ky., June 1.

Charlie Walker is taking a six-month leave of absence from radio in San Antonio to work a string of personals in this country and Canada for J. Hal Smith, of Curtis Artists Productions, Goodlettsville, Tenn. His road trek will not interfere with his recording commitments with Columbia. . . . Chet Peters Young is making radio and TV stations through the South to plug his new Flo-Jo Records release, "A Devil Inside" b-w "Come Back Home." Accompanying Chet on the trek are his boss, Joseph Konowal, and personal manager, Earl Rothgeb. On June 16, Young appears at Skyland on Shenandoah National Parkway, Virginia, along with Stan Marsh and Ralph Caton, who furnished the vocal background on his new release. . . . Lois Meis, of Cheyenne, Wyo., has just cut her initial session for Buster Doss' Wizard Records at the Ev Wren studios in Denver.

Tunes are "Two-Week Trial" and "Not One, But Two," both penned by Bob Mitchell, Cheyenne deejay. The Tommy Foster combo supplied the back-up. Doss' "Cactus Kid" show, currently touring Wyoming and Idaho, invades Oregon and Washington next week.

A "Grand Ole Opry" unit featuring Carl Smith, Hawkshaw Hawkins and Jean Shepard attracted more than 3,000 paid admissions at Rockford, Ill., Saturday night, May 12. Johnny Daume, c.&w. deejay on WJRL, Rockford, and his wife Delores guested on the show which was sponsored by the local post of the American Legion and promoted by E. J. Floyd of Des Moines. . . . Buddy Meredith and his western swing combo continue to keep busy on dance dates in the Dakotas, Wyoming and Montana. Norma Jean and Marvin Rainwater appeared as recent guests with the Meredith troupe. . . . Darlene Dardis, of Rapid City, S. D., former vocalist with Buddy Meredith's Dakota Cowboys, recently cut her first session for United Artists in Nashville. Polly Johnson, also formerly with Buddy's group and now residing in Lodi, Calif., has an album of gospel tunes coming out soon.

Lucky Moeller and Jim Denny, of the Jim Denny office, Nashville, journeyed to Houston last week to produce the Firemen's Show held at Sam Houston Coliseum there Friday and Saturday (18-19). Highlighting the bill were Jimmy Dean, Carl Smith, Patsy Cline, Hawkshaw Hawkins, Jean Shepard, Grandpa Jones and Leon McAniff and His Cimarron Boys. . . . Carl Perkins and band concludes a two-weeker at the Golden Nuggett, Las Vegas, May 23, and journey on for engagements at Lubbock, Tex., May 25, and Oklahoma City, May 26. Dates were set by the Jim Denny office, which also has Jimmy Newman set for a 40-day tour with Marlin Payne, opening Wednesday (23) in Dryden, Ont.

Johnny and Jack, Kitty Wells, Bill Phillips and the Tennessee Mountain Boys kicked off a trek for the Jim Denny office at Williamsport, Pa., May 15. This week finds them in Bingham, N. Y., Tuesday (22); Waterbury, Conn., Wednesday (23); Schenectady, N. Y., Thursday (24); Albany, N. Y., Friday (25); Potsdam, N. Y., Saturday (26), and Niagara Falls, N. Y., Sunday (27). . . . Tempwood V Records, new label distributed through the Cosnat outlets, last week signed Nashville thrush, Kaye Golden, to an exclusive recording pact. Kaye appears nightly at Nashville's Carrousel Club and is heard three times weekly on WLAC-TV's "Where Town and Country Meet." Her initial release will couple "Why Did You Come My Way" and "It'll Be Your Turn." The former tune was penned by Marijohn Wilkin and Mary Rhodes; the latter, by Marijohn alone. Tempwood V is based in Starkville, Miss.

The American Folk Musicians Association, of which P. A. Stover, Lock Haven, Pa., is president, will hold its sixth annual convention at Kent, Conn., August 24-25. . . . Onie Wheeler is slated for an early release on Columbia Records, while his 15-year-old daughter, Karen, makes her debut on the same label with a release slanted toward the pop trade. The Nelsons work under the personal management of A. J. Nelson, Sikeston, Mo. . . . Lee Moore shows his wares at the Meadows, Syracuse, N. Y., May 25; the Suburban, Syracuse, N. Y., 26; Echo Lake Park, Bainbridge, N. Y., 27; and Lone Star Ranch, Reeds Ferry, N. H., June 3. . . . Texas Tony Merrill, currently entertaining the military personnel at Thule Air Force Base in Greenland, posts that Charlie Walker is the top fave in that sector. The radio station on the base airs two hours of c.&w. music a day. Country music has been voted a 6 to 4 favorite by the men stationed there, Merrill reports.

"The Blue Boys and I have been having a great time with club dates in the West—Wyoming, Montana, Alberta and North Dakota," pens Jim Reeves from Great Falls, Mont. "I hear that 'Adios' is doing well and the reaction from our crowds is quite favorable. I certainly appreciate the wonderful review of the new LP, 'A Touch of Velvet.' The RCA Victor heads are well pleased with this one." . . . Warren Smith was forced to cancel three West Coast dates and an album and singles session for Liberty Records in Los Angeles recently due to a strep throat. . . . Goldie Hill's new release, Leon Payne's "Doorstep to Heaven," should go places fast with the proper promotion, opines Slick Norris, Highlands, Tex., c.&w. promotion expert. Goldie's hubby, Carl Smith, cut the same tune few years back.

memo to broadcasters

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8. Original Cast Broadway Shows	50 LP's \$65.	MONAURAL	Not Available	STEREO	Not Available
9. Classics & Light Classics (Instrumental Only)	50 LP's \$65.	MONAURAL	\$75.	STEREO	Not Available
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"Country"	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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50 Classics	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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WEST GERMAN MARKET FADING

By OMER ANDERSON

BONN—Trade studies show that West Germany's coin machine market is contracting and that in the future U. S. manufacturers must contend with constantly diminishing sales in this country.

The figures show that 504 operators have folded within the last three years and removed around 12,000 units of equipment from operation. The operators have gone out of business entirely for economic reasons, and their enterprises have not been replaced.

The 12,000 units of equipment include 8,660 payouts, 1,663 phonographs, and 1,607 games.

Total Operator Loss

Trade experts point out that the total amount of machine contraction is a good deal greater than the 12,000 units in the hands of the 504 departing operators. The survey merely analyzed the operations of 504 operators who failed and did not encompass the total operator loss to the German trade. Some estimates place this figure as high as 1,500 operators, big and small, organized and unorganized.

Moreover, the figure of 12,000 does not include the shrinkage of machines owned by operators continuing in business. At the peak West Germany had around 60,000 music boxes, 85,000 payouts, and 35,000 games.

Some authorities estimate the total number of juke boxes in operation in West Germany has declined to 45,000 over the last three years; payouts to 35,000, and games to 25,000.

Public Opposition

Payouts have skidded fastest because of strong public opposition to them and because of heavy taxation and

licensing fees. The German phonograph market over-expanded in the boom years 1952 through 1958. The readjustment now taking place has coincided with a slowing of the German boom. Games are in the same category with juke boxes.

The plummeting payouts have adversely affected phonographs and games, because many German operators depend on payout operation to bolster thin profit margins from juke boxes and games.

When payout operation ceases to be attractive, many of these operators prefer to enter liquidation than to endure genteel poverty pegged to marginal phonograph and games operation.

Equipment Sales

The declining German coin machine market (vending machines excepted; there is a terrific German vending boom in progress) will hit hard at sales of new equipment being operated; but operators have begun to stretch new equipment purchasing.

There is no longer an almost automatic rotation of equipment from location to location and its sales at the end of three years, or five at the most, to less sophisticated foreign markets. German operators have cut back purchasing of new equipment, and are emphasizing the better servicing and reconditioning of their existing equipment.

More and more operators are persuaded that they can safely postpone the purchase of new equipment (including U. S. equipment) by emphasizing better music programming and better servicing.

German operator music programming has never been sharper, and there are numerous operators who claim they

are harvesting larger collections than ever before with older equipment.

Trade studies, including surveys by distributors of U. S. equipment in this country, project a year-by-year decline in sales of new American equipment through 1966. Some studies forecast a 30 per cent drop from current sales by 1965; the more extreme forecasts mention drops up to 60 per cent.

These forecasts apply only to juke boxes. The German market for U. S. games promises to be much more stable. Most surveys postulate a slight increase, between 10 and 15 per cent, in present totals for the period through 1965.

Aside from the contraction of demand, all German trade experts agree that U. S. manufacturers face rough competition from realization of the European Common Market.

One of West Germany's top trade executives summarized the situation ahead for U. S. manufacturers, "European manufacturers are closing the gap that has existed in juke box production, and there is now very little difference in quality between the American and European product."

"The American box no longer has the same prestige value it did, mainly because of the improvement in the European product. This trend can be expected to continue."

"At the same time the Common Market is going to lead to the amalgamation of national European producers into a few big companies able to compete on fully equal terms with the American firms."

Rowe 1962 Plant Hums on 3 Shifts

GRAND RAPIDS, Mich.—The new Rowe-AMI phonograph made its debut last week, with distributors around the country showing the new model. Theme of the 1962 model is three-in-one flexibility. The phonograph is aimed at meeting the potential of all locations by being able to program 100, 160 or 200 selections simply by adjusting the placement and number of title strips.

Production of the phonograph, according to Fleming Johnson, executive vice-president of the manufacturing division of Automatic Canteen, has tripled over any previous AMI model. Johnson says the plant is on a three-shift production basis around the clock.

Biggest Year Predicted

Johnson predicts 1962 will be the biggest year in history for the

(Continued on page 53)

MOA Shake-Up Begins; Radical Shifts To Be Weighed at Board Meeting in S. F.

By AARON STERNFIELD

NEW YORK—A radical change in the composition of the board of the Music Operators of America will come in for serious consideration when that body holds its semi-annual meeting in San Francisco in October.

A source close to the board disclosed that an attempt will be made to give the more populous States better representation on the governing body, with the bylaws amended to provide for as many as five directors from some States.

According to the proposed formula, the more populous States such as New York, California, Illinois and Pennsylvania would provide five members each, while States with lesser populations given roughly proportional representation.

Recent Changes

The industry is still trying to digest the recent changes announced in the wake of the MOA convention here May 6-9 (Billboard Music Week, May 19).

George Miller, who was one of the founders of the national trade group 12 years ago and who has been the only president MOA has ever known, announced that he would not be a candidate for reelection when his term expires at the end of the year.

