

May 22, 1961

# BILLBOARD MUSIC WEEK

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

## Ops Protest 'Battle Of Record Speeds'

By AARON STERNFIELD

MIAMI BEACH, Fla.—Despite assurances from representatives of leading record labels, the nation's juke box operators still feel that the diskeries "are trying to ram the 33 singles down our throats" without regard to what such a move would do to the current values of coin-operated phonographs.

The battle of the speeds generated the most heat at the three-day convention of the Music Operators of America, which ended here Wednesday (17), although the record-juke box forum was a good

deal more subdued than the previous year's.

As anticipated, attendance was off the 1960 mark due mainly to move from Chicago to Miami Beach. And while exhibit space was about the same as the previous year, several major Chicago-based manufacturers who showed in 1960 failed to make an appearance this year. It is expected that the 1962 convention will return to Chicago.

Record company, participation, too was off, with Capitol, Colum-

(Continued on page 45)



JOINING IN AN AFTERNOON FORUM at MOA's Miami Beach, Fla., conclave on programming, rotation of music and games and location loans, were Jack J. Goldbart, Ted Nichols, William Hurlinger (chairman), Harry Snodgrass, Tom Greco and Herbert Tonnell.

## Birthplace of Dixieland? Russia, Utyosov Insists

By OMER ANDERSON

EAST BERLIN—Russia is the birthplace of Dixieland, according to Alexander Utyosov, Soviet orchestra leader and musicologist who is now appearing in East Berlin.

Writing in the East Berlin newspaper Freie Welt (Free World), Utyosov contended, "What some people now call 'Dixieland' music was played for many years in Odessa, in our Socialist Motherland, before it was called to life in New Orleans."

Communist music authorities here confirmed that Utyosov is voicing what is now the official Communist line on Dixieland—that it is a Soviet "first" which can be played with impunity on any and all suitable occasions anywhere in the Communist bloc.

However, in his article on the Odessa origin of Dixieland, Utyosov admitted there is one drawback to any substantial Dixieland boom in Russia at the moment: the shortage of Dixieland music.

While they may have originated Dixieland by Utyosov's version, the Russians, if so, are rusty now in the Dixieland department. Utyosov hinted that negotiations will be undertaken soon to import U. S. Dixieland waxings and to produce a "Sovietized" version of Dixieland in Moscow.

Latin Music Raging

Meanwhile, the Latin American

music rage is sweeping the Communist bloc, leaving Red music pundits like Utyosov frustrated indeed. For at the moment there seems no possibility of claiming the "Socialist Motherland" as the birthplace of Latin rhythms.

The Communist bloc's Latin music rage has a single place of origin and a single motivation: Fidel Castro's Cuba and Castro's triumph over the anti-Castro invasion.

On the heels of Castro's victory the Communist bloc has gone overboard for Latin tunes, with official encouragement of Communist authorities.

A recent Communist Party directive issued here on the subject exhorts the East Germans to "honor our valiant ally, Comrade Castro, by playing the folk music of his brave country."

One title in particular Communist music authorities are pushing is the "Castro Congo," a recital, in calypso style, of the dead-end kid dictator's rise from obscurity in the jungle of the Oriente to "conqueror of the Yankee colos-

(Continued on page 24)

## Here's What Album Manufacturers Say About Proposed Product Price Change

### East's Producers: A Cool Reception

NEW YORK—Should prices of stereo records be lowered to the level of monaural disks? Reaction of Eastern manufacturers to this question ranged from watchful waiting to outright opposition "for the record" comment entirely.

Dealers, on the other hand, were quick to express their hope that such a development would come, and soon. Consensus of dealer opinion ran to the effect that cost of producing stereo product was not sufficiently higher than that of monaural disks as to justify the generally accepted \$1 differential.

One of the most outspoken man-

(Continued on page 44)

### FIRST COPYRIGHT FOR VIDEO TAPE

WASHINGTON—The first videotape deposited for copyright in the U. S. Copyright Office is musical. Gian Carlo Menotti's opera, "The Consul," reproduced for use in a pay-TV experiment in Toronto, has been added to the Music Division's audio-visual collection. A playbill for the opera accompanied the three 12-inch tape reels, weighing in at about 21 pounds, the Library of Congress reports.

The Copyright Office has a few other videotapes, but all previous tapes were sent as gifts, and not for copyright purposes.

### Mixed Reaction On Price Revision

HOLLYWOOD — A survey of record manufacturers here drew mixed reaction to a proposed LP price revision. Response was to a plea by Society of Record Dealers' President Howard Judkins Sr. that the industry abandon its present "inflated price structure on LP's, and that, as a start, it remove the "penalizing price inequity" between stereo and monaural albums. (See BMW, May 15.)

While most of the manufacturers

(Continued on page 36)

### SINGING STOCK BOYS IN STYLE

NEW YORK—The next applicant for a job as stockboy at Republic Music (Sammy Kaye's firm) had better know how to sing. For the second time in a row, a former stockboy at the firm has landed on records and is getting action. Current ex-stockboy is Jerry Norell, who has a record out on Amy called "Dim, Dim, the Lights." Kaye and general professional manager Frank Abramson heard Norell singing in the stockroom one night and decided to cut demos with him. Soon after that they cut a master with the lad and sold it to Amy. Previous singing graduate from the Kaye stockroom was Brian Hyland, who had a million seller last year with "Itsy Bitsy . . . Bikini."

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## '62 MOA WILL RETURN TO CHI

MIAMI BEACH, Fla. — The 1962 Music Operators of America will return to Chicago. The decision was made late last week by the MOA directors. Dates and hotel will be determined by Ed Ratajack, MOA managing director, and George Miller, MOA president.

# Rack Jobbers Major Source of Disks For W. T. Grant Stores Across Country

By REN GREVATT

NEW YORK—Rack jobbers have become the principal source of disk product supply for the vast chain of W. T. Grant stores across the country, a move which has paid off in excellent results, according to Alfred B. Gwynne, purchasing executive of the Grant chain here. Gwynne told BMW that Grant's, which first started with records over 30 years ago, now carries disk merchandise in over 700 of its 900 current stores, and that with each new store opening, there is also a new retail disk sales outlet. On the supplier front, the giant Handleman rack operation of Detroit is one of the biggest single sources for Grant, but others include L and F of Atlanta; Wombach of Harrisburg, Pa., and Beacon of Providence.

"We used to buy everything through regular record distributors, but since we started using what we choose to call 'service distributors' three or four years ago, our sales have been growing steadily. We are already about 18 per cent ahead this year over the same period a year ago.

"We buy at regular distributor prices from the rack outfits—that is \$2.47 for a \$3.98 record. It used to be that we would pay them a higher premium price, but with racks, the 38 per cent discount is now pretty much the rule. They have to make their money on how well and how heavily they can buy.

### Close to List

"Our price policy is to sell as close to list as possible, depending

on neighboring competition. Let's say the Handleman man handling a certain one of our stores and the store manager take a walk or a ride around their area and check what other stores are doing. If LP's are going for \$2.99, they'll be bagged and stamped at the same price. We'll meet any price, but we don't undercut. That doesn't do anybody any good. And if competition is lacking, we'll sell for straight list prices.

"The rack representatives control what product goes into the disk departments of our stores, along

with suggestions from our store people. We also furnish our own store people with weekly bulletins on important records from here, so they know they are getting the best ones. But all the merchandise is of the fast-moving variety. We do stock some catalog items in light classical and semi-classical things, but we have to work on volume and fast turnover, and only 4 per cent of our volume is in the light classical stuff. We are not in the kind of broad catalog business of a Goody or a Liberty Record Shop. (Continued on page 41)

# Discounts Outlets' Growth Watched by Disk Makers

## New Operations by Dept. Stores, Chains Could Mean Added Volume for Product

By BOB ROLONTZ

NEW YORK—Record manufacturers and distributors are watching very carefully the new discount outlets being set up by both department stores and chains to see if they will mean more new outlets for records. The growth of the discount stores all over the country, and the volume of business they are racking up, has caused the Allied department store chain, S. S. Kresge, and the F. W. Woolworth Company to announce plans for their own discount chains.

Discount stores, such as the Korvette chain in the East, have already developed into important sales outlets for the records. Major companies claim that Korvette is the largest record merchandiser in the Eastern States. And the discount stores have had a marked effect on many of the old-line record stores, causing many of them to sell records at a discount, as well, to meet the competition. Rack jobbers in supermarkets and drug-stores also have turned to discounting to offset the discount store price competition.

A few years ago, the chains, such as Woolworth's and Kresge's, slashed the price of records in their outlets, wherever discount competition was rife. Woolworth's in New York, for instance, where discounting is the most intense, sell most LP's at \$1 off list and singles at 77 cents.

As the discount stores slashed list prices on items from records to refrigerators, department stores,

# Celler to Address ARMADA Confab

NEW YORK — Congressman Emanuel Celler will address ARMADA members June 27 during the organization's annual convention at the Diplomat Hotel in Hollywood, Fla.

Celler, chairman of the House Judiciary Committee, will discuss the federal legislation against record counterfeiting which he introduced recently in Washington. He will be making his initial appearance before a body of disk industry executives.

Meanwhile, ARMADA president Art Talmadge reports that arrangements have been completed for 50 convention exhibit booths which will be made available to affiliate members at a nominal fee on a first-come-first-served basis. Applications should be made directly to Jordan Ross, ARMADA executive secretary, in Chicago.

severely hurt by the competition, cut prices, too. This forced the bare-pipe rack type of discount store to clean the place up a bit and offer more service in order to hold its clientele. Now, both the department stores and the chains, as exemplified by Allied and Woolworth are setting up their own discount operations.

The new Woolworth operation will be a chain of discount department stores. The present chain of (Continued on page 43)

# Merc Forms Products Division; Picks Up Distribution of Ensign

CHICAGO — Mercury Record Corporation, in a move to consolidate recently-initiated expansion policies, has formed a special products division.

The new division will handle Smash Records, the firm's subsidiary label, as well as the products included in the varied distribution pacts contracted between Mercury and independent record producers.

To date, Mercury has made distribution agreements with the Clock, Pioneer and Ensign labels. Other labels will be released through the same set-up as agreements are reached between the new division and indie producers.

Charles Fach, previously the national promotion director for Mercury, heads the new division as sales manager. Danny Driscoll, promotion manager for Smash, becomes the division's promotional arm.

Replacing Fach in Mercury promotion is Barney Fields, formerly district promotion manager for Capitol Records.

All three men will be headquartered here.

### Ensign Joins

CHICAGO — Ensign Records, headed by Buck Ram, has joined those independently produced labels using the distribution facilities of the Mercury Record Corporation.

The agreement between Ram and Irving B. Green, Mercury president, calls for Ensign to produce 20 master sides in the next year for distribution through Mercury.

Ensign's first single, released through Mercury last week, is in line with the latter firm's new policy of issuing and marketing releases by labels other than its own Mercury and Smash trademarks. (BMW, May 15.)

Ram, head of Personality Productions, personal management firm, only recently entered into the

# Lieberson: Col.'s Album Volume at 35 Million

NEW YORK — Columbia Records distributed 35 million LP's last year and has a projected figure of 50 million LP's for 1961. That's what Columbia President Goddard Lieberson told the Australian trade paper, Broadcasting and Television (May 11, 1961 issue), during his visit to Sidney, Australia, for the 1961 CBS-Coronet Disk Jockey convention a couple of weeks ago.

Lieberson also told the Aussie paper that he considered radio exposure for records "the life-blood of the recording industry," and opined "some records could attribute 100 per cent of their sales directly to the air medium."

However, Lieberson came out strongly against "Top 40" station formats and advised Australian broadcasters to compile its record shows "from personal taste and personal music preference rather than overseas charts. If a chart is used," said Lieberson, "it infringes the moral right of the radio station to present the music it truly believes is good music and is detrimental to the record industry and artists who are struggling to make a decent living."

In line with this Lieberson explained that if Australian stations and deejays do depend upon U. S. best-selling lists (either from trade papers or U. S. stations' "Top 40" charts) then the end result might be that Columbia would have to stop recording anything they didn't think would make the U. S. charts. If this were to happen, Lieberson pointed out, the Australian record market itself would be the ultimate loser.

"For example," he said, "we may record Australia's own Diana Trask and in America the disk may flop. If this were the case it wouldn't make the charts and subsequently would not qualify for Australian programs compiled from American listings, although it could prove an outstanding success here."

The executive added, "Stations (in Australia) must face the inevitable conclusion that if their programs are preselected, Australian music can't and won't come into being."

# Am-Par Pacts Westminster Deal; Issue Due Sept.

NEW YORK—The long-pending deal for the Am-Par Record Corporation to acquire a controlling interest in Westminster Recording Sales, Inc., (Whitehall Records and Westminster Tape Corporation) was concluded last week. The sale marks ABC-Paramount's entry into the classical field.

Most of the Westminster personnel have already moved over to Am-Par's Paramount Theater Building offices, including Dr. Kurt List, who will supervise recordings, and Sales Manager Howard Stark.

It is understood that Am-Par plans to bring back many of the items which were sliced from the Westminster catalog about a year ago. The label will also release (Continued on page 43)

# Kingston Trio's Guard to Exit?

NEW YORK—The future of the Kingston Trio was clouded last week with various conflicting reports and rumors circulating about the group and its present complement.

On the one hand, it was reliably reported that Dave Guard had decided to sever his connection. The parting, said the reports, was an amicable one, and Guard was said to be willing to remain for six months to participate in all commitments now on the books regarding recording dates and personal appearances. This would also allow the other members of the group, Bob Shane and Nick Reynolds, sufficient time to audition a new man to replace Guard.

Meanwhile, Burt Bloch, who operates International Talent Associates, booking agent for the group, received a message from Dave Guard at week's end requesting that in the future he (Guard) be sent all correspondence and contracts for appearances by the group. In the message, Guard described himself as the leader of the Kingston Trio, registered as such with the AFM. This move, in the view of some, could be interpreted as a move against Frank Werber, of San Francisco, personal manager of the group. Normally, a duly constituted personal manager would handle all such details regarding commitments.

TERRE HAUTE, Ind.—The dwelling where Paul Dresser, writer of "On the Banks of the Wabash," was born is about to be moved to Fairbank Park here and maintained there as a memorial. A "Paul Dresser Birthplace Preservation Committee" has been formed to advance the project. The Dresser home is in an area which is to be redeveloped under the city's slum clearance program.

# 1st Calliope Sides Showcase Kimberly Performing 'Pomp'

HOLLYWOOD — The Everly Brothers are unveiling their Calliope label this week with its initial singles release. The disk couples "Pomp and Circumstance," a hard swinging variation on the Sir Edward Elgar theme, with "Black Mountain Stomp," an up-dated version of the old Virginia Reel. Sides are recorded by Adrian Kimberly as an instrumental plus voices used as instruments.

The single, being distributed by Warner Bros. Records, the Everlys' disk home base, is aimed directly at the June graduation market. Warner Bros. President Jim Conkling went on record predicting the disk will emerge among the season's top sellers due to its novel approach.

The fact that the Everly Brothers were starting their own label was exclusively revealed by BMW (April 24 and May 1), which reported at the time that the Warner Bros. artists would serve their own firm only in an artist-and-repertoire capacity by introducing some of their own recording concepts as well as bringing new talent to the fore. The Everlys' exclusive WB recording contract does not permit them to appear on their own label.

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# Effects of Discounting Varied in Ontario

## Ottawa Accepts It, But It's Controlled

By ARNOLD GOSEWICH

OTTAWA — Canada's capital, aside from setting the example for such things as economy, politics and civil rights, is also the shining light in the otherwise dismal surroundings of record retail discounting. Ottawa is one of the few major cities in Eastern Canada where discounting is an accepted practice of disk merchandising but is controlled by a gentlemen's agreement between retailers.

With a metropolitan population of over 350,000, Ottawa is well saturated with over 25 regular dealer outlets as well as full representation by rack jobbers in supermarkets, drugstores and the neighborhood corner store. Competition is aggressive, with the major dealers carrying on vigorous and continuing advertising cam-cam, TV and direct mail.

The fight to capture the consumer dollar is made more difficult because Ottawa's labor force is predominantly Civil Service or white-collar, where average income is lower than most industrialized cities. Customers are much more observant about where, how and what their dollars are used to buy. Discounting has therefore become a necessary evil in this city.

### Promo Variety

Record dealers use a variety of promotional campaigns to increase store traffic and sales. Across-the-board discount sales are held periodically during the year by most stores, but usually one store will not run a discount sale in competition with another. The only exception is manufacturer-sponsored promotions.

Sherman's Musicland, located on busy cosmopolitan Sparks Street, maintains a creative sales-stimulating campaign aimed at attracting the average record collector—and the bargain hunters. By purchasing large volumes of discontinued records from manufacturers, particularly in the classical category, Sherman's is able to satisfy the customer who is out to get a bargain. The additional store traffic also results in the sale of full-price lines. By offering these cut-out albums as well as frequent discounting of regular lines, Musicland has been able to maintain its reputation as one of Ottawas leading record shops.

Last summer, when Sparks Street became Canada's first shoppers mall, Shermans imported 1,000 Mexican bongos and staged live demonstrations of bongo playing in their store windows. By cooperating with the manufacturer of bongo instruction LP's, they were able to sell 400 bongos and many LP's during the two-week promotion. Musicland also promoted both the Columbia and RCA Victor "Reduce to Music" LP's with live demonstrations.

### Card System

The Davis Agency, which operates two large record departments in their Sparks Street and Carlingwood Shopping Centre Stores, has an ingenious method of giving customers an opportunity for a bargain. Using the advertised term, "Quality Control," Davis offers increasing discounts on merchandise that has not sold after a determined period of time. All LP's when entering stock for the first time have an inventory card attached to the back of the album cover showing the date the disk arrived in stock. If after 90 days the record has not sold, the price is reduced by 20 per cent; if it has not sold by 120 days, the price is reduced 30 per cent, and if it has not sold by 180 days, the maxi-

## U. S. Records, Equipment at Helsinki Fair

WASHINGTON—There will be plenty of American-made records and American equipment to play them when the U. S. Industries Exhibition goes on view in Helsinki, Finland. Commerce Department's Office of International Trade Fairs says this will be the first time in its seven years of operation that it has shown U. S. wares in the Land of the Midnight Sun.

Participating in the show will be Capitol Records, Columbia Records, Mercury Record Company and Grand Award Record Company. Equipment, from phonos to tape recorders, will be demonstrated by RCA, General Electric, Webcor, Zenith Sales Corporation and Philco International. Wurlitzer will exhibit musical instruments, including its electronic organ.

A trade information area in the Exhibition Hall will be staffed by international Commerce specialists and serve as headquarters for a trade mission of American businessmen. Fair opens May 26 and continues through June 11.

mum discount of 40 per cent is given.

The result, according to the owners, is an inventory that is constantly turning over, the fewer "dogs" remaining in stock until exchange time. In addition, it brings customers into the store at a greater rate than normal because they want to see which LP's have been reduced. The system has been in use over a year and is apparently successful.

Selected customers reap the benefit of an extra discount through continually buying at the Treble Clef, a Bank Street store. They are given special punch cards to keep track of their purchases and receive free LP's after a determined number of records have been acquired. Regular store-wide discount sales are also used at the Treble Clef in order to compete with the larger dealers.

Other dealers maintain merchandising practices of their own, all designed to give the customer a little extra for his dollar when buying records. Trade-in plans, giveaways, bonus records on purchases are all part of the promotional effort. Discounting, however, lurks as the predominant force in promotion, and dealers in this city, as in others, look toward the record clubs and rack jobbers as the reason for this evil. Ottawa disk collectors are extremely price conscious. While record clubs and rack jobbers continue to offer lower-than-normal prices for disks, the full-line dealer must meet this competition with discounting.

## Charlie Parker's Jazz Album Ships

NEW YORK—Shipments of the first Charlie Parker Records jazz album, "Bird Is Free," began today (22) from RCA Victor's Rockaway, N. J., pressing plant. Production and distribution is being carried out by Carlton Records, sole agent for the Charlie Parker firm.

Joe Carlton of the diskery reports that there has been a strong response to the announcement of the first album by the immortal jazz saxist and some 9,000 orders are already on the books. Likewise, some 4,500 orders have been taken for a forthcoming Lester Young package.

## Dominion Dealers Sing Blues Refrain

By HARRY ALLEN

TORONTO—The discount pattern set in the United States with the recent stock-up plans of RCA Victor and Capitol is being copied in Ontario, and manufacturers seem destined to suffer, according to traders here. So serious a crimp have they put in sales that several Canadian pressing plants are working short weeks.

The only benefit of the plans, according to competing manufacturers, is for the dealer with money and the supermarket with racks. The big dealer can stock up with heavy merchandise and hold it back to sell at full list after the plan is over.

Many of the smaller dealers in Ontario are being driven to the wall. Too many of the dealers were short of cash because of the heavy inventory laid in last fall. They failed to liquidate in a slow Christmas period.

Most dealers are not happy with the situation. They accept it though, with bowed heads and the realization, "We will just have to get out and promote." Distributors reply in effect, "Fine, now maybe we will get the business off the ground. Too many of the dealers are sitting by idly and not selling."

### Customers Confused

Stores claim that customers are confused by prices, and that they are almost at the money-losing point, what with supplying delivery service, money-back guarantees covering overhead costs. "We have sold more Victor records at discount, but who needs to discount a Belafonte record?" asked one store manager. He said his store had suffered because they have to carry records in depth.

In the suburbs, dealers are being hard hit by rack jobbers in supermarkets. Dealers, however, feel that only with personal service can they compete. The rack jobbers are offering \$4.98 items for \$2.69, almost the same price paid by the dealers.

One distributor predicts, "If the manufacturers don't take a serious look at what they are doing to the industry, the discount situation will become permanent in this country and put the smaller dealers out of business."

Ken McCaul, of Harmony Music, admits discounting is "the coming thing and we have to live with it. You have to sell the customer. If you let the customer out of the store, you are the loser. In some cases, I give 10 to 15 per cent discount, and the customer thinks I have given him a personal bargain. In that way, I can fight the downtown discounters."

McCaul says he is buying only what he can afford, not overloading, and hopes there is a change in the whole price structure by fall.

### Want to Listen

Wilf Sayers, whose store is in a shopping plaza, said customers want an opportunity to listen to a record before purchasing it. "At discount prices, you can't afford the time to allow them to do it. I go into factory deals only because I am forced. And that is what Victor did to us. They advertised the plan to the public and we had to go along with it to keep the Victor product."

The rack jobbers admit they have done a tremendous business in the supermarkets.

Harry Gottlieb, of Harry's Hobby Shop, said he was forced to limit his record stock by the

# Record Makers' Exhibits At MOA Focus on 45's

MIAMI BEACH, Fla.—Record company exhibits at last week's Music Operators of America show centered—in the main—on current 45 single hits aimed at the operator trade.

Several firms showed 33-single material but the subject still appears to be up in the air as far as most operators are concerned. All diskeries noted they were ready to go full scale into 33 singles—when a demand develops. But few showed any substantial concentration in this direction to date.

Exhibiting at the show were Capitol, Columbia and Epic, Decca, Dot, MGM, RCA Victor; and through its licensor, Operators Music, Inc.; Pathi Records and 20th Fox Records.

Columbia unveiled a new "Sing Along With Mitch" package for the juke box trade. Included are five singles with Mitch Miller and the gang plus title strips. The singles are part of Columbia's Hall of Fame Series and are available in either 45 or 33 speed.

The idea is to combine previous hits on one record. Columbia has pushed the series for the juke box trade and now has some 15 country and western and 15 pop packages as part of the Hall of Fame line.

Columbia indicated it planned to go further into the 33 speed direction but would concentrate on singles only, rather than so-called

seven-inch doubles with two tunes per side.

RCA Victor and Capitol both showed 33 singles and doubles. Neither firm, however, indicated it was ready for any really substantial entry as yet.

Dot showed mainly 45 singles and its albums, but officials indicated it would come out with some 33 singles in the very near future. Officials say the masters have already been pressed.

Other labels concentrated on their current 45 single hits.

Several of the companies had carnival-type displays that added color to the already-festive exhibit floor.

MGM had a pitch-a-coin-in-a-well-and-win-a-record booth presided over by a pair of attractive blondes in well-filled leopard skin suits.

Capitol had a large carnival wheel with men in striped shirts and bowlers presiding over the crowd with canes. Anyone picking the winning number on the wheel was given a record gift.

Decca had a different approach—small booth in the exhibit hall with a sign asking operators to join the Decca staff in their cabana by pool-side or in the hospitality suite upstairs.

RCA Victor had a large oriental-appearing tent, and Dot had an open art-fair type show.

## LATE POP SPOTLIGHTS

### BOBBY DARIN



**NATURE BOY (CRESTVIEW, ASCAP) (2:33)—LOOK FOR MY TRUE LOVE (Adaris, ASCAP) (1:59)**—The fine standard of eden ahbez is handed a winning performance here by Bobby Darin aided by solid support from a femme chorus. Flip, almost as strong, is a potent rocker sung with enthusiasm by the chanter. **Atco 61**

### THE ECHOES



**SAD EYES (Greta, BMI) (2:24)—IT'S RAININ' (Greta, BMI) (1:00)**—The Echoes, now on the charts with "Baby Blue," have two more solid follow-ups here. Top side is a tender, pretty tune, sung with feeling by the group. The flip, in the same vein, again shows off their dulcet vocal styling. **Seg-Way 106**

competition of the discounters in the supermarkets. "I sell less now, but get my full markup and pass up the Capitol and Victor records." He dropped his record investment from \$40,000 to \$6,000. "Why should I warehouse for the manufacturers?"

### Money Angles

Joe Fraser, of The Melody Shop, who formerly owned four stores in shopping plazas but now owns just two, said he would have taken advantage of the Victor and Capitol offers, "If I had had the money."

Jack Denton of Don Mills Music Store, said that "Victor has tied up all the dealers' money. But customers are discriminating. They are not going to be forced into buying product that is on special. They know what they want."

Gordon Kelly, who operates the Disc Shop in four locations, said his big beef was with the record clubs. Kelly said that the record clubs had never given him any share of commission, either for registering people for the club or for people who put his name down as their dealer. "They should look after us. The dealers are the backbone of the record industry and records are our bread and butter."

## Goldie Goldmark Exits Moe Gale's Publishing

NEW YORK — Goldie Goldmark, general professional manager for Moe Gale's publishing firms, including Sheldon Music, Springfield, Stratton & Sequence, has announced his resignation from the organization. Gale said no successor had yet been appointed.

Goldmark, one of the most colorful music men of the modern era, had been with the Gale publishing for nine years. He had no comments to make as yet on his future plans.

## DISK MACHINE BOWS AT MOA

MIAMI BEACH, Fla.—After a number of abortive announcements of phonograph vendors over a period of the past five years, the Vendaveral Manufacturing Company, Compton, Calif., debuted an automatic record venter, priced at \$499.50, during the Music Operators' Association convention here. (See details in the coin machine section.)

## Kayes Looks at Promo Effect on Classic Artist

NEW YORK—Mass public impact—coupled with correct timing—is the essential element which catapults a classical artist into the best seller category, according to Alan Kayes, RCA Victor classical a.&r. chief. Most recent illustration of this, Kayes points out, is the career of Leontyne Price, the operatic star who joined the label in 1957. Miss Price's album of operatic arias is now selling at the rate of 2,500 weekly, Kayes noted, adding that this sales level was achieved on the heels of several large publicity breaks which in toto spelled out the broadest possible communication at the consumer level.

The first impact was the singer's debut as Leonora in "Il Trovatore" at the Met this past season. The electric effect on audience and critics was followed by breaks in Life and Time magazines (cover on the latter). The Time cover was in the March 10 issue, immediately after the release of the Price album.

This pattern of mass impact and timing was also operative in the cases of Van Cliburn, Sviatoslav Richter, and others.

In each instance, Kayes points out, the artist was every bit as matured prior to the establishment of mass impact as before; in each case the artist was well known in musical circles; but the element of dramatic publicity was necessary—such as Van Cliburn's winning of the Moscow award.

### Arrive Mature

Great classical artists, Kayes states, generally come to records full-blown. Additional illustrations are Caruso, Heifetz, Rubinstein, Toscanini. "So that the a.&r. function in the classical field," Kayes remarked, "involves acquiring better-than-raw product, which you shape rather than develop." . . . It is only occasionally that we have an opportunity to acquire an immature talent and develop it.

Put another way, Kayes remarked that the essence of the classical a.&r. function is the seeking out of the great interpretative personalities—and the elements of luck and timing. "Without timing, you can find a talent of pure gold and yet fail to achieve anything at the con-

## UA to Cut & Handle Boyd Records Issues; Lease Upchurch Disk

NEW YORK—Bob Boyd, president of Oklahoma City's Boyd Records, was in this city late last week to ink a deal which leased his firm's "You Can't Sit Down" disk by Phil Upchurch to United Artists. Boyd met with UA Prexy Art Talmadge to sign the deal and arrive at an agreement wherein UA will become the manufacturing and distributing agency for Boyd releases for a full year.

Boyd also heads up a group of show business-minded Oklahomans who have formed Arti Productions, Inc. This organization has plans to operate a string of night clubs and also manage talent. The latter wing is headed by Mrs. Faye E. Thomas.

Artist Productions will open its first night club in the Disneyland section of Los Angeles June 1. The club will feature top-named attractions and has a 600-seat capacity. The night spot, which has been erected by the group, will also contain two lounges and two large banquet areas.

API, as talent manager, has a number of artists under contract. Buddy Harmon, the Warner Bros. drummer, and the Windjammers, are the most prominent names signed so far.

sumer level." Kayes added that in his opinion the acquisition of Elvis Presley by Steve Sholes was a prime example of timing.

Routine publicity, advertising and promotion can be helpful to an artist in the classical field—to the extent of raising that artist's record sales perhaps 25 per cent after the mass impact has been achieved. "But," he added, "if the ingredient of mass impact is not present, routine promotion is of little value."

The same principles are operative in the classical concert field, Kayes noted. Leontyne Price's concert fee has doubled and is now \$4,500.

Kayes, incidentally, is optimistic as to the effect of the compact 33 in the classical field. "It may restore the classical business in pre-LP terms," he added, referring to such single smashes as Iturbi's "Polonaise." This market, he feels, is completely dormant, and its re-activation would not diminish or detract from the present classical market.

## Committee Recommends Aussie Copyright Platters & Broadcasts

WASHINGTON—Copyright for records and broadcasts of musical performance is recommended in the recent Australian Copyright Study Committee report, which follows closely the line of Great Britain's 1955 copyright law revisions. Recommended for copyright under the Australian law would be a 50-year term for recordings or broadcasts.

Also recommended are compulsory license fees of 6¼ per cent of the retail price for record manufacture. Where several works are on the one record, the mechanical royalty would be divided among the copyright owners. The door would be left open to revision of this rate by the Copyright Tribunal of the Australian Commonwealth. Disks are still referred to as gramophone records Down Under.

In a clear and succinct outline of the 99-page Australian copyright report, Richard S. MacCartney, chief of the U. S. Library of Congress Reference Division, notes that the Australian committee has been working since September, 1958, on the copyright questions. Reciprocal copyright courtesies would extend to members of the Universal Copyright Convention (of which the U. S. is a member) and the Brussels revision of the Berne Convention, because of the Australian participation in these copyright agreements.

In our own country a report by the Library of Congress on proposed revision of the 1909 copyright law is currently under way for submission to Congress in the near future.

### Revisions Evoke Interest

Recording and broadcasting industries have taken a keen interest in the copyright revision, which could recommend copyright for sound recordings and broadcasts. Recent copyright meetings have taken place between record manufacturers' general counsels, representatives of the Record Industry Association of America and a special panel working on "neighboring rights," i.e., protection of performing artists, recordings and broadcasts.

Copyright experts and industry spokesmen met with Abraham L. Kaminstein, register of copyrights, and Arpad Bogsch, legal advisor of

## MUSIC CONFAB HELD IN ZURICH

ZURICH, Switzerland — The Southern Music Convention took place here under the slogan, "Southern Music Links the World." The Swiss Accordion Teachers' Orchestra, under the direction of Jacques Huber, and the Heinz Waldvogel ork played for the occasion.

Attending the convention were Mrs. Monique Peer, Los Angeles; R. P. Iversen, New York; Mr. and Mrs. Arthur L. Fishbein, New York; T. H. Ward, London; T. F. Ward, London; Mr. and Mrs. Bob Kingston, London; Dennis Berry, London; Rolf Marbot, Paris; Mr. and Mrs. Theo O. Seeger, Hamburg; Manuel G. Salinger, Barcelona; Mr. and Mrs. Joseph Hochmuth, Vienna; Alberto Carisch, Milano; Leslie Annable, Milano; Mr. and Mrs. Han Dunk, Amsterdam; Mr. and Mrs. Alfred Zmigrod, Amsterdam; Mr. and Mrs. Ronald Sjogren, Stockholm; Jacques Kluger, Brussels; Felix Faecq, Brussels; Sunny Skylar, New York; Albert Brunner, Zurich.

## TOP NAMES ENTERTAIN

### 4,000 at Big CMA Spec; Officers & Directors Meet

MIAMI BEACH, Fla.—A giant country music spectacular and the second annual meeting of officers and directors of the Country Music Association, shared the country music spotlight here last week.

The spectacular, staged at Dinner Key Auditorium, before 4,000 enthused spectators who paid \$1.50 to \$2 admission, featured a bevy of top name acts. These included Don Gibson, Ferlin Husky, Wilma Lee and Stony Cooper, Porter Wagoner, the Wilburn Brothers, June Carter, Grandpa Jones, Marlene Garner, Jimmy Strickland, Chick Stripling, the Collins Sisters, George Hamilton IV and Jan Howard. Backing was provided by Pee Wee King and his band. The bash was arranged by Cracker Jim Brooker, WMIE deejay, and Hap Peebles, veteran Wichita promoter.

At the Thursday and Friday CMA meetings, officers and directors voted to establish a country music hall of fame. A panel of 100 judges will vote for the annual selections for awards, which will be made in Nashville. The judges will be named by the CMA and selections will be voted on by full CMA membership.

An elaborate and colorful 12-page trade brochure, prepared by Dorothy Gable, and containing photos of CMA executives, artists, and a detailed description of CMA, its membership and its purposes, will be mailed to CMA members, reps of the country music field and ad agency personnel.

It was also decided to hold a national country music week to co-

## Anita Bryant Quits Carlton in Month, But 12 Sides Due

NEW YORK — Anita Bryant will be exiting the Carlton label in June. The diskery's president, however, has concluded a deal with the songstress' booking office MCA, whereby she will cut 12 more sides to be selected by him.

Carlton says that it was this "right of choice" that proved to be the bone of contention between the singer and the label. Carlton believes that the manufacturer should exercise its right to choose material, while Miss Bryant and her manager insisted upon picking their own songs.

In summing up, Carlton said: "There is a principle at stake here; namely, the right and the function of the diskery to select material. It's no more than right that a company, after building up an artist, should continue to exercise a selection function, rather than having the company relegated to the position of a distribution agent."

It is reported that Miss Bryant will record for Columbia after the expiration of her Carlton contract.

## NARM Builds Up Its Recruiting Arm

NEW YORK—Jules Malamud, executive secretary of NARM (National Association of Record Merchandisers) has appointed two new committees to aid him in the organization's current membership drive. In charge of recruiting rack jobber members is Denton Harris of Rack Merchandising magazine. In charge of recruiting associate members (record manufacturers) is Ewart Abner, head of Veejay Records.

incide with the annual WSM country music festival next November. Congressional proclamation of this event will be sought.

An approach will also be made to the National Association of Broadcasters in an attempt to tie in with their regional sales clinics held annually. CMA President Connie B. Gay offered to make speeches on behalf of country music throughout the country. Yet another project okayed here last week was a CMA-sponsored educational program to be made available to schools. Under the direction of Mrs. Margeurite Yelton of South Bend, Ind., the project would tell the story of country music through slides and films.

## Int. Disk Men's Club Appointing First Officers

NEW YORK — The International Record Men's Club, first proposed by UA's General Manager-Vice President Art Talmadge and Foreign Operations Director Sidney Shemel, is shaping up, with Gene Moretti, foreign operations chief of MGM Records, set as first chairman, and Shemel as vice-chairman.

Plans call for the group to meet at monthly luncheons on an informal basis with no dues. Chairmanship will be rotated among members each month, and a different guest speaker will be invited to discuss foreign record market problems at each session.

French record distrib-manufacturer Eddie Barclay will be the first speaker. Leonard Wood of Britain's Electrical and Musical Industries, Ltd., may also be on the agenda. The first meet will be held sometime next month.

The organization, purpose of which is "to provide a common meeting ground where men with allied interests can meet informally to discuss the foreign record scene," is open to all men who function in the international disk field as recording executives, publishers, attorneys or consultants. Attorney Walter Hofer and Columbia Records' Harvey Shein are among the charter members.

## Riverside Initiates '7500' Series of Catalog-Type Pop

NEW YORK — Riverside Records has initiated a pop series of records to be added to its line. The series, called the "7500," will sell for \$3.98 mono, \$4.98 stereo.

The titles are of the catalog type with sets by Latin music veteran Noro Morales, a Pachanga set by conga-bongo drummer Ray Barretto, and other albums by Sy Oliver, Chauncy Gray, pianist Paul Renard, Oscar Brand, Father Dustin, and Juan Calle.