A reliable source, who for obvious reasons cannot be quoted, said that Miller probably won't wait until the end of the year, but will resign in less than six months.

And Ed Ratajack, who joined MOA a little more than a year ago as managing director and coordinator, resigned the day after the MOA convention was concluded.

While Ratajack's connections with MOA have been severed completely, Miller will continue as administrator of the association's group insurance policy.

New MOA Job

Preparations have begun to interview applicants for a new, and as yet untitled position, within MOA. The job will be roughly that of executive secretary. The directors are looking for a man with some experience in trade association administration, preferably with some public relations background—and with no present or prior connection with the industry.

One of the reasons for MOA's (Continued on page 50)

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.

I CAN'T STOP LOVING YOU AND BORN TO LOSE	RAY CHARLES ABC-Paramount 10330
LOVERS WHO WANDER AND (I WAS) BORN TO CRY	DION Laurie 8123
SHOUT (Part I) AND SHOUT (Part II)	JOEY DEE & THE STARLITERS Roulette 4416
THAT'S OLD FASHIONED AND HOW CAN I MEET HER!	EVERLY BROTHERS Warner Bros. 5273
HIT RECORD AND THANKS TO A FOOL	BROOK BENTON Mercury 71962
DRUMMIN' UP A STORM AND DRUM STOMP	SANDY NELSON Imperial 5829
I'LL NEVER DANCE AGAIN AND GEE, IT'S WONDERFUL	BOBBY RYDELL Cameo 217

Brown Named Minn. Distrib For Rock-Ola

CHICAGO—David C. Rockola, president of Rock-Ola Manufacturing Corporation, last week announced the appointment of Brown Bros., Inc., 410 12th Avenue North, Minneapolis, as a franchised distributor.

Brown Bros. will distribute the Rock-Ola Manufacturing Corporation line of coin-operated phonographs in Minnesota as well as the adjoining territory in Wisconsin. The Wisconsin territory will cover the cities of Superior, Eau Claire, Chippewa Falls and La Crosse.

Brown Bros., a well-known name to the coin industry, is headed by Ray Brown, president; Dick Brown, vice president, and a staff of factory-trained men already familiar with the coin industry and the territory personnel.

GOOD OLD SUMMERTIME

Balmy Weather Gets Ops Off to Fine Start at Spas

NEW YORK — With the thermometer breaking 80 a bit prematurely this year, local juke box operators are getting an early start on resort locations.

Normally, the resort season doesn't get under way until Memorial Day, and doesn't get into full swing till mid-June, but Gotham operators have already begun to take advantage of the warm spell by placing their equipment on seasonal stops, and weekend collections look promising.

According to Murray Kaye, sales manager of the Atlantic-New York Corporation, local Seeburg outlet, summer locations are no longer a prime dumping ground for obsolete equipment.

Kaye reports that many operators—particularly those with shore locations—are moving in new stereo boxes now. These machines will be yanked by Labor Day and then placed on top year-round locations.

The reasoning is that, as far as the 12-month location is concerned, a new box purchased in May will be just as new when it is placed on location in September.

In the meantime, the phonograph will be earning top dollar on a resort location.

Arcade Installations

At Runyon Sales, local AMI outlet, Morris Rood notes that arcade installations are becoming fairly common in Catskill Mountain resorts with indoor swimming pools. The arcade generally adjoins the pool.

This trend, which got under way last year, is becoming more pronounced, with the equipment staying on location as long as the pool is in operation.

Where antiquated equipment is used, the arcade pieces generally stay year-round, even though the resort may only operate for a few months. New equipment, though, is usually pulled at the end of the season.

Rood notes that operators are growing more prone to place new or nearly new juke boxes on seasonal locations, then they are pulled at the end of the season and placed on regular stops.

Tom Greco, who operates in the Hudson Valley, reports a similar trend in his area.

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Board Changes Mind, Will Issue Licenses

SPRINGFIELD, Mass. — The levying of a \$25 fine resulted in a happy ending to the strange case of the Licensing Board which refused to issue licenses. An operator had been fined for running a pool table without a license, but since the board said it did not issue licenses for amusement devices, it was impossible for the operator to get one.

A ban was placed on the operation for all coin-operated amusement devices nine years ago, largely because of the flagrant use of the old one-ball machines which had been operating as gaming devices.

But little by little, non-gaming machines appeared and were tolerated without interference. After a few years of this, the police department decided to make an example of at least one operator in a move to halt the use of the machines.

The Western Massachusetts Music Operators' Guild through attorney William Walsh launched an appeal. At the same time, Walsh tried to reason with the board.

He pointed out that the State Supreme Court had ruled that licenses for amusement devices cannot be arbitrarily refused, according to the Commonwealth law. After due consideration, the board decided to abide by the law and issue licenses.

The operators, who were quite willing to pay for a license, can now run their games without worrying about the police. The fee is \$20 annually for each machine.

Walsh has notified the court that the operators will drop the appeal. Pool tables for which the fine was levied are included in the process legally.

Bilotta Again Tries to Enjoin Police From Seizing Game in Up-State New York

SYRACUSE — John Bilotta, New York State Wurlitzer distributor, will make a second attempt to enjoin the State Police from interfering with the operation of Flipper Parade, an amusement game manufactured by D. Gottlieb & Company, Chicago.

Bilotta's firm, Billotta Enterprises, Inc., earlier had sought an injunction against New York State Police Superintendent Arthur Cornelius Jr. to prevent the police from seizing or confiscating the games.

Onondaga County Court Judge John H. Farnham did not rule on the suit for injunction, neither granting nor denying the motion, according to Lee Alexander, attorney for Bilotta.

Albany Suit

As the motion was "not refused on merit," Bilotta said he would bring suit in Albany. Bilotta has offices in Syracuse, Rochester, Newark and Albany, N. Y.

Briefly, Bilotta claims that police seizure of the Flipper Parade games was illegal in that the games do not violate the New York State anti-gambling statute.

The statute classifies as gambling devices, machines which contain no element of skill and which award cash, merchandise, credit or free games as prizes. The games in question were seized on the charge that the player was awarded free games.

Not so, says Bilotta. He points out that upon achievement of a specified score—based in part on the skill of the player—the player is allowed to continue the game and increase his score further.

Continuation of Game

This result is achieved by releasing one of the five balls in the flipper game for additional play. According to Bilotta, the releasing of one of the already-played balls does not constitute a free game. It is merely a continuation of the game already in progress, he said.

The case began in June, 1961, when New York State Police seized a Flipper Parade and charged the location owner to be in possession of a gambling device.

The Police Court of the Village of Pulaski heard the case on January 9, 1962, and found that the game was not a gambling device. However, the New York State Police have refused to release the game.

Financial Loss

After the Pulaski ruling, and despite that ruling, New York State Police began seizing Flipper Parades throughout Onondaga County. Bilotta claims he has suffered great financial loss as a result of these seizures.

In his original motion for an injunction, Bilotta charged that the games "are solely designed, constructed and sold for recreational purposes only; they sell for approximately \$400 each; their construction in no way enables them to be used as, or converted to, gambling devices."

"The game accepts a 10-cent piece from the player and returns neither coins, merchandise, credit, memorandum of credit for free games. The player receives only the amusement of playing the game. The game is a combination of skill and chance; that, as opposed to the games with which the plaintiff is concerned, there are gambling devices which are disguised to resemble the plaintiff's games. However, the similarity is only superficial."

Makes Distinction

The motion went on to explain that the gambling device, which sells for about \$800, "contains an ingenious mechanical and electrical system of recording wins by the player so as to enable the owner of the machine and the location at which such machine is kept to keep accurate books as to payouts on such gambling devices. These gambling devices must also

be equipped with a special circuit to wash out the win of the player after it has been recorded by the machine. The games with which this plaintiff is concerned contain none of these features, nor may they be converted into a gambling device."

Bilotta maintained that as he is not a party to the criminal prosecutions, the only remedy in law open is the injunction.

He cited that the game in question has been adjudged by the Internal Revenue Service an amusement device (\$10 tax stamp) rather than a gambling device (\$250 tax stamp) and that the City of Syracuse has licensed it as an amusement game.

Bilotta said that 40 per cent of his income is derived from the sales of games made by Gottlieb and Williams (which makes similar games) and that the actions of the State Police has placed his entire business in jeopardy.

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11th Op Shindig To Draw 300

YONKERS, N. Y.—About 300 operators, distributors, manufacturer representatives, record company executives and their guests are expected to attend the 11th annual dinner of the Westchester Operators Guild, to be held at the Tropical Acres Restaurant here Tuesday (22).

Harold Rosenberg, program chairman, said that recording talent at the show will include Byrdie Green, Perri recording artist; Carol Sloan, Columbus artist, currently at the Blue Angel, and the Fantastics.

Music will be provided by the Don Joseph orchestra. The affair gets under way at 7 p.m.

Serv'emen Tune Up At Seeburg School

SYRACUSE — More than 50 juke box servicemen attended the recent Seeburg service school conducted by the Davis Distributing Corporation, with sessions held here and in Albany, Rochester and Buffalo.

Among those who attended the Syracuse school were Gilbert Race, A. W. Collins Corporation; Richard Petrucci, Bova Haritatis; Edward Jenny, Robbins Tobacco Corporation; Chet Ray, Rey, Inc.; Sherman Lawrence, A. W. Coglins Corporation, and George Halsey, Columbia Music.

Also, Ron Faucher and John Faucher, Larry Faucher Enterprises; Melvin Levin and S. Dabrowski, A-1 Music; Mert Jewell and Bob Mincer, Putman and O'Brien; Howard Burdick, Burdick & Simes; S. Dotkiewski, Brandy Music, and Angel Piaz.

In charge of the session was John Stuparitz, Seeburg sales engineer.

BET HIS JOKES ARE FUNNY, TOO

PHILADELPHIA — Joe Ash, of Active Amusement Company, bumped into Philadelphia's new mayor, James Tate, one day recently at a country club and inquired how his golf game was coming along. "It's gotten much better since I've become the mayor," Tate replied. "My opponents aren't trying as hard to beat me."

U. S. Examines Underworld's Hand in Indiana Juke Boxes

By JOESPH KLEIN

HAMMOND, Ind. — Possible underworld penetration of Northern Indiana juke box operations is being explored by the Department of Justice.

Evidence presented to a Federal Grand Jury here has been forwarded to Washington for study, an aid to Attorney General Robert F. Kennedy announced here.

Indications that at least one phase of the juke box business was a subject of federal scrutiny was confirmed by the Grand Jury appearance of Anthony Guattadaro who sold his Gary-Hammond-East Chicago coin machine business a few months ago.