The regular \$4.98-\$5.98 jazz line has new titles by the Montgomery Brothers, pianist Bobby Timmons, Vic Feldman, and trumpeter Blue Mitchell with strings and brass. There are also two albums in the "Living Legends" series by New Orleans type artists Sweet Emma and Kid Thomas. Two sports-car albums are also scheduled for immediate release.

The firm's Jazzland subsid has sets by Clifford Jordan, Junior Mance and Joe Harriot on tap.

## MUSIC AS WRITTEN

### New York

Many new labels have been formed recently, yet clefter Andrew Halmay has started Tibor in Boston . . . John Greene Jr., of Durham, N. C. has started Dial and Pep . . . And in Philadelphia Johnny Salerno has started Salco . . . There have also been a flock of signings by established labels. Argo has signed Dodo Marmarosa, the jazz pianist who has been in obscurity the past decade due to illness. World Pacific's President Dick Bock has signed guitarist Al Viola, orkster Bobby Montez and organist Dick Holmes . . . Alan Dale and Eddie Cari have joined the Sinclair label . . . And Kapp records has signed Abram Chasins and his wife Constance Keene.

Cy Lelsie, of Pickwick, has been appointed to the board of the Joint Defense Appeal and the New York Regional Advisory Board of the Anti-Defamation League . . . Author Mary O'Hara has penned the book, music and lyrics of a new musical, "Oh! Wyoming," which opens at Catholic University in Washington May 31 . . . Mills Music has pacted composer Stan Jones . . . MCA is now booking the Sammy Kaye crew for TV . . . Nashville pubber Kenny Marlow became the father of a boy last week . . . Rudy Sanchez of Elmhurst, L. I., won second place with a song titled "In This World" in a song-writing contest conducted by Songwriters Review magazine . . . Composer and vocal coach Phil Moore is being featured in the comic strip "On Stage" as Doc Philmore . . . Monitor Records has signed folksingers Billy Edd Wheeler and Joan Sommer . . . Harold Orenstein, New York music attorney, visited Europe recently on business . . . Cedric Dumont, Swiss publisher, (Edition Coda) and composer will perform his latest work at a concert in London's Royal Festival Hall June 10.

Caedmon Records is issuing its fourth album of Shakespeare's works, "Romeo and Juliet" this week . . . Wolfie Gilbert has penned a tribute to Commander Alan Shepard's space flight called "Astronaut of Space." Gilbert penned the hit "Lucky Lindy" in 1927 after another historic flight . . . The Smothers Brothers open at New York's Blue Angel May 24 . . . Kathie Keegan opens at Pittsburgh's Horizon Room June 5 . . . Vaughn Monroe starts a night club tour with a two weeker at Washington's Shoreham Hotel June 12 . . . Guy Mitchell is now at the Checkers Club in Sydney, Australia . . . Gloria Lynne opens at the Flame, Detroit, May 26 with the Earl May trio . . . Joe Williams plays the Flamingo in Las Vegas starting June 22 . . . Adam Wade is set for his first South American Tour in July.

Bob Rolontz.

### Boston

A new distributorship—the Penney Company—has opened here under the aegis of John Penney, formerly branch manager of Mercury Records in Boston. Penney is backed up by a full crew of sales and promotion people with Dave Elkins, another Mercury alumnus, as sales manager . . . Gerry Sher of Dot had Tab Hunter in town with his "Wild Side of Life" on a general promotion that covered TV and radio . . . Lawrence Welk's date at the Boston Arena June 8 is already practically sold out . . . Radio Station WMEX still looking for a morning and a mid-morning man. Arnie Ginsburg would like to hear from qualified lads.

Bill O'Brien, former WTAO deejay, back on the air at WILD . . . Bob Taylor of Capitol had Stan Freberg in town two days with his new album, "The United States of America." Bob and him on WBZ's p.m. program, the Louise Morgan TV Show and also doing some tapes . . . Pat Molliteri of Teen Records in town giving boost to "Say That You Love Me."

Cameron Dewar.

### Nashville

Since RCA Victor tapped the talents of Anita Kerr a few months ago on an exclusive basis as arranger, the attractive lass has turned out some solid instrumental arrangements. One good-listening example is Chet Atkins' newest album, "The Most Popular Guitar." Anita, long recognized as a leading vocal arranger (she heads the Anita Kerr Singers), arranged all 12 sides of the new Atkins etching. . . . Allen Reynolds' first release for RCA Victor, recorded here recently, is "Through the Eyes of Love" c/w "What a Pretty Little Girl."

Louisiana Gov. Jimmie Davis slipped into town recently for Decca sessions at the Bradley Studio under Owen Bradley's direction, with the studio keeping mum before, during and after the Decca artist's visit. . . . Air Force Capt. Paul Atrocian was at the RCA Victor and Bradley studios recently cutting radio ET's for Air Force. . . . Local talk is that Don Gibson has scored another success with his latest release for RCA Victor, "I Think It's Best (To Forget Me)" c/w "Sea of Heartbreak." . . . Eddy Arnold's new RCA Victor album, just released, is "Let's Make Memories Tonight." . . . Decca released a new Wilburn Brothers album May 15. It's titled "The Wilburn Brothers Sing," and is getting good reports. . . . Jan Howard cut a session for Challenge at RCA Victor studio May 11, with Joe Johnson in to direct. . . . Connie and the Cones were at the Bradley Studio May 13 for Skidmore sessions, with Al Gallico directing.

Pat Twitty.

### Hollywood

Harold Baloyan, formerly with Record Sales distributing here, takes over Capitol Classics' merchandising and promotion from John Coveney who has been moved to New York City where he heads Angel's artist, reviewer, radio-TV relations. Coveney had been longhair merchandising manager for both the Capitol and Angel labels. . . . Liberty's Clyde Otis adds three vocalists to label's artist roster: the Spinners, Gina Boyer, and Len Wyatt.

(Continued on page 6)

## WILL THEY NEVER STOP?

# Jockeys Work Under Water And at 2,500 Feet Up, Too

By JUNE BUNDY

NEW YORK—In a bid for audience attention in the increasingly competitive local radio market, disk jockey promotional stunts are becoming more and more arduous and in some cases downright dangerous. During the last couple of months deejays have broadcast from tanks of water, taped reactions while in free fall from an airplane; served as targets for ball and pie-throwing contests and participated in a flock of other wild stunts and marathon broadcasts.

Dean Griffith, program director-deejay of WPGC, Washington, D. C., recently donned an underwater suit and broadcast from the bottom of an eight-foot tank of water. A special contact mike was attached to his throat and he used waterproof earphones. The stunt, staged to ballyhoo the grand opening of 8 Fathoms Deep (a skin diving equipment store), drew 1,500 people. Griffith said he was a bit nervous about the whole thing because "I can't swim."

Frosty Fowler, KING, Seattle, is equally inexperienced at "sky diving," but last month he staged a free fall from an airplane at a height of 2,500 feet with the help of the Seattle Sky Divers Club. The jock carried a portable tape recorder with him to describe his flight.

Station KING makes stringent physical demands upon its entire deejay crew. For example, the station's jocks are welcoming in daylight saving time this month with a clean-up campaign. Armed with buckets, brushes and ladders, the deejays are claiming local land-

## Stereoddities Mails New Mag to Booze Club Membership

FORT LAUDERDALE, Fla.—Stereoddities Records, which successfully launched the disk career of Woody (Laughing Room) Woodbury here, and which later promoted Woodbury's "Booze Is the Only Answer" Club into a profitable merchandising venture, has now embarked in a new direction, magazine publishing.

The sheet, a monthly to be known simply as "Party," is being sent out on a subscription basis to all members of the "Booze" club. Joining the club is simply a matter of buying a Woodbury LP and sending in the membership invitation card enclosed. Membership, according to Stereoddities Promotion Manager Frank Shue, is now hovering close to 100,000.

In addition to circulation to club members, the magazine, actually an offshoot of "Booze News," the club's newsletter, will be available in record stores along with a compact 33-speed single called "Party Laffs." The package of disk and magazine will sell for \$1.49. In each month's pack, the compact single will feature a different artist in the firm's comedy catalog. This, it's figured, will build a new market for the firm's album line, not to mention product of other disk firms and products in general of a home entertainment nature. The magazine is expected to carry general advertising along these lines.

Meanwhile, with the magazine already launched, Stereoddities comedy star Woodbury left his familiar beachfront haunts in the Bahama Hotel here for a sojourn in Hollywood, where he's expected to undergo screen tests for United Artists later this month.

marks, starting with the statue of William Seward in Seattle's Volunteer Park. All of KING's spinners belong to a station bowling team which plays a regular schedule, including games against Navy bowlers, a team of grandmothers, teen-agers, housewives and State Patrol officers.

Texas deejays are particularly active in the stunt field. Eric Goldmar, KTRH, Houston, lived in fall-out shelter for two weeks and made telephone reports on the air about "Operation Survival." Deejays Willie Ramons and Joe Luis Amador, KUKA, San Antonio, staged a "grudge" match as the opening bout at San Antonio's Municipal Auditorium last month.

Jocks at KNUZ, Houston, were on hand at the Houston Boat Show last month and helped raise funds for the Boys Harbor by letting the public throw balls at them. If the balls hit a jock he had to topple over into a tank of water. Ken Grant, program director-deejay of KNUZ, endured a similar ordeal this month when he let teen-agers throw pies at him during a Mount Carmel High School record hop. Grant recently swallowed a marble during another KNUZ promotion, when he and his fellow spinners were all trying to talk on the air with their mouths full of marbles.

Deejay bowling, baseball and basketball teams are becoming a common thing at stations all around the country. Jockey teams (usually participating to push a charity) are active at WAMS, Wilmington, Del.; WIP, Philadelphia; WHEB, Portsmouth, N. H.; WIL, St. Louis; KQV, Pittsburgh, and many other outlets.

Marathon stunts and broadcasts also continue unabated, although some jocks have had afterthoughts about what effect such wake-a-thons might have on their health. Sam Sherwood, KDWB, Minneapolis, this month bowled a full 44 hours and 41 minutes without stopping, to spearhead the Twin Cities' annual drive on behalf of the American Cancer Society. Previous bowling record was held by Pat Tallman, KTSA, San Antonio.

Don Redfield, WBSR, Pensacola, Fla., operated his own board, and played records for 68 hours and 45 minutes. Jim Rud, KXGO, Fargo, N. D., broadcast for 137 hours. Earlier this year, Lou Brink

and Larry Wayne, WEZL, Richmond, Va., broadcast from a department store window during National Retail Merchants Association week for 142 hours 9 minutes and 15 seconds, while dialers guessed how many hours they would remain awake. Dave Diamond, WKGK, Knoxville, helped raise funds for the Heart drive by broadcasting steadily for more than 60 hours.

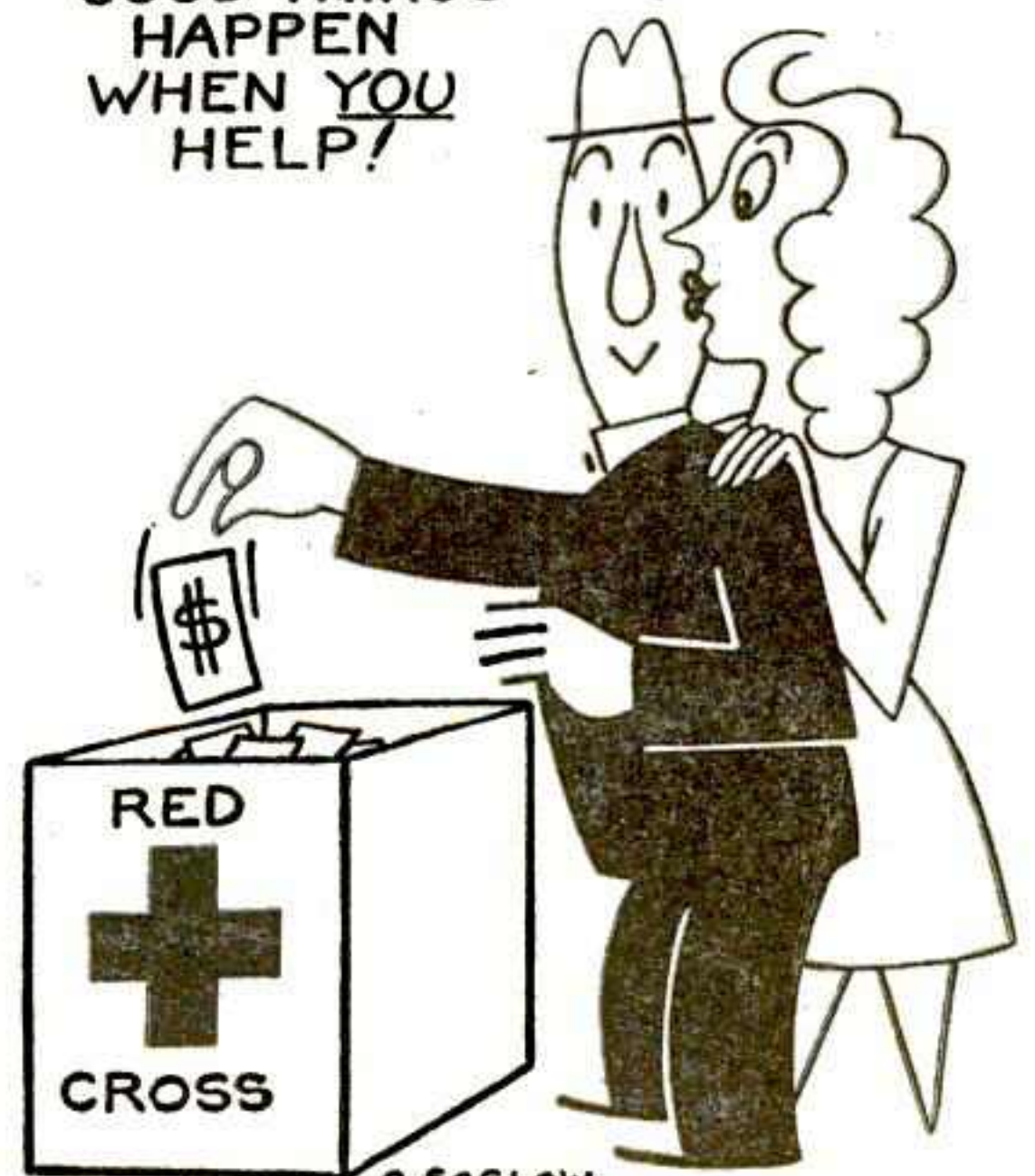
However willingly most deejays participate in such stunts, some of them are finding that such promotions are not without risk. For example, Andy West, KUDL, Kansas City, Mo., broke his foot during a recent "Go Cart" race with three other jockeys, and was in a cast for four weeks. Varner Paulsen, program director of WIP, Philadelphia, reports "Injuries on WIP's basketball team are piling up." Paulsen himself is on crutches and "out for the season with a ruptured leg muscle."

Dave Clarke, KVI, Seattle, who stayed on the air for 104 hours and 3 minutes in 1957 when he was a Spokane deejay, has some interesting afterthoughts on marathons. He writes "I had a form of amnesia at three different times during the marathon lasting as long as three hours. During this time I was fully conscious and still talking on the radio, although I am told most of what I said did not make much sense. I also noticed that I really didn't feel good for about a year and a half after the marathon."

On the other hand, Stan Major, WJJD, Chicago, who staged an eight-and-one-half-day "Stay Awake Marathon" when he was with a Peoria, Ill., station, said he had "absolutely no repercussions of any kind, physically or mental after 210 hours without sleep." In fact, Major said, his doctor told him that a physical taken two days following the marathon actually showed him to be in better physical condition than before the marathon started.

Charley horses and sprained ankles apparently hold no fear for deejay Stan (The Man) Karas, WDON, Wheaton, Md. He is doing hour and half-hour remotes from Vic Tanny gyms around the Washington, D. C., area and participates in many of the activities—weightlifting, bowling, etc.—while broadcasting.

GOOD THINGS  
HAPPEN  
WHEN YOU  
HELP!



(Courtesy of The National Cartoonists So

This One



# TALENT TOPICS

## CHICAGO

Satirical Stan Freberg, in town to promote his latest LP (Capitol), put in an appearance on Kup's panel show "At Random" (WBBM-TV) Saturday (20). Today (22) he's practicing what he preached in an album number "Take an Indian to Lunch This Week," by doing just that. Noon will find Freberg and Dan Sorkin, WCFL deejay, having lunch at the McCormick Place — with two Indians. . . . Oscar Brown Jr. held auditions for his forthcoming musical "Kicks & Co." over the weekend. Show may open here in the fall before heading for Broadway. . . . Doris Day and spouse Marty Melcher made a Windy City stopover on their way to New York last week.

Count Basie brings his band to the Tivoli Theater Friday (26) for a week. He'll feature his new vocalist Ocie Smith. With the Count will be Lambert, Hendricks and Ross; jazz vocalists, comedian Redd Foxx, and the Norma Miller Dancers. . . . June Valli (Mercury) bows at Mister Kelly's June 19 for three weeks. . . . Xavier Cugat and Abbe Lane guest on Ed Sullivan's show Sunday (28). . . . The Smothers Brothers are set for Jack Paar's midnight watch Wednesday (24). . . . Folk singer Bob Gibson, backed by Herb Brown on bass, headlines the Gate of Horn's new show Tuesday (23) for four weeks. With him will be the Grandison Singers, gospel-singing group from the West Coast. . . . Jerry Lee Lewis is currently at the Regal Theater, along with Bobby (Blue) Bland, Ben E. King and the Vibrations.

Tom Ayre, recently seen as Riff in Broadway's "West Side Story," and Mimi Turque, featured in the original production of "Carousel" at the tender age of

seven, are headliners in ANTA-Chicago's production of "The Fantasticks." With an extended engagement at the Hotel Del Prado ending, the award-winning off-Broadway musical is looking for another home on the near North Side. Gloria Manlong.

## CINCINNATI

Ferrante and Teicher planed in from Miami Friday (19) to make the rounds of radio stations to disseminate propaganda on their new UA release. Assisting them in spreading the gospel was promotion man Lee Vogel, of Cosnat Distributing here. The lads appeared on the Rex Dale seg over WZIP at 11 a.m., did the Bob Braun show over WLW from 2-3 p.m., and indulged in an autograph session in the record department at Pogue's, one of the town's leading department stores, from 3:30-4:30 p.m. They flew into Chicago late Friday. . . . Carlton Records' Anita Bryant moved into Beverly Hills, Southgate, Ky., Friday (19) for a fortnight's stand.

A show and dance package, spotting Jerry Butler, the Marceles, Ernie K-Doe, Maxine Brown, Rosie Grier and Bobby Peterson and orchestra, set for a four-hour session at Cincinnati Gardens Friday night (26). . . . Ork leader-singer Tommy Wills, whose newest on the Wing label is "Mr. Movin' Is Groovin'," has his Tomcats (6) doubling between Club Miami, Hamilton, Ohio, and Club Rendezvous, Dayton, Ohio. . . . Esther Roland, who with her husband Del formerly operated the Roland Home for Show People at Fort Wright, Ky., just across the Ohio River from here, died recently following a heart attack.

Tab Hunter spent three days in town to make a series of appearances on WLW and WLW-T and

to make the rounds of the local deejays to plug his new Dot release, "The Wild Side of Life." Tab was piloted on the local safari by Tom Moore, promotion expert with Is Nathan's Hit Record Distributing Company, who at the same time was introducing the local deejay fraternity to Gene McDaniels, in town to hustle his new Liberty album, "Hundred Pounds of Clay." Moore reports that his firm's biggest seller these days is Bob Braun's "Til Tomorrow," on Ruth Lyons' Candee label. Miss Lyons, incidentally, is the writer of "Wasn't the Summer Short," which Johnny Mathis has just recorded for Columbia and which the smart guys say could be the big one Johnny has been waiting for. Bill Sachs

## NASHVILLE

When Chet Atkins appeared in Washington Friday night (19), pianist Bill Purcell, drummer Buddy Harman and bass player Bob Moore joined the guitarist to make Nashville music for President Kennedy et al. at the Presidential Press Ball. . . . Monument's Fred Foster was lured into wetting a lure recently by some avid musicians who fish between recording sessions. Result: Foster and fishermen friends ran into striped bass by the boat load and the young Monument exec is now "on the hook" after his first time out. . . . Drummer Buddy Harman has a new 150-horsepower houseboat that sleeps six and pulls skis when the skipper is in the mood for speed. . . . Sid O'Berry, Bradley Studio's film director, has taken to shooting stills along with his award-winning film strips. Talented cameraman, who also writes songs, does animated voices on commercials and toys with piano playing, has turned out some tremendous portrait studies of several names in the music business. . . . Brenda Lee is on upcoming Perry Como "Kraft (Continued on page 30)

## NIGHT CLUB REVIEW

### Dion Jumps Into Nitory Scene

Yet another took the lead—and a broad one it is—from hit pop disks to the night club floor last week. A lad who calls himself simply, Dion, opened as the lead attraction at Jack Silverman's International Club in Washington and received a sympathetic and sometimes-enthused hearing by tradesters and the public.

The lad has good looks, humility and vocal showmanship that places him considerably beyond the level of many ex-group lead singers. Opening with a snappy "By Myself," from "Bandwagon," he moves smartly into "I Like the Likes of You," and thence a cute special material effort, "I'm the Last of the First Name Singers," referring to such others as Fabian and Hildegard.

The youngster also plays a guitar, as he demonstrates at a later spot, sitting on a stool to perform a mixture of earlier disk clicks (made with the Belmonts) and standards. The wind-up comes in a flourish of "Heart and Soul" (rock style), a fine "I Won't Cry Anymore," and a swinging "Goodnight Young Lovers," a special lyric version of "Hello Young Lovers." Mike Durso's band lends a neat backing, although singer and band showed the need in spots for more rehearsal.

Impression left is that the boy has a chance to make it in the club milieu. With a tighter show, featuring perhaps a good comic sub-headliner, he'll do even better. As it was, he had to follow the over-long act of the six veteran Treniers, whose performance was disturbingly filled with noise and rather tired banter. Ren Grevatt.

## MUSIC AS WRITTEN

Continued from page 5

Bob Murphy replaces George Russell as Columbia Records promotion manager here. . . . Dick Boone leaves TV Westerns long enough to narrate children stories of Jesus for the MGM label linked with Metro's "King of Kings" film. . . . Averill Pasarow, specialist in entertainment industry law, will address the California Copyright Conference Tuesday (23) evening on "The Unauthorized Duplication of Records."

Publisher Mickey Goldsen (Criterion Music) is applying songpluggers techniques in pushing an LP for which master he had sold and is now in release. Package is "Tahiti Dream Island" which Goldsen had peddled to Capitol. Goldsen is amplifying Capitol's efforts by sending out promotional copies on his own, arranging radio plugs, has had movie footage of Tahiti made for TV use, plus other devices aimed at getting the album in orbit. Lee Zhitto.

## Cincinnati

John Roswick, for the last two years at King Records here as recording engineer, has been named recording supervisor, succeeding Eddie Smith, who left recently after 12 years to join Bell Sound in New York in a similar capacity. Another new addition to the King staff is Chuck Seitz, who joins as studio engineer. Seitz was fulfillment supervisor with Billboard Music Week in Cincinnati the last three years, during which he worked part-time at King. . . . Joseph A. Sadd, divisional manager for Liberty Records out of Los Angeles, on an extended Midwestern tour to plug Gene McDaniels' "Hundred Pounds of Clay" album, spent a day here making the rounds of radio stations and music emporiums. Joe puts in Monday (22) in Cleveland, spends Tuesday and Wednesday (23-24) in Chicago, and heads back to L. A. Thursday (24).

Hugh Dallas, sales and promotion expert with the Command and Grand Award labels out of Detroit, covered local radio stations and music shops Thursday (18) with loud raves on Tony Mottola's new album on the Command label titled "Folk Songs," which he claims has topped the 100,000 mark in sales to date. Another winner, Hugh claims, is "Two Organs and Percussion," by Sy Mann and Nick Tagg, on the Grand Awards label. Dallas wound up a three-week promotion tour in St. Louis and Chicago over the weekend. . . . Is Nathan, head of Hit Records Distributing Company, due back here June 2 from a several months' trek that took him and his wife to Israel, England and the Continent on a combined business and pleasure jaunt. Bill Sachs.

## Chicago

E. G. Abner, head of Vee Jay, was in New York recently for the "live" recording session of Jimmy Rede's Carnegie Hall concern. . . . Barbara Gardner, who's worked with Vee Jay in public relations, is now also doing record promotion for the firm. . . . Don Robey, Duke and Peacock Records, held waxing sessions with Bobby Bland (Peacock) and other artists at Universal Recording Studios last week. . . . Argo Records recorded the Jazztet with Art Farmer and Benny Golson in a three-day "live" session at the Birdhouse last week. . . . Mary Clinton and Jack Ferra, p.r. duo, are now working with Gene Bianco, young harpist (Chord).

Nero Records recently signed the Regals, vocal group presently working local record hops. The firm also inked the Caravelles, a pop instrumental group set to wax a single in the near future. . . . Tim Gayle, veteran Chi promo man, was a New York visitor last week making the diskery rounds with Nina Gaylo, new vocal find signed by him recently. . . . George Gerken, Capitol Records' district sales manager, spent the last two weeks on jury duty.

Gene Landy, Eureka and Lectern Records, made Chicago a stop-over en route to the West Coast from St. Louis. Landy, who'd flown to the Missouri city for Bob Grossman's opening at the Laughing Buddha, reports that Station WIL, St. Louis, has voted the folk singer its "artist of the month." Gloria Manlong

## FOLK TALENT & TUNES

By BILL SACHS

Ed Perry, president of Gala Records, Vidalia, Ga., announces that the firm is entering the country and western market, with 12 releases set for this year. The first, "I've Lost the Only One" b.w. "My Once-a-Week Love," by C. V. Williams, will be released this week. The platter was originally skedded for early-April release but was postponed because of the untimely death of Williams in an explosion in Savannah, Ga. Heywood Wynn has just joined the Gala staff as vice-president in charge of sales and distribution. . . . Ray Sanders begins a tour of the Pacific Northwest for the Americana Corporation at Vancouver, B. C., May 23. On June 4, Americana stages its annual country music show for the inmates of Chino Prison in California, with 18 members of the firm's talent staff participating.

Roy Drusky, working under the guidance of Hubert Long, makes his first appearance on the Dick Clark ABC-TV-er Tuesday (23) to plug his newest Decca release, "Three Hearts in a Tangle." . . . The Southland Gospel Trio, of Canton, Ohio, has a new one out on the B-W label coupling "Behold, He Cometh" and "Pathways of Life." Trio is heard regularly on WCNS, Canton. Deejays using gospel

music are asked to drop a line to B-W Music, Inc., Box 337, Wooster, Ohio. . . . The Rocky and Hal Duo (Rocky Rauch and Hal Clampett), rhythm guitar and console steel, continue their tour of dance lounges and show bars in the Pacific Northwest. They are currently in Wenatchee, Wash., after a seven-week stand in The Dallas, Ore.

June bookings for the gospel-singing Blackwood Brothers Quartet find them in Bloomfield, Ind., June 1; Dayton, Ohio, 2; Chicago, 3; Flint, Mich., 5; Raleigh, N. C., 8; Charlotte, N. C., 9; Harrisburg, Pa., 10; Chillicothe, Ohio, 11; Davenport, Ia., 16; Minneapolis, 17; Memphis, 23, and Mobile, Ala., 24. . . . Jack Robbins and Joe Poovey, who recently took over as co-producers of "Cowtown Jubilee," presented each Saturday from the stage of the Majestic Theater, Fort Worth, report that business for their first month of operation has been satisfactory. In the regular cast are Cherie Robbins, the Bragga Sisters, Bobby Kriss, John Paul Nichols and Drenda Barnett, with a pair of guest artists rounding out the weekly programs.

"Patti Page has gone and done it again with another waltz," typewrites Grelun

Landon, of Hill and Range Songs, Inc., New York. "Tune is 'Mom and Dad's Waltz,' continues Landon, "which is the Lefty Frizzell standard of many years ago and which ships right away with Mercury. This one has it for everyone's programming and I will fill jockey requests from here," Grelun says. "There'll also be a heap of excitement brewing," Landon predicts, "when the new Claude King record is released on Columbia. Goldie Hill also gave Decca a great slice with Stuart Hamblen's gold standard, 'Remember Me? I'm the One Who Loves You,' which is shipping now."

Guest roster of NBC-TV's "Five Star Jubilee," beamed each Friday from Springfield, Mo., has Snooky Lanson hosting June Carter and Lew Childre May 26; Uncle Cyp Brasfield and Betty Johnson joining Jimmy Wakely on the June 2 telecast, and Don Gibson visiting Tex Ritter June 16. . . . The Burlington Railway's first of two Ozark Jubilee Excursions from Chicago and Omaha will provide an audience of 2,000 persons at Springfield's Shrine Mosque for a special show starring Jimmy Wakely and Betty Johnson Saturday, June 3. . . . Red Foley, who (Continued on page 44)

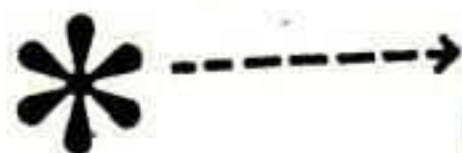
# IT CAME TO YOU FIRST FROM



# THE HOTTEST SINGLE

# FROM THE

# HOTTEST PICTURE OF THE YEAR



## HARRY SIMEONE

### ORCHESTRA AND CHORUS

**20th CENTURY FOX #245**

**The Cash Box Pick of the Week**

"LA DOLCE VITA" (2:57) [Robbins ASCAP—Verde, Rota]  
 "A GIRL AND A HORN" (3:10) [Shawnee ASCAP—Simeone]  
**HARRY SIMEONE (20th-Fox 245)**

The haunting, title theme from the highly-rated pic import, "La Dolce Vita (The Sweet Life)," receives two stellar wax interpretations this week. One bows the Ray Ellis outfit on Victor while the other features Harry Simeone ork & chorus on 20th Fox. Both are ear-pleasers. Ellis has a pretty trumpet-led cha cha theme from the same pic as his coupler while Simeone's crew (Mel Davis spotlighted on trumpet) shines on a soft romantic lovely.

**VARIETY**

**Jocks, Jukes and Disks**

By MIKE GROSS

Harry Simeone Ork & Chorus (20th Fox): "LA DOLCE VITA" (Robbins\*) is the haunting title theme of the new Italian pic and it gets a vivid orch and choral treatment that gives it solid spinning chances.

**BILLBOARD MUSIC WEEK**  
 the pick of the new releases:

**SPOTLIGHT WINNERS OF THE WEEK**

Strongest sales potential of all records reviewed this week.

Pop

**HARRY SIMEONE ORK AND CHORUS**  
**LA DOLCE VITA (Robbins, ASCAP) (2:57)**—The theme from the top-flight flick gets a beautifully flowing instrumental reading from the ork with the chorus joining in later on. The flip is "A Girl and a Horn" (Shawnee, ASCAP) (3:10).  
 20th Fox 245

## AFM's Kenin Bids For Govt. Subsidy Of Performer Arts

WASHINGTON—A good deal of Uncle Sam's Voice of America messages go overseas on wings of song, and a good many U. S. Treasury bonds here are sold to the accompaniment of music—all freely provided by the American musician. This point was made by Herman Kenin, president of the American Federation of Musicians, before a House Labor Subcommittee last week, during a hearing on bills to provide federal subsidy for the performing arts and to set up an Advisory Council on the Arts in the federal government.

The bills, both introduced by Rep. Frank Thompson Jr. (D., N. J.), are a step in the right direction, said Kenin, but do not go nearly far enough. The "matched funds" to be added to separate State expenditures on the arts are only \$100,000 annually at best, and the advisory council would not

## Sill Cops Highland & Kerwood Labels

HOLLYWOOD — Lester Sill has acquired the Highland and Kerwood labels from Sid Talmadge. Sill, in addition to serving as president of the two labels, will continue his publishing activities in heading Gregmark Music, which he jointly owns with writer Lee Hazelwood. The Sill-Hazelwood team which has gained attention as an independent record producing duo, also has its own Gregmark label.

have a cabinet voice, said Kenin.

The government also gets a free ride on the "generosity of our union musicians" who provide some 60 per cent of all music broadcast to our Armed Forces in Korea and on occupation duty." Yet the government will appropriate nothing in return, and ignores the example set abroad by most other countries which showcase their performing talent on the grand scale. Kenin quoted President Kennedy as publicly favoring federal support for the performing arts.

## STORE'S STAFF PEDDLE DUCATS AS \$\$ SIDELINE

OTTAWA — The Treble Clef Record Centre, a small but well-stocked shop on Bank Street here, has entered an allied business to help increase record sales. Treble Clef sponsors a series of folk, classical and popular concerts through the year and sells tickets to these and other concerts from an outlet within the store. In the past year, such artists as Shelley Berman, Bob Newhart, the Limelites, Jose Greco, Pete Seeger, the Kingston Trio and the touring show of "Fiorello," to name a few, have performed to capacity audiences in Ottawa. The demand for tickets to these shows has created natural store traffic for the Treble Clef with the bonus of extra record sales.

## Arren and Broderick Held Over in Vegas

LAS VEGAS—The veteran musical comedy team of Arren and Broderick (Charlotte Arren and Johnny Broderick), now in their eighth week as a feature of Barry Ashton's "Holiday in Rio" at the New Frontier Hotel here, last week was handed a holdover which will keep them here at least 12 weeks.

The team opened March 30 for four weeks, with 12 options of four weeks each. Option picked up last week was the third. The Ashton revue is currently one of the top shows on the Strip and indications

are that it may remain here well up into the fall season.

Broderick, a pianist, is well known in songwriting circles and has several hit tunes to his credit. In recent years he has written much special material for Mahalia Jackson.

HOLLYWOOD — Dot Records last week took over national distribution of Crystallite's "Playboy Lover" single, marking the second time Dot has distributed a Crystallite disk. The first was "Pink Shoe Laces," which several years ago became one of the top-selling singles of its day. Dot is distributing "Playboy" under the Crystallite banner.

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**TO TRUMPETS AND STRINGS**

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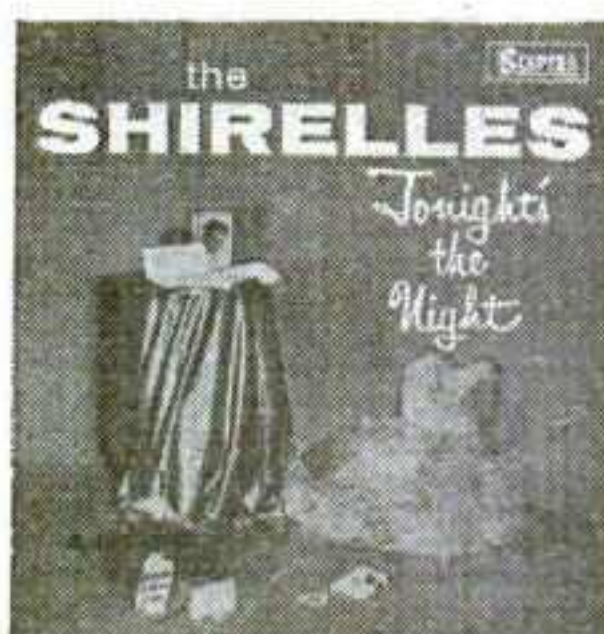
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SLP #501

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- You now earn 3¾% to maturity, ½% more than ever before
- You invest without risk under a U.S. Government guarantee
- Your Bonds are replaced free if lost or stolen
- You can get your money with interest anytime you want it
- You save more than money—you buy shares in a stronger America:

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WELK**



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**B/W**

**CRUISING DOWN THE RIVER**



**#16222**

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

## Crowell-Collier's Hope of Acquiring Station WMGM May Hit FCC Snag

WASHINGTON — Crowell-Collier's hopes for acquiring Loew's New York radio station, WMGM, may snag on complaints of alleged payola and other questionable activities of the publishing firm's owned stations in Los Angeles, Oakland, Calif., and St. Paul. The details of the complaints have leaked to the broadcast trade press, although only the general areas of

questioning have been indicated by the Federal Communications Commission, in connection with a highly complex round-robin of station swaps and buys involving RKO, NBC and Crowell-Collier, among others.

FCC has announced that hearings will have to be held concerning Crowell-Collier's proposed buy of Washington "good music" sta-

tions, WGMS and WGMS-FM here, from RKO General, Inc. The agency makes no mention of the related application for the New York radio outlet, but proposes to look into general questions of whether the Crowell-Collier "pattern of operation" qualifies as broadcasting in the public interest.

Broadcasting magazine, claiming to have had access to an 81-page staff document prepared on these matters for the commissioners' consideration, says the FCC complaints of payola have been raised against C-C stations KDWB, St. Paul; KEWB, Oakland, and KFVB, Los Angeles. The report is alleged to contain acknowledgement by a KFVB employee that a record distributor offered money for pushing his product on the station.

Also, according to the broadcast trade book, the FCC office of complaints and compliance has complaints of "vulgarity" and "bad taste," and airing of "filthy records" over all three C-C outlets. The FCC's public announcement contains charges of vulgarity, operating beyond legal hours, and snagging police and fire broadcasts for sensational rebroadcast which alarmed the communities.

A public hearing will be held on these and many other issues of a complex series of deals involving top stations in Washington, Philadelphia, Boston and San Francisco. In brief, the FCC will question all hands as to possible violation of the public interest involved in the NBC, RKO, Crowell-Collier roles in these proposed transactions:

NBC's application to hand over its WRCV and WRCV-TV stations in Philadelphia to RKO. Philco Broadcasting Company is applying for the channel, citing NBC's antitrust record as making it unfit to operate the outlet or transfer it to RKO. In Boston, RKO General proposes to turn over its stations WNAC, WRKO-FM and WNAC-TV. In Washington, NBC proposes to turn over its stations WRC, WRC-FM and WRC-TV to RKO General. Chronicle Publishing Company is trying to get the station for itself, and Westinghouse Broadcasting wants to be made a party to the proceedings. License renewals are pending on most of the stations involved.

FCC says that in connection with any and all NBC (RCA) proposals, the firm will have to be examined on its antitrust background. The issue of trafficking in licenses, and questionable pay-offs, will be raised on deals involving construction permit for San Francisco-Oakland Television, Inc., in which RKO may have been involved and which NBC proposes to acquire.

## Bills in Congress To Regulate Nets, Set Advisory Board

WASHINGTON — Reform proposals for broadcasting continue to follow the blockbusting criticism of the industry made by FCC Chairman Newton Minow and NAB President LeRoy Collins during the recent National Association of Broadcasting convention. A bill to regulate networks, particularly in the programming area, and one to set up a National Citizens Advisory Board on radio and TV emerged on the Hill last week.

Rep. John Bennett (R., Mich.), ranking minority member of the House Commerce Committee, has introduced a bill to allow the Federal Communications Commission to regulate networks which would require "balanced programming" by the nets, prevent them from putting undue pressure on affiliate's programming, limit affiliate contracts to two-year terms, and dock the nets \$50 for every day's infraction of the rules. A bill to license the networks was introduced earlier in

the session by Commerce Committee Chairman Harris (D., Ark.). Rep. Thomas Ashley (D., Ohio) wants to set up the radio-TV advisory board of 11 members, presently appointed. The board would make a "continuing study of programming trends," and the pressures brought to bear by networks, advertisers, et al. Reports would be submitted annually to Congress and to the FCC, with recommendations for legislation when necessary.

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**PHIL UPCHURCH AND HIS COMBO**

Boyd® Records #3398

UNITED ARTISTS RECORDS

## Victor Pop Issues Stress Chet Atkins' Best Selling LP's

NEW YORK—Victor's pop albums for June will include a special promotion on Chet Atkins, to stress the a. & r. man and guitarist's catalog of best selling albums. Victor is bringing out a new Atkins album, "The Most Popular Guitar," and is repackaging 10 of the musician's former LP releases in jackets. The firm is also springing with a national Atkins promotion featuring a window display contest with barbecue grills to be awarded to winning dealers. The window will feature cut-outs of Atkins plus the slogan, "Chet Atkins and your record dealer invite you to entertain with RCA Victor records at your barbecue."

Other new Victor releases include Ray Ellis' first LP, "La Dolce Vita and Other Great Motion Picture Themes"; "Summer Camp Songs" with Hugo and Luigi's Children's Chorus; Bernie Green's "Futura," and "Crazy Rhythm" with the Guitars Unlimited.

**The SONG of the RAIN**

By PAUL DURAND, Composer of "Mademoiselle De Paree"

Theme from the new film "THE COW AND I"

**ROGER WILLIAMS** on KAPP

MILLS MUSIC, 1619 B'dway., N. Y. 19

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# BIG BOSS MAN

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**18 ON**  
Cash Box

**TOP 50**  
IN R&B LOCATIONS  
ACROSS THE NATION

**18 ON**  
BILLBOARD  
MUSIC WEEK  
BUBBLING UNDER THE HOT 100

**16 ON**  
Music Vendor

**TOP 50** R&B Sales & Performance

**28 ON**  
Cash Box

**LOOKING AHEAD**

## THANKS TO CONTINUOUS PLAY BY OUTSTANDING HIT-MAKING STATIONS

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|------------|--------------------|-----------------------------|-----------|-------------------------|
| 9 AT WAKE  | } ATLANTA          | 4 AT WGIV, CHARLOTTE, N. C. | } HOUSTON | 5 AT WYLD, BIRMINGHAM   |
| 17 AT WPLO |                    | 18 AT WKLO, LOUISVILLE      |           | 24 AT WDXB, CHATTANOOGA |
| 7 AT WQXI  |                    | 7 AT WNOE                   |           | 44 AT KTSA, SAN ANTONIO |
| 19 AT WAIL | } BATON ROUGE, LA. | 9 AT WTIX                   | } DALLAS  | 10 AT KFJZ              |
| 9 AT WLCS  |                    | 6 AT WJBW                   |           | 5 AT KXLR, LITTLE ROCK  |
|            |                    |                             |           | } FORT WORTH            |

AND BREAKING WIDE OPEN FROM SAN DIEGO TO SEATTLE!

BILLBOARD MUSIC WEEK

# HITS OF THE WORLD



**HOLLAND**

Week ending May 19, 1961  
(Courtesy Fonorama, Amersfoort)

This Week	Last Week	Artist
1	1	WHEELS—String-A-Longs (London)
2	2	NON, JE NE REGRETTE RIEN—Edith Piaf (Columbia)
3	5	BABY SITTIN' BOOGIE—Buzz Clifford (Phillips)
4	4	ARE YOU SURE?—The Allison's (Fontana)
5	3	SURRENDER—Elvis Presley (RCA)
6	9	CORRINE, CORRINA—Ray Peterson (London)
7	8	WALK RIGHT BACK—Everly Brothers (Warner Bros.)
8	7	AFSCHEID VAN 'N SOLDAAT (Wooden Heart)—Ria Valk (Fontana)
9	6	IN A LITTLE SPANISH TOWN—Blue Diamonds (Decca)
10	15	BLUE MOON—The Marcels (Colpix)
11	11	SUCU, SUCU—Ping, Ping (Tivoli)
12	10	WOODEN HEART—Elvis Presley (RCA)
13	15	ROCKING BILLY—Ria Valk (Fontana)
14	17	PEPE—Daidida (Barclay); Caterina Valente (Decca); Duane Eddy (London)
15	14	CALENDAR GIRL—Neil Sedaka (RCA)
16	12	THEME FOR A DREAM—Cliff Richard (Columbia)
17	18	HAVE I TOLD YOU LATELY?—Blue Diamonds (Decca)
18	19	GOOD TIME BABY—Bobby Rydell (Columbia)
19	16	DANS NOG EENMAAL MET MIJ (Save the Last Dance)—The Foury's (Decca)
20	—	OCH, WAS IK MAAR . . . —Johnny Hoos (Phillips)

**SPAIN**

Week ending May 19, 1961  
(Courtesy Discomania, Madrid)

This Week	Last Week	Artist
1	2	15 ANOS TIENE MI AMOR—Duo Dinamico (Voz Amo); Los Tico Tico (Iberofon)
2	1	MY HOME TOWN—Paul Anka (ABC-Hispavox)
3	7	POETRY IN MOTION—Duo Dinamico (Voz Amo); Johnny Tillotson (Hispavox)
4	3	GREENLEAVES OF SUMMER—Brothers Four (Phillips)
5	4	PEPE—Shirley Jones (Discophon)
6	6	ARE YOU LONESOME TONIGHT—Elvis Presley (RCA)
7	5	24,000 BESOS—Adriano Celentano (Zafiro)
8	11	AL DI LA—Luciano Tajoli (Discophon)
9	9	GREENFIELDS—Jose Guardiola (Voz Amo)
10	8	SURRENDER—Elvis Presley (RCA)
11	12	WOODEN HEART—Elvis Presley (RCA)
12	13	LA MONTANA DE IMITTOS—Los 5 Latinos (Fontana)
13	10	IT'S NOW OR NEVER—Elvis Presley (RCA)
14	14	SUMMER IS GONE—Paul Anka (Hispavox)
15	15	LA NOVIA—Antonio Prieto (RCA)
16	17	CALENDAR GIRL—Neil Sedaka (RCA)
17	21	APACHE—The Shadows (Voz Amo)
18	22	STORY OF MY LOVE—Paul Anka (Hispavox)
19	16	PILLOW TALK—Doris Day (Phillips)
20	18	ESTANDO CONTIGO—Marisol (Montilla)

**CHILE**

Month of May, 1961  
(Courtesy Discomania, Madrid)

This Month	Last Month	Artist
1	3	WILL YOU LOVE ME TOMORROW?—The Shirelles (Top Rank)
2	4	SURRENDER—Elvis Presley (RCA)
3	6	POETRY IN MOTION—Pat Henry (Odeon)
4	2	WOODEN HEART—Elvis Presley (RCA)
5	—	THE STORY OF MY LOVE—Paul Anka (ABC)
6	—	EXODUS—Ferrante & Teicher (—)
7	5	SIN TU AMOR—Los 4 Duendes (Odeon)
8	—	TONIGHT MY LOVE—Paul Anka (ABC)
9	—	GREENFIELDS—Brothers Four (Columbia)
10	—	NEVER ON SUNDAY—Various Artists

**BRITAIN**

Week ending May 19, 1961  
(Courtesy New Musical Express, London)

This Week	Last Week	Artist
1	4	RUNAWAY—Del Shannon (London)
2	1	BLUE MOON—Marcel's (Pye Int.)
3	2	YOU'RE DRIVING ME CRAZY—Temperance Seven (Paralophone)
4	3	ON THE REBOUND—Floyd Cramer (RCA)
5	6	MORE THAN I CAN SAY—Bobby Vee (London)
6	12	FRIGHTENED CITY—Shadows (Columbia)
7	5	DON'T TREAT ME LIKE A CHILD—Helen Shapiro (Columbia)
8	7	WOODEN HEART—Elvis Presley (RCA)
9	28	YOU'LL NEVER KNOW—Shirley Bassey (Columbia)
10	13	WHAT'D I SAY—Jerry Lee Lewis (London)
11	10	THEME FROM DIXIE—Duane Eddy (London)
12	14	WARPAINT—Brook Brothers (Pye)
13	8	AFRICAN WALTZ—Johnny Dankworth (Columbia)
14	9	EASY GOING ME—Adam Faith (Paralophone)
15	15	A HUNDRED POUNDS OF CLAY—Craig Douglas (Top Rank)
16	18	LITTLE BOY SAD—Johnny Burnette (London)
17	21	BUT I DO—Clarence Henry (Pye Int.)
18	23	HAVE A DRINK ON ME—Lonnie Donegan (Pye)
19	16	EXODUS—Ferrante & Teicher (London)
20	11	GEE WHIZ, IT'S YOU—Cliff Richard (Columbia)
21	22	HOW WONDERFUL TO KNOW—Pearl Carr and Teddy Johnson (Columbia)
22	—	LITTLE DEVIL—Neil Sedaka (RCA)
23	20	I STILL LOVE YOU ALL—Kenny Ball (Pye)
24	19	LAZY RIVER—Bobby Darin (London)
25	29	WORDS—Allison's (Fontana)
26	—	HALF WAY TO PARADISE—Billy Fury (Decca)
27	—	SPURS SONG—Totnamites (Orlone)
28	30	MY BLUE HEAVEN—Frank Sinatra (Capitol)
29	17	ARE YOU SURE?—Allison's (Fontana)
30	—	I'VE TOLD EVERY LITTLE STAR—Linda Scott (Columbia)

**MEXICO**

For week ending May 19, 1961  
(Courtesy Audiomusica, Mexico)

This Week	Last Week	Artist
1	2	AY MEXICANITA—Julio Jaramillo (Peerless)
2	—	LA NOVIA—Antonio Prieto (RCA Victor)
3	3	NUNCA EN DOMINGO (Never on Sunday)—Los Diamantes, Beltran Ruiz (RCA Victor)
4	7	Y . . . —Javier Solis (Columbia)
5	10	LAS MACARENAS—Los Espanoles (Polydor)
6	1	MAS ALLA (Al di la)—Los Diamantes (RCA Victor)
7	5	EL PESCADO NADADOR—Aceves Mejia (RCA Victor); Roberto Romano (Musart)
8	4	CREI—Juan Mendoza (Peerless)
9	8	PEPE—Carlos Campos (Musart)
10	11	EL CABALLO BLANCO—Lola Beltran (Peerless)
11	9	LA CHICA ALBOROTADA—Los Locos del Ritmo (Dinsa)
12	12	POR TU AMOR—Los Galantes (Musart)
13	—	HISTORIA DE MI AMOR (Story of My Love)—Cesar Costa (Orfeon)
14	—	MATILDA—Los Jokers (Vik)
15	15	JU-JULIA—Enrique Guzman (Columbia)

**NORWAY**

Week ending May 19, 1961  
(Courtesy Verdens-Gang, Oslo)

This Week	Last Week	Artist
1	1	ARE YOU SURE?—The Allison's (Fontana)
2	2	ROMANTICA—Robertino (Triola)
3	5	RAMONA—Blue Diamonds (Fontana)
4	3	WOODEN HEART—Elvis Presley (RCA)
5	6	WHEELS—String-A-Longs (London)
6	4	O SOLE MIO—Robertino (Triola)
7	7	AH MARIE, JEG VIL HJEM—The Monn Keys (Triola)
8	9	BABY SITTING BLUES—Buzz Clifford (Phillips)
9	8	SURRENDER—Elvis Presley (RCA)
10	—	BLUE MOON—The Marcels (London)

**NEW ZEALAND**

Week ending May 19, 1961

This Week	Last Week	Artist
1	4	CALENDAR GIRL—Neil Sedaka (RCA)
2	1	SURRENDER—Elvis Presley (RCA)
3	2	WALK RIGHT BACK—Everly Brothers (WB)
4	3	YOU'RE SIXTEEN—Johnny Burnette (London/Liberty)
5	6	ARE YOU SURE—The Allison's (Fontana)
6	7	PEPE—Duane Eddy (London/Jamie)
7	8	AM I LOSING YOU—Jim Reeves (RCA)
8	10	LAZY RIVER—Bobby Darin (London/Atco)
9	11	WHERE THE BOYS ARE—Connie Francis (MGM)
10	12	CORINNA, CORINNA—Bill & Boyd (Peak)
11	13	LOOK OVER THE HILL—Toni Williams (La Gloria)
12	14	YOU ARE MY SUNSHINE—Johnny & the Hurricanes (London)
13	15	DON'T WORRY—Marty Robbins (Coronet/Columbia)
14	—	EXODUS—Ferrante & Teicher (London/UA)
15	—	LITTLE BOY SAD—Toni Williams (La Gloria)

**AUSTRALIA**

Week ending May 19, 1961  
(Courtesy Music Maker, Sydney)

This Week	Last Week	Artist
1	1	RUNAWAY—Del Shannon (London)
2	3	SCOTTISH SOLDIER—Andy Stewart (Top Rank)
3	2	EXODUS—Ferrante & Teicher (London)
4	11	SURRENDER—Elvis Presley (RCA)
5	9	WOODEN HEART—Elvis Presley (RCA)
6	5	WHEELS—String-A-Longs (London)
7	4	ON THE REBOUND—Floyd Cramer (RCA)
8	15	GOOD TIME BABY—Bobby Rydell (HMV)
9	18	ASIA MINOR—Kokomo (London)
10	—	THEME FROM THE APARTMENT—Ferrante & Teicher (London)
11	7	PORTRAIT OF MY LOVE—Steve Lawrence (London)
12	—	WHERE THE BOYS ARE—Connie Francis (MGM)
13	—	STAYIN' IN—Bobby Vee (London)
14	—	VIRGIN MARY—Howard Morrison Quartet (W & G)
15	6	LITTLE BOY SAD—Johnny Burnette (London)
16	—	THAT'S IT, I QUIT, I'M MOVIN' ON—Sam Cooke (RCA)
17	13	BLUE MOON—Marcel's (Pye)
18	14	RAM-BUNK-SHUSH—Ventures (London)
19	8	THE MAGNIFICENT SEVEN—Al Caiola (London)
20	10	GOIN' STEADY—Col Joye (Festival)

**ITALY**

Week ending May 19, 1961  
(Courtesy Musica e Dischi, Milan)

This Week	Last Week	Artist
1	2	IL MONDO DI SUZIE WONG—Nico Fidenco (RCA)
2	9	WHERE THE BOYS ARE—Connie Francis (MGM)
3	3	GIOVANE AMORE—Domenico Modugno (Fonit)
4	1	JEALOUS OF YOU—Connie Francis (MGM)
5	5	THE GREEN LEAVES OF SUMMER—Nelson Riddle (Capitol); Frankie Avalon (Chancellor)
6	6	COME SINFONIA—Pino Donaggio (Columbia)
7	10	SURRENDER—Elvis Presley (RCA)
8	11	NON ARROSSIRE—Giorgio Gaber (Ricordi)
9	8	JUST THE SAME OLD LINE—Nico Fidenco (RCA)
10	4	C'EST ECRIT DANS LE CIEL—Bob Azzam (Barclay); Marino Marini (Durium)
11	7	VALENTINO—Connie Francis (MGM)
12	—	PARLAMI D'AMORE MARIU—Peppino Di Capri (Carisch)
13	12	FLAMENCO ROCK—Milva (Cetra)
14	15	1 MAGNIFICI SETTE—Al Caiola (London)
15	—	EXODUS—Ferrante & Teicher (London); Edith Piaf (Columbia)
16	13	IL PULLOVER—Gianni Meccia (RCA Camden)

**GERMAN NEWSNOTES**

**Benefit for Disk Artists**

By BRIGITTE KEEB

Music Editor, Automaten-Markt, Braunschweig

In co-operation with Polydor Records, the Buchmann Agency will organize a charity appearance in Stuttgart, June 19, for Polydor recording artists Rainer Bertram, Gina Dobra and Joe Klimm, recently seriously injured in a car accident. Participating in this concert will be top talents as Peter Kraus, Gus Backus, Jorg-Maria Berg, Maureen Renee and Ines Taddio.

**Distribution**

Sonet - Storyville Company, Hamburg, has taken over the distribution of Chancellor Records in Germany, up to now represented by Deutsche Grammophon under the Heliodor label.

N. V. Phonogram, Amsterdam, has taken over the distribution of "777" Records, the juke box label of coin machine wholesaler Lambertus B. De Jonge, Rheinhausen, in the Netherlands. N. V. Phonogram is the main distribution organization of Phillips and Fontana and also represents Decca and London there.

**Changes**

American publisher Paul Siegel, now residing in Berlin, has opened up new offices in the Goldpfeil-Haus, Tauentzienstrasse 16.

**Pubber Row**

"Are You Sure", No. 2 prize winner in the "Grand Prix Eurovision" 1961, has three German versions with the lyrics by Klaus Munro entitled "Ahoi-Ohe" recorded by the Blue Diamonds on Fontana, the Continentals on Decca, Will Brandes on Electrola. Publisher Paul Siegel took over from his U. S. partner Lee Pincus the rights to Gene McDaniels' "100 Pounds of Clay," available in the original already on London. The German version has been recorded by Chris Howland on Electrola with German lyrics by Fred Oldorp entitled "100 Schone Frauen" (Beautiful Women).

**New Singles**

The Marcels' original "Blue Moon" is now available on Colpix here, distributed by Sonet-Storyville Records. In the meantime, there are also versions by Jimmy Bowen on Roulette as well as German versions by Ursel Jakob (Decca) and Harry Gluck (Polydor) . . . "Wheels", currently No. 1 in Germany, by Billy Vaughn, is

By JIMMY JUNGERMANN

102, Ismaninger Str., Munich The Swiss Scene

Rolf Budde, well-known German music publisher, is on a trip through Switzerland. . . . Joseph E. Zerga, director of the International Music Publishing Division of E.M.I., arrived in Zurich, Switzerland, for meetings with Jano Peterer of Edition Coda. . . . For the same reason, Harold Orenstein, New York lawyer and rep of various U. S. music publishers, arrived in Zurich.

Combining pleasure with business, Cedric Dumont, "Mr. Music Man of Switzerland," flew to Milan, Italy, with Globe Air, independent Swiss Charter Airlines, in which he has financial interests, for meetings with Italian publishing and recording partners. CD will conduct a concert at the Royal Festival Hall in London in June in which he will perform his "Divertissement Helvetique." . . . The Seeburg Corporation, Chicago, has acquired a further series of background music, mostly compared by CD.

**Music Export**

Romy Schneider will sing the French version of her hit tune "Merci Monpiti" composed by Martin Bottcher. . . . The "Electric Rhapsody" by Edmund ("Lichtensteiner Polka") Kotscher scored well in France, England, Japan, and in East Germany. . . . Josephine Baker recorded the German hit tune "Sag Beim Abschied Leise Servus" by Peter Kreuder in French and German.

"Nous Aurons Demain" (We'll Have a Tomorrow), the winning song in the Swiss "Grand Prix de la Chanson Eurovision 1961" and voted third in the European finals, published by Edition Coda in Zurich, is getting disk coverage with the Franca Di Rienzo version on Vogue in the lead. The number is also climbing fast in France.

U. S. Music in East Germany  
The Fortunas and the Gerd Natschinski ork recorded "Everybody's Somebody's Fool" for the East German Amiga label. . . . The Dance Ork of Radio Leipzig conducted by Walter Eichenberg taped a Richard Rodgers medley.

to be released in the first German vocal version written by Peter Kaegbin and sung by Peter Steffen and Hannelore Bassen on Polydor.

**AUSTRALIAN NEWSNOTES**

**Festival Preps Medley Single**

By GEORGE HILDER

19 Todman Ave., Sydney Ken Taylor, general sales, A. &

T. manager of Festival Records, stated that as a new merchandising angle in the singles field, the company is issuing a single-play 45 disk under the title, "Patty Markham Hit Parade Medley." This record will feature six current top tunes which are also available in this country on the original best-selling versions on competitive labels. Taylor said that this was an attempt to meet the

increasing demand for overseas top tunes by local artists, without competing with the original best-selling versions.

**Home Front**

Col Joye and the Joye Boys departed from Sydney May 16 for Port Moresby, New Guinea. . . . Diana Trask will return home to Australia for a three-week holiday June 30. This week Coronet Records released Diana's first LP issued in America on Columbia. . . . Guy Mitchell arrived in Sydney May 14 for four weeks.

**Label Move**

It has just been reported that the popular duet, the Allan Brothers, are to make a switch in labels from Pye to E.M.I. It is said the new contract begins on June 1. . . . It is also whispered around town that American composer Nat Kippner is to start a new

(Continued on page 24)



*Destined to be  
the No. 1 group  
in the nation...*

# THE VELVETS

featuring Virgil Johnson

with their current smash...

# TONIGHT

( **Could Be The Night** )

B/W

# SPRING FEVER

45-441

**BILLBOARD**  
SPOTLIGHT WINNERS  
OF THE WEEK

**THE VELVETS**  
"TONIGHT (COULD BE THE NIGHT)" (Columbia, 4511)  
(2184)—"SPRING FEVER" (Acap-Ross, 8581) (2137)—The  
Velvets turn in attractive performances on two pretty tunes.  
"Tonight" is a rhythmic effort channeled with sparkle, and  
the up-tempo flip is performed with rock and roll flavor.  
Monument 441

**The Cash Box**  
Pick of the Week

"TONIGHT (COULD BE THE NIGHT)" (2184)  
(Columbia RMI-Johnson)  
"SPRING FEVER" (2137) [Acap-Ross RMI—Orbison]  
THE VELVETS (Monument 441)  
The Velvets, who broke into Top 100 territory with their teen beat un-  
dating of "Lucky Old Sun," should head straight back there with this  
newcomer. It's a tantalizing, quick paced romance, labeled "Tonight"  
(Could Be The Night), that the crew (featuring Virgil Johnson) dunks  
out in coin-catching manner. Artists have "Spring Fever" on the catchy  
rock-a-cha-cha flip.



ONE OF THE **LONDON GROUP** OF HIT LABELS  
839 West 25 St., New York 1, N. Y.

BOOKINGS AND MANAGEMENT  
**FRED FOSTER**

*Thanks OP's for keeping  
our records spinning*

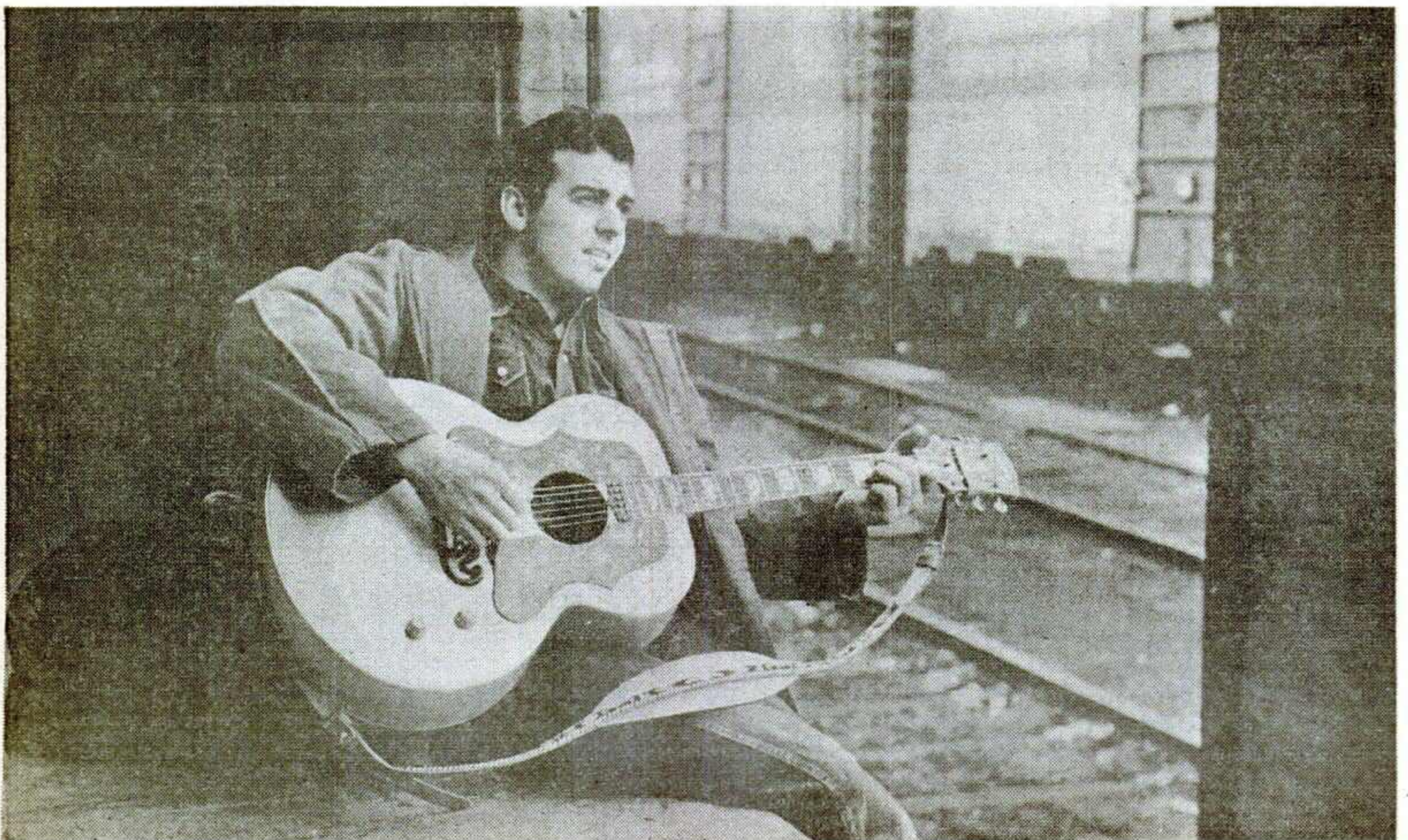
# ACTION!

*Another Lonely Girl*

**K13007**

**MARK DINNING**

MGM RECORDS  
THE STARPOWER LABEL



*Respectable*

**K13008**

**THE CHANTS**



**MGM RECORDS  
THE STARPOWER LABEL**

*For Your Love*

**K9089**

**THE WANDERERS**

**CUB RECORDS**

**ACTION!**

# ALBUM PROGRAMMING & BUYING GUIDE

## TOP LP'S BY CATEGORY

These LP's, all on this week's Top LP charts, are here broken down by type of material and then listed alphabetically along with their rank order position in the current Top LP charts. Positions in parenthesis are for the stereo chart.

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.

### VOCAL LP's

Title (Label)	Mono (Stereo)	Top LP Rank
<b>Male Vocalists</b>		
ALL THE WAY (Cap)		8 (14)
PAUL ANKA SINGS HIS BIG 15 (ABC)		61
BELAFONTE AT CARNEGIE HALL (RCA)		30 (36)
BELAFONTE RETURNS TO CARNEGIE HALL (RCA)		60
BOBBY'S BIGGEST HITS (Cameo)		37
CALYPSO (RCA)		85
COME DANCE WITH ME (Cap)		128
COME FLY WITH ME (Cap)		139
DARIN AT THE COPA (Atco)		78
BOBBY DARIN STORY (Atco)		130
DEDICATED TO YOU (ABC)		26
ELVIS IS BACK (RCA)		99
FAITHFULLY (Col)		116
GENIUS HITS THE ROAD (ABC)		86
GENIUS PLUS SOUL EQUALS JAZZ (Imp)		17 (47)
HEAVENLY (Col)		72
HIS HAND IN MINE (RCA)		145
BUDDY HOLLY STORY (Cor)		48
JOHNNY HORTON'S GREATEST HITS (Col)		44
HYMNS (Cap)		40
I'LL BUY YOU A STAR (Col)		67
JOHNNY'S GREATEST HITS (Col)		28
JOHNNY'S MOODS (Col)		77 (50)
LOVE IS THE THING (Cap)		133
NEARER THE CROSS (Cap)		82
NICE 'N' EASY (Cap)		29 (44)
ONLY THE LONELY (Cap)		65
RING-A-DING-DING (Rep)		13
SINATRA'S SWINGIN' SESSION (Cap)		9 (6)
THAT'S ALL (Atco)		141
TOUCH OF YOUR LIPS (Cap)		79
TWIST (Park)		95
BOBBY VEE (Lib)		93
WARM (Col)		101
<b>Female Vocalists</b>		
CONNIE'S GREATEST HITS (MGM)		108
CONNIE FRANCIS AT THE COPA (MGM)		148
EMOTIONS (Dec)		50
ITALIAN FAVORITES (MGM)		69
LATIN A LA LEE (Cap)		150
BRENDA LEE (Dec)		97
ROARING 20's (WB)		111
THIS IS BRENDA (Dec)		74

Title (Label)	Mono (Stereo)	Top LP Rank
<b>Duos and Groups</b>		
BEST MUSIC ON/OFF CAMPUS (Col)		75
DATE WITH THE EVERLY BROTHERS (WB)		115
ENCORE OF GOLDEN HITS (Mer)		25
FROM THE HUNGRY I (Cap)		62
HERE WE GO AGAIN (Cap)		66
KINGSTON TRIO (Cap)		33
KINGSTON TRIO AT LARGE (Cap)		55
MAKE WAY (Cap)		5 (7)
SOLD OUT (Cap)		56
STRING ALONG (Cap)		57
TONIGHT IN PERSON (RCA)		19 (28)
UNFORGETTABLE (Mer)		136

Title (Label)	Mono (Stereo)	Top LP Rank
<b>Choruses</b>		
FIRESIDE SING ALONG WITH MITCH (Col)		58
FOLK SONG SING ALONG WITH MITCH (Col)		90
HAPPY TIMES SING ALONG WITH MITCH (Col)		11 (8)
MARCH ALONG WITH MITCH (Col)		138
MEMORIES SING ALONG WITH MITCH (Col)		24 (17)
MITCH'S GREATEST HITS (Col)		34
MORE SING ALONG WITH MITCH (Col)		22 (45)
PARTY SING ALONG WITH MITCH (Col)		39 (11)
SATURDAY NIGHT SING ALONG WITH MITCH (Col)		36 (40)
SENTIMENTAL SING ALONG WITH MITCH (Col)		73 (46)
SING ALONG WITH MITCH (Col)		18 (27)
STILL MORE SING ALONG WITH MITCH (Col)		38

Title (Label)	Mono (Stereo)	Top LP Rank
<b>Mixed Vocals</b>		
OLDIES BUT GOODIES (OS)		132
12 PLUS 3 EQUALS 15 HITS (End)		106

### CLASSICAL & SEMI-CLASSICAL LP's

BRAHMS: PIANO CONCERTO NO. 2 (RCA)		32 (15)
GROFE: GRAND CANYON SUITE (RCA)		113
LANZA SINGS CARUSO—CARUSO FAVORITES (RCA)		94
THE LORD'S PRAYER (Col)		96
RACHMANINOFF: CONCERTO NO. 3 (RCA)		143
SIXTY YEARS OF MUSIC AMERICA LOVES BEST, Vol. 1 (RCA)		114
SIXTY YEARS OF MUSIC AMERICA LOVES BEST, Vol. 2 (RCA)		125
STRAUSS WALTZES (Lon)		110
TCHAIKOVSKY: 1812 OVERTURE (Mer)		43
TCHAIKOVSKY: 1812 OVERTURE; RAVEL: BOLERO (RCA)		120
TCHAIKOVSKY: PIANO CONCERTO NO. 1 (RCA)		42 (21)

### INSTRUMENTAL LP's

Title (Label)	Mono (Stereo)	Top LP Rank
<b>Mood and Dance</b>		
BEST OF THE POPULAR PIANO CONCERTOS (WB)		142
BLUE HAWAII (Dot)		144 (48)
CALCUTTA (Dot)		2 (2)
LAST DATE (Dot)		104 (31)
MEMORIES ARE MADE OF THIS (Col)		31 (18)
MR. LUCKY GOES LATIN (RCA)		89 (41)
MUSIC FOR LOVERS ONLY (Cap)		103
ORANGE BLOSSOM SPECIAL & WHEELS (Dot)		23 (16)
SAY IT WITH MUSIC (Col)		142
SONGS TO REMEMBER (Lon)		146
TEMPTATION (Kapp)		131
TILL (Kapp)		149
THEME FROM "THE SUNDOWNERS" (Dot)		134
WONDERLAND BY NIGHT (Dec)		21 (9)
YOUNG AT HEART (Col)		129
<b>Jazz</b>		
PETE FOUNTAIN'S NEW ORLEANS (Cor)		117
AL HIRT, THE GREATEST HORN IN THE WORLD (RCA)		137
LIKE LOVE (Col)		102
TIME OUT (Col)		135
<b>Teen Beat</b>		
ENCORE (CA)		81
HAVE TWANGY GUITAR, WILL TRAVEL (Jam)		118
MILLION DOLLARS' WORTH OF TWANG (Jam)		122
SOLID AND RAUNCHY (Hi)		127
WALK, DON'T RUN (Dol)		105
<b>Percussion and Sound</b>		
BONGOS (Com)		22
BONGOS, FLUTES AND GUITARS (Com)		33
PERSUASIVE PERCUSSION, Vol. 1 (Com)		35
PERSUASIVE PERCUSSION, Vol. 2 (Com)		29
PERSUASIVE PERCUSSION, Vol. 3 (Com)		10
PROVOCATIVE PERCUSSION, Vol. 1 (Com)		25
PROVOCATIVE PERCUSSION, Vol. 2 (Com)		24
QUIET VILLAGE (Lib)		147

### SHOW MUSIC

Title (Label)	Mono (Stereo)	Top LP Rank
<b>Original Cast</b>		
BYE BYE BIRDIE (Col)		87
CAMELOT (Col)		3 (3)
DO RE MI (RCA)		59 (20)
FIORILLO (Cap)		83
FLOWER DRUM SONG (Col)		80
GYPSEY (Col)		100
IRMA LA DOUCE (Col)		112
MUSIC MAN (Cap)		70 (49)
MY FAIR LADY (Col)		41 (13)
THE SOUND OF MUSIC (Col)		15 (12)
SOUTH PACIFIC (Col)		46
TENDERLOIN (Cap)		63
UNSINKABLE MOLLY BROWN (Cap)		35 (37)
WEST SIDE STORY (Col)		45
WILDCAT (RCA)		20 (39)
<b>Sound Track</b>		
THE ALAMO (Col)		51
BEN-HUR (MGM)		52 (32)
CAN CAN (Cap)		71
EXODUS (RCA)		4 (1)
G. I. BLUES (RCA)		1 (19)
GIGI (MGM)		68
KING AND I (Cap)		84 (30)
NEVER ON SUNDAY (UA)		10 (34)
OKLAHOMA! (Cap)		49 (23)
PORGY AND BESS (Col)		92
SOUTH PACIFIC (RCA)		27 (38)
STUDENT PRINCE (RCA)		64
<b>Music From Musical Films and TV</b>		
<b>Music From Musical Films and TV</b>		
EXODUS (UA)		121
FILM ENCORES, Vol. 1 (Lon)		140
GREAT MOTION PICTURE THEMES (UA)		6 (5)
MR. LUCKY (RCA)		124
MUSIC FROM EXODUS AND OTHER GREAT THEMES (Lon)		14 (4)
PETER GUNN (RCA)		107
THEME FROM A SUMMER PLACE (Dot)		98

### COMEDY LP's

AN EVENING WITH MIKE NICHOLS AND ELAINE MAY (Mer)		53
BUTTON-DOWN MIND OF BOB NEWHART (WB)		7
BUTTON-DOWN MIND STRIKES BACK (WB)		12
EDGE OF SHELLEY BERMAN (Ver)		123
INSIDE SHELLEY BERMAN (Ver)		47
KICK THY OWN SELF (RCA)		126
KNOCKERS UP (Jub)		16
LAUGHING ROOM (Stereo)		76
MOMS MABLEY AT THE U. N. (Chs)		54
OUTSIDE SHELLEY BERMAN (Ver)		109
REJOICE DEAR HEARTS (RCA)		119
SINSAFONAL (Jub)		43
WONDERFUL WORLD OF JONATHAN WINTERS (Ver)		91
WOODY WOODBURY LOOKS AT LOVE AND LIFE (Stereo)		88

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

## REVIEWS OF

# THIS WEEK'S LP'S

The pick of the new releases:



Strongest sales potential of all albums reviewed this week.