Guattadaro, who was a witness before the McClellan Rackets Committee in 1959, is a nephew of Anthony Pinelli, a high-ranking figure in the Chicago underworld.

Took the Fifth

Pinelli also was interrogated by the McClellan Committee. Like Guattadaro, he took the Fifth Amendment in refusing to answer the questions put to him by the then Committee Counsel Kennedy.

Pinelli moved into Gary in 1956 to assume charge of the city's gambling operations, according to a Crime Commission report. With him came Guattadaro to take control of a large Gary-based juke box company.

Pinelli's tenure in Gary came to an end with the 1959 McClellan Committee revelations. While re-

taining his Chicago interests, he now lives in California.

CCC Report

"Although Pinelli has resided in California for several years, he has continued to dominate Lake County, Indiana, rackets," the Chicago Crime Commission pointed out in its report on Chicago crime for 1959. "A few years ago, on January 15, 1953, when Capone gang boss Tony Accardo landed at the Los Angeles airport, he was met there by pre-arrangement by Pinelli. A few years earlier when the Los Angeles police confiscated an address book from Giroloma Adamo, alias Mo Adamo, the principal lieutenant of the late West Coast racket boss Jack Dragna, they found listed the name of Tony Pinelli who then maintained an address of 6054 West School Street in Chicago.

"Among numerous other important underworld leaders were the names, addresses and telephone numbers of Capone gang big-wigs Accardo and Murray Humphreys," the report added.

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Hershey-ets	47

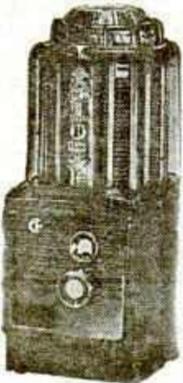
Rain-Blo Gum, 73 ct.	32
Malt-ette, 100 ct., per 100	35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	32
Rain-Blo Ball Gum, 100 ct.	34
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BILLBOARD MUSIC WEEK

BULK VENDING

OP'S NAME ON MACHINE SIMPLY 'GOOD BUSINESS'

DENVER—Clyde McCathren, bulk vending operator who covers a six-State area from his headquarters in Golden, Colo., is one operator who believes in personally identifying himself with every machine.

Contrary to the opinion of many operators who feel that they get too many crank calls or too many requests for service from location owners if they post name, address, company name and telephone number on each machine, McCathren uses a small gummed label, affixed inside the globe of each machine, which carries full information.

Operating mostly six-machine stands, McCathren places the label in the machine at the left end of the top row, where it is most likely to be noticed.

New Locations

Major reason for displaying this information, McCathren says, is simply that it's good for business. He has obtained many new locations from businessmen who have noticed the wide variety of products he vends and the excellent appearance of each machine.

McCathren always has gone overboard on maintaining his routes at peak efficiency and appearance on the theory that "It pays to advertise." There is no sense in advertising in this way, however, if it is done on an anonymous basis, McCathren points out.

He has dozens of locations in nearby Denver which have been picked up on an unsolicited basis. When a potential location owner calls and asks for him by name rather than "the fellow who operates the vending machines," McCathren thinks he has won points. Potential location owners remember him later.

Folz Vending Pulls Back Public Stock Temporarily

NEW YORK—The public stock offering made by the Folz Vending Company, Oceanside, L. I., N. Y., has been temporarily withdrawn. Last fall, the vast bulk vending operation applied to the Security Exchange Commission to float 55,000 shares of common stock at \$6 a share, with par value at 10 cents a share.

President Roger Folz said the firm is considering refiling in June. Folz Vending, the nation's largest bulk vending operation, would be the first such firm to offer its stock to the public.

Folz explained that the stock offer was withdrawn because of the "sagging condition of the stock market" and because of the company's increased sales, which would not be reflected in the offering price.

According to Folz, the firm's operating revenue for the first four months of 1962 is about 40 per cent ahead of the like period in 1961. Last year, Folz added 5,000 machines to its route, and the revenue from these machines is showing up in 1962 figures.

For the first half of 1961, Folz net sales were \$328,659, with net income of \$5,395. This compares with sales of \$307,587 and earnings of \$10,390 for the first half of the previous year.

The company has completed financing arrangements for a headquarters building here, with construction under way and occupancy expected in September. The 9,400-square-foot building is about four times as large as the existing structure.



LEO LEARY (SECOND FROM LEFT) AND JASON KORITZ (RIGHT) spoke at the initial meeting of the Indiana bulk operator association. Next meeting has been set for June 27 at Manny's Restaurant, Indianapolis.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
 COMPANY _____
 ADDRESS _____
 CITY _____

Fill in coupon, clip and mail to:

H. B. HUTCHINSON, JR.
 1784 N. Decatur Rd., N.E. Atlanta 7, Ga.
 Phone: DRake 7-4300

We handle complete line of machines, parts & supplies.



Services Held for Blanche Bouchard

HAVERHILL, Mass.—Funeral services for Blanche E. Bouchard, treasurer of the Arthur H. DuGrenier Company, manufacturer of cigaret and other vending machines, were held here Monday (14).

Miss Bouchard, a cousin of Frank C. DuGrenier, president of the company, joined the firm in 1928. She had been a familiar figure at major vending shows and conventions.

Oak Names Distribs

LOS ANGELES — The Oak Manufacturing Company has named Confection Products, 398 S. Champion Street, Columbus, as its Ohio distributor.

SCARE EMS
 (T.M.)
 The Hottest Item in Bulk Vending!

For best results use the best!

LARGE FROG (with dangling legs)—Only \$36.00 per M Capsuled
 LARGE CRAWFISH—Only \$36.00 per M Capsuled
 JR. SCARE EMS—Only \$30.00 per M Capsuled
 Large SCARE EMS—Only \$45.00 per M Capsuled
 New Six-Inch WORM, assorted colors—Only \$36.00 per M Capsuled

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Adjustable Metal Rings
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Write for low prices or send \$3.50 for sample gross
The PENNY KING Company
 2534 Mission Street, Pittsburgh 3, Pa.

In PENNSYLVANIA, DELAWARE, SO. JERSEY, MARYLAND and the DISTRICT OF COLUMBIA it's RAKE for the **OAK PROFIT LINE!**

5c, 10c, 25c CAPSULE VENDOR

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.

\$17.95

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.

\$18.95

"GOLD MINE" 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!

\$22.95

"ACORN" All Purpose Vendor
 The all-time favorite of the vending business. Vends all 1c and 5c bulk merchandise. Guaranteed mechanically perfect—the one machine with virtually no depreciation. Today's Acorn looks the same as the original.

\$15.95

Time payments available. Liberal trade-ins. Prices F.O.B. factory.

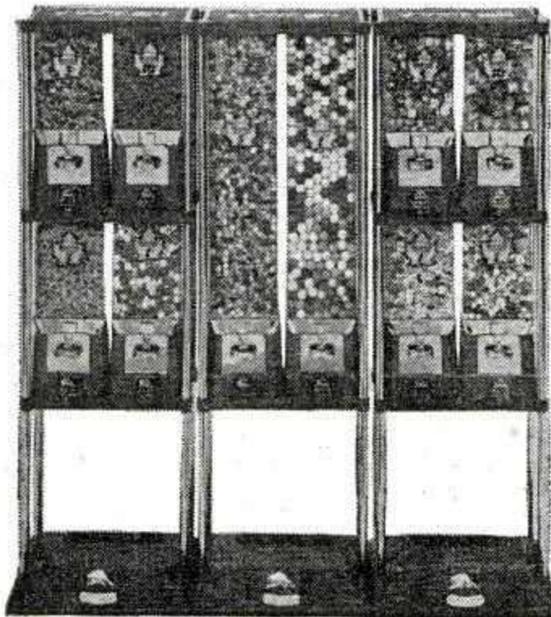
Send for new catalog.
 1/3 deposit on all orders, balance C.O.D. Send payment in full on all orders under \$20.00.

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PLEASE SEND ME YOUR LARGE CATALOGUE WITH PICTURES AND PRICES OF YOUR COMPLETE LINE OF BEAVER BULK VENDORS

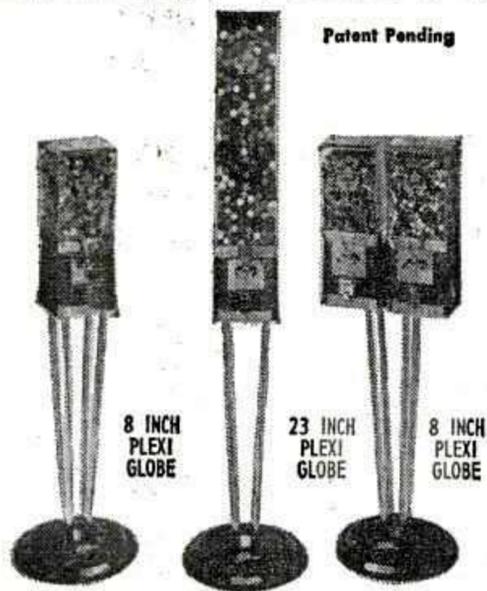
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COMPANY _____

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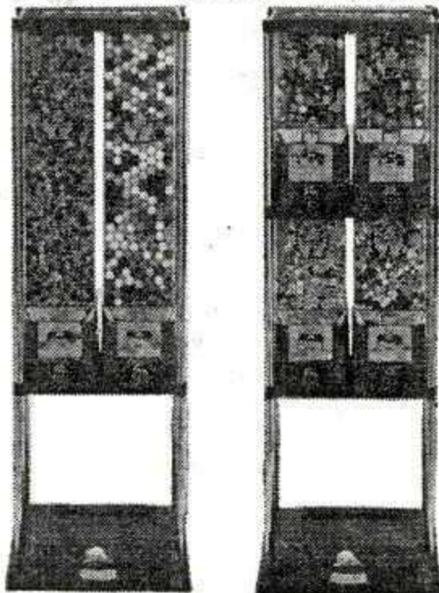
CITY & STATE _____

BEAVER VENDORS



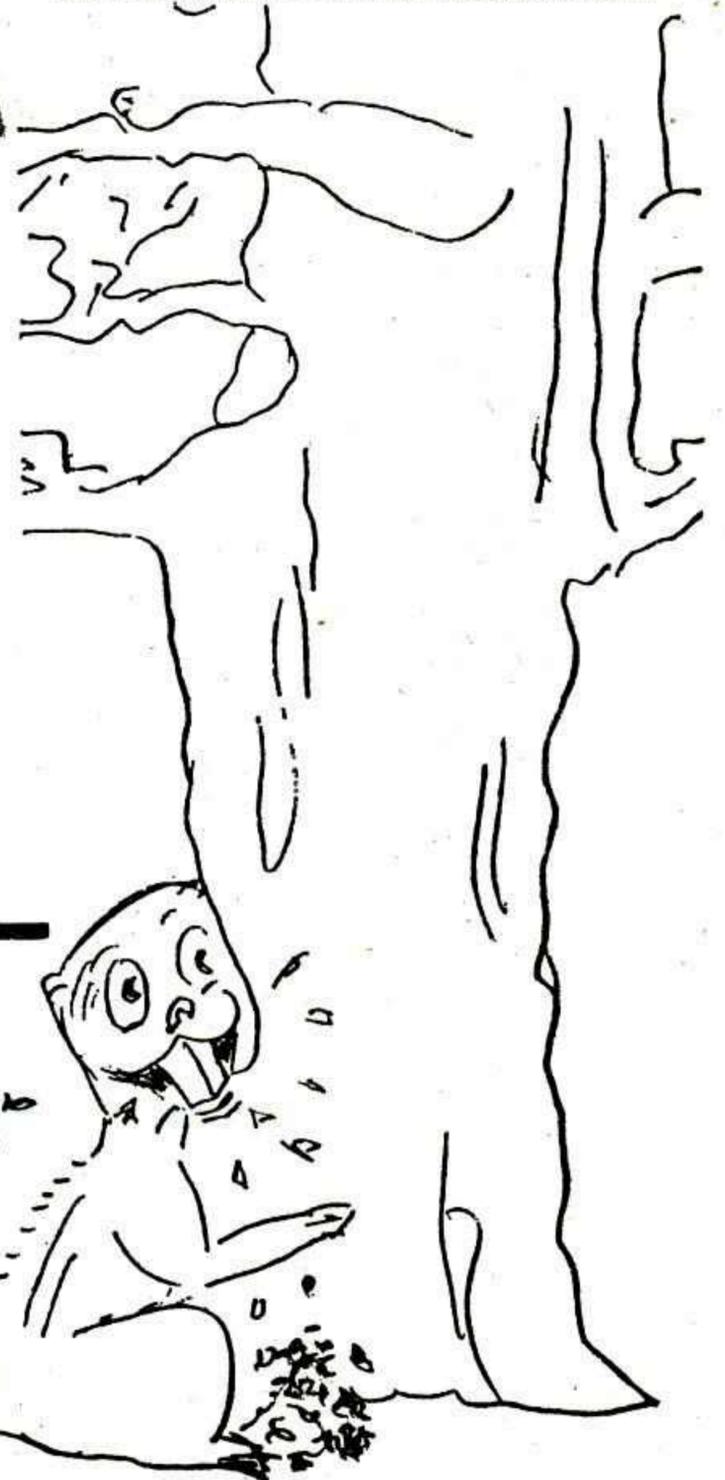
Shown above: Deluxe Beaver 8-Inch Plexiglass and the Super-Deluxe Beaver 23-Inch Plexiglass.

MARK I DELUXE CONSOLE
 Contains 3 Complete Sections, 10 Units
BEAVER MARK I (waterproof)



Contains 2 Units

Contains 4 Units



CAMPBELL VENDING, INC.

541 SENECA ST.

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Support the MEND Fund
 Inquiries Invited



Chance W. Tenn. Ops May Join NVA

By ELTON WHISENHUNT

MEMPHIS — Members of the West Tennessee Vending Association discussed joining the National Vending Association at its recent monthly meeting and indications were that the group will associate with the national organization.

C. D. Gill, Gill Vending Company, president of the local association, spoke of the advantages of joining NVA.

He cited two main benefits:

1. The local would get legal assistance from the national group.
2. The local association would receive information from the national organization on new and im-

proved operating trends and current developments in the industry.

Sponsorship

The group also discussed the controversial program of sponsorship, with various civic clubs, of putting out ball gum machines.

Under these arrangements, the operator gets his normal 50 per cent, with the location owner's share going to charity.

One of the disadvantages mentioned was the uncertainty of the operator, who furnishes the machines and fill, getting an accurate check, because the collection would be handled by the civic club.

One advantage put forth was

that it would benefit worthy charities. The group reached no agreement and no action was taken.

The association also approved its bylaws at the meeting. They will be distributed soon.

Gill also told the meeting that Cramer Gum Company of Boston, manufacturer of ball gum, was the association's first associate member. The company paid dues for one year in advance (\$12).

The monthly dues of \$1 may later be increased. Gill said the group welcomed other associate members at the present \$1 a month dues rate.

The group's gathering this time was a dinner meeting at Chenault's Restaurant, 1402 S. Bellevue. The next meeting is scheduled for June 4.

HORRIBLES

They're real, life like, soft, stimy, wriggly—they're HORRIBLE. That's why kids like them. Kids buy them so you'll love them too and the price is right.

FOR 5c CAPSULE VENDING:
Junior Horribles
 packed 2 in a sample—
\$22.00 per M capsules

FOR 10c CAPSULE VENDING:
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Oakland, Calif. | Rake Coin Machine Exchange
609 Spring Garden St.
Philadelphia 22, Pa.
Northwestern Sales & Service Co.
1194 Tremont St.
Boston, Mass.
Operators Vending Machine Supply Co.
1023 South Grand Ave.
Los Angeles 15, Calif.
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Whatever your bulk vending requirements might be, we can serve you.

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The New VICTOR VENDORAMA vends large and small capsules . . . large and small ball gum at 1¢, 5¢, 10¢ or 25¢ play.

Large Stock of Vendors—Parts and Merchandise. Write for Prices.

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Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

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 Phone: FAirfax 4-7526

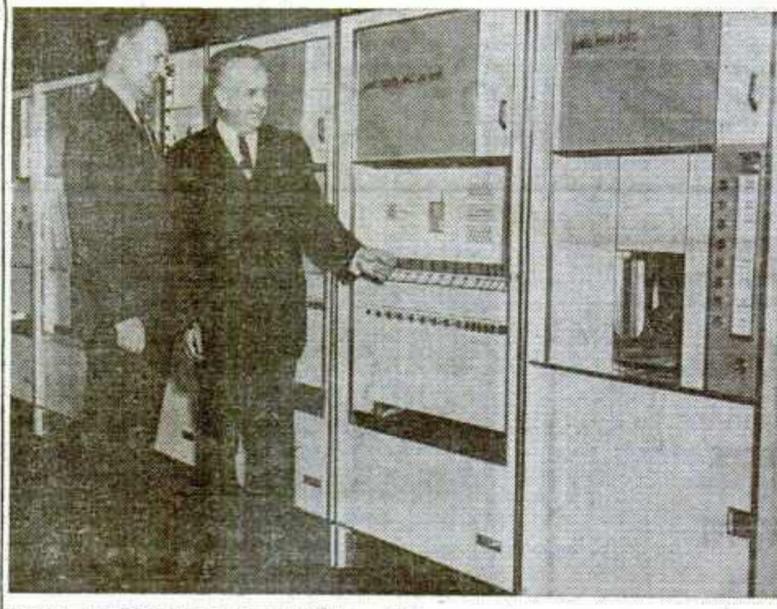
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Fill in coupon, clip and mail to:
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 2700 W. Lake St. Chicago 7, Ill.
 Phone: KE 3-3302

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 Hershey's 320 count and 500 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.



NEW AUTOMATIC CANTEN modular vending machines, such as were shown at last week's Music Operators of America convention, are inspected by Patrick L. O'Malley, president, and Frederick L. Schuster, board chairman. Named the Celebrity Line, they include models that vend hot foods, fresh-brew coffee, hot drinks, sandwiches, pastries, candies, cold foods, cold drinks and cigarets. Equipment is manufactured by Rowe AC Manufacturing Division of Automatic Canteen and marketed by Rowe AC Services Division (formerly AC Automatic Services, Inc.).

Memphis Lions Club Elects Newell As President and Delegate to Parley

MEMPHIS—Edward H. Newell, owner of Or-Matt Amusement Company and past president of Memphis Music Association, was elected president of East Memphis Lions Club last week for a one-year term.

The club elected him a delegate to the four-day International Lions Club convention in June in Nice, France.

Newell and his wife leave Memphis June 6, will go by jet to Europe. They will spend two weeks after the convention visiting various countries. It will be the Newell's first trip to Europe.

Newell's announced projects for the Lions Club for the coming year:

1. Participate in Mid-South talent show at Mid-South Fair.
2. Help police department promote traffic safety.
3. Help City Beautiful Commission in their work to keep the city clean.
4. Help finance the blind school for pre-school children (the club

raises money for this in the sale of light bulbs.)

5. Raise money for a \$150,000 rehabilitation school for the blind. The Lions Clubs are to raise \$35,000, the State and federal governments are to supply the rest.

6. Help sponsor the annual football game which raises money for the blind.



EDWARD H. NEWELL

AMCO SANITARY VENDOR

The Finest for Vending Flat Pack Products

10c, 25c and 50c Operation

Vends flat packs up to 1/2" x 2" x 1/4". Advance coin detector with automatic coin return when machine is empty. Separate coin box.

For Details and Prices Write, Wire, Phone Today.

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 Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.
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 PResident 2-2900

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- NO CRUSHING
- NO MISSING

Try one . . . Learn why other operators find the SUPER 60 their favorite capsule vender.

Getting the Northwestern? It's a newsy magazine. Ask to get on our mailing list. It's free!

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oak PROFIT MAKER!

25¢ OR 50¢ SANITARY VENDOR

The machine that will bring in extra profits for smart operators is this new Oak vender. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26 1/2" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25¢ or 50¢ coin mechanism. Wall hinge (pat. pend.) simplifies servicing.

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when answering ads . . .
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**FOR SALE
GAMES**

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- CC Rocket Shuffle 35.00

PHONOGRAPHS

- AMI J200\$365.00
- AMI D80 55.00
- KD Seeburg 335.00
- Seeburg Wall Boxes, 3W1.... 37.50
- AMI Wall Boxes, 200 Sec.... 50.00
- AMI 120 Sel. Wall Boxes.... 30.00

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Cable: LEWJO

We are now distributors for
Smokehopper and Gottlieb.