### Pop

#### DREAMSTREET

Erroll Garner, ABC-Paramount 365—Erroll Garner's first album in almost three years was worth the wait. It is one of his best LP's in many years of recording, and that is saying a lot. On this set, which sounds as though Garner enjoyed doing it, he shows off his wonderfully inventive style on a flock of standards and originals, which he plays with the imagination and engaging quality that have kept him on top of the piano heap. His interpretations of "Lady Is a Tramp," and his "Oklahoma Medley," are delights; and his new composition "Dreamstreet" could be another hit for him. Solid sales are sure here.



#### AN EVENING WITH ME

Don Knotts, United Artists UAL 4090—Don Knotts, a very funny alumnus of the Steve Allen show, and now an Emmy Award winner for his supporting role in Andy Griffith's TV outings, has his LP debut here and it's packed with funny sketches, which naturally highlight Knott's hilarious nervous, stuttering delivery. There are seven skits in all, with such titles as "The Analyst," "The Sportscaster," and "The Weatherman." The set can grab plenty of sales, particularly on the strength of the Emmy award, and deejays will find funny programming segs too.



#### THE SONGS AND COMEDY OF THE SMOTHERS BROTHERS

Mercury SR 60611 (Stereo & Monaural)—The Smothers Brothers are both a comedy and singing duo, funny enough and vocal enough to appeal to the college crowd. One brother handles the comedy routine with the other helping him out with correct words and pronunciation. The lads attack such tunes as "Tom Dolley," "Marching to Pretoria," "I Wish I Wuz in Peoria" and "Down in the Valley," and it's a wonder they make it. Set was waxed live at the Purple Onion in San Francisco. Strong wax for the young adults.



### Jazz

#### REJOICE

Red Mitchell, Pacific Jazz PJ 22—This is an impressive new album, spotlighting Red Mitchell on pizzicato cello with Jim Hall on guitar and the Frank Suter rhythm trio. Mitchell gets sounds out of his cello that are driving and funky, and they add up to a depth and variety of jazz stylings that makes the set mighty attractive. Jim Hall on guitar and the bright drumming of Frank Butler add much to the disk. Tunes include the title songs and other originals, including "Jim's Blues," and the standards, "Night in Tunisia" and "You'd Be So Nice to Come Home To." Strong wax.



#### LIVE AND DIRECT

Cal Tjader Quintet, Fantasy 3315—One of Fantasy's top-selling jazz groups does a live performance on this disk that should prove to be mighty good listening to jazz fans. The music is swinging and thoughtful, with an occasional touch of Latin. The set is very relaxed, with vibist Cal Tjader playing with much feeling. "Live and Direct" should be a must for the many Tjader fans and might even appeal to hipper pop listeners.



### Classical

#### BRAHMS: INTERMEZZI

Glenn Gould, Columbia MS 6237 (Stereo & Monaural)—The colorful young Canadian has another standout package in these solo piano performances of the lovely, moody and haunting Brahms Intermezzis. Ten of the composer's 17 works in this category are represented here and they are given a deeply lyrical performance. Like the other albums in the Gould catalog, this too can receive a strong reception at counter.



(Continued on page 26)



# NEW SINGLE FROM ELVIS!

45 RPM

RCA VICTOR  
47-7880



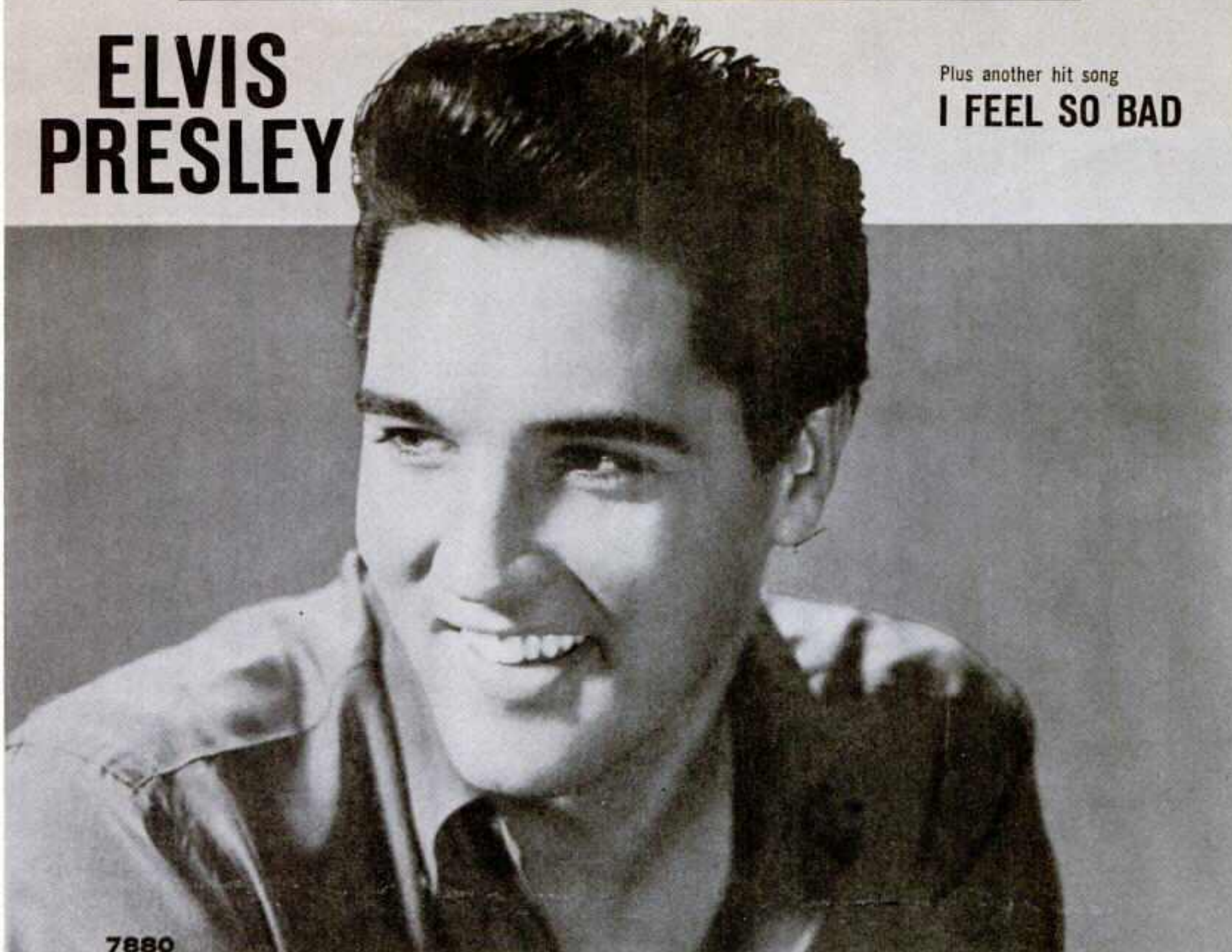
A "New Orthophonic" High Fidelity Recording

## WILD IN THE COUNTRY

Title Song from the Jerry Wald Production 20th Century-Fox CinemaScope Picture WILD IN THE COUNTRY

ELVIS  
PRESLEY

Plus another hit song  
I FEEL SO BAD



7880

**WILD IN THE COUNTRY** c/w **I Feel So Bad** #7880. Also available on Compact 33. Order this big new Presley single today! Look for "Wild in the Country" at your neighborhood theatre.

**RCA VICTOR**  
RADIO CORPORATION OF AMERICA

★ 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	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
TITLE	Artist, Label & Number		Weeks On Chart	TITLE		Artist, Label & Number		Weeks On Chart	TITLE		Artist, Label & Number		Weeks On Chart																											
1	2	2	2	MOTHER-IN-LAW	Ernie K-Doe, Mint 623	9	41	44	46	57	EXODUS	Eddie Harris, Vee Jay 378	7																											
2	1	1	1	RUNAWAY	Del Shannon, Big Top 3067	12	42	45	50	72	TOUCHABLES IN BROOKLYN	Dickie Goodman, Mark-X 8010	5																											
3	5	12	15	DADDY'S HOME	Shep and the Limettes, Hull 740	9	43	58	95	100	RAMA LAMA DING DONG	Edsels, Twin 700	4																											
4	3	3	4	ONE HUNDRED POUNDS OF CLAY	Gene McDaniels, Liberty 55308	10	44	55	66	81	TOSSIN' AND TURNIN'	Bobby Lewis, Beltone 1002	5																											
5	8	18	34	TRAVELIN' MAN	Ricky Nelson, Imperial 5741	5	45	52	57	87	I'M A FOOL TO CARE	Joe Barry, Smash 1702	5																											
6	9	14	18	MAMA SAID	Shirelles, Scepter 1217	6	46	57	60	80	THOSE OLDIES BUT GOODIES	Caesar and the Romans, Del FI 4158	4																											
7	16	19	24	RUNNING SCARED	Roy Orbison, Monument 328	7	47	46	52	58	(IT NEVER HAPPENS) IN REAL LIFE...	Chuck Jackson, Wand 108	7																											
8	11	13	16	BREAKIN' IN A BRAND NEW BROKEN HEART	Connie Francis, MGM 12995	6	48	76	—	—	YOU ALWAYS HURT THE ONE YOU LOVE	Clarence Henry, Argo 5388	2																											
9	15	27	73	HELLO MARY LOU	Ricky Nelson, Imperial 5741	4	49	33	35	37	CONTINENTAL WALK	Hank Ballard and the Midnighters, King 5491	8																											
10	4	4	3	I'VE TOLD EVERY LITTLE STAR	Linda Scott, Canadian-American 123	11	50	30	17	13	TONIGHT MY LOVE, TONIGHT	Paul Anka, ABC-Paramount 10194	11																											
11	6	6	9	YOU CAN DEPEND ON ME	Brenda Lee, Decca 31231	9	51	37	28	21	ASIA MINOR	Kokomo, Felsted 8612	14																											
12	7	5	5	BLUE MOON	Marcells, Colpix 186	12	52	61	79	—	NEVER ON SUNDAY	Don Costa, United Artists 234	18																											
13	12	9	11	PORTRAIT OF MY LOVE	Steve Lawrence, United Artists 291	11	53	53	55	66	GLORY OF LOVE	Roomates, Valmor 008	7																											
14	10	7	7	TAKE GOOD CARE OF HER	Adam Wade, Coed 546	11	54	62	67	88	BZZ BZZ A-DIDDLE-IT	Freddy Cannon, Swan 4071	4																											
15	23	34	56	LITTLE DEVIL	Nell Sedaka, RCA Victor 7874	4	55	65	86	—	YOU'D BETTER COME HOME	Russell Byrd, Wand 107	3																											
16	22	31	46	TRAGEDY	Fleetwoods, Dolton 40	6	56	77	—	—	THE WRITING ON THE WALL	Adam Wade, Coed 550	2																											
17	43	—	—	I FEEL SO BAD	Elvis Presley, RCA Victor 7880	2	57	68	76	89	LITTLE EGYPT	Coasters, Atco 6192	5																											
18	26	29	39	HELLO WALLS	Faron Young, Capitol 4533	7	58	75	85	94	COUNT EVERY STAR	Donnie and the Dreamers, Whale 500	4																											
19	18	15	17	TONIGHT I FELL IN LOVE	Tokens, Warwick 615	12	59	63	61	71	BILBAO SONG	Andy Williams, Cadence 1398	5																											
20	19	23	23	BONANZA	Al Caiola, United Artists 302	8	60	74	83	—	IN MY HEART	Time-Tones, Times Square 421	3																											
21	20	22	23	JUST FOR OLD TIME'S SAKE	McGulre Sisters, Coral 62249	11	61	64	68	79	THAT'S THE WAY WITH LOVE	Plerio Soffici, Kip 224	5																											
22	24	26	36	GIRL OF MY BEST FRIEND	Ral Donner, Gone 5102	6	62	67	77	78	WAYWARD WIND	Gogi Grant, Era 3046	5																											
23	17	10	10	ON THE REBOUND	Floyd Cramer, RCA Victor 7840	12	63	81	—	—	EVERY BEAT OF MY HEART	Pips, Vee Jay 386	2																											
24	21	11	6	BUT I DO	Clarence (Frogman) Henry, Argo 5378	14	64	79	82	86	BETTER TELL HIM NO	Starlets, Pam 1003	5																											
25	31	36	53	THAT OLD BLACK MAGIC	Bobby Rydell, Cameo 190	4	65	72	78	96	HALFWAY TO PARADISE	Tony Orlando, Epic 9441	4																											
26	13	8	8	ONE MINT JULEP	Ray Charles, Impulse 200	12	66	73	84	92	BIG BIG WORLD	Johnny Burnette, Liberty 55318	4																											
27	14	16	19	FLAMING STAR	Elvis Presley, RCA Victor LPC 128 (33 compact)	6	67	83	—	—	EVERY BEAT OF MY HEART	Gladys Knight, Fury 1050	2																											
28	41	75	—	STAND BY ME	Ben E. King, Atco 6194	3	68	71	81	—	A LOVE OF MY OWN	Carla Thomas, Atlantic 2101	3																											
29	25	25	29	FUNNY	Maxine Brown, Nomar 106	9	69	56	58	70	BE MY BOY	Paris Sisters, Gregmark 2	5																											
30	28	21	26	BUMBLE BOOGIE	B. Bumble and the Stingers, Rendezvous 140	9	70	70	73	84	THREE HEARTS IN A TANGLE	Roy Drusky, Decca 31193	7																											
31	54	74	95	MOODY RIVER	Pat Boone, Dot 16209	4	71	90	—	—	BOLL WEEVIL SONG	Brook Benton, Mercury 71820	2																											
32	27	24	28	(DANCE THE) MESS AROUND	Chubby Checker, Parkway 822	5	72	47	45	43	GOOD, GOOD LOVIN'	Chubby Checker, Parkway 822	6																											
33	35	43	55	LULLABY OF LOVE	Frank Earl, Crusade 1021	7	73	94	—	—	IT KEEPS RAININ'	Fats Domino, Imperial 5753	2																											
34	36	48	48	TRIANGLE	Janie Grant, Caprice 104	9	74	78	—	—	SPRING FEVER	Little Willie John, King 5503	2																											
35	59	—	—	BARBARA ANN	Regents, Gee 1065	2	75	34	30	31	WHAT'D I SAY	Jerry Lee Lewis, Sun 356	8																											
36	48	51	63	PEANUT BUTTER	Marathons, Arvee 5027	5	76	87	—	—	MISS FINE	New Yorkers, Wall 547	2																											
37	32	36	40	SOME KIND OF WONDERFUL	Drifters, Atlantic 2096	10	77	85	—	—	I DON'T MIND	James Brown, King 5466	2																											
38	51	62	90	RAINDROPS	Dee Clark, Vee Jay 383	4	78	49	44	64	UNDERWATER	Frogman, Candix 314	8																											
39	42	56	69	WHAT A SURPRISE	Johnny Maestro, Coed 549	5	79	69	72	76	LULLABY OF THE LEAVES	Ventures, Dolton 41	5																											
40	29	20	12	BABY BLUE	Echoes, Seg-way 103	12	80	88	100	—	SON-IN-LAW	Louise Brown, Witch 1	3																											

THIS WEEK	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
TITLE	Artist, Label & Number		Weeks On Chart	TITLE		Artist, Label & Number		Weeks On Chart	TITLE		Artist, Label & Number		Weeks On Chart																											
81	—	—	—	TELL ME WHY	Belmonts, Sabrina 500	1	81	—	—	—	—	—																												
82	—	—	—	ANNA	Jorgen Ingmann, Atco 6195	1	82	—	—	—	—	—																												
83	—	—	—	MILORD	Teresa Brewer, Coral 62265	1	83	—	—	—	—	—																												
84	86	97	—	SON-IN-LAW	Blossoms, Challenge 9109	3	84	86	97	—	SON-IN-LAW	Blossoms, Challenge 9109	3																											
85	40	37	38	SAVED	La Vern Baker, Atlantic 2099	7	85	40	37	38	SAVED	La Vern Baker, Atlantic 2099	7																											
86	98	—	—	BROTHER-IN-LAW (He's a Moocher)	Paul Peck, Fairlane 702	2	86	98	—	—	BROTHER-IN-LAW (He's a Moocher)	Paul Peck, Fairlane 702	2																											
87	91	—	—	I CAN'T DO IT BY MYSELF	Anita Bryant, Carlton 547	2	87	91	—	—	I CAN'T DO IT BY MYSELF	Anita Bryant, Carlton 547	2																											
88	38	47	41	I'M IN THE MOOD FOR LOVE	Chimes, Tag 445	9	88	38	47	41	I'M IN THE MOOD FOR LOVE	Chimes, Tag 445	9																											
89	93	99	—	OUR LOVE IS HERE TO STAY	Dinah Washington, Mercury 71812	3	89	93	99	—	OUR LOVE IS HERE TO STAY	Dinah Washington, Mercury 71812	3																											
90	89	96	97	A CROSS STANDS ALONE	Jimmy Witter, United Artists 301	4	90	89	96	97	A CROSS STANDS ALONE	Jimmy Witter, United Artists 301	4																											
91	—	—	—	PICK ME UP ON YOUR WAY DOWN	Pat Zell, Indigo 119	1	91	—	—	—	PICK ME UP ON YOUR WAY DOWN	Pat Zell, Indigo 119	1																											
92	—	—	—	RONNIE	Marcy Jo, Robbee 110	1	92	—	—	—	RONNIE	Marcy Jo, Robbee 110	1																											
93	95	—	—	FOR YOUR LOVE	Wanderers, Cub 9089	2	93	95	—	—	FOR YOUR LOVE	Wanderers, Cub 9089	2																											
94	—	—	—	LONESOME WHISTLE BLUES	Freddy King, Federal 12415	1	94	—	—	—	LONESOME WHISTLE BLUES	Freddy King, Federal 12415	1																											
95	99	—	—	THE GIRL'S A DEVIL	Dukays, Nat 1003	2	95	99	—	—	THE GIRL'S A DEVIL	Dukays, Nat 1003	2																											
96	—	—	—	I FALL TO PIECES	Patsy Cline, Decca 31205	1	96	—	—	—	I FALL TO PIECES	Patsy Cline, Decca 31205	1																											
97	—	93	98	NOBODY CARES	Jeanette (Baby) Washington, Neptune 122	4	97	—	93	98	NOBODY CARES	Jeanette (Baby) Washington, Neptune 122	4																											
98	—	—	—	HEART AND SOUL	Cleffones, Gee 1064	1	98	—	—	—	HEART AND SOUL	Cleffones, Gee 1064	1																											
99	—	—	—	QUARTER TO THREE	U. S. Bonds, Le Grand 1008	1	99	—	—	—	QUARTER TO THREE	U. S. Bonds, Le Grand 1008	1																											
100	—	—	—	DRIVING WHEEL	Little Junior Parker, Duke 335	1	100	—	—	—	DRIVING WHEEL	Little Junior Parker, Duke 335	1																											

### BUBBLING UNDER THE HOT 100

- MY KIND OF GIRL
- HERE'S MY CONFESSION
- SUMMERTIME
- JURA (I SWEAR I LOVE YOU)
- I LIKE IT LIKE THAT
- HOW MANY TEARS
- DREAM
- RING OF FIRE
- RESPECTABLE
- HONEYDRIPPER
- LONELY CROWD
- WATCH YOUR STEP
- EVERY BEAT OF MY HEART
- LOCKED UP
- HOLD BACK THE TEARS
- BIG BOSS MAN
- EXODUS
- BACARDI
- CAN'T HELP LOVIN' THAT GIRL OF MINE
- BRING BACK YOUR HEART

1. MY KIND OF GIRL Matt Monro, Warwick 636  
 2. HERE'S MY CONFESSION Wyatt (Earp) McPherson, Savoy 1599  
 3. SUMMERTIME Marcells, Colpix 196  
 4. JURA (I SWEAR I LOVE YOU) Les Paul & Mary Ford, Columbia 41994  
 5. I LIKE IT LIKE THAT Chris Kenner, Instant 3229  
 6. HOW MANY TEARS Bobby Vee, Liberty 55325  
 7. DREAM Etta James, Argo 5390  
 8. RING OF FIRE Duane Eddy, Jamie 1187  
 9. RESPECTABLE Chants, MGM 13008  
 10. HONEYDRIPPER Clavers, United Artists 307  
 11. LONELY CROWD Teddy Vann, Columbia 41996  
 12. WATCH YOUR STEP Bobby Parker, V-Tone 223  
 13. EVERY BEAT OF MY HEART Henry Booth and the Midnighters, DeLuxe 6190  
 14. LOCKED UP Sonny Fulton, Big Daddy 102  
 15. HOLD BACK THE TEARS Delacardos, United Artists 310  
 16. BIG BOSS MAN Jimmy Reed, Vee Jay 380  
 17. EXODUS Gladys Knight, Fury 1050  
 18. BACARDI Ralph Marterie, United Artists 315  
 19. CAN'T HELP LOVIN' THAT GIRL OF MINE Excels, R.S.V.P. 111  
 20. BRING BACK YOUR HEART Del Vikings, ABC-Paramount 10208

### HOT 100—A TO Z

A Cross Stands Alone	90	Lonesome Whistle Blues	94
A Love of My Own	68	Lullabye of Love	33
Anna	82	Lullabye of the Leaves	79
Asia Minor	51	Mama Said	6
Baby Blue	40	Milord	83
Barbara Ann	35	Miss Fine	76
Be My Boy	69	Moody River	31
Better Tell Him No	64	Mother-in-Law	1
Big Big World	66	Never on Sunday	52
Bilbao	59	Nobody Cares	97
Blue Moon	12	On the Rebound	23
Boll Weevil	71	One Hundred Pounds of Clay	4
Bonanza	71	One Mint Julep	26
Breakin' in a Brand-New Broken Heart	8	Our Love Is Here to Stay	89
Brother-in-Law (He's a Moocher)	86	Peanut Butter	36
Bumble Boogie	30	Pick Me Up on Your Way Down	91
But I Do	24	Portrait of My Love	13
Buzz Buzz A-Diddle-It	54	Quarter to Three	99
Continental Walk	49	Raindrops	38
Count Every Star	58	Rama Lama Ding Dong	43
Daddy's Home	3	Ronnie	92
Dance the Mess Around	32	Runaway	7
Driving Wheel	100	Running Scared	2
Every Beat of My Heart (Knight)	67	Saved	85
Every Beat of My Heart (Pips)	63	Some Kind of Wonderful	37
Exodus	41	Son-in-Law (Blossoms)	84
Flaming Star	27	Son-in-Law (Brown)	80
For Your Love	93	Spring Fever	74
Funny	29	Stand by Me	38
Girl of My Best Friend	22	Take Good Care of Her	14
Girl's a Devil, The	95	Tell Me Why	81
Glory of Love	53	That Old Black Magic	25
Good, Good Lovin'	72	That's the Way with Love	61
Halfway to Paradise	65	Those Oldies But Goodies	46
Heart and Soul	98	Three Hearts in a Tangle	70
Hello Mary Lou	9	Tonight I Fell in Love	19
Hello Walls	18	Tonight My Love, Tonight	50
I Can't Do It by Myself	87	Tossin' and Turnin'	44
I Don't Mind	77	Touchables in Brooklyn	42
I Fall to Pieces	96	Tragedy	16
I Feel So Bad	17	Travelin' Man	5
I'm a Fool to Care	45	Triangle	34
I'm in the Mood for Love	88	Underwater	78
In My Heart	60	Wayward Wind	62
It Keeps Rainin'	73	What a Surprise	39
(It Never Happens) in Real Life	47	What'd I Say	75
I've Told Every Little Star	10	Writing on the Wall, The	56
Just for Old Time's Sake	21	You Always Hurt the One You Love	48
Little Devil	1		



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ELEVEN BRAND NEW SOCK STANDARDS**  
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"BONANZA" plus ELEVEN OTHER  
CAIOLA VERSIONS OF HIT SINGLES**  
UNITED ARTISTS UAS 6142 (Stereo) UAL 3142 (Mono.)



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WARSAW CONCERTO • MISERLOU  
NEAR YOU • BEGIN THE BEGUINE  
CANADIAN SUNSET • BEWITCHED  
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JUNE 28TH.

150 Best Selling

★ STAR PERFORMERS—selections on Chart 9 weeks or less registering greatest upward progress this week. ♪ Those LP's on the Chart 9 weeks or less designated in weeks on chart column via boldface numeral.

## MONAURAL LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	30
2	2	CALCUTTA Lawrence Welk, Dot DLP 3359	17
3	4	CAMELOT Original Cast, Columbia KOL 5626	18
4	3	EXODUS Sound Track, RCA Victor LOC 1058	19
5	5	MAKE WAY Kingston Trio, Capitol T 1474	13
6	6	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	17
7	8	BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. 1379	54
8	7	ALL THE WAY Frank Sinatra, Capitol W 1538	7
9	9	SINATRA'S SWINGIN' SESSION Frank Sinatra, Capitol W 1491	15
10	10	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	18
11	17	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	11
12	12	BUTTON-DOWN MIND STRIKES BACK Bob Newhart, Warner Bros. 1393	28
13	21	RING-A-DING DING Frank Sinatra, Reprise R 1001	4
14	13	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231	23
15	14	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	75
16	16	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	29
17	18	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse A-2	9
18	11	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	149
19	15	TONIGHT IN PERSON Limelighters, RCA Victor LPM 2272	13
20	22	WILDCAT Original Cast, RCA Victor LOC 1060	18
21	26	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 4101	21
22	20	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243	118
23	27	ORANGE BLOSSOM SPECIAL & WHEELS... Billy Vaughn, Dot DLP 2366	5
24	25	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	28
25	36	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	63
26	29	DEDICATED TO YOU Ray Charles, ABC-Paramount 355	12
27	33	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	165
28	19	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	160
29	24	NICE 'N' EASY Frank Sinatra, Capitol W 1417	40
30	28	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	81
31	23	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CL 1574	15
32	65	BRAMHS: PIANO CONCERTO NO. 2 Sviatoslav Richter, RCA Victor LM 2466	22
33	30	KINGSTON TRIO Capitol T 996	131
34	34	MITCH'S GREATEST HITS Mitch Miller, Columbia CL 1544	12
35	45	UNSINKABLE MOLLY BROWN Original Cast, Capitol WAO 1509	22
36	39	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	40
37	38	BOBBY'S BIGGEST HITS Bobby Rydell, Cameo C 1009	13
38	41	STILL MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1283	92
39	31	PARTY SING ALONG WITH MITCH Mitch Miller, Columbia CL 1331	73
40	35	HYMNS Tennessee Ernie Ford, Capitol T 756	192
41	43	MY FAIR LADY Original Cast, Columbia OL 5090	268
42	52	TCHAIKOVSKY: PIANO CONCERTO NO. 1... Van Cliburn, RCA Victor LM 2251	95
43	—	SIMSATIONAL Rusty Warren, Jubilee J 2034	1
44	32	JOHNNY HORTON'S GREATEST HITS Columbia CL 1396	13
45	42	WEST SIDE STORY Original Cast, Columbia OL 5230	33
46	47	SOUTH PACIFIC Original Cast, Columbia OL 4180	363
47	37	INSIDE SHELLEY BERMAN Verve MG 15003	109
48	44	BUDDY HOLLY STORY Coral CRL 57326	20
49	53	OKLAHOMA! Sound Track, Capitol WAO 595	238
50	59	EMOTIONS Brenda Lee, Decca DL 4104	3
51	40	THE ALAMO Sound Track, Columbia CL 1558	24

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	56	BEN-HUR Rome Symphony Orchestra (Savina), MGM 1E1	56
53	60	AN EVENING WITH MIKE NICHOLS AND ELAINE MAY Mercury OCM 2200	18
54	79	MOM'S MABLEY AT THE U. N. Chess 1452	4
55	50	KINGSTON TRIO AT LARGE Capitol T 1199	99
56	49	SOLD OUT Kingston Trio, Capitol T 1352	57
57	48	STRING ALONG Kingston Trio, Capitol T 1407	41
58	51	FIRESIDE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1389	51
59	55	DO RE MI Original Cast, RCA Victor LOC 2002	11
60	96	BELAFONTE RETURNS TO CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6007	21
61	46	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount LP 323	47
62	54	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	119
63	75	TENDERLOIN Original Cast, Capitol WAO 1492	20
64	87	STUDENT PRINCE Mario Lanza, RCA Victor LM 1837	25
65	57	ONLY THE LONELY Frank Sinatra, Capitol W 1053	105
66	63	HERE WE GO AGAIN Kingston Trio, Capitol T 1258	75
67	103	I'LL BUY YOU A STAR Johnny Mathis, Columbia CL 1623	2
68	58	GIGI Sound Track, MGM E 3641	151
69	62	ITALIAN FAVORITES Connie Francis, MGM E 3791	68
70	61	MUSIC MAN Original Cast, Capitol WAO 990	169
71	66	CAN CAN Sound Track, Capitol W 1321	53
72	68	HEAVENLY Johnny Mathis, Columbia CL 1251	88
73	70	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	46
74	71	THIS IS BRENDA Brenda Lee, Decca DL 4082	27
75	81	BEST MUSIC ON/OFF CAMPUS Brothers Four, Columbia CL 1578	15
76	64	LAUGHING ROOM Woody Woodbury, Stereodiscs MW 2	46
77	67	JOHNNY'S MOODS Johnny Mathis, Columbia CL 1526	22
78	74	DARIN AT THE COPA Bobby Darin, Atco 112	32
79	95	TOUCH OF YOUR LIPS Nat King Cole, Capitol W 1574	2
80	102	FLOWER DRUM SONG Original Cast, Columbia OL 8350	99
81	77	ENCORE Santo and Johnny, Canadian-American CALP 1002	29
82	73	HEARER THE CROSS Tennessee Ernie Ford, Capitol T 1005	32
83	82	FIORIELLO Original Cast, Capitol WAO 1321	42
84	85	KING AND I Sound Track, Capitol W 740	229
85	72	CALYPSO Harry Belafonte, RCA Victor LPM 1248	92
86	76	GENIUS HITS THE ROAD Ray Charles, ABC-Paramount ABC 335	33
87	84	BYE BYE BIRDIE Original Cast, Columbia KOL 5510	30
88	86	WOODY WOODBURY LOOKS AT LOVE AND LIFE Stereodiscs MW 1	63
89	89	MR. LUCKY GOES LATIN Henry Mancini, RCA Victor LPM 2360	3
90	92	FOLK SONG SING ALONG WITH MITCH Mitch Miller, Columbia CL 1316	54
91	93	WONDERFUL WORLD OF JONATHAN WINTERS Verve MG 15009	48
92	97	PORGY AND BESS Sound Track, Columbia OL 5410	76
93	108	BOBBY YEE Liberty LRP 3181	9
94	69	LANZA SINGS CARUSO— CARUSO FAVORITES Mario Lanza, Enrico Caruso, RCA Victor LM 2393	46
95	80	TWIST Chubby Checker, Parkway P 7001	29
96	88	THE LORD'S PRAYER Mormon Tabernacle Choir, Columbia ML 5386	60
97	91	BRENDA LEE Decca DL 4039	40
98	94	THEME FROM A SUMMER PLACE Billy Vaughn, Dot DLP 3276	56
99	78	ELVIS IS BACK Elvis Presley, RCA Victor LPM 2231	48
100	99	GYPSY Original Cast, Columbia OL 5420	77

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	100	WARM Johnny Mathis, Columbia CL 1078	94
102	101	LIKE LOVE Andre Previn, Columbia CL 1437	23
103	107	MUSIC FOR LOVERS ONLY Jackie Gleason Orch., Bobby Hackett, Capitol W 352	171
104	112	LAST DATE Lawrence Welk, Dot DLP 3350	22
105	—	WALK, DON'T RUN The Ventures, Delfon BLP 2003	19
106	83	12 PLUS 3 EQUALS 15 HITS Various Artists, End LP 310	13
107	104	PETER GUNN Henry Mancini, RCA Victor LPM 1956	92
108	109	CONNIE'S GREATEST HITS Connie Francis, MGM E 3793	45
109	110	OUTSIDE SHELLEY BERMAN Verve MG 15007	72
110	123	STRAUSS WALTZES Mantovani, London LL 685	19
111	124	ROARING 20'S Dorothy Provine, Warner Bros. W 1394	2
112	128	IRMA LA DOUCE Original Cast, Columbia OL 5560	24
113	137	GROFE: GRAND CANYON SUITE Morton Gould, RCA Victor LM 2433	27
114	90	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. 1 Various Artists, RCA Victor LM 6074	78
115	105	DATE WITH THE EVERLY BROTHERS Warner Bros. WB 1395	23
116	113	FAITHFULLY Johnny Mathis, Columbia CL 1422	71
117	114	PETE FOUNTAIN'S NEW ORLEANS Coral CRL 57282	20
118	115	HAVE TWANGY GUITAR, WILL TRAVEL... Duane Eddy, Jamie J 3000	78
119	116	REJOICE DEAR HEARTS Brother Dave Gardner, RCA Victor LPM 2083	48
120	117	TCHAIKOVSKY: 1812 OVERTURE; RAVEL: BOLERO Morton Gould, RCA Victor LM 2345	33
121	118	EXODUS Hollywood Studio Orchestra, United Artists UAL 3123	17
122	120	MILLION DOLLARS' WORTH OF TWANG... Duane Eddy, Jamie J 3014	21
123	119	EDGE OF SHELLEY BERMAN Verve MG 15013	44
124	130	MR. LUCKY Henry Mancini, RCA Victor LPM 2198	51
125	131	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. II Various Artists, RCA Victor LM 6088	30
126	139	KICK THY OWN SELF Brother Dave Gardner, RCA Victor LM 2239	39
127	141	SOLID AND RAUNCHY Bill Black's Combo, Hi HL 12003	20
128	148	COME DANCE WITH ME Frank Sinatra, Capitol W 1069	105
129	—	YOUNG AT HEART Ray Conniff, Columbia CL 1489	27
130	—	BOBBY DARIN STORY Atco 131	1
131	98	TEMPTATION Roger Williams, Kapp KL 1217	20
132	106	OLDIES BUT GOODIES Various Artists, Original Sound 5001	86
133	111	LOVE IS THE THING Nat King Cole, Capitol W 824	58
134	121	THEME FROM "THE SUNDOWNERS" Billy Vaughn, Dot DLP 3349	20
135	122	TIME OUT Dave Brubeck, Columbia CL 1397	21
136	133	UNFORGETTABLE Dinah Washington, Mercury MG 20572	13
137	135	AL HIRT, THE GREATEST HORN IN THE WORLD RCA Victor LPM 2366	2
138	136	MARCH ALONG WITH MITCH Mitch Miller, Columbia CL 1475	15
139	147	COME FLY WITH ME Frank Sinatra, Capitol W 920	31
140	146	FILM ENCORES, VOL. I Mantovani, London LL 1700	149
141	150	THAT'S ALL Bobby Darin, Atco 104	49
142	—	BEST OF THE POPULAR PIANO CONCERTOS I George Greeley, Warner Bros. K 1410	1
143	—	RACHMANINOFF: CONCERTO NO. 3 Van Cliburn, RCA Victor LM 2355	16
144	134	BLUE HAWAII Billy Vaughn, Dot DLP 3165	57
145	140	HIS HAND IN MINE Elvis Presley, RCA Victor LPM 2328	20
146	143	SONGS TO REMEMBER Mantovani, London LL 3149	36
147	149	QUIET VILLAGE Martin Denny, Liberty LRP 3122	43
148	—	CONNIE FRANCIS AT THE COPA MGM E 3913	2
149	—	TILL Roger Williams, Kapp KL 1081	13
150	—	LATIN A LA LEE Peggy Lee, Capitol T 1290	35