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Exclusive Wurlitzer Distributor
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BARGAINS

- 3 KEENEY OLD PLANTATIONS\$395.00
- 2 Keeney Birdland 465.00
- 1 Keeney Starline 495.00
- 5 Bally Beauty Contest 55.00
- 3 Bally Beach Queens 75.00
- 2 Bally Lucky Alleys, 14' 245.00
- 1 Bally Pan American Bowler, 14' 445.00
- 1 Bally Whiz Bowler, 8 1/2' 245.00
- 1 United Jumbo Bowling Alley, 16' 245.00
- 1 United Playtime Bowling Alley, 16' 295.00
- 1 United Regular Shuffle Alley, 9' 145.00
- 1 Keeney Hi-Straight 95.00
- 1 Gottlieb Rocket Ship 125.00
- 1 Gottlieb Roto-Pool 145.00
- 1 Gottlieb Straight Shooter 195.00
- 1 Gottlieb Seven Seas, 2 pl. 265.00
- 1 Gottlieb Show Boat 295.00
- 1 Gottlieb Corral 325.00
- 1 Gottlieb Sweet Sioux, 4 pl. 345.00

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**Mickey Anderson
AMUSEMENT CO.**
314 East 11th St. Erie, Pa.
Phone: Glendale 2-3207

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GOTTLIEB:**

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WURLITZER MODEL 2104

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GOTTLIEB'S FUN-FILLED NEW
TROPIC-ISLE

CLIMBING MONKEYS IN LITE BOX!
Monkey Feature Carryover! Match
Feature! Exciting Playing Field Action!
Here's "monkey business" that means
climbing profits for you!

WEEK'S BEST BUYS!
Completely Reconditioned

- MIDWAY RED BALL\$105
- BALLY 12' ABC BOWLER,
3-Inch Balls 100

**NATIONAL
COIN MACHINE EXCHANGE**
1411-13 Diversey Chicago 14, Ill.
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Midwest

DETROIT DOINGS

Alex Friedenberg, owner of the Frye Amusement Company, with a sizable route of different types of games, has sold his business to Joseph Kanterman of Kay's Amusement Company, which formerly operated as K. Amusement Company. Friedenberg, who had a heart attack two months ago, has moved to Florida, where he will be in business with a brother-in-law in the manufacture of plastic cushions. Friedenberg also managed the Frye Coin Machine Company, a game operation, for Mrs. Charles Friedenberg, following the death of his brother four years ago. It is understood she will continue to operate this route independently here.

Maurice J. Feldman, veteran head of the Central Coin Machine Exchange and leader of the amusement game industry in Detroit, is a fan of classical choral music in his off-hours. Mrs. Feldman sings in the choral group of the Music Study Club. Her group participated in a concert last week at the Detroit Institute of Arts. Hal Reves

MILWAUKEE MENTIONS

Pool tables are doing well, according to Morrie Fuhrman, Morrie's Amusement. Business in general, he adds, has been very spotty.... Dick Kadlec, repair man formerly with P & P Distributing Company, is now on the H & G Novelty Company payroll.

John Wersinski, West Side Sales, Iron River, Mich., was a visitor last week at the Badger Novelty Company.... Harry Jacobs Jr., United Inc., is spending most of this week calling on the trade in the Sault Ste. Marie, Mich., territory. Meanwhile, Erv Hoeth is in charge of the Wurlitzer and Tape-A-Thon headquarters.

Route receipts are beginning to show slight signs of a spring pickup, according to Erv Back, Mitchell Novelty Company.... Stop-ins at the Radio Doctors one-stop disk department included Leroy Brixius, Manitowoc, and Alma Baltas, Middleton.... Sam Hastings, Hastings Distributing Company, was laid up briefly this week with a mild virus ailment.... Nate Victor, office manager, S. L. London Music Company, reports that the Seeburg distributing firm enjoyed the "biggest first quarter this year in the company's history." Most of the volume, says Victor, came from phono sales, although vending equipment accounts for a nice "plus."

H. & G. Amusement has moved to a new location after 12 years in its original spot. The new address is 2975 N. Buffum Street. Harry Gromacki is preparing for a big August wedding for his daughter. The bridegroom-to-be will be graduated from West Point next month. Another of the eight Gromacki children, a son, recently became engaged.... Tradesters in town this week included Al Jaber and George La Rose, both of Fond du Lac; Andy Waterman, Wisconsin Dells, and Fred Braun, Suburban Music, Menomonee Falls. Benn Ollman

West

ROCKY MOUNTAIN NOTES

Doyle Harrington, Salida, Colo., was in Denver early this week buying new equipment for his Mountain routes. Harrington reports excellent collections in the Salida-Glenwood Springs area in which he operates.... Another Mountain area visitor was Roy Kaiser, Durango, Colo., who has seen his Northern New Mexico route expand far beyond expectations this year, as new oil discoveries keep building up population in the Farmington area. Kaiser has recently added a new truck to speed up long-range phonograph servicing over the Four Corners area of Colorado, Utah, Nevada and New Mexico.

Though they have been attempting to locate a man with a sufficient mechanical background to service over 600 bulk vending machines, Don Akin and Bob Rothberg of Continental Music Company, Denver, are still handling the twin responsibilities of bulk and music routes simultaneously. The pair has six-machine battery locations in most Safeway Supermarkets through the Denver area.

Johnny Knight, Skyland Music Company, is planning an early vacation this year. Another who will probably see some more of the world is Tony Lucero, who recently bought package-tour tickets for the Caribbean.... Members of the Colorado Music Merchants, Inc., will meet to discuss the drop in collections in several sections of the State. Bob Latimer

Amuse-Vend Bows Novelty Piece

CHICAGO—The first product of the recently organized Amuse-Vend Industries was shown last week at the MOA show here. It's a novelty game called Ask'em, designed as a location piece for taverns, supermarkets, drugstores and other retail outlets.

The piece has 20-selection buttons, beside each is a title strip with a question. The player selects the question he wants to have answered, and the pressing of the button sets off the mechanism. The unit itself looks somewhat like a juke box.

Two figures, one of a boy and the other of a girl, then begin revolving. If they end the cycle back to back, the answer to the question is negative. If they end the cycle

face to face—and kissing—then the answer is in the affirmative. Flashing lights underneath the title strips record the answer. The positions of the figures follow no set pattern. They are just as apt to end the cycle one way as another.

The machine operates on a 5-cent vend, with price, including question title strips, is \$199.50. Other sets of questions are available for replacement. Question title strips are also available in foreign languages. The machine itself, with base, is 61 inches high, 36 inches wide and 16 inches deep.

Amuse-Vend is a division of the Munves-Mercuri Corporation, which was formed recently by veteran coinmen Frank Mercuri and Mike and Joe Munves.



Joe Ash says . . .

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Write or wire for prices

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**"Profit-Makers" From
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- GOLD CROWN

CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

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77"x45" 92"x52"
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The perfect watch for
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case and expansion band.
Sweep second hand, shock
protected, unbreakable
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Superbly styled, golden
case & matching expansion
bracelet. Smart easy-to-
read dial, shock protected,
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I prefer Men's Ladies' Both watches.

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Company Name.....

Company Address.....

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THIS OFFER EXPIRES JULY 30th, 1962

Mercury Goes Up and So Do Collections at Twin City Stops

By DON LYONS

MINNEAPOLIS—The warm, summery weather helped to get the public out of hibernation, and most operators reported a definite pick-up in collections. Action on the juke boxes, they said, continued to be paced by "Wolverton Mountain" by Claude King on Columbia.

Other disks which have been pulling in the coins include "I Can't Stop Loving You" by Ray Charles on ABC, and "Stranger on

the Shore" by Acker Bilk on Atco. Dan Heilicher, of Advance Music Company, Minneapolis, said that the collections have picked up in the last month. A St. Paul operator also reported a pick-up in business. One manager of a one-stop pointed out that mail orders were heavier now than they had been during the winter.

One-Stop Business
Business at most Twin Cities one-stops continued to roll along. (Continued on page 51)

Spring: A Shot in Arm to Wis. Music

By BENN OLLMAN

MILWAUKEE—Warm weather has provided a tonic for the music business, according to local operators and one-stops.

Glassman, Radio Doctors one-stop, reports: "Operators in the Wisconsin and Upper Michigan resort areas are now calling in their record orders. This means they need records right away and that spring has made its appearance up North. It proves, too, that the operators are working hard to get their summer routes in shape."

Disks in demand for juke box operators at Radio Doctors include the current local No. 1 "Roses Are Red" by Bobby Vinton on Epic. Up from practically nowhere within the past week is "The Stripper," by David Rose on MGM. Also important with operators is "Limbo Rock," with the Chants, on Challenge. A late starter, but moving fast, is "Wolverton Mountain." Also making a strong im-

pact on the operator trade is Elvis Presley's EP, "Follow That Dream," from the motion picture.

According to Jim Mayer, Record City, ragtime piano and banjo music is gaining in popularity with Milwaukee coinmen. A newcomer to the list of current ragtime piano sellers is "Snow Deer Rag," with Eddie Smith on King Records.

A batch of recently released singles by the Banjo Barons on Columbia has jumped quickly to the top of the operator shopping lists, adds Mayer. The items are all old favorites such as "Nobody's Sweetheart Now" and "My Gal Sal."

These piano and banjo favorites have been catching on with operators despite lack of radio promotion. "They are just good tavern stuff," explains Mayer.

Also hitting high-volume levels with the juke box boys at Record City are "Wolverton Mountain" and "Snap Your Fingers," with Joe Henderson on Todd.

Board to Weigh MOA Shifts

Continued from page 43

current difficulties has been the friction between Miller and Ratajack on one hand and three of the four major juke box manufacturers on the other.

For several years, Seeburg, Wurlitzer and Rock-Ola did not see eye to eye with George Miller. And at least one of these three firms felt that because of Ratajack's previous connection with AMI, favoritism was being shown within the organization.

Regardless of the merits of these charges, Seeburg, Wurlitzer and Rock-Ola have refused to exhibit at the last two MOA conventions.

Prime Cause

And this refusal has been the prime cause for MOA's weakened position.

The MOA directors are banking on the premise that a new man at the helm will bring the three manufacturers back in the fold. And they also feel that a basic organizational change will still the complaints that the MOA is governed by a small ruling clique.

One group within the MOA will push for a 100-man board of directors.

Good Old Days

Assuming that these tactics are successful in enticing Wurlitzer, Seeburg and Rock-Ola into supporting MOA, the result could be a return to the good old days, when the MOA convention was a major trade show.

With all the juke box manufacturers exhibiting at the convention, the number of distributors attending would be increased substantially. And each returning distributor would probably bring with him several operators—enough to bring up convention attendance to a respectable figure.

Record Companies

Pursuing this line of reasoning, well-attended conventions would bring in the record companies as exhibitors. The record companies have been giving the MOA luke warm support for a very simple reason—they didn't feel the low attendance warranted the expense of buying booth space and sending their top brass to the show.

Assuming that all this takes place, MOA will have a war chest. A well-attended convention with exhibit space sold out could be extremely profitable.

If the convention profits are put to proper use—setting up an effective public relations program, scheduling regional meetings between conventions and providing legislative counsel at the local level—MOA membership rolls should swell. Right now, the organization has only scratched its membership potential.

This was the reasoning behind MOA's recent reorganization, and this is the reasoning which will probably prevail when the directors hold their San Francisco meet in October.

Denver Finds New Machines Big Earners

DENVER—A balmy first week in May kept collections up for Denver phonograph and amusement machine operators, with volume apparently best in the latter classification. Games, which were practically non-existent on the Denver scene for three years, have proven such consistent earners that almost every operator is installing them on what were formerly phonograph-only locations. Distributors report an extremely brisk turnover in used games, particularly in five-balls, which had in the past occupied only a quasi-legal status.

Spring housecleaning in some locations posed a problem that irritated numerous operators. It was necessary to remove phonographs and amusement machines from locations to keep them from being splattered with cleaning compounds and paint.

Distributors also report that the "watch and wait" attitude which prevailed among operators for at least six months has largely evaporated, and that orders are coming through for new phonographs, particularly compacts.

The top five juke box tunes are "Everybody Loves Me But You" by Brenda Lee, "Uptown" by the Crystals, "I Sold My Heart to the Junkman" by the Blue Bells, "How Can I Meet Her?" by the Everly Brothers, and "You Are Mine" by Frankie Avalon.

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ROCK-OLA 1454	295
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SEEBURG 222-SH (50c)	725
SEEBURG 100-R	375
SEEBURG KD-200	325
SEEBURG 200-LU (Backgrnd.)	245
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WURLITZER 2000 (50c)	245
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Local Officials Wield Ordinances to Crack Down on Pinball Ops

CHICAGO—Local ordinances are being used in many Illinois communities for a crackdown on pinball operations.

Owners of the Surfside Lounge in Round Lake Park near Waukegan were fined \$50 and costs last week for failure to obtain a village license for each piece of pin equipment.

Police Magistrate Dulany Bennett ruled that Sam Perrone, owner of the amusement center, was in violation in obtaining only three licenses for the five machines on his premises.

License in Drawer

Police Chief Edward McNamara charged that the location owner would leave his license in a drawer and the ordinance requires that they be attached to the equipment. He said further that Perrone would change machines in the effort to put the most popular device in use.

In addition to the fine, Perrone was ordered to buy two additional licenses.

Meanwhile, Riverside became the third Chicago suburb to adopt an

SALES RISE 16% AT WURLITZER

NORTH TONAWANDA, N. Y.—Sales of the Wurlitzer Company for the fiscal year ended March 31 were \$40,522,730, up 16 per cent from the previous fiscal year, according to R. C. Roling, president. Net earnings were \$1,201,859, equal to \$1.35 a share on 891,137 shares outstanding. Earnings for the previous year were \$1.54 a share on 888,538 shares. Roling said he expects improved sales and earnings for the current fiscal year.

anti-pin ordinance. In so doing, the community followed similar action in Franklin Park and Evergreen Park.

The Riverside ordinance provides for fines of \$10 to \$200 for the operation of pins with each day of operation constituting a separate offense.

The ordinance also fixes fines ranging from \$25 to \$200 for obstruction to the enforcement of the law.

Circuit Judge B. (Fain) Tucker has upheld the validity of such ordinances.

Chicago Sees Ops, Dealers On Same Kick

CHICAGO—Operator reaction to disks last week appeared to coincide greatly with dealer reactions. Top requested disk by operators was "I Can't Stop Loving You," by Ray Charles on ABC. The flip, "Born to Lose," also proved strong. The top side is a breakout in this area as determined by dealer sales.

Another strong operator selection was Paul Anka's RCA waxing of "I Never Knew Your Home" and "Steel Guitar and a Glass of Wine." The later half of this disk is also strong dealerwise.

Johnny Tillotson's recording of "It Keeps Hurting," on Cadence, is selling well to operators. The ops claim this is due to the fact that the recording is a ballad.

Operators and dealers alike are starting strong on the Volumes' recording of "I Love You" on Chex.

One-stop reaction in the Windy City showed there was spotty business but nothing to really crow about.

EUROPEAN NEWS BRIEFS

Payout Taxes Upheld

KARLSRUHE—West Germany's Supreme Court has upheld the constitutionality of German State taxes on payout machines. The High Court withheld a ruling on the amount of the tax pending the ruling of the Superior Administrative Court at Muenster. The Muenster court is conducting a study of the economics of coin machine operation. The High Court was asked by the Muenster court for a ruling declaring whether the specific State tax imposed on payouts by North Rhine-Westphalia infringed the Constitution.

Operators claimed the tax was an infringement of Constitutional guarantees of freedom of economic opportunity. The High Court ruled, however, that the payout tax of 5 to 10 marks monthly (\$1.25 to \$2.10) was not enough to put payout operators out of business or even to affect seriously their financial position. There are 30,000 payouts in North Rhine-Westphalia alone, and the majority of operators contend that juke box operation must be supplemented with payouts to produce a profit.

Lyric Exports on Rise

HUELLHORST, West Germany — Deutsche Wurlitzer GmbH, the German subsidiary of U. S. Wurlitzer, has boosted employment (180 workers) at its plant here, and has increased the company's capitalization from DM 200,000 to DM 1,200,000. Dr. Wilhelm Foelkel, Deutsche Wurlitzer general manager, reported that 50 per cent of German Wurlitzer's juke box production is being exported. The plant was built in 1960 when juke box production started. Production of Wurlitzer organs followed in 1961. Deutsche Wurlitzer manufactures the Lyric phonograph, an economy model tailored to the European and overseas export markets. The Lyric is sold in Germany in competition with U. S. Wurlitzer's prestige juke box, which is imported from the U. S. fully assembled.

Selectophone Scores

BRUSSELS—Selectophone juke boxes have become the hottest new product on the Belgian phonograph market. Introduced by A. Verriest of Brussels, Belgian agent for Pye, the big English electrical manufacturer, the Selectophone projects advertising trailers as well as playing pop numbers. The advertisements are carried on diapositive color film slides which are projected onto a screen fitted to the phonograph. The slides are mounted as film strip and revolve on two small wheels as the disk plays, showing 18 advertisements for each disk played. Verriest is promoting sale of the Selectophone to locations with the idea that the box will pay for itself through the advertising.

Chantal Sales Boom

LONDON—Sales of Chantal, the only "all-British" juke box, have been boomed by two disconnected events—John Glenn's space flight and Britain's imminent entry into the European Economic Community. On the one hand, Commander Glenn's spaceship orbit helped popularize Chantal's futuristic "spaceship silhouette," which is being promoted under the slogan "Go into orbit with Chantal." On the other hand, Britain's prospective membership in the Common Market will create a big new trading area—customs free—for Chantal, which then will be able to compete for the European market on equal terms with German, French and Italian boxes. Chantal has international origins. Its designer, Jean Foufoufon, is a Greek

(Continued on page 53)

Collections on Rise in Twin Cities

• Continued from page 50

Jim Christiansen, of Jim's Record Shop, St. Paul, mentioned the following as getting the best action: "I Can't Stop Loving You"; "Second Hand Love," by Connie Francis on MGM; "Wolverton Mountain"; "Swinging Gently," by Earl Grant on Decca, and "Lemon Tree" by Peter, Paul and Mary on Warner Bros. Peter, Paul and Mary recently concluded an engagement at The Padded Cell, Minneapolis night spot.

Ray Brown, of Brown Bros., Inc., Minneapolis, listed these as his best sellers: "Wolverton Mountain"; "Second Hand Love"; "How Can I Meet Her?" by the Everly Brothers on Warner Bros.; "When I Get Through With You," by Patsy Cline on Decca; "Johnny Get Angry," by Joanie Sommers on Warner Bros., and "It Keeps Right

on A-Hurtin'," by Johnny Tillotson on Cadence.

At All-Record Sales, Minneapolis, the best sellers were "Wolverton Mountain," "Stranger on the Shore," "Johnny Get Angry"; "Al Di La," by Emilio Pericoli on Warner Bros., and "I Can't Stop Loving You."

In a recent "Platter Poll" by Bill Diel in The St. Paul Dispatch, the top 10 popular recordings in the Twin Cities area the past week were "Johnny Get Angry"; "Born to Cry," by Dion on Laurie; "Wolverton Mountain"; "Stranger on the Shore"; "Tell Me," by Dick and Dee Dee on Liberty; "Drum Stomp," by Sandy Nelson on Imperial; "I Sold My Heart to the Junkman," by the Blue Bells on Newton; "Second Hand Love"; "Uptown," by the Crystals on Phillies, and "Conscience" by James Darren on Colpix.

FOR SALE
GOOD USED PIN BALLS
 Hi Straight, \$100.00; Fair Lady, \$50.00; Foreador, \$50.00. Used Shuffle Alleys: Bally Jet Bowler, \$75.00; Bally Rocket Bowler, \$75.00; Keeney Diamond Bowler, \$50.00; also Ingo Grip Scale, \$50.00. Send one-half deposit to
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 2 Conf. 2-200 Stereo, like new. Phone
 5 Conf. 2-100 Stereo, like new. Write
 3 Conf. 2-100 M, like new.... Wire
 2 Conf. 1-200 M\$525
 5 Wurlitzer 1800 \$225
 2 CC Continental, 16 ft., new..Phone
 1 CC Continental, 13 ft., new..Write
 1 Bally Bowler, 16 ft., like new. Wire
 6 ABC Shuffle \$95
 9 Candid Camera w/o sound... \$50
 3 Keeney El Rancho, new.... Write
 2 Western Trails Wire

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1 LORD'S PRAYER	125.00
2 TEST PILOT	395.00
1 VIBRATOR	75.00
3 MUTOSCOPE VOICE-O-GRAPH, Late Model	345.00
3 MUTOSCOPE VOICE-O-GRAPH, Old Model	175.00
1 CAROUSEL	275.00
1 TV CAMERA RIDE	275.00
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100 ASSORTED PENNY WEIGHING SCALES	50.00
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Atlas Unveils New Rowe Phono At Open House for Chicago Ops

CHICAGO — The new Rowe AMI made its Chicago debut last week at an open house held by the Atlas Music Company, 2122 North Western Avenue.

The affair was held from 10 a.m. to 5 p.m., and by noon almost 100 operators and servicemen had registered.