50 Best Selling

## STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	2	EXODUS Sound Track, RCA Victor LSO 1058	19
2	1	CALCUTTA Lawrence Welk, Dot DLP 3359	17
3	3	CAMELOT Original Cast, Columbia KOL 2031	18
4	5	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London PS 224	24
5	4	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	18
6	7	SINATRA'S SWINGIN' SESSION Frank Sinatra, Capitol SW 1491	15
7	11	MAKE WAY Kingston Trio, Capitol ST 1474	13
8	8	HAPPY TIMES SING ALONG WITH MITCH... Mitch Miller, Columbia CS 8368	11
9	27	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 7-4101	20
10	10	PERSUASIVE PERCUSSION, VOL. III Command All Stars, Command RS 817 SD	5
11	19	PARTY SING ALONG WITH MITCH Mitch Miller, Columbia CS 8138	50
12	6	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	72
13	9	MY FAIR LADY Original Cast, Columbia OS 2015	100
14	14	ALL THE WAY Frank Sinatra, Capitol SW 1538	6
15	17	BRAMHS: PIANO CONCERTO NO. 2 Sviatoslav Richter, RCA Victor LSC 2466	24
16	25	ORANGE BLOSSOM SPECIAL & WHEELS... Billy Vaughn, Dot DLP 25366	4
17	18	MEMORIES SING ALONG WITH MITCH... Mitch Miller, Columbia CS 8342	29
18	12	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CS 8374	15
19	15	G. I. BLUES Elvis Presley, RCA Victor LSP 2236	27
20	—	DO RE MI Original Cast, RCA Victor LSO 2002	5
21	20	TCHAIKOVSKY: PIANO CONCERTO NO. 1... Van Cliburn, RCA Victor LSC 2251	79
22	21	BONGOS Los Admiradores, Command RS 809 SD	29
23	22	OKLAHOMA! Sound Track, Capitol SWAO 595	83
24	29	PROVOCATIVE PERCUSSION, VOL. II Enoch Light and the Light Brigade, Command RS 810 SD	36
25	24	PROVOCATIVE PERCUSSION, VOL. I Enoch Light and the Light Brigade, Command RS 806 SD	70
26	13	SOUL OF SPAIN, VOL. I 101 Strings, Stereo Fidelity SF 6600	42
27	23	SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004	50
28	26	TONIGHT IN PERSON Limelighters, RCA Victor LSP 2272	12
29	28	PERSUASIVE PERCUSSION, VOL. II Terry Snyder and the All Stars, Command RS 808 SD	40
30	30	KING AND I Sound Track, Capitol SW 740	91
31	31	LAST DATE Lawrence Welk, Dot DLP 25350	23
32	35	BEN-HUR Rome Symphony Orchestra (Savina), MGM 1E1	52
33	47	BONGOS, FLUTES AND GUITARS Los Admiradores, Command RS 812 SD	21
34	—	NEVER ON SUNDAY Sound Track, United Artists UAS 5070	1
35	16	PERSUASIVE PERCUSSION, VOL. I Terry Snyder and the All Stars, Command RS 800 SD	65
36	32	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LSO 6006	78
37	33	UNSINKABLE MOLLY BROWN Original Cast, Capitol SWAO 1509	20
38	36	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	105
39	38	WILDCAT Original Cast, RCA Victor LSO 1060	16
40	39	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CS 8211	20
41	—	MR. LUCKY GOES LATIN Henry Mancini, RCA Victor LSP 2360	1
42	34	SAY IT WITH MUSIC Ray Conniff, Columbia CS 8282	29
43	40	TCHAIKOVSKY: 1812 OVERTURE; CAPRICCIO ITALIAN Minneapolis Symphony Orchestra (Dorati), Mercury SR 90054	48
44	44	NICE 'N' EASY Frank Sinatra, Capitol SW 1417	39
45	45	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CS 8043	59
46	48	SENTIMENTAL SING ALONG WITH MITCH... Mitch Miller, Columbia CS 8251	41
47	—	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse AS 2	2
48	50	BLUE HAWAII Billy Vaughn, Dot DLP 25165	75
49	—	MUSIC MAN Original Cast, Capitol SWAO 990	74
50	—	JOHNNY'S MOODS Johnny Mathis, Columbia CS 8226	31

# SINGLES PROGRAMMING & BUYING GUIDE

## TOP MARKET BREAKOUTS

**NEW YORK**

- HEART AND SOUL  
Cleftones, Gee
- TELL ME WHY  
Belmonts, Sabrina
- BETTER TELL HIM NO  
Starlets, Pam
- EVERY BEAT OF MY HEART  
Gladys Knight, Fury
- MILORD  
Teresa Brewer, Coral

**CHICAGO**

- THAT'S THE WAY WITH LOVE  
Pierio Soffici, Kip
- BILBAO SONG  
Andy Williams, Cadence
- PICK ME UP ON YOUR WAY DOWN  
Pat Zill, Indigo

**LOS ANGELES**

- I DON'T MIND  
James Brown, King
- EVERY BEAT OF MY HEART  
Pips, Vee Jay

**PHILADELPHIA**

- QUARTER TO THREE  
U. S. Bonds, Le Grand
- I DON'T MIND  
James Brown, King
- BOLL WEEVIL SONG  
Brook Benton, Mercury
- EVERY BEAT OF MY HEART  
Pips, Vee Jay
- IN MY HEART  
Time-Tones, Times Square

**DETROIT**

- HALFWAY TO PARADISE  
Tony Orlando, Epic

**SAN FRANCISCO**

- LITTLE EGYPT  
Coasters, Atco
- EVERY BEAT OF MY HEART  
Pips, Vee Jay
- HALFWAY TO PARADISE  
Tony Orlando, Epic
- IN MY HEART  
Times-Tones, Times Square
- YOU'D BETTER COME HOME  
Russell Byrd, Wand

**PITTSBURGH**

- BROTHER-IN-LAW (He's a Moocher)  
Paul Peek, Fairlane

**CLEVELAND**

- BOLL WEEVIL SONG  
Brook Benton, Mercury

- LONESOME WHISTLE BLUES  
Freddie King, Federal
- THREE HEARTS IN A TANGLE  
Roy Drusky, Decca
- BUZZ BUZZ A-DIDDLE-IT  
Freddie Cannon, Swan

**BUFFALO**

- EVERY BEAT OF MY HEART  
Pips, Vee Jay

**BALTIMORE-WASHINGTON**

- I LIKE IT LIKE THAT  
Chris Kenner, Instant
- BETTER TELL HIM NO  
Starlets, Pam
- I DON'T MIND  
James Brown, King
- YOU'D BETTER COME HOME  
Russell Byrd, Wand
- EVERY BEAT OF MY HEART  
Pips, Vee Jay

**SEATTLE**

- BILBAO SONG  
Andy Williams, Cadence
- RONNIE  
Marcy Jo, Robbee
- WAYWARD WIND  
Gogi Grant, Era
- BE MY BOY  
Paris Sisters, Gregmark

**NEWARK**

- HEART AND SOUL  
Cleftones, Gee
- TELL ME WHY  
Belmonts, Sabrina
- EVERY BEAT OF MY HEART  
Gladys Knight, Fury
- DRIVING WHEEL  
Little Junior Parker, Duke
- BETTER TELL HIM NO  
Starlets, Pam

**MIAMI**

- SPRING FEVER  
Little Willie John, King
- SON-IN-LAW  
Louise Brown, Witch
- BETTER TELL HIM NO  
Starlets, Pam
- A LOVE OF MY OWN  
Carla Thomas, Atlantic

**MINNEAPOLIS-ST. PAUL**

- BOLL WEEVIL SONG  
Brook Benton, Mercury
- SPRING FEVER  
Little Willie John, King
- WAYWARD WIND  
Gogi Grant, Era

## BEST BUYS IN RECORDS

These records, of all those on the Hot 100, Hot C&W and Hot R&B Sides charts, have registered sufficient NATIONAL sales action this week to be recommended to dealers and all other readers as having the greatest potential to go all the way. Previous Billboard Spotlight Picks are marked (\*).

**POP**

- \*MOODY RIVER, PAT BOONE.....(Keva, BMI) Dot 16209
- BARBARA ANN, REGENTS.....(Cousins-Shoestring, BMI) Gee 1065
- \*PEANUT BUTTER, MARATHONS.....(Arvee, BMI) Arvee 5027
- RAMA LAMA DING DONG, EDELS.....(Maureen-Jimbo, BMI) Twin 700
- TOSSIN' AND TURNIN', BOBBY LEWIS.....(Steven, BMI) Beltone 1002
- THOSE OLDIES BUT GOODIES, CAESAR AND THE ROMANS....  
(Maravilla, BMI) Del-Fi 4158
- \*YOU ALWAYS HURT THE ONE YOU LOVE, CLARENCE HENRY...  
(Pickwick, ASCAP) Argo 5388

**C&W**

No selections this week

**R&B**

- \*STAND BY ME, BEN E. KING.....(Trio-Progressive, BMI) Atco 6194
- \*RAINDROPS, DEE CLARK.....(Conrad, BMI) Vee Jay 383
- RAININ' IN MY HEART, SLIM HARPO.....(Excellorc, BMI) Excello 2194

REVIEWS OF

## THIS WEEK'S SINGLES

the pick of the new releases:



Strongest sales potential of all records reviewed this week.

**Pop**

**THE EVERLY BROTHERS**



**STICK WITH ME BABY** (Cedarwood, BMI) (1:55)—**TEMPTATION** (Robbins, ASCAP) (2:08)—An ingratiating Latin rhythm marks this fine vocal effort by the boys on the first side. Tune was penned by Mel Tillis. The boys lend a wild rocker interpretation to the standard on the flip. **Warner Bros. 5220**

**FERRANTE & TEICHER**



**THEME FROM "GOODBYE AGAIN"** (United Artists, ASCAP) (3:10)—**POSSESSED** (Arlou, ASCAP) (2:39)—Moving title theme from the new Ingrid Bergman-Tony Perkins movie gets a lush reading with strings from the piano team on the first side. The flip is a lovely interpretation of a familiar classical theme. **United Artists 319**

**DON GIBSON**



**I THINK IT'S BEST (TO FORGET ME)** (Acuff-Rose, BMI) (2:18)—**SEA OF HEARTBREAK** (Shapiro-Bernstein, ASCAP) (2:29)—Two feelingful sides by Don Gibson here. The first is a tender ballad sung in moving style with simple backing. The second is a weeper theme sung with compassion by the artist. **RCA Victor 7890**

**THE CAPRIS**



**TEARS IN MY EYES** (Maureen, BMI)—**WHY DO I CRY?** (Maureen, BMI)—The boys have strong chart material in these new sides. Lead item is a rockaballad warmly read by the lead singer. The flip, too, is a rockaballad with another fine performance from the lead and the boys. **Old Town 1103**

**BILLY VAUGHN**



**RED WING** (Talisman, ASCAP) (2:00)—The old favorite is taken for a solid instrumental ride here by the Billy Vaughn crew featuring a smart rock and roll beat. Could be big. Flip is "Blue Tomorrow" (Tivador, BMI) (2:21). **Dot 16220**

**SAM COOKE**



**CUPID** (Kags, BMI) (2:30)—**FAREWELL MY DARLING** (Wemar, BMI) (2:20)—Two fine warbling stints here by the smooth-voiced Sam Cooke and both could happen. "Cupid" is a tenderly told story of love, and the flip has a Western flavor. **RCA Victor 7883**

**LAWRENCE WELK**



**YELLOW BIRD** (Frank, ASCAP) (2:13)—Here's a wonderful version of the Norman Luboff calypso tune featuring fine harpsichord work in a lovely arrangement. This could be a strong seller. Flip is "Cruising Down the River" (Warock-Campbell-Connelly, ASCAP) (1:57). **Dot 16222**

**THE STRING-A-LONGS**



**TAKE A MINUTE** (Dundee, BMI) (2:23)—**SHOULD I** (Robbins, ASCAP) (1:48)—The String-A-Longs should continue their hit string with this new waxing. Top side is an engaging new instrumental, while the flip is the old standard done up in a neat arrangement. Both could make it. **Warwick 654**

**THE GENTS**



**JUMP IN THE LINE** (Fiji-Ultra, BMI) (2:18)—The vocal group swings in happy fashion on a strong medium beater with a touch of calypso in the beat. The song idea incorporates a new dance step, which gives it even more potential. Watch it. Flip is "Why Do I Love Her" (Fiji-Ultra, BMI) (2:00). **Liberty 55332**

**THE EARLS**



**LIFE IS BUT A DREAM** (Maureen-Patricia, BMI) (1:47)—Here's a revival of the fast-stepping rocker that was a hit for the Harptones back in 1955. The boys do a bang-up job here with a fine lead performance. This one can go. Flip is "It's You" (December, BMI) (2:05). **Rome 101**

(Continued on page 23)

This announcement is an offer to sell, and a solicitation of offers to buy, any of these securities.

May 19, 1961

New Issue

2,000,000 RECORDS  
THE EVERLY BROTHERS  
"TEMPTATION"  
"STICK WITH ME BABY"  
#5220

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The pick of the new releases:



SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

Continued from page 21

THE ROSETTES



YOU BROKE MY HEART (Republic, BMI) (2:10)—An exciting side. The femme lead singer comes on in great fashion and the gal group chants a dazzling backing. Strong Latinized rocker wax that should step out. Flip is "It Must Be Love" (Republic, BMI) (1:50). Herald 562

EVELYN DELL AND THE VIBRA-TONES



SINCERELY (Arc, BMI) (2:20) — The Moonglows and the McGuires both had big hits with this one and this wailing new version by Miss Dell can bring the tune back again. Solid performances with good backing. It should be watched. Flip is "Please Tell Me Why" (Amshell, BMI) (1:55). ABC-Paramount 10218

RONNY DOUGLAS



RUN, RUN, RUN (Shepley, BMI) (2:11)—On the order of the current hit "Runaway" is this bright effort by the new singer on the label. Side really moves and the backing is groovy, too. Flip is "You Say" (Shepley, BMI) (2:12). Everest 19413

NEIL SCOTT



BOBBY (Darnel, BMI) (2:45)—Here is a tragedy record that turns out well in the end. The story of the girl who calls for her love "Bobby" is told here with emotion by the singer. Strong stuff. Flip is "I Haven't Found It With Another" (Miron, ASCAP) (2:27). Portrait 102

Country & Western

JUSTIN TUBB



MY HEART KEEPS GETTING IN MY WAY (Starday, BMI) (2:27)—ONE FOR YOU—ONE FOR ME (Starday, BMI) (2:14)—Tubb has a fine side in this moving saga of a broken romance, which he sells with sincerity and heart, while the piano pounds away behind him a la "On the Rebound." One for You—One for Me, is an effective weeper with good lyrics. Both sides are strong. Starday 549



SPECIAL MERIT SPOTLIGHTS

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

Pop Disk Jockey Programming

MITCH MILLER AND THE GANG

BYE BYE BLACKBIRD (Remick, ASCAP) (2:39)
THE GUNS OF NAVARONE (Columbia Pictures, ASCAP) (3:57) Columbia 42016

CHET ATKINS

WINDY AND WARM (Acuff-Rose, BMI) (2:33)
MAN OF MYSTERY (Allied, ASCAP) (2:01) RCA Victor 7891

Pop Talent

NEIL DARROW

I TRUST IN YOU (Kalmann, ASCAP) (2:36)
DON'T LET OUR LOVE GO WRONG (Lowe, ASCAP) (2:37) Cameo 189



STRONG SALES POTENTIAL

POPULAR

JIMMY BELL

Lunch in a Bucket—HICKORY 1146—Jimmy Bell comes through with a bright, zingy performance of a tale of love that also spotlights fine work by ork and chorus. Side could break through with exposure. Watch it. (Acuff-Rose, BMI) (2:12)

(Yes) Here I Go Again—Tender ballad by Don Gibson receives a heartfelt reading by Bell, again supported by a listenable arrangement. Both sides are good although flip has slight advantage. (Acuff-Rose, BMI) (2:18)

BUZZ CLIFFORD

The Awakening — COLUMBIA 42019—Wistful vocal job by Clifford on poignant ballad. Lad has strong sales potential with this new disk. Watch it. (Abilene, ASCAP) (2:50)

I'll Never Forget — Effective gimmicky vocal background by group on Clifford's attractive rendition of catchy r.&r. item. (Greenhaven, ASCAP) (2:30)

CHET ATKINS

Man of Mystery—RCA VICTOR 7891—An exotic theme is handed a tasteful guitar solo treatment by Atkins. Melodic jockey wax that can grab a lot of action. (Allied, ASCAP) (2:01)

Windy and Warm—Attractive instrumental theme is wrapped up in Atkins' guitar solo work. Spinnable. (Acuff-Rose, BMI) (2:33)

WILBERT HARRISON

After Graduation—NEPTUNE 123 —A relaxed bluesy tune is sung with feeling and heart by Harrison, the "Kansas City" man. Side is worth a hearing. (Pri-Gan-Wilberton, BMI) (2:28)

Off to Work Again—An exuberant vocal on a rocking blues item by Harrison. Side has a good bit of appeal. (Lloyd-Logan & Wilberton, BMI) (2:16)

MITCH MILLER AND THE GANG

Bye Bye Blackbird—COLUMBIA 42016 (33)—Mitch Miller and the Sing Along Gang turn in a bright, happy reading of the oldie with the sound that Mitch

and the boys have made all their own. Strong wax. (Remick, ASCAP) (2:39)

The Guns of Navarone—The group comes through with a dramatic reading of the title song from the new flick, and the side has a chance to make it. (Columbia Pictures, ASCAP) (3:57)

PATTI PAGE

You'll Answer to Me—MERCURY 71823—A pretty ballad, written by Sherman Edwards and Hal David. The gal hands it her soft, crooning touch and it gets a fine, persistent backing with chorus. Side should be watched. (Shapiro-Bernstein, ASCAP) (2:45)

Mom and Dad's Waltz—Lefty Frizell wrote this waltz weeper and it fits Miss Page to a tee. Strong performance with soft piano and choral backing. From her recent c.&w. album. (Hill & Range, BMI) (2:29)

SIV MALMQUIST

Wedding Cake—KAPP 400—The thrush essays the story of the wedding cake, underneath her pillow. Melody is similar to the flip with the lyric in English. Good wax. (Trinity, BMI) (2:29)

Danke Fur Die Blumen—The gal is a big disk act in Sweden and she can make new friends here with this bright, bouncy, well-arranged side. It's done in German and it perks along. Worth spinning. (Trinity, BMI) (2:29)

BOBBY LORD

Fascination — COLUMBIA 42012 (33)—Wild and woolly side here for Bobby that could get much play. Strong backing is in the revival groove with wild singing and chorus and country type ork. Watch it. Side is not the standard. (Acuff-Rose, BMI) (2:08)

A Rose and a Thorn—Lord has a very danceable item in this medium tempo item. The strong rhythm accent is tunelessly augmented by vocal chorus and ork. (Cedarwood, BMI) (2:13)

THE PETE KING CHORALE

If It Isn't Ev'rything—KAPP 407—The Pete King gang sing this happy tune from the musical "Donnybrook" in robust manner. Big trombone sound with strings in the accompanying ork make for a high-flying side. (Harms, ASCAP) (2:10)

The Day the Snow Is Meltin'—This lovely melody from "Donnybrook" is sung in wide, warm tones by the Pete King Chorale. The three-quarter-time ballad is given a lovely reading by the accompanying ork. (Harms, ASCAP) (2:26)

THE EXOTICS

Darling, I Want to Get Married—CORAL 62268—Strong vocal performance by lead warbler and the group on a pleasant rockaballad. Listenable effort. (Champion, BMI) (2:34)

That's My Desire—The great old Frankie Lane hit is wrapped up in a lively reading by the lead singer and the group. (Mills, ASCAP) (2:18)

CONWAY TWITTY

I'm in a Blue, Blue Mood—MGM 1301—Infectious rhythm with Spanish undertones gives this ballad much appeal. The boy's strong reading is enhanced by powerful choral, ork and multi-track effects.

A Million Teardrops—The country-sound comes across on this fine side by Conway. Medium tempo rocking side gets a firm rhythm with a Latin-touch while strings and chorus embellish the background.

DONNIE BROOKS

All I Can Give—ERA 3049—The gal chorus starts this pretty rocker off with Brooks pleading why he can give the gal only love. A modern day version of the idea of "I Can't Give You Anything But Love." And it's done to a nice turn. He can get spins here. (Faire, BMI) (2:25)

Wishbone—A pert little ditty that bounces along neatly. Brooks hands it an agreeable reading with femme chorus support. (Bamboo, BMI) (2:20)

EDDIE BO

Dinky Doo—RIC 9981—Showmanly rendition by Bo on a catchy r.&r. rhythm ditty with solid beat. This one has a chance. (Ron, BMI) (2:10)

Everybody, Everything Needs Love—Expressive chanting by Bo on a pretty rockaballad. Flip rates a slight edge, however. (Ron, BMI) (2:12)

VIRGIL HOLMES

Ghost Train—ATLANTIC 2103—A down-home train type blues by Holmes. The chanter gives out with plenty of frantic feeling, against a train whistle and propulsive guitar and horn support. Good sound. (Conley, ASCAP) (2:06)

Walkin' Alone—A pleasant rockaballad is done in good style by the new chanter, with chorus support. (Conley, ASCAP) (2:01)

JANICE HARPER

Al Di La—CAPITOL 4578—An award winner in the San Remo Italian song competition, this ballad has an agreeable melody and a warm performance by Miss Harper. It has had plenty of action in Europe and this reading could get attention here. (2:35)

Lovers Gotta Cry (Once in a While)—A pretty ballad sung expressively by the gal, against slow triplet rhythm. Nice arrangement features voices and strings. Good teen wax. (2:21)

MERV GRIFFIN

You Came A Long Way From St. Louis—CARLTON 552—The fine old rhythm standard gets a touch of Latin for the rhythmic reading from Merv. The boy sings with much feeling. Infectious small group backing with strong tenor sax work makes for an appealing disk. (Jewel Music, ASCAP) (2:33)

Would You—Against a backdrop of scintillating strings and piano with chorus, Merv sings this lovely ballad with much deep-throated feeling. (Robbins, ASCAP) (2:38)

E. C. BEATTY

The South Really Won the War—COLONIAL 7016—Deep-voiced vocalizing a catchy march-tempo novelty which should grab off plenty of play in the South. (Bentley, BMI) (2:46)

Don't Turn Around—Beatty sings out with sincerity and heart on plaintive country-flavored ballad. (Brewer, ASCAP) (2:42)

JACK TOOMBS

What's He Got—DOT 16218—A weeper is sold tenderly here by Toombs over simple support. Two sides with a chance for coins. Watch them. (Excellorec-Jamil, BMI) (2:37)

Sweet Love Letters—Jack Toombs sells this country effort with warmth as he tells his ex-love that he's returning her love letters. A side that could get both pop and country action. (Excellorec, BMI) (2:41)

LONNIE HEARD

The Five Knights — MINT 626—A medium-tempo undulating rhythm figure is the key to this one. The boys sing the side in exciting style and there's a great piece of piano playing in the combo. (Minit, BMI) (2:19)

Let Me In—Solid shouting lead in a talk-sing manner makes this frantic side in a medium tempo. Simple piano and rhythm background with the rest of the boys filling in makes this an effective side. (Minit, BMI) (2:16)

THE LA-RELLS

Public Transportation — ROB-BEE 114—The boys have a cute swinging rocker that has to do with the inconveniences of buses. Combo jumps in the background with good tenor sax solo out front. (Jeff-Paul-Starfire, BMI) (3:00)

I Just Can't Understand — Lead singer takes over the solo spot on this rockaballad. Side might see action with some jocks. (Jeff-Paul, BMI) (2:27)

WALLIE HAWKINS

Don't Believe Them—JOY 253—Here's an impressive chanter who has something of the sound of Roy Hamilton. It's a good tune, well-arranged in medium tempo and using a chorus. A spinnable side that could move. (Wemar, BMI) (2:30)

Feeling This Thing Called Love—A tribute to that great feeling that comes with love. Nicely chanted but the flip rates the edge here. (Drury Lane, BMI) (2:15)

OTIS WILLIAMS

You Know How Much I Care—KING 5497—A blues and it's done up in stylish performance by Williams with a top beat backing. The guy did well recently with "Little Turtle Dove," and this could move too. (Lois-Starflower, BMI) (2:14)

Just Forget About Me—A medium-paced ballad is also well sung by Williams. Backing is a bit on the thin side here and flip appears the one to watch. (R. &. BMI) (2:30)

FABIAN

You're Only Young Once — CHANCELLOR 1079 — From the flick "Love in a Goldfish Bowl" comes this attractive ballad which is sung brightly by Fabian over an up-tempo arrangement. Worth exposure. (Debmar-Famous, ASCAP) (2:05)

The Love That I'm Giving to You—Fabian turns in a soft-voiced reading of a tender ballad which also spotlights a good performance by the ork and chorus. Could move. (Debmar, ASCAP) (2:19)

MARTY HILL

Summer Job—COLUMBIA 42018 — Bouncy ditty with timely teen-appeal theme is sung with verve by Hill. Happy novelty could get some action. (Pogo, ASCAP) (1:53)

Full Time Mama—Heartfelt reading by Hill on blues-flavored theme. Lad has a warm style. (Ripley, BMI) (2:45)

THE ELEGANTS

I've Seen Everything — ABC-PARAMOUNT 10219 — Standout performance by lead singer and group on plaintive up-tempo rockaballad. Two strong sides. (Atlantic, BMI) (2:30)

JOHNNY ZORRO

Kangaroo Hop—INFINITY 002—Tenor sax and guitar team up to provide a highly stimulating instrumental side in a medium tempo. There also are some fine piano licks. (Bloor-Garcliff, BMI) (1:53)

Bongo Guitar — Much hard-hitting guitar work on this punching uptempo instrumental by Johnny and his combo. In addition to the fine guitar ork there's much good growling tenor sax. (Bloor-Garcliff, BMI) (1:59)

KEN LYON

Fallen Idol — EPIC 9446 — Ken Lyon uses his strong and convincing voice on this unusual theme. The Latin-tinged ballad has some fine string writing and an infectious beat. (Wemar, BMI) (2:32)

Oh Father — The boy does a really fine job singing this ballad. It has a touch of the folk and the West in it. Fine guitar work in the background and strong vocal chorus all add to the performance. (Wemar, BMI) (2:13)

THE DIXIE FLYERS

Dynamo — GUYDEN 2055 — Blues figures come in for a handsome instrumental treatment on this side by the combo. Side features fine guitar and tenor sax work against a Latin-rock beat. (Duchess, BMI) (2:00)

Nail It—The familiar melody on this side getting the rocking treatment is the "Anvil Chorus." Hard-biting tenor and guitar work make the instrumental side move right along. (Duchess, BMI) (2:02)

ETTA JONES

I Thought About You—A nice even-swinging tempo sets the mood for Etta on this side. Besides a fine vocal, side also sports good rhythm and tenor sax work. (Burke-Van Heusen, ASCAP) (2:40)

Don't Worry 'Bout Me—The lovely standard ballad is handled in a very slow and moving fashion by the thrush on this side. Piano and guitar work provide full background. (Mills, ASCAP) (2:20)

THE FOUR PREPS

Dream, Boy, Dream—CAPITOL 4568—A smart ballad styling by the boys featuring lead spots as well as harmony. Side is done to a nice, tricky beat. Rates a listen and it could move out. (Dolff, ASCAP) (2:32)

Grounded—A novelty rocker by the boys about the youngster who gets "grounded" on a Saturday night because he stayed out too late. Cute idea, well done by the group. (Lar-Bell, BMI) (2:34)

FELIX SLATKIN

The Pleasure of His Company—LIBERTY 55329—Here's the title theme from the big, upcoming picture. It's slow and sensuous, with voices and strings against subtle triplets. Strong melodic content here and a lot of mood. Watch this one. (Famous, ASCAP) (2:34)

Street Scene—The familiar air is accorded a stirring version by the Slatkin ork, with voices. Triplets are used here, too. Listenable wax with a nod to the flip. (Robbins, ASCAP) (2:33)

HELMUT ZACHARIAS

Innocence Abroad—DECCA 31259 —A bouncy, frothy instrumental, featuring singing strings and horns of the Zacharias ensemble, with light "la la" spots from a solo femme voice. A highly spinnable side. (Leeds, ASCAP)

Tres Jolie—Zacharias and his singing fiddles turn out a lush piece of Continental-styled melodic material. It's in three-quarter time and handsomely recorded. Dreamy, Romantic wax. (Tee Pee, ASCAP) (1:20)

JERRY HOLMES

On the Rebound—RCA VICTOR 7889—Here's Floyd Cramer's big instrumental hit done smartly with vocal by Jerry Holmes. He works against an infectious beat and a cute-sounding chick chorus. This could make noise. (Cigma, BMI) (2:04)

With These Hands—The familiar tune is done with feeling by Holmes against triplets and flowing string backing. Another good side. (Ben Bloom, ASCAP) (2:15)

MARTIN DENNY

My First Romance — LIBERTY 55328—Denny's big ork sound is heard to advantage here in something of a concertish effort against a persuasive medium tempo. Big choral and string effects with a scratcher used in the rhythm. (Regent, BMI) (2:16)

Schmetar—Here's a wild-sounding in-

(Continued on page 32)

## BRITISH NEWSNOTES

## MRS Confabs on Infringements

By DON WEDGE

News Editor, New Musical Express

The Mechanical Rights Society is planning to hold a conference of interested parties to prevent copyright infringements by unlicensed tape recording. The move follows a recent High Court hearing when two publishing houses, Lawrence, Wright and Ascherberg, obtained a judgment in an action. Counsel for the plaintiffs said the proceedings were brought to establish infringement even when recording of a copyright work was made in private.

## Travelers

Leeds Music's Lou Levy was ending a month's London stay Saturday (20) to return to New York. . . . Al Nevins visiting London. . . . In the quest for new repertoire, Melodisc director Emil Shalit is due to visit the U. S. next month.

## Publishing

Dominion Music's Noel Rogers is back from a visit to Athens to investigate new repertoire possibilities. . . . EMI's publishing head, Joe Zerga, to Zurich for discussions with Jane Peterer of Edition Coda.

## Disk Business

Decca claimed an advance order of 431,000 — a new high — 10 days before the issue (on RCA) of Elvis Preley's "Surrender". . . . Fontana has the British rights to Jorgen Ingmann disks; the first, "Cherokee," was issued last week. . . . EMI's Norman Newell planning an LP of "Oliver!" using the label's leading artists; it is scheduled for Capitol release when the show reaches Broadway. . . . The first United Artists disk to be re-

## FRENCH NEWSNOTES

## S.D.M.A. to Debut New Disk Vender

By EDDIE ADAMIS

92 Quai du Marechal Joffre Courbevoie (Seine)

France will soon have a modern automatic record vending machine called Discomatic, manufactured and distributed by S.D.M.A. This new machine has a full capacity of 405 45-r.p.m. records (singles and EP's). It offers nine different titles (six EP's and three singles) with a reserve of 45 records for each title. The record sale price can be fixed by regulating the coin mechanism.

## Record Sales

Rika Zaral has recorded "Exodus" in German under the title of "Ein land ist Mein." The record will be issued in Germany by Telefunken from Bel Air.

## Personals

Eddie and Nicole Barclay are flying to the U. S. May 19 on a month visit to Barclay's licensees. . . . After visiting Spain, Publisher Jack Mills will spend a week in Paris for a series of conferences. . . . Audio Fidelity Records President Sydney Frey is in Europe for negotiations on his label representations over here.

## Signings

International tennis champion Jean-Noel Grinda as well as actor Pierre Nicaud have been signed exclusively by Barclay Records. . . . Ricordi has signed a new instrumental group, the Golden Guittars.

## Hot Wax

"La Pachanga" gets good play on the juke boxes. It has more than five different versions on the French market—the French vocal version by Orlando (Bel Air), four instrumental versions by Joe Sherman (Kapp), the Trinidad Steel Band (Bel Air) Bambo Regalo (Fontana), La Playa Sextet (Barclay) and the German vocal version by Audrey Arno (Polydor).

## 24 Songs Qualify In French Contest

PARIS—A card of 24 songs has been selected for entrants in the forthcoming "Le Coq de La Chanson Francaise," the yearly song contest which is slated to take place at the Olympia Music Hall May 29 through 31. This is the most important of all French song competitions.

Among the candidates for recognition are "Cathy" by Alan Barriere published by Lemarque; "Ton Adieu" published by SEMI; "Ton Vieux Tacot," by Lioret and Motta published by DMF, and "Alors" by Elaine Lubin published by Pathe-Marconi. The same firm has "Un Peu Plus de Chansons" by Saka and Jean Bernard; while Barclay publishing has three entrants with "Le Voyeur Sans Etoile," by Mar-naw and Magenta; "Cherbourg Avoir Raison," by the same team, and "Je Suis Le Disque" by Contet and Mirelli. Chappell has two entrants in "Pour Une Seguedille" by Datin and Nougare and "Le Coeur Au Chaud" by Cour and Popp.

## Mathis European Sojourn in July

NEW YORK — Johnny Mathis will take off on his first European trip this summer. The Columbia vocalist is set to arrive in London the second week of July for a TV recording date on the 13th. (The taped show will be broadcast in September). Mathis will then embark on a five-week tour of England, Scotland and Germany.

Arrangements have been made by the singer's manager, Helen Noga, whereby Mathis will work only weekends in the respective countries visited. Mrs. Noga has also arranged to have the Ted Heath band accompany him on all but two of his dates.

## MEX. NEWSNOTES

## Olga Guillot In Mexico City

By OTTO MAYER-SERRA  
Editor, Audiomusica  
Apartado 8688, Mexico City

Cuban bolero singer Olga Guillot, extremely popular with our public, arrived (May 12) for her eight-week engagement at fashionable night club Terrazza Cassino. Miss Guillot arrived with her 18-month-old daughter and declared that she will take up residence in Mexico, where she will again record for Musart. The Castro government took all her possessions from her: two apartment houses and her jewelry which represented her life savings.

## Tape Distrib

Altec De Occidente, a subsidiary of Equipos Radio Cinematograficos, will promote recording tapes manufactured by Sarkes-Tarzan.

## Heavy Promotion

Gamma, the Mexican outlet of Madrid's Hispavox, is organizing "The Month of the Spanish Record" in June. They are preparing a big promotion of their whole catalog of zarzuelas (Spanish operettas), folklore, and records of their exclusive artists such as singers Sarrita Montiel and Monna Bell and the classical pianist, Alicia Larrocha.

## Show Shorts

The Teatro Iris announces Jane Russell in a show called "Broadway Holiday". . . . Impresario Edmund Pitman spent a few days here, trying to arrange the first appearance of Harry Belafonte. . . . Chuck Anderson, a young American, who played the trombone with several orchestras in Hollywood, formed his own dance band and will work as a producer for the Mexican Columbia.

## Dixieland Product of Russia!!

• Continued from page 1

sus," as the Communists now bill Castro on the strength of his victory in the Bay of Pigs invasion fiasco.

It is reported that police arrested three youths in Dresden for "disrespect" to Nikita Khrushchev. The trio had used the "Castro Congo" to do a take-off on Mr. K., titling their spoof of Khrushchev the "Khrushchev Congo," transmuting the musical into the geographic Congo and transplanting K. from the Kremlin to darkest Africa, where he became a tribal chieftain leading a revolt, a la

## AUSTRIAN NEWS

## Yankee Stars Hit in Austria

By FRED ZILLER

Mollwaldplatz 1, Vienna

Australian record buyers show great interest in U. S. hits. Among the best sellers are: Del Shannon ("Runaway" on Heliodor), Brenda Lee ("You Can Depend on Me" on Brunswick), and the Shadows ("Apache" on Columbia). The Blue Diamonds (Fontana) still sweep the country with "Ramona" and "Down by the Riverside."

## New Singles

Hoagy Carmichael's "Lazy River" has been waxed in German, sung by Jorg Maria Berg. . . . Teenage idol Peter Kraus is rising for international hit potential with "Blue Melody" by Werner Scharfenberger. . . . Ex-G.I. Gus Backus made a new disk of Eberhard Storch's "Auf Wiedersehen." . . . Meanwhile, Gus Backus' English-German version of "Wooden Heart" climbs Austrian sales with more than 70,000 disks sold.

The Brook Brothers' "Warpaint," Joe (Mr. Piano) Henderson's "Mid-Midnette," various Chris Barber disks and the Kenny Ball jazz band with "Samantha" promise to be good waxing for deejay, juke boxes and live record hops. "Samantha" will be special-released on Austrian label Amadeo in the near future.

## Haydn Concerts

Amadeo's representative, Dr. Heinrich Haerdil (also Pye), now back from a U. S. visit, is pushing the famous "Five Lyren Concerts" by Joseph Haydn. . . . The Vienna Chamber Music Orchestra directed by Paul Angerer gives a fine performance on these classical LP's.

## SPANISH NEWSNOTES

## Promo Men Work On Merc, Roulette

By RAUL MATAS

Editor Discomania

32 Av. Jose Antonio, Madrid

Promotion men on two labels are busy working on American labels which they are distributing here. Iberofon is pushing Mercury's Wing subsid and Phillips has acquired Roulette's Tico line.

Much stir here over Jose Greco's new flamenco set on Hispanavox. Set is to be issued in the U. S. on Columbia and on Barclay in France.

## Disk Shorts

Disks by Don Costa, Terry Snyder and Nick Perito are now on the Spanish market. . . . The UA Ultra Audio series has been released in mono and stereo. . . . Serino, a new name launched by Roulette, singing "Marie" written by Gilbert Becaud of France.

RCA confident of action on the name of Jose Francis, Spanish singer born in Paris and touring Spain. . . . Libertad Lamarque, the Argentinian star, to wax for RCA while filming a picture here.

Castro, against the white "imperialists."

## Musical Inroads

The Castro Latin rhythm surge underlines the increasing liberalization and internationalization of music taking place in the Soviet Union and Russian satellites.

As in the case of Dixieland and Latin music, once the bars are lowered there is a general influx of Western music. For example, rock and roll is being heard extensively in Russia at the moment, and when they are attacked by Communist Party music pundits, the rock and rollers profess merely to be playing a "modern folk style of Dixieland."

In the case of Latin rhythms, a number of hit tunes originating in anti-Castro lands are now being played openly in the Communist bloc. The top tune is "Pepe," and the disks heard in East Berlin of this tune arrived from Mexico.

The 40-selection juke box at the Warsaw, a center of Communist cafe society here, devotes 10 titles to Latin themes, unprecedented and due entirely to Castro's rise to Red affluence.

Throughout the Communist bloc, bistros and night clubs are mushrooming which capitalize on Castro's emergence as a persona grata, and extremely so in the Communist camp. These niteries adopt Latin names and splash on Latin themes.

Such goings-on, unheard of in Stalin's day when Latin Americans where considered almost irredeemable captives of capitalistic corruption, have spurred juke box play. This results from the simple fact that to do musical homage to Castro and future such heroes in the Communist pantheon you must either have a band or a juke box.

At least in the case of music, the Castro-Communist courtship is a two-way exchange. Although there is apparently little political ideology Castro can ship the Soviets, the Cubans, as a music-mad nation, are sending the Communists music—literally.

## Cargo From Cuba

Commy sources here, quizzed about the rapidity of the Latin music boom in the Communist bloc, disclosed that Communist aircraft airlifting VIP's and priority arms cargoes to Cuba have been bringing back Cuban top tune pressings and Latin musical instruments, among other cargo.

Perceptive Western observers in this cold war capital are worried by the Russian bear's embrace of Western music—not because they begrudge the Reds their high-life, but because of the skill with which the Communists are exploiting Western music for Communist propaganda.

For example, the "Castro Congo" is performed to the accompaniment of a congo line extolling communism's coming victory over capitalism as exemplified by the Communist David's victory of the capitalist Goliath.

And the Reds are misusing Dixieland to push Communist propaganda in Africa and Asia. Music, the Reds appear belatedly to have discovered, makes a superb cover for Communist propaganda.

## Aussie Newsnotes

• Continued from page 12

record company in Brisbane very shortly. If this is true it will be the first diskery to open in that city.

## New Records

Interesting releases this week include Ray Melton singing "Little by Little," composed by Ken Taylor and Hal Saunders. . . . From the E.M.I. group on Capitol is a new Peggy Lee album "Pretty Eyes" with the lush rhythmic string and woodwind background by Billy May.



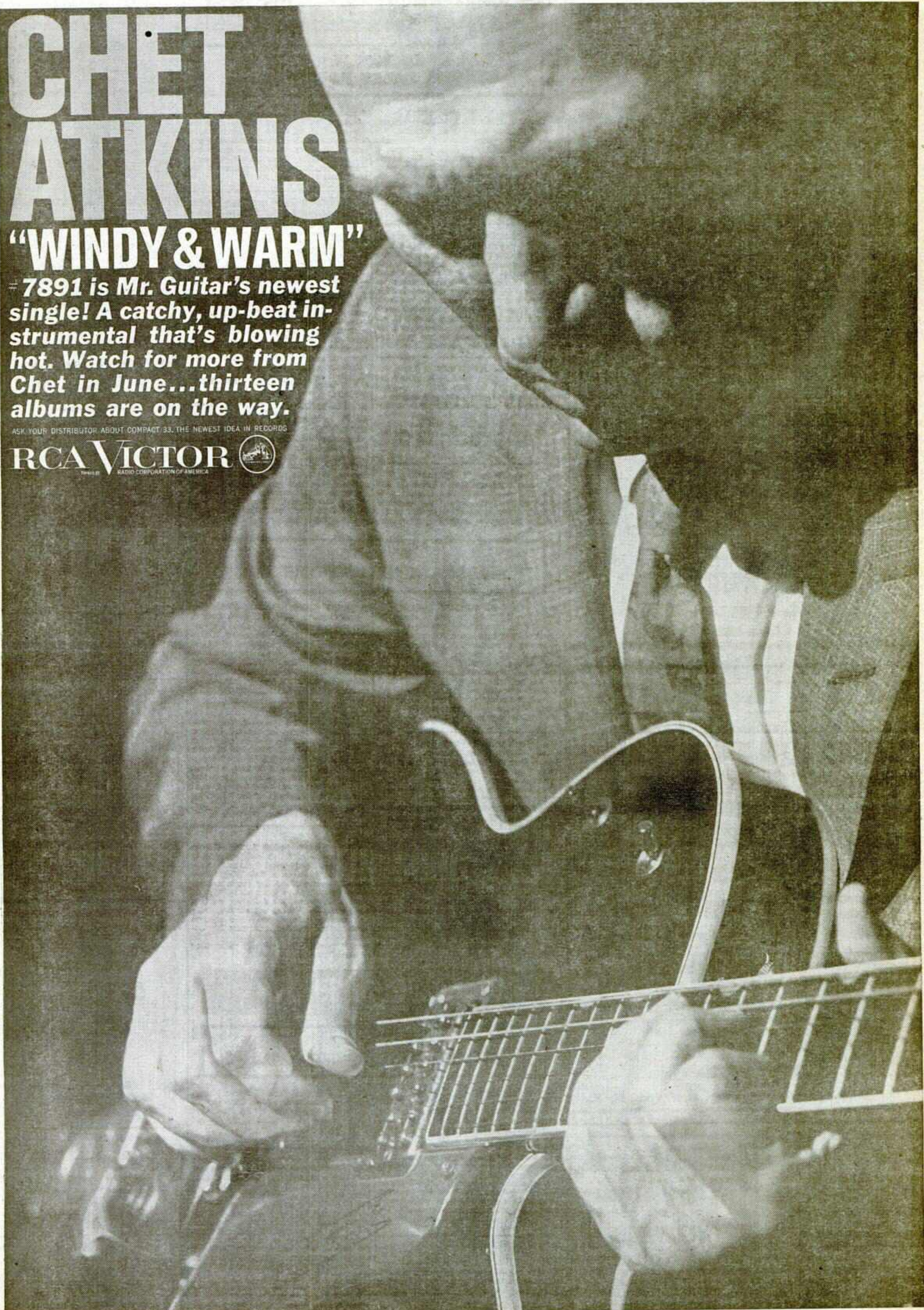
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☐ **"LIMBO"** by the WESTWOODS Kem 2763

ON KING

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**POP LP'S**

★★★★  
**STRONG SALES POTENTIAL**

★★★★ **THE WAYWARD WIND**  
Gogi Grant. Era EL 106—The thrush presents 12 fine tracks here including her original hits, "The Wayward Wind," now on the charts and "Suddenly There's a Village." The lyrical vocal sound is beautifully assisted by a large orchestra and in some cases, vocal chorus. A number of the tracks consist of well-known standards and show tunes like "I Don't Want to Walk Without You" and "You're In Love." Set has good jock and counter appeal.

★★★★ **PERCUSSION PARISIENNE**  
David Carroll and His Orchestra. Mercury PPS 6008 (Stereo & Monaural)—Here's a fine-sounding new entry in Mercury's Perfect Presence series, with maestro Carroll offering a flock of Parisian-oriented tunes in danceable, handsomely recorded fashion. Strings and various percussion are used with harpsichord and concertina much in the spotlight. Attractive book-fold set shows colorfully garbed can-can girls on the cover. Good sound all the way, and a highly displayable package.

★★★★ **GONE WITH THE WIND**  
Ornadel and the Starlight Symphony Orchestra. MGM E 3954—This handsomely packaged double-fold LP should cash in on the publicity surrounding the reissue of the 1939 movie "Gone With the Wind" and the Civil War Centennial. There are several versions of the score on the market but this lush instrumental treatment ranks with the best.

★★★★ **PERCUSSION ITALIANO**  
Charles Magnante. Grand Award GA 257 SD (Stereo)—A delightful set, cloaked in some of the best possible kind of sound recording, just about equal to that of the label's well-known stablemate, Command.

Accordianist Magnante fairly sparkles on a wonderful collection of Italian melodies. Also sparkling in stereo are guitars, mandolins, piano, bass and some interesting percussion. Tops for stereo sound effects and the melodies like "Come Prima," "Marina," "Arrivederci Roma," etc., all make for nice listening.

★★★★ **GET READY FOR THE PROM**  
The Hollywoods. MGM E 3877—Here's a danceable collection of oldies with strong appeal for teen-agers. The standards are wrapped up in catchy r.&r.-flavored instrumental treatments with a vital sound. Selections include "Begin the Beguine," "Smoke Gets in Your Eyes," and "Blue Moon."

★★★★ **THE WONDERFUL TEENS**  
Dick Powell. RPC M 105—Veteran film actor-producer-director Dick Powell handles the nostalgic narration on this salute to his teen-years in the 1920's and reminds older fans of his "42d Street" film musical comedy "days when" by warbling the title tune. Otherwise the vocal chores and "character comedy" bits are handled capably by Linda Wells, the Collegiates, and Bob Grabeau. Interesting chatter-angle wax for jocks.

★★★★ **ARAGON TRIANON MEMORIES**  
Lawrence Welk. Wing MGW 12214—The combination of Lawrence Welk and the low price tag on this set should make a strong item despite the fact that it is a grouping of reissues. The Welk rhythm, which so much of the nation finds just right for dancing, blends in with melodies of "Katrina," "Merry Go 'Round Waltz," "The Ring That I Give You" and "Mama's Samba," to name just a few.

★★★  
**MODERATE SALES POTENTIAL**

★★★ **PIPES OF TRINITY COLLEGE**  
Carlton LP 136—The 10-boy chorus on this LP is from Trinity College in Connecticut. The boys are a full-voiced group who sing a fascinating repertoire of beer-drinking type melodies in the accepted barbershop-plus manner. A number of the tracks are composed of material indigenous to Trinity: "The Pipes," "Neath the Elms" (the school's alma mater) are perfect examples. Parodies of oldies and barroom warhorse favorites make up the rest of the album. The boys sing a capella.

★★★ **DANCING AT THE "MARK"**  
Bob Wellman and Orchestra. Fantasy 3312—A striking photo of "the top of the Mark" (at the Mark Hopkins Hotel) silhouetted against the San Francisco skyline, gives this double-fold package nice display value. Wellman plays a danceable, pleasant brand of ballroom instrumental wax. Selections include "The Poor People of Paris," a "My Fair Lady" medley, and a Scottish medley.

★★★ **ADAM FAITH**  
MGM E 3951—One of Britain's top disk stars, Adam Faith makes his American debut in this collection of romping, happy rock numbers, done to pleasant arrangements with triplet rhythm and femme chorus and various different instrumental complements ably back Faith. Many of the songs here have been important for the singer in England, "Wonderful Time," "Diamond Ring," "I'm a Man," etc.

★★★ **MY CONCERTO FOR YOU**  
Russ Conway. MGM E 3868—A flock of programming favorites are given lush orchestral treatments by the noted English pianist, Russ Conway, with Michael Collins and his concert orchestra. Selections include "Till," "The Warsaw Concerto," "Cornish Rhapsody" and "La Mer." Well made disk should find many fans.

★★★ **RUTGERS UNIVERSITY GLEE CLUB**  
Imperial LP 12069 (Stereo & Monaural)—Under the direction of musical director F. Austin Walter, the Rutgers Glee Club offers a program of highlights of their successful 1960 spring touring concert program. Ozzie Nelson, a Rutgers alumnus, impressed with their performance, suggested the album and does the intros for each selection. Set includes "The Drinking Song," "Everytime I Feel the Spirit" and "A Hymn to Queens." A salable item.

★★★ **AND NOW**  
Katyna Ranieri. MGM E 3880—Katyna Ranieri is one of Italy's outstanding night club singers. She knocked them dead at the Swank Persian Room in New York's Plaza Hotel last season, and she comes through with a first-rate performance on this disk of a fine collection of both American and Italian tunes. She handles all of them with sock emotional impact over fine arrangements by her husband, conductor Riz Ortolani. Most impressive sides include "Little Child," "Anema E Core" and "Ciao Ciao Bambino."

**JAZZ LP'S**

★★★★  
**STRONG SALES POTENTIAL**

★★★★ **BLOCKBUSTIN' DIXIE**  
Al Hirt, Pete Fountain. Verve V 1028—The interpid new trumpet star and classy clarinetist tear off 12 Dixie performances that have a good, if a bit tight, swing. Verve claims the disk is the only one the two jazzmen have made playing together and from the sound of it, it must have been recorded some time ago. The disk is also unusual for it is one of the rare instances where Fountain plays tenor sax as well as clarinet. The boys are in front of a Dixie type small group which works over such Dixie standards as "Panama," "Tip Roof Blues" and "Royal Garden Blues," among others.

★★★★ **CANNONBALL EN ROUTE**  
Julian (Cannonball) Adderley. Mercury MG 20616—The Adderley boys are together again in a swinging set. Though there are different label tags now, this package is right up to the minute in terms of robust, driving performance and clean sound. Nat Adderley appears on his cornet along with Cannonball and the two are

backed up by fine piano of Junior Mance. Sam Jones is on bass and Jim Cobb appears on drums. "Lover Man," "I'll Remember April," and a solid "That Funky Train," are samples.

★★★★ **PERFECT PERCUSSION**  
Roy Harte and Milt Holland. World Pacific WP 1405—Those who love percussion have a rare package here. In addition to the usual rhythm section, 44 percussive instruments and special effects are used, including Chinese cymbal, Cuban cowbell, Mexican chocola, bird whistles, African talking drum and many others. These are played by Harte and Holland. Well recorded. In addition to being good stock for dealers, this package should prove of considerable interest to deejays. The repertoire includes "That Old Devil Moon," "The Kick," and "Misty."

★★★★ **NEW GROOVE**  
Bud Shank. Pacific Jazz PJ 21—Shank  
(Continued on page 28)

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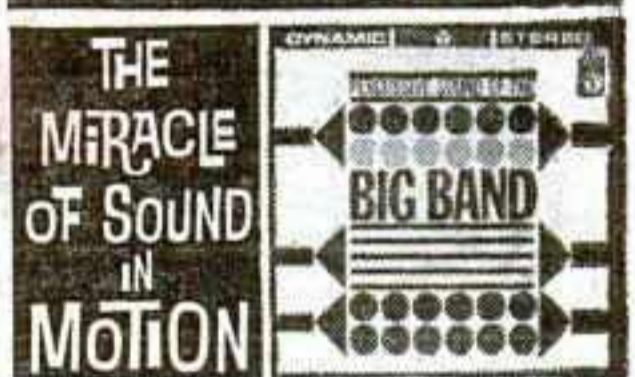


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# Reviews and Ratings of New Albums

Continued from page 26

long associated with the so-called cool and highly organized West Coast school of jazz, shows that lately he has dipped into the currently popular "soul" and "out" style. While the dash and melodic qualities are still very much with Bud as a soloist, this group can get a rather funky sound. Mel Lewis is the drummer and two newcomers, guitarist Dennis Budimer and bassist Gary Peacock round out the rhythm section in fine style. A very strong soloist, too, is trumpeter Carmel Jones.

**★★★★ HORNFUL OF SOUL**  
Bennie Green. Bethlehem BCP 6054—Trombonist Bennie Green has one of his best albums in some time in this new set. The album is a perfect showcase for the instrumentalist—highlighting his full sound at tempos and in material that's perfectly

suited to his ability. Lem Davis, Jimmy Forrest, Mal Waldron and organist Skip Hall play well in ensemble and in their solo spots. "Summertime," "Indiana" and "Foolish Heart" are among the more familiar of the eight titles.

**★★★★ BIRTH OF THE BLUES**  
Oscar (Papa) Celestin. Imperial LP 9149—Collectors of the New Orleans and Dixieland sound will be interested in this album by the late trumpet-playing Celestin. The sides here are rather typical of the traditional movement. Among the more prominent titles are "High Society," the "Jazz Me" and "Basin Street" blues, while there are a few tunes included like "Just a Closer Walk With Thee" and the creole tune "A-La-Bas," that add variety and originality to the set.

## ★ ★ ★ MODERATE SALES POTENTIAL

**★★★★ FRENCH QUARTER JAZZ**  
Tony Almerico & Molly Duncan. Imperial LP 12072. (Stereo & Monaural)—Almerico plays a bright, infectious brand of Dixieland in this package, and Molly Duncan's vivacious vocals are a standout. Selections include "In a Little Spanish Town," "Just a Closer Walk With Thee," "Rosetta," and "Lady Be Good." Spinnable jazz wax.

featuring Hal Overton, a student of the Powell-Monk modern school, teaming with Dave McKenna, whose roots seem to be more with traditionalists like Teddy Wilson. Working only with bass and drums, the two pay tribute to everything from Fats Waller ("Keeping Out of Mischief") to Thelonious Monk ("Monk's Mood" and "Ruby My Dear"). Good sound and a lot of swinging going on.

**★★★★ SABU'S JAZZ ESPAGNOLE**  
Alegre LPA 802—Latin drummer Sabu, with a group of jazz and Latin performers, turns in some interesting jazz work here—jazz with a Spanish touch. Listenable work, with strong performances by Sabu, on conga, and Louie Ramirez and Eernie Newsom on percussion. All of the tunes are originals with a few more familiar pieces by Horace Silver, Dizzy Gillespie and Victor Young.

**★★★★ DUSTY BLUE**  
Howard McGhee. Bethlehem BCP 6055—Veteran modern trumpeter Howard McGhee has a nicely paced and easy listening jazz set here. The instrumentalist has surrounded himself with a fine group of musicians, especially trombonist Bennie Green; Pepper Adams, baritone sax; Roland Alexander on tenor; and pianist Tom Flanagan. The music is easy and swingy for the most part and McGhee has picked some tunes which are not ordinarily played in jazz, namely, "Sound of Music," and "I Concentrate On You."

## CLASSICAL LP'S

### ★ ★ ★ ★ STRONG SALES POTENTIAL

**★★★★ BEETHOVEN: SONATA NO. 8 (PATHETIQUE) SONATA NO. 23 (APPASSIONATA)**  
Sviatoslav Richter. Bruno BR 14045—This recording, featuring Sviatoslav Richter playing two familiar Beethoven Sonatas should be a strong seller for the label. Richter plays them both with the feeling and skill that made his recent American tour a triumph. This recording of the "Appassionata" was made originally at a concert, although the label does not say where or when. The sound is very good. Recordings of these same works have been released previously with Richter on other labels.

well recorded and performed here with the aid of the La Scala production staff. A prime item for opera fans.

**★★★★ WEST POINT SYMPHONY**  
Morton Gould. Mercury SR 90230 (Stereo & Mono)—A beautiful album of performances, and dealers with customers interested in the wind band should demonstrate this. Morton Gould's "West Point Symphony," a classic for the wind band, is the opener. Other pieces are Julian Work's "Autumn Walk," Clifton Williams' "Fanfare and Allegro" and Robert Russell Bennett's "Symphonic Songs for Bands."

### ★ ★ ★ MODERATE SALES POTENTIAL

**★★★★ VERDI: UN BALLO IN MASCHERA**  
Soloists; Teatro Alla Scala Deutsche Grammophon SLP 138-680-82—Sterling performances are on record here by Antonietta Stella, Gianni Poggi and Ettore Bastianini in this first complete stereo waxing of Verdi opera "Un Ballo in Maschera." It's a beautifully boxed package in red and gold with a complete libretto included in four languages with full color photos of the artists in scenes from the opera. Although this is no Verdi's best or most popular work, it is

**★★★★ ARCHIVE PRODUCTION**  
History of Deutsche Grammophon Gesellschaft. Archive ARC 73151—Another in the extensive Archive series, originally brought out here on Decca Gold Label, but now available on disks imported directly from Deutsche Grammophon. This one contains material from the 12th "Archive" research period, that of the so-called Mannheim-Vienna period (1760-1800) of Mozart, Gluck, etc. The recording contains two concertos by Haydn and one by Johann Molter. An artful production, of greatest interest to collectors and students.

**★★★★ ALFRED CORTOT**  
Distinguished DR 104—These sides by the great French pianist were transcribed from piano rolls—as was a companion package in this label's recent release. The repertoire contains romantic material by Chopin and Schubert, and includes Saint-Saens' "Litany." An interesting package with much appeal for students of keyboard performances.

**★★★★ JOSEF HOFMANN. Distinguished DR105**—Package is a companion one to several just released by the label, containing performances transcribed from piano rolls. Hofmann, one of the late giants of the keyboard, is heard here in selections by Rachmaninoff, Beethoven, Rubinstein, Chopin and Mendelssohn. A package of much interest to devotees of piano music in the grand tradition.

**★★★★ LISZT: HUNGARIAN RHAPSODIES**  
Piano Recital featuring Cortot, Friedman, Ganz, Hofmann, Paderewski. Distinguished DR 106—Certainly an interesting package. The sides are transcribed from piano rolls. The romantic and flashy rhapsodies are performed here by giants of the keyboard. The repertoire includes No. 11, played by Cortot; No. 12, by Hofmann; Nos. 2 and 10 by Paderewski; No. 14 by Friedman and No. 15 by Ganz.

**★★★★ I AM THE WEE FALORIE MAN**  
David Hammond. Tradition TLP 1028—A collection of folk songs from Hammond's native Belfast that have Irish, English and Scottish elements. Young David Hammond has an engaging voice and sings with style and sincerity. The highlights of the set include, "The Doffin' Mistress," "The Maid of Ballyhoo," "The Wee Falorie Man" and "The Irish Girl." The program is a good one; it's well performed and should appeal to collectors of folk music in general and Irish in particular.

**★★★★ MANN OVERBOARD**  
Charlie Manna. Decca DL 4159—Young Charlie Manna is a funny lad indeed. Familiar on the Manhattan club circuit. (Continued on page 30)

**★★★★ PROKOFIEV: SYMPHONY NO. 5; SHOSTAKOVICH: FESTIVE OVERTURE**  
USSR Radio Symphony Orchestra (Stokowski, Gauk). Bruno BR 14050—This

recording of the Prokofiev Fifth was recorded in Moscow last year by the USSR Radio Symphony Orchestra under the baton of Maestro Leopold Stokowski. The work is handed a stirring performance and the sound is good. A recording of the same work with Stokowski was released a few months ago on the Russian MK label, imported by Artia. Also on the disk is the Shostakovich "Festive Overture" with the same orchestra under Alexander Gauk.

**★★★ KERR: CONCERTO FOR VIOLIN AND ORCHESTRA; COWELL: SYMPHONY NO. 7**  
The Imperial Symphonie of Tokyo (Strickland); The Vienna Symphony Orchestra (Strickland). Composers Recordings, Inc. CRI 142—Here are two previously unrecorded works by the two contemporary composers. Much of the mood of both is of an introverted nature but both, too, display moments of lyrical, romantic charm. The works, with their oocenic harmony, will be of interest mainly to students and collectors of the offbeat in the modern genre.

**★★★ BEETHOVEN: VIOLIN SONATAS IN D MAJOR, OP. 12 NO. 1; A MAJOR, OP. 12 NO. 2; G MAJOR, OP. 30 NO. 3.**  
Carl Seemann, Piano; Wolfgang Schneiderhan, Violin. Deutsche Grammophon SLP 138121 (Stereo & Monaural)—Here is a collection of first-rate performances of three Beethoven piano and violin sonatas. Carl Seeman on piano and Wolfgang Schneiderhan on violin, make a winning combination. Their work is exceptional, and the sound on the DGG disk is excellent. Good wax for the collector.

**★★★ MOZART: MAZZ IN C MAJOR; BASSOON CONCERTO IN B FLAT MAJOR**  
Lamoureux Orchestra (Markevitch) Deutsche Grammophon SLP 138131—Fine stereo recording of these two Mozart pieces. Both are performed with technical precision and imagination. There are few stereo versions of these works, which should help make this package desirable to the Mozart collectors.

## SPECIALTY LP'S

### ★★★★ STRONG SALES POTENTIAL

**LATIN AMERICAN**  
**★★★★ CHARANGA PACHANGA**  
Bouffartique y su Charanga. Columbia ES 1751 (Stereo & Monaural)—The new dance fad gets a masterful interpretation by Oscar Bouffartique, Cuban composer and arranger. With the group are three vocalists, Yao el Indio, Frank Souffront and Tony Molina. Fine sound. Excellent stock for dealers seeking to cash in on the new dance excitement.

**★★★★ KAKO Y SU COMBO GIGANTE**  
Alegre LPA 803—Maestro Kako leads his big Latin band through a dozen numbers highlighting the pachanga and closely related Cuban-oriented rhythms. It's a big ensemble, with banks of trumpets and saxes plus percussion and rhythms. Solid sound for the dancers in the set can have good pop appeal as well, in view of the current new pachanga craze.

**★★★★ VIVA MONTEZ**  
Bobby Montez and his Orchestra. World Pacific WP 1404—A mighty sharp Latin combo. The group consists of vibes and piano on the melody chores, assisted by conga, timbales and base in the rhythm. The boys play eight numbers with humor and rapport and the sound quality is unusually good. Excellent dance material and the practiced ear will enjoy the fidelity, too.

**INTERNATIONAL**  
**★★★★ THE CLANCY BROTHERS & TOMMY MAKEN**  
Tradition TLP 1042—The Clancy boys and Tommy Maken sing a finely paced variety of sides on this LP. The Irish folk music comes from a multitude of sources and the boys sing and play it with much authority and feeling. (Bruce Langhorne plays guitar as does Liam Clancy; Tommy Maken plays the pennywhistle and Eric Darling is on the banjo.) There are bright tunes and ballads included in the set all sparkling with Irish wit and emotion—some 15 in all.

**★★★★ I AM THE WEE FALORIE MAN**  
David Hammond. Tradition TLP 1028—A collection of folk songs from Hammond's native Belfast that have Irish, English and Scottish elements. Young David Hammond has an engaging voice and sings with style and sincerity. The highlights of the set include, "The Doffin' Mistress," "The Maid of Ballyhoo," "The Wee Falorie Man" and "The Irish Girl." The program is a good one; it's well performed and should appeal to collectors of folk music in general and Irish in particular.

**COMEDY**  
**★★★★ MANN OVERBOARD**  
Charlie Manna. Decca DL 4159—Young Charlie Manna is a funny lad indeed. Familiar on the Manhattan club circuit. (Continued on page 30)

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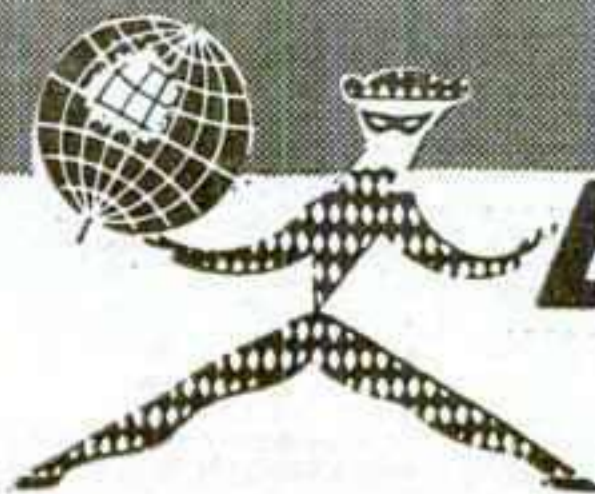
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TRADE MARK REG.

FOR WEEK ENDING MAY 28

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	MOTHER-IN-LAW	By Allan Toussaint—Published by Minit (BMI)	8
2	1	RUNAWAY	By Max Crook-C. Westover—Published by Vickie (BMI)	9
3	3	ONE HUNDRED POUNDS OF CLAY	By Elgin-Dixon-Rogers—Published by Gil (BMI)	8
4	7	DADDY'S HOME	By James Sheppard-Clarence Bassett-Charles Baker—Published by Keel-Betalbin (BMI)	6
5	16	RUNNING SCARED	By Roy Orbison-Joe Melson—Published by Acuff-Rose (BMI)	3
6	4	BLUE MOON	By Rodgers-Hart—Published by Robbins (ASCAP)	10
7	10	TRAVELIN' MAN	By Jerry Fuller—Published by Four Star Sales (BMI)	3
8	5	I'VE TOLD EVERY LITTLE STAR	By Jerome Kern-Oscar Hammerstein II—Published by Harms (ASCAP)	8
9	18	MAMA SAID	By Dixon-Dennison—Published by Ludix-Betalbin (BMI)	4
10	8	PORTRAIT OF MY LOVE	By Cyril Ornadel-David West—Published by Piccadilly (BMI)	7
11	17	BREAKIN' IN A BRAND NEW BROKEN HEART	By Greenfield-Keller—Published by Aldon (BMI)	5
12	19	HELLO MARY LOU	By Gene Pitney—Published by January (BMI)	2
13	6	YOU CAN DEPEND ON ME	By Charles Carpenter-Louis Dunlap-Earl Hines—Published by Peer International (BMI)	7
14	11	JUST FOR OLD TIME'S SAKE	By Hank Hunter-Jack Keller—Published by Aldon (BMI)	6
15	9	ON THE REBOUND	By Floyd Cramer—Published by Cigma (BMI)	11
16	13	TAKE GOOD CARE OF HER	By Kent-Warren—Published by Recherche-Paxton (ASCAP)	9
17	12	BUT I DO	By Robert Guidry-Paul Gayten—Published by Arc (BMI)	9
18	21	TRAGEDY	By Nelson-Burch—Published by Bluff City (BMI)	2
19	22	BONANZA	By Livingston-Evans—Published by Livingston-Evans (ASCAP)	3
20	14	ONE MINT JULEP	By Rudolph Toombs—Published by Progressive & Regent (BMI)	8
21	28	HELLO WALLS	By Willie Nelson—Published by Pamper (BMI)	3
22	29	LITTLE DEVIL	By Neil Sedaka-Howard Greenfield—Published by Aldon (BMI)	2
23	20	TONIGHT I FELL IN LOVE	By Medress-Margo—Published by Halkay (BMI)	4
24		I FEEL SO BAD	By Chuck Willis—Published by Berkshire (BMI)	1
25	23	EXODUS	By Gold—Published by Chappell (ASCAP)	25
26	15	FLAMING STAR	By Wayne-Edwards—Published by Gladys (ASCAP)	4
27	27	CALCUTTA	By Gaze-Bradtko—Published by Pincus-Symphony House (ASCAP)	21
28		GIRL OF MY BEST FRIEND	By Ross-Bohrick—Published by Elvis Presley (BMI)	1
29		THAT OLD BLACK MAGIC	By Mercer; Arlen—Published by Famous (ASCAP)	1
30	26	APACHE	By Lordan—Published by Regent (BMI)	14

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## RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- MOTHER-IN-LAW** — Ernie K-Doe, Minit 623; Four Sportsmen, Sunnysbrook 2.
- RUNAWAY**—Del Shannon, Big Top 3067.
- ONE HUNDRED POUNDS OF CLAY** — Gene McDaniels, Liberty 55308.
- DADDY'S HOME**—Shep and the Limelites, Hull 740
- RUNNING SCARED**—Roy Orbison, Monument 438.
- BLUE MOON**—Bel-Aire Girls, Everest 19333; Tony Bennett, Col 41298; Jimmy Bowen, Roulette 4102; Classics, Promo 1010; Buck Clayton/M. Morris Trio, Okeh 6968; Sam Cooke, Keen 86101; Emanoes, Josie 801; Julie London, Liberty 55157; Marceels, Colpix 186; Naturals, Hunt 425; Elvis Presley, Vic 0613; Jimmy Smith, Blue Note 1685; Dante Varela, Kem 2719.
- TRAVELIN' MAN** — Jo Morris, Herald 420; Ricky Nelson, Imperial 5741.
- I'VE TOLD EVERY LITTLE STAR** —Bing Crosby, Dec 23679; Robert Maxwell, MGM 12546; Linda Scott, Canadian-American 123.
- MAMA SAID** — Shirelles, Scepter 1217.
- PORTRAIT OF MY LOVE**—Steve Lawrence, United Artists 291; Matt Monro, Warwick 624; Bob Wilson, Dec 31212.
- BREAKIN' IN A BRAND NEW BROKEN HEART**—Connie Francis, MGM 12995.
- HELLO MARY LOU** — Ricky Nelson, Imperial 5741.
- YOU CAN DEPEND ON ME** — Brenda Lee, Dec 31231.
- JUST FOR OLD TIME'S SAKE**—McGuire Sisters, Coral 62249; Joan Proctor, Vic 47-7802.
- ON THE REBOUND**—Flower Cramer, Vic 7840.
- TAKE GOOD CARE OF HER** — Adam Wade, Coed 546.
- BUT I DO** — Clarence (Frogman) Henry, Argo 5378.
- TRAGEDY** — Fleetwoods, Dolton 40; Wayne Thomas, Fernwood 109.
- BONANZA** — Al Calala, United Artists 302; David Rose, MGM K 12965.
- ONE MINT JULEP**—Chet Atkins, Vic 47; Ray Charles, Impulse 200; Clovers, Atlantic 963 & United Artists 209; Willie Mitchell, Home of the Blues 119; Buddy Morrow, Mer 30042 & Vic 0205; Mac Wiseman, Dot 15497 & 16045.
- HELLO WALLS**—Faron Young, Cap 4533.
- LITTLE DEVIL**—Neil Sedaka, Vic 7874.
- TONIGHT I FELL IN LOVE** — Tokens, Warwick 615.
- I FEEL SO BAD**—Elvis Presley, Vic 7880.
- EXODUS**—Pat Boone, Dot 16176; Ferrante and Teicher, United Artists 274; Eddie Harris, Vee Jay 378; Legends, Col 41949; Mantovani, London 1935; Medallion Strings, Medallion 602; Edith Piaf, Cap 4564.
- FLAMING STAR**—Elvis Presley, Vic LPC 128 (33 Compact).
- CALCUTTA** — Four Preps, Cap 4508; Werner Muller, Dec 31189; Vic Torriani, London 1965; Valiants Col 41931; Lawrence Welk, Dot 16161.
- GIRL OF MY BEST FRIEND**—Ral Donner, Gone 5102; Eddie Wood, Ember 1064.
- THAT OLD BLACK MAGIC** — Clovers, United Artists 174; Billy Daniels, Gene Norman Presents 111; Billy Daniels, Mer 30007; Sammy Davis Jr., Decca 29541; Herb Geller, Bethlehem 11075; Tiny Grimes, Atlantic 858; Glenn Miller Orch./S. Nelson & Modernaires, Vic 0044; Robins, Whippet 203; Bobby Rydell, Cameo 190; Bobby Troup, Bethlehem 11006.
- APACHE**—Jorgen Ingmann, Atco 6184; Sonny James, Vic 7858; Shadows, ABC-Paramount 10138.

## Reviews and Ratings of New Albums

Continued from page 28

Manna offers some of his best new routines here, including one about the astronaut refusing to take off before he's given his crayons and another about the show agent who has breakfast at the White House. The boy has a sharp sense of humor in his situations and he delivers them with effect. For this, he was caught live at the Village Vanguard. Set has a novel cover, too.

(Stereo & Monaural)—A very fine mixed chorus sings this second volume of Catholic hymns. The material is nicely recorded and the organ background is perfect for the choir's work. There are a number of tracks that should be more than familiar like "Jesus My Lord, My God, My All," "Tantum Ergo," "Come Holy Ghost" and "Ave Maria."

### POLKA

#### ★★★★ HIT PARADE

**Li'l Wally, Jay Jay 1032**—This could be called the Polka Hit Parade. It features the Midwestern polka favorite, Li'l Wally and his ork, playing some of the hits of the past decade, with vocals in both English and Polish. Some of the tunes include "Que Sera," "Doggie in the Window," "San Antonio Rose," "Margie," and "Tennessee Waltz." They are played in perky fashion and the set should appeal to the many Li'l Wally fans.

### ★★★ STRONG SALES POTENTIAL

### POLKA

#### ★★★ SMUTKU NIE MA, JAK MALY WLADZIU SPIEWA

**Jay Jay JJ 1031**—Polish speaking polka fans should go for this high-stepping set of waltzes and hops from Maly Wladziu. Tunes getting vocals are sung in Polish and the music is in the traditional polka instrumentation. Set can be a seller in the right areas.

### RELIGIOUS

#### ★★★ CATHOLIC HYMNS VOL. II

St. Charles Choir, Imperial LP 12070

## TALENT TOPICS

Continued from page 6

Music Hall" and is skedded for more West Coast shooting for her first flicker. Pat Twitty

### BOSTON

George Shearing finished up the Storyville season here and made the rounds on TV and radio. Capitol's **Bob Taylor** got the idea to team him up with **Nancy Wilson** and she made some hay with "Give Him Love." Gimmick had appeal and worked well. . . . **Dakota Staton**, on her visit here to Storyville, made a recording for Capitol which will be released in September or October.

**Blinstrub's** big bistro is bursting at the seams this 10-day stand by the **McGuire Sisters**. Decca did lots of promotion in the Hub for the gals and it's paying off for the record firm. . . . Mutual Distributors working out a big deal with Metrecal on the **Mantovani** record, "Theme From the Valiant Years." . . . **Ethel Merman** blew kisses to Boston and trotted off stage at the Colonial, closing a record-

breaking three-week run of "Gypsy." This is the theater's biggest three-week gross in 60 years. The show grossed \$199,062.72 exclusive of federal taxes, and did it without any benefits. Show of the Month or Theater Guild gimmicks. Cameron Dewar.