Hosting the affair was Nate Feinstein and Edward Ginsburg. Also on hand was Irving Ovitz and Harold Schwartz of the sales department.

Plant Reps on Hand

In attendance from the manufacturing division of Automatic Canteen were Fleming Johnson, executive vice-president of the manufacturing division; Dick Ross,

chief service manager, and Joel Kleiman, assistant to the president of AC Services.

Atlas also held a simultaneous showing of the new phonograph at their Des Moines office, where manager Bill Phillips hosted the affair. The Atlas Omaha office will hold its open house showing of the new phonograph May 20.

Initial operator response to the new Rowe AMI phonograph was more than excellent, according to Nate Feinstein. His claims were for a highly successful year and he predicted the 1962 model would outsell all previous models.

Atlas plied the visiting ops with a catered luncheon and service demonstrations of the new equipment.

Memphis Says You Can Tap; Wiggle, No!

MEMPHIS — It's okay to tap your feet to music provided by local juke boxes, but if you break into a Twist, even solo, the location is in trouble.

The city licensing commission recently suspended for one week the beer license of Celia's Cafe here when several patrons were observed to have walked rhythmically to the strains of juke box music.

The commission ruled that such goings on constituted dancing, even though the gyrations were performed without partners. The cafe license does not permit dancing.

It's all right to tap your feet to juke box music, the commission ruled, so long as the action is taken without accompanying body motions.

Commented Mrs. Celia Lula Harris, operator of the cafe: "I can't hardly stop them from doing that."

Sugarman Speaker On Radio Panel

NEWARK, N. J.—Myron Sugarman, export manager for the Runyon Sales Company, a leading U. S. exporter of coin machines, will participate in an international trade panel discussion on WSOU (89.5 megacycles), the radio station of Seton Hall University, Friday (25) at 7 p.m.

Also on the panel will be Tony D'Amato, head of the freight forwarding company which handles Runyon's overseas shipments. Sugarman and D'Amato will be joined on the panel by export managers representing a cross-section of the American industry.

Are you looking for Price! Are you looking for Quantity!

LOOK NO FURTHER
 Shopped — Reconditioned
 Ready for Location
UPRIGHTS
 KEENEY
 Red Arrows\$175
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 Criss Cross Diamonds 75
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 188 W. Randolph, Chicago, Ill.

NEW for '62!
 DELUXE and SPECIAL 6-POCKETS BUMPER POOL
POOL TABLES by VALLEY
 NEW DESIGN! NEW MECHANISMS!
 At your distributor or write—
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VENDORS	BINGOS	6 Player Shuffle Alleys
5 Vendo 218 Ice Cream \$395	Big Show\$100	ABC Shuffle\$135
20 Vendo 219 Milk 395	Big Time 75	Arrow 85
15 Hebel Coffee & Choc. 145	Broadway 95	Blue Ribbon 125
5 Avenco Coffee & Choc. 145	Cabana 65	Bonus Score 135
	Double Header 100	Capitol 150
	Gaytime 75	Champion 95
	Ice Frelca 75	Clipper 135
	Leader 75	Hollywood 145
	Palm Springs 65	Handicap 135
	Playtime 75	League 85
	Manhattan 75	Lightning 135
	Mexico 75	Majestic 85
	Monaco 75	Mercury 85
	Parade 100	Regulation 135
	Sea Islands 395	Red Pin 250
	Touch Down 295	Rocket 75
	Complete but unshopped, \$15 extra per machine for shipping.	Speedy 495
		Sunny 195
		Six Star Regulation ... 100
		Target 100
		Top Notch 100
		Triple Strike 135
		Team 100
		Bally Lucky 248

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 10 AMI G-200 MUSIC BOXES.
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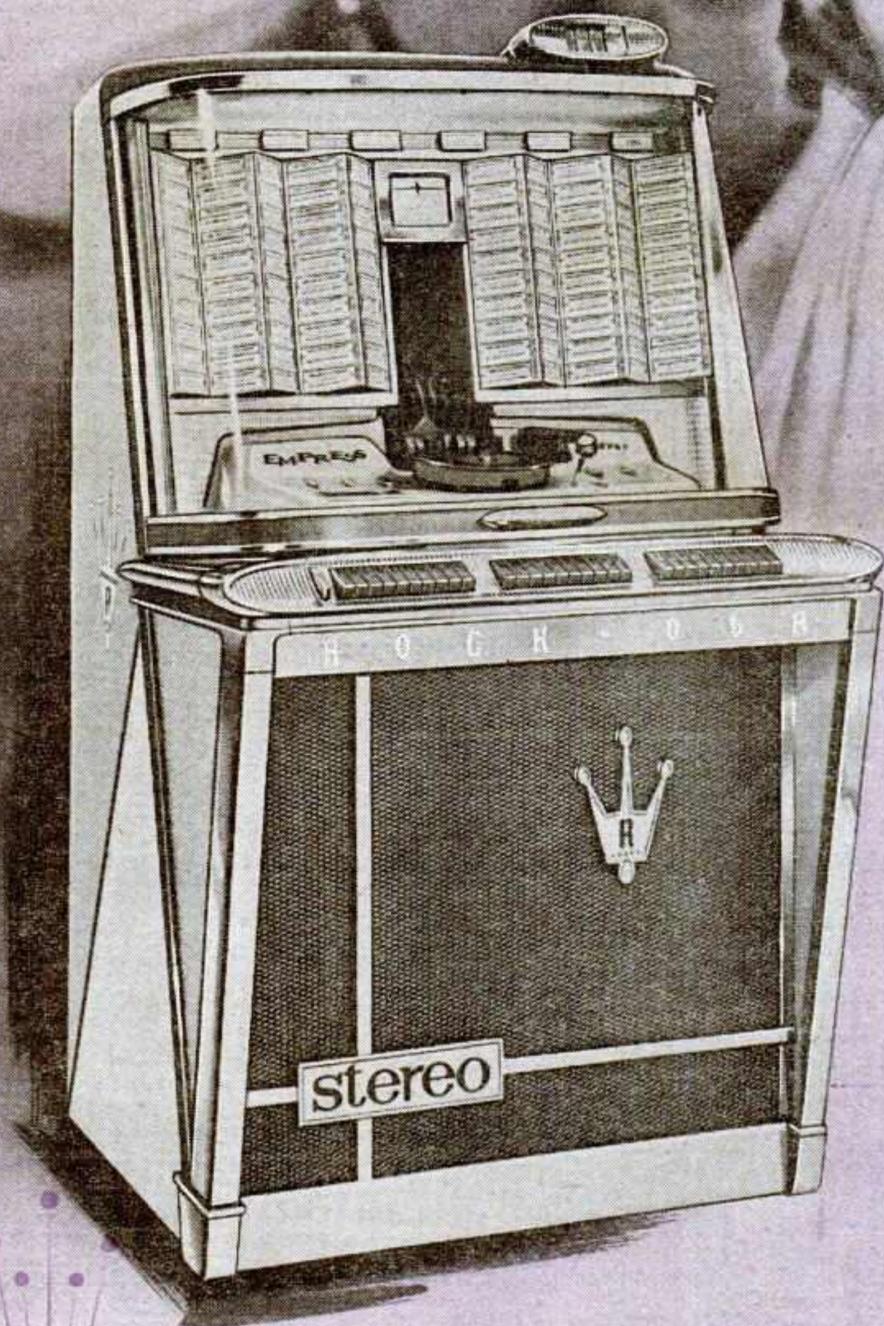
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**NEW DELUXE ALL-PURPOSE
STEREOPHONIC-MONAUROUS PHONOGRAPH
FOR EVERY LOCATION REQUIREMENT**

MODEL 1496...120 SELECTIONS

MODEL 1497...200 SELECTIONS



**distinctive...
graceful...
elegant...**

In sound *and* styling, the 1962 Rock-Ola Empress is truly futuristic. Its elegant, brilliant color, enhanced by gleaming metal appointments, combine to create a phonograph that deserves the place of honor in any location. This styling, as well as the bigger-than-life tone quality, immediately captures the attention of patrons. The "drawing power" of the new 1962 Rock-Ola Empress is irresistible—making it one of the most frequently played, and most profitable phonographs available today.

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- ★ TRI-FONIC FLEXIBILITY.
- ★ 33 $\frac{1}{3}$ —45 RPM MECH-O-MATIC INTERMIX PLAY MECHANISM.
- ★ POSITIVE 2 BUTTON SELECTION SYSTEM.
- ★ FEATHER TOUCH TONE ARM PLUG-IN CARTRIDGE WITH SNAP-IN DIAMOND STYLUS.

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Say Solon Also Was on Moore's Side

NEW YORK—The bizarre case of Sanford J. Moore, former Long Island juke box operator and distributor, took a new turn Wednesday (16) when Rep. Eugene J. Keogh (D., N. Y.) was charged with having interceded with a federal judge in 1961 on behalf of Moore.

Moore had previously pleaded guilty in Federal Court to a charge of having concealed assets in a bankruptcy case involving his vast

Long Island operation.

Since then, New York Supreme Court Justice J. Vincent Keogh and Elliot Kahaner, former chief assistant United States Attorney for the Eastern District of New York, have been indicted on charges of accepting a \$35,000 bribe to get Moore a light or suspended sentence.

Charges Shakedown

Moore later testified that the \$35,000 which allegedly passed

hands was a shakedown, not a bribe.

The two Keoghs involved in the case are brothers. Another leading figure is Dr. Albert M. Erdman, a New York surgeon, who confessed to being an intermediary in the transaction. Moore and Dr. Erdman received a severance of their trials when they agreed to testify for the government.

Justice Keogh is on trial on the bribery count, as is Antonio (Tony Ducks) Corallo, local racketeer. Corallo is accused of helping Moore raise the \$35,000.

In the opening day's testimony, Dr. Erdman said he gave Justice Keogh \$22,500 and Kahaner \$12,500 in attempts to quash the indictment against Moore, then to get Moore a suspended sentence.

Brother Act

Erdman then testified that Judge Keogh telephoned him, saying that Keogh's brother (the Congressman) was going to see Judge Leo F. Rayfiel. Judge Rayfiel was the trial judge in the Moore bankruptcy case.

Erdman added that he had seen Judge Keogh in his chambers with Moore and that "Judge Keogh said his brother had seen the judge and that Rayfiel was 'mellowing.'"

At the time of the alleged meeting, Judge Rayfiel was advised of a statement attributed to Moore that he had the judge "in my hip pocket."

Another allegation made by Erdman was that he overheard a telephone conversation between Judge Keogh and Judge Rayfiel, and that during this alleged conversation, Judge Keogh mentioned "a motion for a reduction and a motion for a stay."