### ST. LOUIS

The second capsule revue spotlighting young new personalities began a two-week run (15) at the Crystal Palace, a Gaslight Square cabaret theater. The new personalities, appearing under the title, "Rights of Spring—an Orgy of Talent," are singing comedienne **Jorie Remus**, song stylist **Enid Mosier** and comedians **Jack Burns** and **George Carlin**. Burns and Carlin joined wits at a Texas radio station as disk jockey-comics and last year embarked on the night club circuit, including stops at Los Angeles' Cosmo Alley, San Francisco's hungry i, New York's Composer East, Philadelphia's Celebrity Club and Chicago's Cloister and Playboy Club. The Jimmy Williams Trio is backing up the show. John Hicks.

## Billboard Bound Volumes!

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# Reviews and Ratings of New Records

Continued from page 23

strumental with the sound of the Near East predominating with fancy flourishes against a compulsive rhythm. Flip figures as the side to watch. (Exotica, ASCAP) (2:30)

### DAVE (BABY) CORTEZ

★★★★ Tootsie-CLOCK 71824—The big gospel instrumental sound comes through in this blues by Cortez. The side swings along in a medium tempo groove with some fine trombone solo with a plunger mute. (Emit, BMI) (2:18)

★★★ Second Chance—The boy sings the second blues flavored rockaballad with much verve. The combo right behind him does a fine job of backing up the date. Disk is his first to be distributed by Mercury. (Emit, BMI) (2:31)

### CARL DOBKINS JR.

★★★★ That's What I Call True Love—DECCA 31260—A pleasant medium rhythm ballad is sung with considerable heart by Dobkins against a good arrangement with a

femme chorus. Nice wax that can grab coins. (Aldon, BMI) (2:40)

★★★ Pretty Little Girl in the Yellow Dress—Dobkins performs neatly a new tune by Dimitri Tiomkin and Ned Washington. Flip gets the nod here, however. (Leeds, ASCAP) (2:15)

### THE FIRESIDERS

★★★★ One and All—SWAN 407—A slow and pulsing rockaballad by the new vocal group. The boys turn in a listenable performance and they're backed by flourishes of strings. (Claridge, ASCAP) (2:33)

★★★ No One Cares for Me—A rhythmic tune with weeper overtones. It's done to a snappy, cake-walk type rhythm. Two spinable efforts. (Claridge, ASCAP) (2:06)

### KRIS JENSEN

★★★★ Tender Hearted Baby—KAPP 393—Appealing Boudleaux Bryant ballad is sung wistfully by Jensen. Lyric concerns boy who is drafted and wants his high school "baby" to wait. (Auuff-Rose, BMI) (2:15)

★★★ The Jackie Look—Cute teen-appeal tune (about First Lady lookalikes), penned by the Bryants, is sung pleasantly by Jensen with femme chorus. Interesting jockey wax. (Acuff-Rose, BMI) (2:08)

### THE ONDIOS

★★★★ The Old Spinning Wheel—EVEREST 19414—Cute instrumental performance on organ and horn of the fine old standard, with a chorus adding a warm quality. It's in the Bill Black style and it could grab coins. (Shapiro-Bernstein, ASCAP) (2:06)

★★★ The Black Widow—This tune is based on "Dark Eyes" and the Ondios combo swings it with verve, again featuring a good danceable beat. Two commercial sides. (Reis, BMI) (2:05)

### VALERIE CARR

★★★★ I Left There Crying—ROULETTE 4365—Solid vocal stint by the canary on strong gospel-flavored material. Effective performance that could make it. (Tyrol, BMI) (2:32)

★★★ Come Home—Emotion-packed delivery by the thrush on a tender ballad. Attractive side that merits a hearing. (J & C, BMI) (2:44)

### RICK AND THE KEENS

★★★★ Peanuts—SMASH 1705—Kid chanter sells this rocker in gimmicky fashion and its cute enough to have a chance for coins. Watch it. (Cranford, BMI) (2:03)

★ I'll Be Home—On this side the young singer intones a ballad with feeling, but the flip has the edge. (Arc, BMI) (2:12)

### KITTY FORD

★★★★ Gee Mom—SMASH 1704—Kitty Ford bows on the new label with a plea to her mother about staying out late with her date. Cute and well handled. Worth exposure. (Darnel, BMI) (2:29)

★★ Rules of Happiness—Likable tale is sold with warmth by the lass as she explains the rules of staying happy. Flip has more power. (Lyle, ASCAP) (2:07)

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The Fabulous Raiders  
"C. C. RIDER"  
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WYE 1006  
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★ ★ ★ MODERATE SALES POTENTIAL

### POPULAR

JOHNNY HUGHES  
★★★★ After Tonight—UBC 1024—Johnny Hughes has a torchy plea for young love in this ballad with a Latin rhythm. A vocal group and good combo assist the boy. (Geny's) (2:04)

★★★ Junior High Doll—The young boy who sounds and looks like a pre-teenager has a swaying Latin rocker in this item. Vocal group and rhythm combo assist. (Dellwood, BMI) (1:59)

### THE YOUNGHEARTS

★★★★ Unwelcome Guest—INFINITY 006—There's a bit of the novelty in this jumping medium tempo rocker by the boys. Loser lyric is sung with good rhythm by the lead man with strong backing from the rest of the boys and the combo. (Lansdowne-Winston, ASCAP) (1:50)

★★★ Do Not Forsake Me—Lead singer and the bass singer of the group come on strong on this rockaballad. Lead man carries the melody with much feeling; the bass and rest of the group back him up in broad and rhythmic way. (Bloor-Hoffman-House, BMI) (2:28)

### TENNYSON STEPHENS

★★★★ Rain, Rain, Rain—BACK BEAT 533—The boy sings up a storm on this punching Latinized rocker. Shouting big band, fine tenor sax work and effective use of multi-tracking all make the side interesting. (Lion, BMI) (2:35)

★★★ Everybody—Big brass figures from the band make this a very listenable ballad from the boy. He sings with much feeling. (Lion, BMI) (2:43)

### GENE AND RUTH

★★★★ Harchy Carchy—KING 5498—Part nonsense lyric on this tune by the boy and the girl gets a nice medium swing treatment. Side is slanted toward the school crowd and could do a bit of business there. (Wisto, BMI) (2:05)

★★★ If and When It happens—The blues get a walking, Latin-touched treatment by Gene and Ruth on this one. Good backing from the combo with grinding tenor sax all add to the side. (Lois, BMI) (2:30)

### FIVE KEYS

★★★★ Do Something for Me—KING 5496—A pleasant ballad effort by the boys against triplet backing. Lead does an effective hunk of chanting. Tune was once a hit for Billy Ward and the Dominoes. (Armo, BMI) (2:36)

★★★ Stop Your Crying—Medium paced pleader tune is given a satisfactory reading by the lead. (Earl's, BMI) (2:02)

### FRANK PERRY

★★★★ You're the One—EPIC 9445—Appealing delivery by Perry on catchy teen-styled theme. (Daywin, BMI) (1:58)

★★★ High School Dance—Boy-girl dialog about a gal who came to the dance with

the wrong escort is wrapped up in showmanly fashion by Perry and Dorothy Porter. (Daywin, BMI) (2:21)

### BOB BRAUN

★★★ 'Til Tomorrow—CANDEE 505—Cincinnati deejay Braun warbles pleasantly on the "Fiorello" ballad. Disk has done some business in Ohio. (ASCAP) (2:28)

★★★ There's No Place Like Home—Melodic ballad penned by Cincinnati's Ruth Lyons is sung with relaxed nostalgia by Braun. (ASCAP) (2:38)

### CARTER-RAYS

★★★★ Keep Listening to Your Heart—MALA 433—Feelingful stint by lead singer and group on emotion-packed rockaballad. (Caldwell, BMI) (2:18)

★★★ Bless You—Pleasant reading by lead warbler and group on pretty theme. (Spier, ASCAP) (1:50)

### JESSIE & FRANK

★★★★ The Seed of Love—SOUTHERN SOUND 102—Thoughtful rockaballad with message is handed strong vocal by duo. Could get action. (Cannon Point, BMI) (2:39)

★★★★ Why, Why Baby—Infectious rhythm marks this bright duo vocal on bouncy r.&r. item. (Cannon Point, BMI) (2:02)

### KENNY BALL

★★★★ Samantha—GUYDEN 2054—This disk was recently a hit for Kenny Ball in England and it could get some action in the U. S. It features the trumpeter in a pleasing vocal on the attractive Porter item, over Dixie support. (Buxton, ASCAP) (2:19)

★★★★ I Still Love You All—The English chanter, who sounds like a cross between Woody Herman and Jackson Teagarden, sells this story of 18 girls with enthusiasm over wild Dixie-styled backing. Could happen. (Leeds, ASCAP) (2:07)

### TY WHITNEY

★★★★ It's Not as Easy—CARMEL 22—Cheery effort is handed a good go by the chanter over a listenable arrangement played with spirit by the ork. Lad sells it well and it has a chance. (Thayer, BMI) (2:06)

★★★ Big Brown Eyes—Pleasant tune, in the style of a round, receives a tender vocal from the chanter aided by femme group in the support. (Thayer, BMI) (2:24)

### THE KNOCKOUTS

★★★★ Fever—MGM 13010—This is the wildest performance of "Fever" extant, and it shows off the group in their swinging fashion, sparked by a strong lead. Listenable side. (Jay & Cee, BMI) (1:59)

★★★ You Can Take My Girl—The Knockouts have a wild, gimmicky item here and they sell it in just that fashion. It's a sort of combination Marcell-Coasters-styled item, that could get some action. (Stargazer, BMI) (2:05)

# BILLBOARD MUSIC WEEK HOT C&W SIDES

FOR WEEK ENDING MAY 29

TITLE, Artist, Company, Record No.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
1	1	1	2	HELLO WALLS, Faron Young, Capitol 4533	10
2	3	3	3	FOOLIN' AROUND, Buck Owens, Capitol 4496	17
3	2	2	1	DON'T WORRY, Marty Robbins, Columbia 41922	16
4	4	4	4	THE BLIZZARD, Jim Reeves, RCA Victor 7855	9
5	6	6	6	HEART OVER MIND, Ray Price, Columbia 41947	10
6	10	8	7	I FALL TO PIECES, Patsy Cline, Decca 31205	8
7	5	5	5	WINDOW UP ABOVE, George Jones, Mercury 71700	29
8	7	7	8	I'LL JUST HAVE ANOTHER CUP OF COFFEE, Claude Gray, Mercury 71732	20
9	9	19	24	SLEEPY-EYED JOHN, Johnny Horton, Columbia 41963	5
10	8	9	9	THREE HEARTS IN A TANGLE, Roy Drusky, Decca 31193	11
11	11	12	12	CRAZY BULLFROG, Lewis Pruitt, Decca 31201	8
12	20	20	16	I LOVE YOU BEST OF ALL, Louvin Brothers, Capitol 4506	11
13	14	18	21	THE TWENTY-FOURTH HOUR, Ray Price, Columbia 41947	9
14	12	11	15	LOUISIANA MAN, Rusty and Doug, Hickory 1137	15
15	19	—	—	FOREVER GONE, Ernest Ashworth, Decca 31237	2
16	24	30	30	HAND YOU'RE HOLDING NOW, Skeeter Davis, RCA Victor 7863	5
17	15	10	10	LET FORGIVENESS IN, Webb Pierce, Decca 31197	14
18	18	15	13	ODDS & ENDS, Warren Smith, Liberty 55302	14
19	21	22	22	EVERYBODY'S DYIN' FOR LOVE, Jimmy Newman, Decca 31217	6
20	26	25	26	SLEEP, BABY, SLEEP, Connie Hall, Decca 31208	5
21	—	—	—	THERE'LL ALWAYS BE SADNESS, Marion Worth, Columbia 41972	1
22	27	—	—	MENTAL CRUELTY, Buck Owens and Rose Maddox, Capitol 4550	2
23	—	—	—	LOOSE TALK, Buck Owens and Rose Maddox, Capitol 4550	1
24	29	—	—	BEGGAR TO A KING, Hank Snow, RCA Victor 7869	2
25	—	—	29	KISSING MY PILLOW, Rose Maddox, Capitol 4487	13
26	—	—	—	SWEET LIPS, Webb Pierce, Decca 31249	1
27	30	26	25	THE OTHER CHEEK, Kitty Wells, Decca 31192	10
28	25	23	27	LONELYVILLE, Ray Sanders, Liberty 55304	7
29	23	14	14	YOUR OLD LOVE LETTERS, Porter Wagoner, RCA Victor 7827	12
30	28	—	—	CONGRATULATIONS, Faron Young, Capitol 4533	2

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(Continued on page 35)





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# BILLBOARD MUSIC WEEK

## HOT R&B SIDES

FOR WEEK ENDING MAY 29

TITLE, Artist, Company, Record No.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
1	1	1	1	MOTHER-IN-LAW, Ernie K-Doe, Minit 623	8
2	5	7	18	MAMA SAID, Shirelles, Scepter 1217	4
3	6	16	11	FUNNY, Maxine Brown, Nomar 106	5
4	4	8	13	DADDY'S HOME, Shep and the Limelites, Hull 740	8
5	13	—	—	DRIVING WHEEL, Little Junior Parker, Duke 335	2
6	9	3	2	ONE MINT JULEP, Ray Charles, Impulse 200	10
7	27	—	—	STAND BY ME, Ben E. King, Alco 6194	2
8	7	4	4	TRUST IN ME, Etta James, Argo 5385	8
9	10	10	5	HIDEAWAY, Freddie King, Federal 12401	11
10	2	2	3	BLUE MOON, Marcells, Colpix 186	11
11	8	6	9	SOME KIND OF WONDERFUL, Drifters, Atlantic 2096	7
12	3	5	6	RUNAWAY, Del Shannon, Big Top 3067	6
13	12	11	21	ONE HUNDRED POUNDS OF CLAY, Gene McDaniels, Liberty 55308	4
14	17	14	12	PLEASE TELL ME WHY, Jackie Wilson, Brunswick 55208	6
15	15	18	27	I'M A FOOL TO CARE, Joe Barry, Smash 1702	4
16	18	17	24	BIG BOSS MAN, Jimmy Reed, Vee Jay 380	4
17	11	9	15	BUT I DO, Clarence (Frogman) Henry, Argo 5378	11
18	—	—	—	RAINDROPS, Dee Clark, Vee Jay 383	1
19	14	12	16	CONTINENTAL WALK, Hank Ballard and the Midnighters, King 5491	4
20	—	—	—	RAININ' IN MY HEART, Slim Harpo, Excello 2194	1
21	22	25	29	SAVED, La Vern Baker, Atlantic 2099	4
22	29	26	30	EXODUS, Eddie Harris, Vee Jay 378	4
23	—	—	—	BEWILDERED, James Brown, King 5442	8
24	19	21	10	I PITY THE FOOL, Bobby Bland, Duke 332	16
25	20	27	—	TAKE GOOD CARE OF HER, Adam Wade, Coed 546	3
26	—	—	—	WHAT'D I SAY, Jerry Lee Lewis, Sun 356	1
27	30	15	8	THINK TWICE, Brook Benton, Mercury 71774	14
28	—	—	—	CONTINENTAL WALK, Rollers, Liberty 55320	1
29	26	20	17	AIN'T IT BABY, Miracles, Tamla 54036	6
30	16	23	23	ON THE REBOUND, Floyd Cramer, RCA Victor 7840	5

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

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

This Week	Last Week	Weeks on Chart	Title
1		26	EXODUS (Chappell)
2		12	SECOND TIME AROUND (Miller)
3		21	CALCUTTA (Pincus-Symphony House)
4		17	HEY, LOOK ME OVER (Morris)
5		6	ON THE REBOUND (Cigma)
6		22	GREEN LEAVES OF SUMMER (Feist)
7		11	APACHE (Regent)
8		4	PORTRAIT OF MY LOVE (Piccadilly)
9		9	ASIA MINOR (Barbro)
10		48	MISTY (Octave)
11		55	CLIMB EVERY MOUNTAIN (Williamson)
12		3	JUST FOR OLD TIME'S SAKE (Aldon)
13		14	WHEELS (Dundee)
14		1	BONANZA (Livingston-Evans)
15		1	IF EVER I WOULD LEAVE YOU (Chappell)

## Reviews and Ratings of New Records

Continued from page 32

### THE DYNAMICS

★★★ I Can't Give You Anything But Love—LaVERE 186—Cha cha version of the oldie receives a listenable performance by the lads over big band support. Could get spins. (Mills, ASCAP) (2:33)

★★★ Wrap Your Troubles in Dreams—Another evergreen is sung brightly by the group, again aided by the large ork support. Two nice sides. (Shapiro-Bernstein, ASCAP) (2:10)

### APRIL STEVENS

★★★ Love Kitten — CONTRACT 429—April Stevens returns to wax with a husky-voiced performance of a pretty little effort about a lass looking for love. Purring effect aids the disk. (Aragain, ASCAP) (2:08)

★★★ You and Only You—On this side the thrush handles a pretty tune in straightforward fashion over simple backing. Flip is more commercial. (Aragain, ASCAP) (2:24)

### THE COUSINS

★★★ St. Louis Blues—PARKWAY 823—Swing instrumental version of the Handy standard by the Cousins with trumpet and organ in the lead over rhythm support. Side builds nicely and could get juke coins. (Handy, ASCAP) (2:26)

★★★ No One Knows—A tune in the groove of traditional New Orleans marches is played brightly by the combo with a tenor getting a lot of solos. (Mayland, BMI) (2:08)

### DENNIS BELL

★★★ Kangaroo—LEP-RA-CHAUN 175—Australian melieu in the lyric tells the story of this dance step tune sung with rhythm by the boy. Effective multi-tracking and rocking support add to the disk. (Parker-Astor, BMI) (2:05)

★★★ So Many Lonely Girls—The boy does a top-notch job on this rockaballad. The lonely theme is carried with feeling. (Parker-Astor, BMI) (2:25)

### JOHNNY CRAWFORD

★★★ Daydreams—DEL-FI 4162—A soft and tender ballad reading by the young chanter, who appears on the TV show, "The Rifleman." The youngster handles the material well and the side is spinnable. (Maravilla-Kemo, BMI) (1:53)

★★★ So Goes the Story—A bouncy, rhythmic, folk-styled effort and the young chanter is again heard to good advantage. Nice arrangement also features chorus. (Bobby-Petkere, ASCAP) (2:32)

### RAY BRYANT

★★★ Moonrise — COLUMBIA 42015 (33)—Pianist Bryant has a strong ballad in this instrumental. Ray plays beautifully in a slow tempo. Tasteful use of strings also is effective. (Ludlow, BMI) (3:12)

★★★ First Lady — Lovely melody on this side is feelingfully executed by Ray. Side also sports fine string and rhythm work in a medium groove. (Brynor, BMI) (2:44)

### THE INTRUDERS

★★★ Camptown Rock — BELTONE 1009—The old "Camptown" ditty gets an easy-swinging instrumental reading by this group. Side features some strong sax work and clippity-clop rhythm. (P.D.) (2:05)

★★★ Morse Code—Musical dots and dashes on this instrumental come across with a medium tempo rocking rhythm. Side sets strong infectious rhythm and hard tenor sax work. (Lescay, BMI) (2:05)

### JOE HOUSTON AND HIS FABULOUS TENOR

★★★ Slip-N-Out — KEM 2762 — Walking blues tempo is the rhythm feel of this finger-snapping side by tenor saxist Houston. Fine guitar work is also spotted on the danceable side. (Combo, BMI) (3:15)

★★★ Hush Your Mouth — Repetitious blues figure is the basis of this rocker. Houston's honking tenor comes across with a beat as the accompanying combo swings behind him. (Combo, BMI) (2:15)

### JACK CONSTANZO

★★★ Theme From "Route 66" —LIBERTY 55333 — Dramatic TV theme is handed an exciting instrumental treatment by Constanzo. Interesting wax for jazz-minded jocks. (Gower, BMI) (2:30)

★★★ Naked City Theme — Billy May's frantic TV title theme is presented in tasteful jazz-oriented instrumental style. (Gower, BMI) (1:49)

### LORI ROGERS

★★★ Someday You're Gonna Be Sorry — OLD TOWN 1102 — Lori Rogers gets the old time feeling on this quick-stepping ballad. Shuffle rhythm is attractive. (ABC, ASCAP)

★★★ Please Don't Tell Him — The girl wants to hide her emotion on this soft rockaballad. Fine string work in background makes the side effective. (R&S, BMI)

### VERN STOVALL

★★★ Long Black Limousine — CREST 1080 — A plaintive reading by Stovall on a moving country weeper. Has a good sound. (American, BMI) (2:32)

★★★ Loving on Borrowed Time — Another effective rendition by Stovall on an effective piece of country-oriented material. (American, BMI) (2:26)

### WADE CAGLE

★★★ Groovy Train — SUN 360 — Hard driving sax solo work on a bluesy instrumental side. Spinnable. (Knox, BMI) (2:25)

★★★ Highland Rock — "Irish Washer Woman" theme is handed a rocking instrumental treatment. (Hi-Lo, BMI) (2:08)

### DEAN MARTIN

★★★ Guggiola — CAPITOL 4570 — A moderate-paced ballad is done to a listenable turn by Martin in his crooning style. Nelson Riddle handles the backings in pleasant form. (Comet, ASCAP) (2:03)

★★★ The Story of Life — An inspirational ballad with a ripping concerto-type piano backing. Martin hands it a fittingly sincere reading which can gain spins. (Chappell, ASCAP) (3:10)

### DIANN MAXWELL

★★★ Rainbows — CAPITOL 4571 — Her heartaches are like rainbows, sings the gal in small-voiced style, with dual track spots. Its a good performance and it merits spins. (Sherman-DeVorzon, BMI) (2:11)

★★★ I'm the One Who Loves You — The gal puts a lot of heart into this ballad with an after hours type of piano support, along with fiddles. A chorus also lends good support. (Hill & Range, BMI) (2:15)

### THE DERRINGERS

★★★ Maybe Baby — CAPITOL 4572 — Here's a tune that was once a big hit for the late Buddy Holly and the Derringer boys do it in good, rockabilly fashion. Side is worth a hearing. (Melody Lane, BMI) (2:03)

★★★ Don't Deceive Me — An Every Brothers type vocal combo turns out a rockaballad with an interesting organ support against triplet rhythm. (American, BMI) (2:20)

### CARL McVOY

★★★ Rainin' in My Heart — TRI 212 — Plaintive chanting by McVoy on a wistful blues theme. (Excellorec, BMI) (2:17)

★★★ Your Magic Love — Pleasant waiting on an attractive tune with churchy flavor. (Diary, BMI) (2:21)

### LYN CORNELL

★★★ Theme From La Dolce Vita — LONDON 1986 — The theme from the hit flick "La Dolce Vita," receives its first vocal performance here from thrush Lyn Cornell. It is played in "Mack the Knife" manner and it could grab action. Watch it. (Robbins, ASCAP) (2:55)

★★★ When Is Sunday — The lass, who has the sound of Connie Francis here, sells this strong tune with feeling, aided by double tracking and a good arrangement. Two strong sides. (Imogen, ASCAP) (2:25)

### LOUIS PRIMA AND KEELY SMITH

★★★ Mustapha — DOT 16221 — The tune that was a hit in Europe a few seasons ago is handed a swinging performance by the duo over happy support. (Jaybar, ASCAP) (2:45)

★★★ The Shepard Man — Louis and Keely sell this slight effort about Cmdr. Alan Shepard with their usual enthusiasm but the material, though topical, is not very strong. (K & L, ASCAP) (2:00)

### CAMELOTS

★★★ Lulu — NIX 101 — The boys turn in a driving reading of a rhythmic rocker here, performing the tune with a lot of spirit over bright backing. Has a chance. (RTD, BMI) (2:35)

★★★ Never Been in Love Before — On this side the boys turn to a medium tempo rocker and perform it smoothly. Flip is more important. (RTD, BMI) (1:45)

### RON MURPHY

★★★ A Long, Long Way — BEVMAR 962 — A very listenable performance of a tender rockaballad handled with style by the chanter. Watch this one. (Benjamin, ASCAP) (2:04)

★★★ Tell Her You Love Her — The chanter handles this pretty melody with

feeling here, aided by a good ork arrangement. Two good sides. (Mr. Music, BMI) (2:24)

### LARRY ELGART

★★★ For the Soul — MGM 13012 — Fine piano work gets this gospel-flavored instrumental off and running. The side features punching brass and strong rhythm accents. (Touring, ASCAP) (1:50)

★★★ Green Valley — The leader presumably sings this one accompanied by his ork. Side is a floating ballad at a slow tempo. (Touring, ASCAP) (2:50)

### RENARDO AND HIS MOVIE ORK

★★★ The Whistler's Serenade — LONDON 1984 — This side, from a German film "Baiso," features a very pretty melody whistled neatly here over quiet band support. Side has a chance. (Edition Marbot) (2:35)

★★★ Pater Brown Theme — From the German flick "Das Schwarze Schaf" comes this moody theme that is played in sincere fashion by the Renardo movie ork. Side is worth spins. (Bavaria-Tonverlag) (2:50)

### BOB MATTICE & THE PHAETONS

★★★ Camel Walk — CUCA 1034 — The combo swings into this walkin' tune with gusto and hands it a strong instrumental reading. (Kirchstein, BMI) (2:25)

★★★ Safari — Same comment. (Kirchstein, BMI) (2:13)

### ROLF HARRIS

★★★ The Big Black Hat — 20TH FOX 230 — Here's a folkish-styled effort that bears traces of "Old MacDonald" and it's done with spirit by Harris and colleagues. (Beechwood, BMI) (2:55)

★★★ Lost Little Boy — A novelty that doesn't quite take hold. (Beechwood, BMI) (2:53)

### LAURENCE HARVEY

★★★ The Long and the Short and the

(Continued on page 36)

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End #1091

**"TIME WAS"**

The Flamingos

End #1092

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**"LIL' OLE ME"**

Cornbread and Jerry

#55322

**LIBERTY**

# Reviews and Ratings of New Records

Continued from page 35

**Tall** — COLUMBIA 42017 (33) — From the forthcoming film of the same name actor Laurence Harvey turns in a creditable job singing the oldie aided by a gang sing chorus. Could get lots of spins. (Sam Fox, ASCAP) (2:16)

★★ **Hi-Jig-A-Jig** — This is also from the picture "The Long and the Short and the Tall," and Harvey again sells it nicely. Both sides are good for jock programming. (Leeds, ASCAP) (2:00)

**GARRETT G. STRONG**

★★★ **Walkin' On** — JAF 2022 — Garrett Strong turns in a good vocal on this Fats Domino-styled ditty. He handles it with life and warmth and it could get spins. (Balladeer, ASCAP) (2:22)

★★ **By My Side** — Chanter tries hard here but it's a weak side compared to the flip. (Balladeer, ASCAP) (2:32)

**THE BLUE BELLS**

★★★ **Atlantis**—LAST CHANCE 107—The

Blue Bells handle this instrumental of the lost continent neatly, adding a gimmicky sound of running water for good effect. Interesting wax. (Moccison-Maverick, BMI) (2:22)

★★ **Moccison**—Another listenable instrumental by the group, although without the impact of the flip. (Moccison-Maverick, BMI) (2:20)

**★★★★ STRONG SALES POTENTIAL**

**COUNTRY & WESTERN**

**JUSTIN TUBB**

★★★★ **One for You - One for Me** — STARDAY 549 — The young Tubb sings this story of heartache and heartbreak with sincere feeling and the backing is in the country groove. A good side. (Starday, BMI) (2:14)

★★★ **My Heart Keeps Getting in My Way** — Justin Tubb sells this story of a broken romance in strong fashion with a lot of meaning, while the piano pounds away behind him in "On the Rebound" fashion. (Starday, BMI) (2:27)

**★★★ MODERATE SALES POTENTIAL**

**COUNTRY & WESTERN**

**WADE MAINER**

★★★ **On the Banks of the Ohio** — KING 5499 — Strong multi-track warbling stint on a heartfelt country ditty about a man who drowns his love. (Lois, BMI) (2:30)

★★★ **My Home Is Down in Dixie** — More solid multi-track vocalizing on plaintive country theme. (Lois, BMI) (2:30)

**GOLDIE HILL**

★★★ **I'm the One Who Loves You** — DECCA 31261 — The fine country thrush gives a warm, moving performance on this lovely country weeper. Simple backing with voices brings added appeal. (Hill & Range, BMI) (3:04)

★★★ **Lonely Heartaches** — This weeper, concerned with loneliness, is handled in gentle fashion by Goldie Hill. Tune moves along nicely at middle tempo. (Cedarwood, BMI) (2:41)

**AL BRUMLEY**

★★★ **Not Mine** — CAPITOL 4573 — Brumley croons this pleasant ballad in soft tones, against chorus and a piano-guitar support. Nice performance by a good chanter. (Central Songs, BMI) (2:42)

★★★ **I Don't Thrill You Anymore** — A bouncy ditty about a love that's no more. Typical country subject matter, well handled. (Central Songs, BMI) (2:13)

**LUKE GORDON**

★★★ **13 Steps Away** — EMPIRE 512 — Gordon sings this condemned man weeper tune in a big wide voice. Traditional country backing is the accompaniment. (Cedar, BMI) (2:55)

★★ **Lonely Heartache**—Weeper material on the flip too. Lost love is the theme and Gordon sings as some fine fiddle work backs him up. (Cedar, BMI) (2:27)

**★★★★ STRONG SALES POTENTIAL**

**RHYTHM & BLUES**

**SMOKEY SMOTHERS**

★★★★ **Midnight and Day** — FEDERAL 12420 — An emotion-packed rendition by the artist on a feelingful blues. (Lois, BMI) (2:55)

★★★ **Honey, I Ain't Teasin'** — Fervent vocalizing by Smothers on relaxed bluesy item. (Sonlo, BMI) (2:55)

**★★★★ STRONG SALES POTENTIAL**

**SPIRITUAL**

**SWANEE QUINTET**

★★★★ **I'll Be There**—NASHBORO 698— Beautiful and inspiring message of this religious item is handled with much feeling by the lead singer of the Quintet. The rest of the boys back him roundly. (Excellorec, BMI) (2:16)

★★★★ **Holy Ghost Got Me**— The boys really have the feeling on this rhythmic

gospel item. Lead singer shouts and sings with much excitement while the rest of the group assists with feeling. (Excellorec, BMI) (2:54)

**CROSS JORDAN SINGERS**

★★★★ **Doesn't Matter** — REVELATION 138—The singers tell about the importance of coming back to God on this sincere spiritual dishing. The group is a mighty good one and the lead is excellent too. Strong wax. (Fast Music, BMI) (2:54)

★★★★ **Trial of Jesus**—This is the story of the trial of Jesus told with emotional meaning by the lead singer, while the boys hum behind him. It's a sermon with the group supplying the answers. A fine performance. (Fast Music, BMI) (3:03)

**THE CHARIOT WHEELS**

★★★★ **I Want You Lord**—REVELATION 136—The group turns in a fast moving reading of a driving spiritual effort with a male lead selling the tune with emotional impact. Good wax here. (Fast Music, BMI) (-)

★★★ **Sinner Testimony**—Another strong spiritual effort by the male group with the lead again coming through in solid style. Two potent waxes by the Chariot Wheels. (Fast Music, BMI) (-)

**THE FAMOUS WILLIE WEBB CHOIR**

★★★★ **I'm Traveling Home**—B & F 1352 —A wild and frantic femme lead carries the burden here and she does it nobly. Much hand-clapping excitement on this big sounding side. This one can sell. (Pamlee, BMI) (2:16)

★★★ **Comfort Me**—A male lad is heard on this side, slower in beat and more quietly rendered, but still with plenty of soul. (Pamlee, BMI) (2:16)

**THE CANAANITES**

★★★★ **Land of Mercy**—NASHBORO 693 —The group harmonizes beautifully on this inspirational side in the spiritual mood. The side is done a very slow tempo with a fine simple backing built principally on guitar. (Excellorec, BMI) (3:04)

★★★ **I Want to Be Thine**—The tempo picks up a bit on this gospel tune sung by the boys. Lead singer does an exceptional job with fine if simple backing. (Excellorec, BMI) (2:55)

**★★★ MODERATE SALES POTENTIAL**

**SPIRITUAL**

**THE REVELATION SINGERS**

★★★ **I Just Didn't Know (Parts I & II)**—REVELATION 136—This meaningful spiritual starts out in a subdued mood with the femme group sparked by a straightforward lead singer. On Side II the record slowly builds as the lead lets go as the spirit moves her. Good wax for spiritual fans. (Fast Music) (2:28)

**LIMITED SALES POTENTIAL**

**POPULAR**

**STARR SISTERS**

**Deedle-Dum-Dee** — Dancing in the Moonlight. LUTE 6012.

**RICHARD PETERS'HAGEN**

**Richard Finds a Parking Place** — Lazy Bones. HAPPY HEARTS 116.

**DAVE KENNEDY**

**Wooden Heart** — You Didn't Listen. CUCA 1036.

**THE ASTRONAUTS**

**Tryin' to Get to You** — Come Along Baby. PALLADIUM 610.

**JACK BARTLEY**

**My Heart Stood Still** — The Jackie Look. KENCO 5016.

**THE SOFISTICATS**

**Flamingo** — Caravan. SOUVENIR 1005.

**THE BLUE JEANS**

**Cool Martial** — Since You've Gone. SOUVENIR 1006.

**LITTLE DENNY**

**The Flying Fish** — Rock and Roll Blues. PERRY 1A.

**JOHN CONTE**

**You Lips Are Tender** — Cargo Watch. CHATTAHOOCHEE 716.

**TERRY PARKER**

**A Bit of Heather** — He Taught Me to Yodel. RODEO INT'L 3134.

**LES JENKINS**

**Picture in the Golden Frame** — Mansion on the Hill. RODEO INT'L 3135.

**KELLY LEE**

**I Want You to Know** — Law of Life. RODEO INT'L 3133.

**LONNY AND THE ANGELS**

**Before I Saw You Smile** — Bargain Love. PLEDGE 102.

# Mixed Reaction on Price Revision

Continued from page 1

questioned here agreed that something should be done with LP prices, almost all the label executives felt that bringing stereo prices down to the monaural level would in itself mean very little. Some manufacturers strongly supported Judkins' stand for a price change, while others were equally strong in their opposition to such a move.

Capitol Records President Glenn Wallichs said: "The squeeze on profits which nearly every manufacturer complains of these days would become more acute if prices were 'revised.' The question still remains whether a price reduction would help business." Wallichs pointed out that the industry today is experiencing an all-time high in labor and operating costs, cutting deeply into the manufacturers' profit margin. He seriously questioned the advisability of a price slash at this time.

Dot Records President Randy Wood said: "Unless the price structure of our industry is readjusted, and present discounting policies are corrected, I believe the entire record business will suffer. Lowering the stereo price alone is not the answer. What we need is a sensible price structure." Wood explained that he feels "some prices should be adjusted upward, and some should be adjusted downward." The record business is unique among all others in that the same price is charged for a top-flight attraction as for an unknown newcomer, Wood added.

Liberty Records President Al Bennett said: "I feel that the overall price structure should be changed, but I don't think changing stereo alone would do it. I am strongly in favor of the whole industry reviewing the price structure. We at Liberty do not have any plans right now to make any price changes, but we are studying with interest to see how Vee Jay Records will fare (BMW, May 15) now that it has reduced stereo to the monaural price. We do know from our experience that when we cut our stereo prices by 20 to 25 per cent each summer as part of a special program, there is no appreciable increase in stereo sales."

Bennett said it costs 5 cents more to manufacture a stereo LP than a monaural record, and he agreed with Judkins that the additional charge of \$1 per stereo album "is considerably out of line." He said he would gladly absorb the nickel loss if he felt reducing stereo prices would pay off in increased sales.

Warner Bros. President James Conklin pointed out that at a time when the consumer has to pay

more for everything as compared to 10 or 15 years ago, he is paying less for his records now, without a further reduction in LP prices. As to bringing stereo prices down, Conklin said: "Stereo manufacturing prices are beginning to go down, but they haven't dropped that far to warrant a complete reduction of a dollar per album. If stereo prices were reduced down to the monaural \$3.98 level, we, the manufacturers, would suffer about a 40 per cent loss on stereo."

In contrast, World Pacific President Richard Bock pointed out that his label dropped stereo prices to the monaural level as of the first of the year, and found that it paid off in increased sales. Said Bock: "We felt it was unfair to charge more for stereo records, because it doesn't cost much more to manufacture them. Our sales went up approximately 20 per cent ... we feel it was a good move for us, and we're glad we did it."

Judkins called for "sanity in LP pricing in an open letter to the leading record manufacturers. He blamed the industry's "current chaotic conditions" on what he called an "unrealistic, inflated price structure" which he said created "excessive discounting, placement of record racks at locations unable to support them" that results in the "wholesale dumping of merchandise" unable to bring the high price.

He said the elimination of the "watered LP price" would cure the ills it now suffers.

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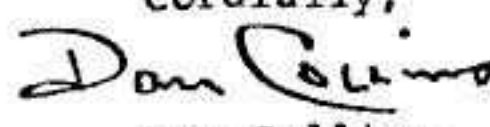
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Here's a Listing of the Profit-Packed  
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## BILLBOARD MUSIC WEEK

# 1961 NAMM CONVENTION ISSUE

### ANNUAL DEALER SURVEY OF EQUIPMENT SALES—

What are the best selling models of the year in phonos, radios, tape recorders and accessories? How do sales compare with a year ago? These questions and numerous others will all be answered in Billboard Music Week's annual survey of equipment dealers.