Neither request was granted.

Rowe Plant Hums on Three Shifts

Continued from page 43

manufacturing division of AC, both in phonographs as well as vending lines.

The new Rowe-AMI phonograph has a distinct new style which is highlighted by an optical kaliedoscope which is lighted in various colors. The varied designs which are constantly formed by the star-shaped instrument is an eye-catching reminder. As one operator put it: "This is a silent shill that literally shouts 'put a dime in me.'"

Orbital Sound

Also featured on the 1962 model is the new "orbital sound of stereo round." This is a completely self-contained stereophonic system.

On the front of the unit is a Top Talent Tune display featuring a space for an album cover, and a panel in which the location name can be displayed in an

illuminated in an easy-to-read field of backlighted blue.

The unit is packed with serviceman features of easy-to-open panels, simple dismantle connections, a circuit breaker cut-off device to prevent fuse blowing, and many newly incorporated electronic and mechanical features.

Four Speakers

The stereo speaker system is complemented by an array of acoustical filters to provide each speaker with a specific coverage and power level. Four speakers include a woofer, a tweeter and two intermediate range speakers. The unit is designed so that extension speakers may also be used.

Johnson noted that the manufacturing division will shortly open a new plant facility in Whippany, N. J. The plant, which has an area of 150,000 square feet, will be ready for production some time around July 1, 1962. According to Johnson, this addition will give the manufacturing division over 1,000,000 square feet of manufacturing space, counting the Grand Rapids and Rockford, Ill., facilities.

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

EUROPEAN NEWS BRIEFS

Continued from page 51

born in France, where the machine was developed (and named for his French wife). The machine is being produced by Bristol, the British aircraft manufacturer.

Veteran Operators Honored

FRANKFURT—West Germany's trade is honoring 12 operators who have been operating coin machines for 25 years or longer. The veteran operators are: Alfred Hertel, Frankfurt, 41 years; Peter Roesen, Cologne, 38 years; Bernard Landwehr, Ennigerloh, Westphalia, 35 years; Fritz Trippe, Soest, 35 years; Christian Espeter, Siegen, 34 years; Fritz Juengst, Velbert, 34 years; W. L. Pargner, Munich, 32 years; Kurt Nadolny, Trier, 32 years; Rudolf Horner, Erding, 30 years; Hubert Oeffner, Diez, 30 years; Gustav Luthardt, Wildeshausen, 28 years, and Erich Giethmann, Verden, 25 years.

ALL DAVIS—GUARANTEED

Reconditioned—Refinished Phonographs

SEEBURG

M100B	\$135
HF100G	285
VL200	295
201DH	575
220S	595
222S	669
AQ160SH	869

WURLITZER

1650	\$ 89
2000	195
2250	295
2300	425

SEEBURG WALLBOX, 3W1, 100 Sel. \$35

AMI

E120	\$ 95
H200	339
I200	425

Terms: 1/3 deposit required.

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Monkeys climb UP the tree! UP go profits!

- A-B-C-D targets advance three monkeys to tree-top in Light-Box for specials
- Monkey feature carries over from game to game
- 1 thru 5 top rollovers light side rollovers for specials and out-hole for 200 points
- Purple and green rollover buttons light pop bumpers for high score
- Circular rollunders score 50 points when lit
- Match feature • Sparkling cabinet design



New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

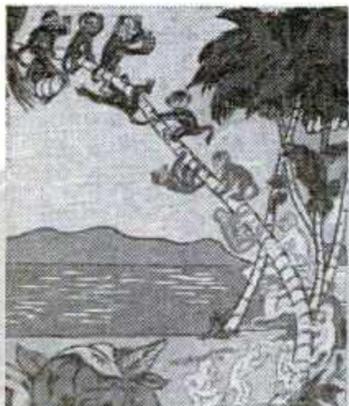
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1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!



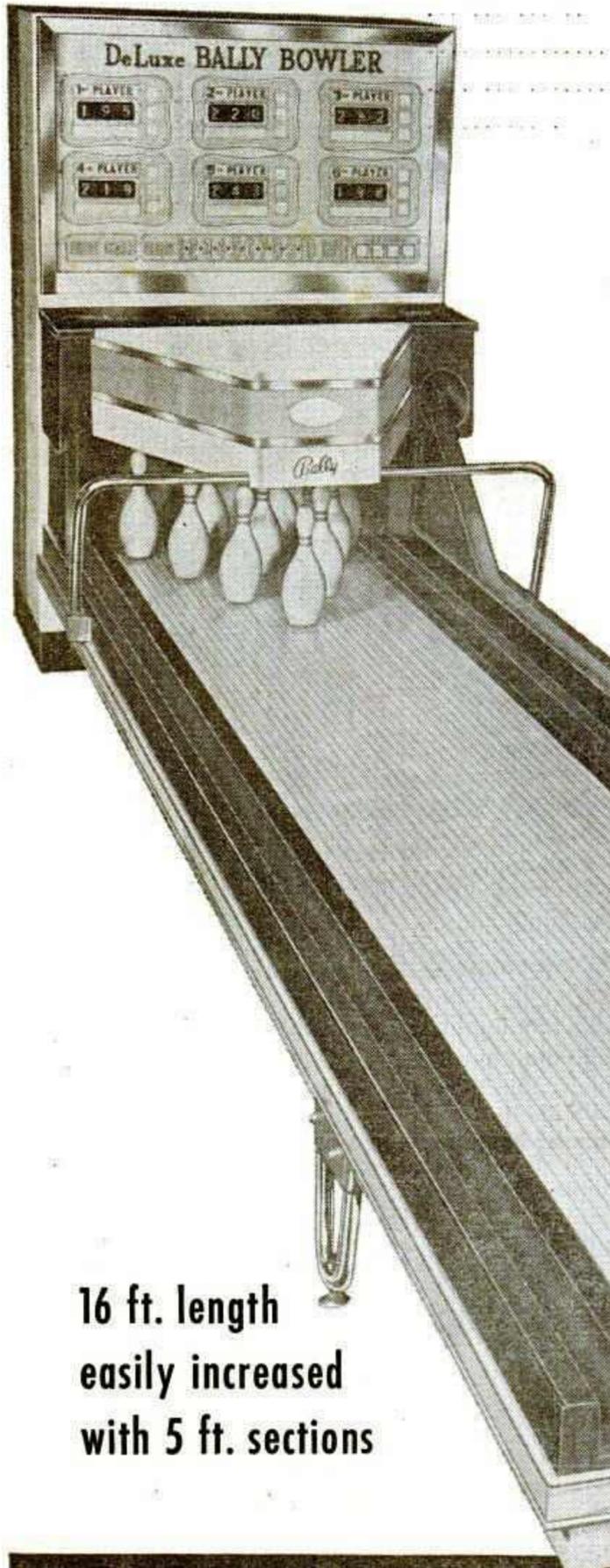
UP GO PROFITS



Like the monkeys climbing the tree—UP go profits when you put TROPIC-ISLE in your locations. It's cute! It appeals to every player! Test reports prove they don't stop 'til they get a monkey in the tree-top. See your distributor today.

A Gottlieb FLIPPER SKILL GAME

NEW DeLuxe BALLY BOWLER



16 ft. length
easily increased
with 5 ft. sections

NEW PIN CONTROL

eliminates excessive railroads and other unrealistic leaves
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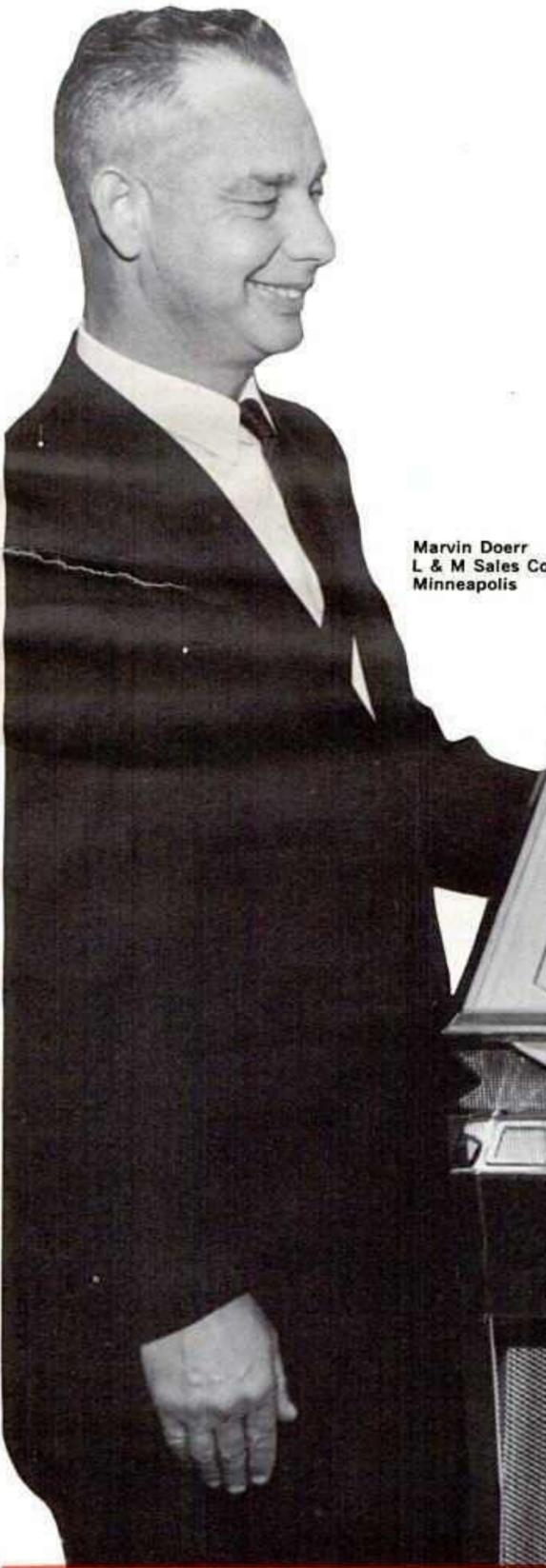
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THANKS TO WURLITZER TEN TOP TUNES FEATURE

On March 22nd a new Wurlitzer 2600 with the exclusive Ten Top Tunes feature was installed in Danny's Taproom, Minneapolis, Minnesota. In the first week this location enjoyed a 40% plus increase in earnings over the former phonograph! Now, six weeks later, this increase in earnings is holding up on every collection — and the best part of it all is, that more than 50% of the money in the cash box consists of half-dollars.

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