### TESTED SELLING TIPS—

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### PHONO SALES—

Trends in the months ahead. A careful culling of the views of dealers and manufacturers.

### TAPE EQUIPMENT AND THE RECORD-PHONO DEALER—

Many think this will be the biggest year to date, thanks to the new FCC decision on FM multiplex stereo broadcasting, which will enable music lovers to tape stereo right in their own living rooms. Here's what dealers and suppliers think.

### THE COMING RADIO SALES PICTURE—

Again, FCC decision on stereo broadcasting can have a vital effect—not only on radio sales, particularly FM radio, but on multiplex adaptors. Here Billboard Music Week gives the early indications based on actual survey results and manufacturer contacts.

### ACCESSORIES, HOW THEY PAY THEIR WAY—

There's a lot of money to be made from needles, cartridges, etc. Are dealers making the most of them? Here's the experience from the grass roots.

### WHAT DEALERS WANT FROM MANUFACTURERS—

In this feature, dealers tell their needs, in terms of merchandising and service, that will help sell more units.

### BEST SELLING PHONO CHART RECAP—

Here's a complete breakdown of Billboard Music Week's best selling phono charts for the first six months of 1961—in a broad range of price categories.

## Mitch's Sing Along Show Takes TvQ Poll Honors

NEW YORK — Everybody but kids under 17 are inordinantly fond of Mitch Miller's NBC-TV "Sing Along" show, according to TvQ's national attitude poll for April. The poll, which measures the 10 best liked TV shows, breaks down its result into 14 different charts covering various income groups, ages, and market sizes.

The Miller program was voted a favorite on all but two of those charts—children 6-11, and teenagers, 12-17 years old. In view of Miller's long proclaimed disdain for rock and roll and the "corner candy store" set, the Bear probably isn't too worried over his failure to score with youngsters.

"Sing Along With Mitch" was the No. 1 show on TvQ's total-audience-top-program poll—the only musical telecast to make the grade; No. 2 on the 18-34 age poll; and the No. 1 favorite of middle-aged viewers (35-49), and older adults (50 and over). The only other musical show to make the age group polls was ABC-TV's "Lawrence Welk Show," No. 2 favorite of older adults. Garry Moore's CBS-TV program, essentially a comedy-variety show but featuring some music, was No. 10 on the same poll.

The Miller show was No. 1 in all TV cities of market sizes over 50,000. Oddly enough, the program—commonly thought to have strong farm appeal—dropped to No. 5 on the rural market poll.

Viewers with incomes of \$5,000 or more put Miller first, while dialers in the under-\$5,000 income group rated him only slightly less lower in the No. 2 slot. The only other musical show to score was Perry Como's "Kraft Music Hall" which was rated No. 9 by viewers in the \$8,000-and-over income

## 'Caught in Act' Show Will Air Live-Only Acts

NEW YORK — "Caught in the Act," featuring recorded live performances of nitery and concert acts, will be a new Saturday night (6:35-7:30) feature on WNBC here starting May 27, with Wayne Howell as emcee.

Brain child of WNBC Program Director Steve White, the new hour show will spotlight vocal, instrumental and comedy album selections—the only prerequisite being that they were all sliced during live performances. The first show will feature selections culled from comedy albums by Bill Dana, Bob Newhart, and Jonathan Winters and "Peggy Lee at Basin Street."

The local program is slotted between two segments of NBC's network show, "Monitor." White believes the "Caught in the Act" format will simulate the feeling of live pickups from night clubs and theaters all over the world.

NEW YORK—The Professional Music Men are holding their annual golf get-together this year on June 15. The outing will be at Fred Waring's Shawnee Inn in the Pocono Mountains in Pennsylvania. As usual, the song pluggers will present their Apollo Award to an outstanding personality who has contributed toward the advancement of the country's songs and music. Song pluggers who haven't received their notice of the clam-bake should contact Bernie Pollack at Mills Music in New York.

group. The Moore show also showed up on this poll in the No. 7 spot.

Miller has made 11 "Sing Along" albums for Columbia to date, and all 11 LP's are on BMW's album chart this week—eight in the top 50. Since the first "Sing Along" album was released in 1958, Columbia has sold more than 5 million of them for a total gross income of around \$23 million. During the first quarter of 1961 alone, the label chalked up 1 million sales on the Miller packages.

Although the TV show hasn't been a top-10 item, NBC reports that mail response on the program exceeds that accorded any other program on the web. As a result, NBC has paid Miller the rather dubious compliment of switching him from his current alternate Friday nighttime slot next season to one of the most competitive spots on the web—Thursday, 10-11 p.m., opposite ABC-TV's top-ranked "Untouchables."

## Tripp Returns To Frisco With N. Y. Conviction

NEW YORK—Peter Tripp, former WMGM deejay, convicted in Special Session Court last week on payola charges based on the New York State commercial bribery statute, returned to San Francisco to resume his work there as a deejay. Tripp was paroled in custody of his attorney, Benjamin Shedler.

Shedler told BMW late Friday, that any decision on a possible appeal of the conviction would be held in abeyance until after sentencing, now scheduled for June 30. Shedler pointed out that Tripp is in severe financial difficulty now and that costs of an appeal would also be a factor in the final decision.

Meanwhile, Assistant New York District Attorney Joseph Stone, who returned to his desk last week following a collapse in the courtroom during the Tripp case due to exhaustion, said he expected that a date for trial would be set in the next of the series of payola cases, that of Alan Freed, on Wednesday (24).

Stone said it was possible that the Freed action would be set for June. If not, the case would hold over until September, since Special Sessions justices do not sit during July and August. There was a feeling in some quarters that the Freed case would not be scheduled until the Tripp sentencing was out of the way. This would put the case over until fall.

Stone insisted, however, that the case of Freed and the other deejays indicted on similar charges would definitely go on sooner or later.

## Crosley Sales Shifts

CINCINNATI—James J. (Steve) Crane last week was named Cincinnati sales manager for WLW, effective June 10. Crane joined Crosley in 1952 as an account executive on the WLW-T sales staff and has been sales manager of the station since February, 1956. At the same time, appointment of David F. Strubbe as sales manager for WLW-T was announced by John T. Murphy, vice-president in charge of television. Strubbe has been with Crosley since January, 1957.

## Label-D.J.'s Promotions

By NIKI KALISH

### RCA Victor

RCA Victor's LP, "The Stardust Road," came in for a lot of play recently by John Ademy, deejay, music director at CBS affiliate WBIG, Greensboro, N. C. Ademy runs an afternoon show called "Club 1470" which is often interrupted by network features. A short time ago, CBS carried a feature called "Personal Story" on Hoagy Carmichael, so Ademy immediately followed locally with a different version of Carmichael's "Stardust" every afternoon. Ademy reports Victor's LP "The Stardust Road" came in handy for the album. It contains 14 different versions of the tune.

In the Michigan-Northern Ohio territory covered by RCA Victor distributors Gordon (Specs) Bossin and Dave (Dock) Hollis, RCA Victor's new compact 33's are mailed in bright red envelopes, so that jockeys will know in a flash that an RCA Victor platter has arrived. . . . When Norman Luboff visited the area to plug his new RCA Victor album "Apassionata" recently, Bossin and Hollis had some terazzo tile ashtrays made in the likeness of the Luboff LP cover. The artist autographed the tiles for local deejays.

### Atco

Atco Records recently gave Station KSYD, Wichita Falls, Tex., permission to use Jorgen Ingmann's instrumental waxing of "Apache" as a background for local teen-ager Roger Fudge's "Apache" lyrics which he had written and recorded with the help of the station's p.d., Mike Hoey. As a result Ingmann's disk got plenty of play, on KSYD and much sales action in the area.

### Capitol

Capitol Records recently supplied KALL, Salt Lake City, with a truckload of Four Preps LP's as giveaways for a promotion billed as "A Sneak Preview of Summer Fun With the Four Preps at Lagoon." The station launched the summer season with a sneak preview of what the listeners could enjoy at Utah's noted resort, Lagoon. KALL's music men made the scene along with 8,000 folks who carted away the Capitol albums. . . . Peggy Lee appealed for donations to feed the world's hungry people in a recording of a new song entitled "Meals For Millions," especially pressed and distributed nationally to disk jockeys by Capitol. A letter to the deejays from Miss Lee, who penned the tune with Capitol's Executive A.&R. Producer Dave Cavanaugh, accompanied the disk.

### Multi-Label Tie-Ups

Cadence Records, Capitol Records and Leeds Music participated in Buddy Deane's "Amateur Band Contest" on WJZ-TV, Baltimore, last week. Cadence Records President Archie Bleyer and Tommy Chianti of Leeds Music served on the panel to judge the best band out of three finalists and Capitol picked up the tab for a trip to New York for the winner.

### Montel

Montel Records' "Cajun" Kling helped to promote his new LP, "Cajun Humor on the Bayou," by assisting Station KILT, Houston, in their "Cajun Kling Contest" recently. The listeners were to write in their best Cajun joke and the winning joke received a first prize of \$100. Kling selected the winner.

## DJ PROGRAMMING CHARTS

Here, for DJ's program directors and librarians, are four ready-to-use programming features which can be integrated into record shows during the coming week.

### CHART CLIMBERS

The week's most exciting sides, these records have made the biggest upward jump and have been named Star Performers as the fastest movers on this week's Hot 100 chart.

Chart Rank	Hot 100 Rank	Title, Artist, Label
1	7	Running Scared, Roy Orbison, Monument
2	9	Hello Mary Lou, Ricky Nelson, Imperial
3	15	Little Devil, Neil Sedaka, RCA Victor
4	16	Tragedy, Fleetwoods, Dolton
5	17	I Feel So Bad, Elvis Presley, RCA Victor
6	18	Hello Walls, Faron Young, Capitol
7	28	Stand by Me, Ben E. King, Atco
8	31	Moody River, Pat Boone, Dot
9	35	Barbara Ann, Regents, Gee
10	36	Peanut Butter, Marathons, Arvee
11	38	Raindrops, Dee Clark, Vee Jay
12	43	Rama Lama Ding Dong, Edsels, Twin
13	44	Tossin' and Turnin', Bobby Lewis, Bellone
14	46	Those Oldies But Goodies, Caesar and the Romans, Del-Fi
15	48	You Always Hurt the One You Love, Clarence Henry, Argo
16	55	You'd Better Come Home, Russell Byrd, Wand
17	56	The Writing on the Wall, Adam Wado, Coed
18	57	Little Egypt, Coasters, Atco
19	58	Count Every Star, Donnie and the Dreamers, Whale
20	60	In My Heart, Time-Tones, Times Square
21	63	Every Beat of My Heart, Pips, Vee Jay
22	64	Better Tell Him No, Starlets, Pam
23	67	Every Beat of My Heart, Gladys Knight, Fury
24	71	Bell Weevil Song, Brook Benton, Mercury
25	73	It Keeps Raining, Fats Domino, Imperial
26	81	Tell Me Why, Belmonts, Sabrina
27	82	Anna, Jorgen Ingmann, Atco
28	83	Milord, Teresa Brewer, Coral

### DEBUT DISKS

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

Hot 100 Rank	Title (Publisher)—Artist, Label
81	Tell Me Why (Lion, BMI)—Belmonts, Sabrina
82	Anna (Hollis, BMI)—Jorgen Ingmann, Atco
83	Milord (Alamo, ASCAP)—Teresa Brewer, Coral
91	Pick Me Up on Your Way Down (Pamper, BMI)—Pat Zill, Indigo
92	Ronnie (Jeff-Paul, BMI)—Marcy Jo, Robbee
94	Lonesome Whistle Blues (Sonlo, BMI)—Freddie King, Federal
96	I Fall to Pieces (Pamper, BMI)—Patsy Cline, Decca
98	Heart and Soul (Famous, ASCAP)—Cletones, Gee
99	Quarter to Three (Papo, BMI)—U. S. Bonds, Le Grand
100	Driving Wheel (Lion, BMI)—Little Junior Parker, Duke

### PICK HITS

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

### POP

- EVERLY BROTHERS: Stick With Me Baby (Cedarwood, BMI) (1:55)—Temptation (Robbins, ASCAP) (2:08) Warner Bros.
- FERRANTE & TEICHER: Theme From "Goodbye Again" (United Artists, ASCAP) (3:10)—Possessed (Arlou, ASCAP) (2:39) United Artists
- DON GIBSON: I Think It's Best (To Forget Me) (Acuff-Rose, BMI) (2:18)—Sea of Heartbreak (Shapiro-Bernstein, ASCAP) (2:29) RCA Victor
- CAPRIS: Tears in My Eyes (Maureen, BMI) (—)—Why Do I Cry? (Maureen, BMI) (—) Old Town
- BILLY VAUGHN: Red Wing (Talisman, ASCAP) (2:00) Dot
- SAM COOKE: Cupid (Kags, BMI) (2:30)—Farewell, My Darling (Wemar, BMI) (2:20) RCA Victor
- LAWRENCE WELK: Yellow Bird (Frank, ASCAP) (2:13) Dot
- STRING-A-LONGS: Take a Minute (Dundee, BMI) (2:23)—Should I (Robbins, ASCAP) (1:48) Warwick
- GENTS: Jump in the Line (Fiji-Eltra, BMI) (2:18) Liberty
- EARLS: Life Is But a Dream (Maureen-Patricia, BMI) (1:47) Rome
- ROSETTES: You Broke My Heart (Republic, BMI) (2:10) Herald
- EVELYN DELL AND THE VIBRA-TONES: Sincerely (Arc, BMI) (2:20) ABC-Paramount
- RONNY DOUGLAS: Run, Run, Run (Shepley, BMI) (2:11) Everest
- NEIL SCOTT: Bobby (Darnel, BMI) (2:45) Portrait
- BOBBY DARIN: Nature Boy (Crestview, ASCAP) (2:33)—Look for My True Love (Adaris, ASCAP) (1:59) Atco
- ECHOES: Sad Eyes (Greta, BMI) (2:24)—It's Raining (Greta, BMI) (2:00) Seg-way

### COUNTRY AND WESTERN

- JUSTIN TUBB: My Heart Keeps Getting in My Way (Starday, BMI) (2:27)—One for You, One for Me (Starday, BMI) (2:14) Starday

### RHYTHM AND BLUES

No selections this week.

### POP DISK JOCKEY PROGRAMMING

- MITCH MILLER AND THE GANG: Bye Bye Blackbird (Remick, ASCAP) (2:39)—The Guns of Navarone (Columbia Pictures, ASCAP) (3:57) Columbia
- CHET ATKINS: Windy and Warm (Acuff-Rose, BMI) (2:33)—Man of Mystery (Allied, ASCAP) (2:01) RCA Victor

### POP TALENT

- NEIL DARROW: I Trust in You (Kalman, ASCAP) (2:26)—Don't Let Our Love Go Wrong (Lowe, ASCAP) (2:37) Cameo

# VOX JOX

By JUNE BUNDY

**JOCKO'S FAVORITE DISK:** Douglass (Jocko) Henderson, WDAS, Philadelphia, and WADO, New York, was supposed to be part of last week's "Programming Panel" (wherein deejays named their all-time favorite records) but his answer arrived too late for publication. His comment was as follows: "My all-time favorite is Bill Doggett's 'Honky Tonk Part Two.' It was my top choice because it happened to fit perfectly into my programming. It also was the most-requested record on my rocket ship show. I have heard and played thousands of records during my radio career. In my opinion, 'Honky Tonk Part Two' was the boss." We hope to have Henderson as a panelist in the near future, at which time we will run his photo—in a space suit!

**NOTES FROM NIAGARA:** Joe Niagara, one of Philadelphia's biggest deejays a year or so ago, is spinning 'em now at KBIG, Hollywood, from 6 to 10 a.m. and says the "request reaction" is "just about as good as my old Philadelphia days, but the hours hurt a bit." The jock notes that he attended a Patti Page recording session recently and adds, "Look for a new dance craze called 'Slicin' Sand.' Elvis Presley gave me a demonstration on the 'Blue Hawaii' set the other day. Charles O'Curren (Patti Page's husband) is responsible for this one. A couple of bits are being worked up for me to do with Elvis in the pic. Niagara for a nomination, I say. Oscar nomination, that is. BMW is still the most sought-after sheet in Hollywood."

**DEALER'S SON A DEEJAY:** Sidney Reinwasser of Save-Rite Stores, Pittsburgh, writes to brief us on his son Bill Reiner, WAZZ-FM, Pittsburgh: "At 21, Bill is an honor senior student at the University of Pittsburgh," pens the proud father. "Besides his two-and-a-half-hour Saturday show, 'Jazz on Campus,' he writes the weekly column, 'The Ivy Scene,' for Pittsburgh's largest neighborhood newspaper. . . . In spite of two hours of daily post-operative physio therapy at the hospital, his Bill Reiner's Summer Fun Book' a discount coupon set-up, is being pitched on five local radio stations for the third year and is going great guns. No wonder we're proud of Bill. P.S.: Tell the 'boss' BMW is our top buying guide every week."

**GAB BAG:** Kirk Northcott, CJRL, Kenora, Ontario, would like to see more about Canadian jockeys in BMW. He writes, "I also would like to see the American record distributors shoot us some of their best. It's so hard to get in touch with every party and often we miss or are extremely slow in receiving good disks." . . . Andy West, production manager-deejay, KUDL, Kansas City, Mo., writes, "My co-deejay, Ted Atkins had a spot for Brooks Catsup. The copy read, 'Good cooks use books to get a sizzle in the flavor.' Atkins' rendition was 'Good crooks use Brooks to get a chisle in the flavor.'"

## WITH THE COUNTRY JOCKEYS

By BILL SACHS

Additions to the ever-growing list of all-country-music stations are WCAY, Cayce, S. C., where Pleasant Ray whirls the wax, and KARA, Albuquerque, N. M., where the turntable is manned by Johnny Applesseed. . . . Johnny Capps, of K-Ark Records, Box 2724, Souldard Station, St. Louis 4, reports that his firm has just installed a blue grass line and that he's anxious to hear from jocks who use such material. He promises to keep 'em supplied with samples. Capps is also sending out deejay samples on Onie Wheeler's new version of the oldie, "I Saw Mother With God." . . . Jimmy Work, head of All Records, 14188 E. Close Street, Whittier, Calif., invites c.&w. deejays to send in their names for his new-releases mailing list.

Louis Albert Schriver, better known to the trade folk as Ramblin' Lou, c.&w. platter spinner and booker at WJSL, Niagara Falls, N. Y., joined the ranks of benedicts Saturday (20) when he took unto himself a bride in the person of Joan Carroll Marshall at the Salem United Church of Christ, Tonawanda, N. Y. . . . Dean Lilly, who puts out both pop and country at WVOW, Logan, W. Va., says he'll lean heavily on any worthwhile release sent him. He reports that Danny Harrison's new platter, "All the World Is Lonely Now" b.w. "No One to Love Me," is netting a mess of attention in his area.

B. L. Golden, who does his deejaying under the name of Barney Lee, typewrites from Fresno, Calif.,

that he has applications filed with the FCC for two AM radio stations in California. With both stations slated to go into operation soon, Golden says he'd like to be considered by the artists and diskeries for all c.&w. releases—old and new, singles and albums. Golden gives his address as 295 N. Valentine, Fresno. . . . Mel Browne, record librarian at Station CFOX, 203 Hymus Boulevard, Pointe Claire, Que., writes: "We would like the country and western boys to send along their releases to us. We are the only station in the Montreal area programming western music. We give 'em an hour and a half nightly, Monday thru Friday. With Montreal's population of more than 1,500,000, you can see that we reach quite an audience."

Gala Records, Vidalia, Ga., which recently entered the country and western market, is anxious to service c.&w. deejays with its new releases. Shoot your request to the firm's promotion director, Jim English, at 1315 Newcastle Street, Brunswick, Ga. . . . Bob (Barefoot) Kinney, who serves up c.&w. music and chatter six mornings a week, 5:30-7, and five afternoons, 3-4, over WCHN, Norwich, N. Y., will be showing Sunday afternoons at Echo Lake Park, Route 41, Afton, N. Y., starting June 4 with the Sunshine Boys. . . . Deejay samples of the new Johnny Horton release, "They Can Never Take Her Love From Me," are available by writing to Tillman Franks at 604

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## PROGRAMMING PANEL

THE QUESTION

What — if any — personality qualities are peculiar or unique to Chicago radio listeners and how do you appeal to same on your show?

THE ANSWERS

MAL BELLAIRS  
WBBM, Chicago

Chicago listeners are basically interested in honesty — both in music and speech. People here don't care for a fast brittle pitch. I've worked this market for some time and feel the people here are my friends. I think if you combine a good



honest pitch with a balanced musical program—no wild extremes—the people will react favorably by buying the sponsor's product. You can characterize the entire Midwest by its high degree of stability, few fads.

ERNIE SIMON  
WJJD, Chicago

Chicago want to be part of the program — you don't laugh unless you tell them what it's about. They want to know about you — your family — your apartment — anything that concerns you. They like to hear about the Cubs and the White Sox — anything local. They don't just want to hear a voice that spins records and reads one-liners from a book. They want to associate themselves with you. Another good rule — don't talk down to Chicago audiences.



DAN SORKIN  
WCFL, Chicago

Basically, I don't think Chicago listeners are any different from those in any other part of the country. On my program we spend a lot of time knocking over sacred cows. We discriminate against rock and roll — also against teenagers, because rock and roll is primarily teen-age music. We don't script our show, it's strictly ad lib, mostly influenced by what was in the paper that morning or what is in current news magazines.



NORMAN ROSS  
WMAQ, Chicago

Chicago and Midwestern listeners in general are an excellent combination of big city sophistication and old-fashioned American wholesomeness. Very often New Yorkers become so inverted and their interests become so specialized that they don't really communicate with the rest of the country, but just with other Madison Avenue habitues. Chicagoans, on the other hand, are interested in all the music and art and culture of the world but still have good solid Midwestern roots. I try to appeal to them on that basis.



## LP PROGRAMMING

A description of the LP programming philosophies and techniques of leading radio broadcasters with specific illustrations of how these are put into practice. Stations with original approaches to the use of LP's for programming are invited to submit details for publication here to Lee Zhitto, Billboard Music Week, 1520 N. Gower St., Hollywood 28, Calif.

Station WKPA, New Kensington, Pa., boasts a unique music policy. Approximately 85 per cent of the music programmed is from LP's and the emphasis is on jazz. Approximately 40 hours of jazz is programmed each week. Inasmuch as WKPA is a daytime station and AM only, this is unusual. Very few AM operations schedule as high a ratio of jazz. The station, although not located in Pittsburgh proper, covers the Pittsburgh market and is considered one of the leading voices of jazz in its area.

WKPA began experimenting with this modern music policy in 1957. The response was immediate and so overwhelming that the management gave its blessings and co-operation in an effort to reach a completely neglected audience—the adult who appreciates jazz. With the exception of a two-hour segment of teen-age music Saturday mornings, the station beams its programs to this adult audience. Station breaks, promos and all other means of advertising media carry the slogan: "The Sound of Jazz Begins at WKPA."

The station's leading jazz jocks are Jim Gray and Phil Brooks. Both have a musical background and attempt to stress intelligence and taste in their shows. "A jazz jockey must be thoroughly familiar with the art and artists in order to present an authoritative picture of the scene," the station's program director, Phil Brooks, said.

"The Jim Gray Show," from 6:45 a.m. til 9 a.m., is a combination of peripheral and pure jazz plus a balance of standards and pop. Bob Tatr runs the 10 to 12 noon slot, programming "good music" for the first hour.

"We believe that 'good music' has a very broad scope and can cover everything from the classics to jazz. We do not program the classics at WKPA, and the reference to 'good music' here refers to music of the great contemporary pop composers as recorded by quality performers," Brooks said.

The second hour of the a.m. slot is devoted to show music. This hour is called "Best of Broadway" and, as the name implies, is devoted to the scores of great Broadway productions. In this segment the station not only presents the original scores, but also features a large variety of performances. It also stretches the point a bit once in a while and features songs of leading composers: Porter, Gershwin, Kern, Harburg, etc. Tatr and Gray return between 12 noon and 2 p.m. to continue programming good, solid pop and standards from the LP's.

The Phil Brooks show, 3-8 p.m., is made up of light jazz and standards for the first two hours and then becomes strictly jazz for the remaining hours. On Sunday afternoon, Brooks conducts "House of Jazz" from 2 through 6 p.m. This show is solid, pure jazz and for two years is said to be the leading program of its type in Western Pennsylvania. Some of the outstanding features of this show have been an open-line segment where the listener is invited to call in and discuss various aspects of the jazz scene, a segment devoted to LP's, a segment devoted to audience requests, live interviews with the jazz artist. Guests on "House of Jazz" over the past two years have been Erroll Garner, Dorothy Donnegan, Cal Tjader, Les McCann, Art Farmer, Benny Golson, Jon Hendricks and Dave Lambert, Billy Taylor, the Four Freshmen and Maynard Ferguson, among others.

As for maintaining its LP library, it is done according to category, i.e., big band, small combos, vocals, vocal groups, and then special bins for LP's that feature particular instrumentalists on trombone, reeds, guitar, etc. "We receive excellent service from Blue Note, Prestige, World Pacific, Argo, Columbia, Capitol, Riverside, Vee Jay, and a number of smaller labels," says Brooks.

"In summing up, we believe that WKPA is proof that an AM station can successfully program jazz on LP's as an integral part of its music policy in spite of the taboo that seems to surround this area of music," Brooks said. "Jazz on WKPA is not a gimmick, rather a genuine desire to reach a long-neglected audience and a dedicated effort to expose jazz as a great art. It is only musical art form indigenous to America and should be treated as such."

## Plough Stations To Personalize Jockey Shows Irving Rose Debut As WBNX DeeJay Docketed May 27

BOSTON—The Plough Stations—once the most rigorous "Top 40" anti-personality-deejay chain operation in the business—has decided to emphasize personality-type spinners again. Station WCOP here is one of the first Plough outlets to adopt the new policy. However, WCOP Manager Paul Coss notes, "The effectiveness

NEW YORK — Irving Rose, who runs the Times Square Record Shop here, is turning deejay. The dealer has purchased time on Station WBNX, New York—Saturday nights, 10:30 p.m.-midnight—and starting May 27 he'll be "spinning 'em" himself. Ironically, Rose will be in competition with deejay Alan Fredericks' "Night Train" show, which is aired on WADO, here Saturdays

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# DISCOURSE

FROM BILLBOARD MUSIC WEEK SALES DEPARTMENT

A weekly column of lively chatter material on the hottest and most popular recording artists—those "Spotlighted" by Billboard Music Week's review staff, as well as those featured by the record companies in their major Billboard ad promotions.

**FATS DOMINO**, the portly piano pounding stalwart of the rhythm and blues scene has garnered a Billboard Music Week Spotlight with his latest Imperial release, *It Keeps Rainin'*—a fine New Orleans walkin' rhythm styled item. Flip is a relaxed bluesy tune called *I Just Cry*. The former jumped to number 73 on this week's Hot 100 earning it a Star Performance rating. Some of Fats' other hits are *I'm Walkin'*, *Blue Monday*, *I Want To Walk You Home*, *Country Boy* and *Walkin'* to New Orleans.

**THE EMBERS**, talented new group on Empress Records, a subsid of Valmor, netted a three star review for their new rock-a-ballad release, *Solitaire*. Flip is the easy swinging tune, *I'm Feeling Alright Again*.

**CONNIE FRANCIS**, currently starring at the Copacabana, has her dual track, country flavored *Breakin' in A Brand New Broken Heart* at the number 8 position on the Hot 100. Her other hits, *Where The Boys Are* and *Jealous of You* are holding the number one spots in Japan and Italy respectively. This, plus Connie being the recipient of the Golden Lion Award from Radio Luxembourg for *Everybody's Somebody's Fool*, makes the lady from New Jersey a truly international star. Miss Francis is scheduled to open at the Sahara Hotel, Las Vegas, June 20.

**CATHY JEAN**, the hit producing teen-queen whose *Please Love Me Forever* enjoyed a 12-week stay on the Hot 100 has a new Valmor release titled, *Make Me Smile Again*. Cathy has been singing since she was seven years old and has studied both pop and classical music. Besides her vocal interests, the versatile teen-ager plays guitar and flute. Her hobbies include ice skating and dancing.

**BIRTHDAYS OF THE WEEK:**  
May 23, Rosemary Clooney, Helen O'Connell, Artie Shaw; May 25, Kitty Kallen; May 26, Bob Hope, Peggy Lee.

**ERNIE K-DOE**, the ninth of eleven children is now number one, along with his hit, *Mother-In-Law*, on the Hot 100. Born Ernest Kador Jr., the phonetic pronunciation was acquired at the outset of professional singing career. A native of New Orleans, Ernie began singing in his father's, the Rev. Ernest Kador Sr., choir. The Minit recording star developed his talent enough to win a series of local talent shows. Between singing and studying, Ernie also managed to win honors in football, basketball and track while attending high school. His latest Minit release is *Real Man* b/w *Te-Ta-Te-Ta-Ta*.

**CHARLIE "I WANT MY CRAYONS" MANNA**, a familiar figure on the Manhattan club circuit, offers some of his best new routines in his current Decca album, *Manna Overboard*. The album features his hilarious bit on the astronaut who refuses to take off before he's given his crayons and another about the show agent who has breakfast at the White House. Album was recorded live at the Village Vanguard in New York.

**THE McGUIRE SISTERS**, whose hot single, *Just For Old Time's Sake*, is currently number 21 on the Hot 100, have an album of the same title. The fabulous Coral recording artists offer a lusty program of close harmony in this album with such fine tunes as *Birth of the Blues*; *Goody, Goody*; *Bye Bye Blackbird* and a flock of oldies.

**RICKY NELSON**, celebrates his 21st birthday by netting a Billboard Music Week Cspotlight for his latest Imperial album, fittingly titled, *Rick Is 21*. He is also holding down two of the top 10 spots on the Hot 100. *Travelin' Man* at number 5 and *Hello Mary Lou* crashing the number 9 slot.

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

**TOMMY SANDS & ANNETTE** sing the title song from the soon to be released movie, *The Parent Trap*. Their effort merited the talented pair a Billboard Music Week Spotlight. The Walt Disney comedy features Hayley Mills, the little star of *Tiger Bay* and daughter of John Mills, Maureen O'Hara, Brian Keith, Leo G. Carroll and Joanna Barnes.

**PROMOTION DAYS & WEEKS:**  
May 22, National Maritime Day; Empire Day in Canada; Whit Monday in the United Kingdom.  
May 28, Quarterly Temperance Sunday.

Denis Hyland

## THIS WEEK'S NEW Money Records

... an alphabetical listing of the records manufacturers are backing with special feature treatment in big-space Billboard Music Week ads.

### SINGLES

- THE GREAT SNOW MAN**—Bob Luman.....Warner
- I FEEL SO BAD/WILD IS THE COUNTRY**—Elvis Presley.....RCA Victor
- ANOTHER LONELY GIRL**—Mark Dinning.....MGM
- RESPECTABLE**—The Chants.....MGM
- FOR YOUR LOVE**—The Wanderers.....Cub
- YELLOW BIRD**—Lawrence Welk.....Dot
- TEMPTATION**—Everly Brothers.....Warner
- BIG BOSS MAN**—Jimmy Reed.....Vee Jay
- TONIGHT (COULD BE THE NIGHT)**—The Velvets.....Monument
- I FALL TO PIECES**—Patsy Cline.....Decca
- WINDY AND WARM**—Chet Atkins.....RCA Victor

### ALBUMS

- LA DOLCE VITA**—Harry Simeone.....20th-Fox

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

## 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.

### JOE BARRY



Joe Barry, born Joseph Baris on July 13, hails from Cut Off, La., "where the land meets the sea." Barry started singing with gospel groups in the area and in 1952 began his professional career playing the guitar. Three years later he added his vocal talents to the act.

Currently Joe Barry has scored with a solid disk on the Smash label called *"I'm a Fool to Care"*. His own band backs him up on the disk. Barry is presently on the record hop-TV-personal-appearance tour promoting the waxing. Traveling with him is his personal manager, Huey P. Meaux.

The versatile young man also plays piano and drums in addition to being a songwriter and arranger. Barry gives credit to his two music teachers, Al Hirt and Pete Fountain, for encouraging his talents.

In his leisure time Barry's hobby is fishing.

### B. BUMBLE AND THE STINGERS



This unusual group recording on the Rendezvous label consists of B. Bumble, guitar; Ron Brady, drums, and Fred Richard, piano. Bumble, whose real name is William Bumble, shortened to Billy, shortened to B., comes from Ada, Okla. Brady and Richard, the Stingers, both come from California. Their birthdays: Bumble, July 11; Brady, June 11, and Richard, January 4.

Bumble's first interest in music was in his brother's small band which played local school dances. One night he sat in for the guitar player. Although he had never picked up the instrument, Bumble managed to keep the rhythm, and even impressed a young girl so well she asked him for his autograph. As a result, Bumble decided on a musical career and began to take lessons.

Soon after, B. Bumble formed the trio and, in July 1960, the group was discovered by Rod Pierce and Gordon Wolf of Rendezvous Records. Their initial release, *"Bumble Boogie"*, was an immediate success, moving up rapidly on the "Hot 100."

## 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 ten years ago this week. Here's how they ranked on Billboard's charts then:

### POP—5 Years Ago MAY 26, 1956

1. *Heartbreak Hotel*, Elvis Presley, RCA Victor
2. *Moonglow & Picnic*, Morris Stoloff, Decca
3. *Hot Diggity*, Perry Como, RCA Victor
4. *Wayward Wind*, Gogi Grant, Era
5. *Moonglow & Picnic*, George Catos, Coral
6. *I'm in Love Again/My Bug Heaven*, Fats Domino, Imperial
7. *Ivory Tower*, Cathy Carr, Fraternity
8. *Standing on the Corner*, Four Lads, Columbia
9. *Blue Suede Shoes*, Carl Perkins, Sun
10. *Magic Touch*, Platters, Mercury

### POP—10 Years Ago MAY 26, 1951

1. *How High the Moon*, Les Paul and Mary Ford, Capitol
2. *On Top of Old Smoky*, Weavers-Terry Gilkyson, Decca
3. *Too Young*, Nat King Cole, Capitol
4. *Sound Off*, Vaughn Monroe, RCA Victor
5. *Mockin' Bird Hill*, Les Paul and Mary Ford, Capitol
6. *Mocking Bird Hill*, Patti Page, Mercury
7. *Jezabel*, Frankie Laine, Columbia
8. *Bo My Love*, Mario Lanza, RCA Victor
9. *Loveliest Night of the Year*, Mario Lanza, RCA Victor
10. *Rose, Rose I Love You*, Frankie Laine, Columbia

### R.&R.—5 Years Ago—MAY 26, 1956

- Corrino, Corrina, Joe Turner, Atlantic
- I Want You to Be My Girl*, Frankie Lyman and the Teenagers, Gee
- Fever*, Little Willie John, King
- Ivory Tower/In Paradise*, Otis Williams and the Charms, DeLuxe
- Little Girl of Mine*, Clefones, Gee

- Treasure of Love*, Clyde McPhatter, Atlantic
- Need Your Love So Bad*, Little Willie John, King
- Please, Please, Please*, James Brown and Famous Flames, Federal
- Church Bells May Ring*, Willows, Melba
- Long Tall Sally/Slippin' & Slidin'*, Little Richard, Specialty

## WITH THE COUNTRY JOCKEYS

Continued from page 39

Commercial Building, Shreveport, La. The tune was written by Leon Payne, of San Antonio, and recorded by Hank Williams years ago. Arrangements for the Horton version

were written by Anita Kerr. Her singing group also provides the background.

Neal Bunch, who operates Country Music Promotions at Suffolk, Va., invites deejays to list with him for issues of free releases of the various disk firms he represents. His address is Route 1, Box 544, Suffolk. . . . Jim Howell, P. O. Box 346, East Point, Ga., has available deejay samples of "Shorty," by Jimmy Smart, and "You'll Find a Way," by Bill Leatherwood. Drop him a note on your station's letterhead.

Every week . . . disk jockeys all over the nation help spark up their record shows with this fresh, lively material furnished exclusively by Billboard Music Week. Watch for it next week.



**BEST-SELLING PHONOGRAPHS,  
RADIOS & TAPE RECORDERS**

These are the nation's best sellers by manufacturer, based upon results of a month-long study using personal interviews with a representative national cross-section of record-phono dealers. A different price group 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 upon 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  
\$201 AND \$300**

Position This Issue	Position 2/20/61 Issue	Brand	% of Total Points
1	1	Magnavox	35.7
2	2	Columbia	10.6
3	7	Zenith	8.0
4	4	Motofola	6.4
5	3	RCA Victor	5.7
6	—	Stromberg-Carlson	4.9
7	—	Capitol	4.8
8	5	Mathes	4.6
8	—	Silvertone	4.6
10	9	Voice of Music (V-M)	4.2
		Others	10.5

**DISKS HITCHED  
TO SALE DAYS**

ST. LOUIS—Stereo and monaural records on the Victor, Columbia, Decca, Mercury and other top labels were offered at bargain prices in the record department of the downtown Still Baer & Fuller Company store for three days during the recent "downtown sale days" campaign here. Some hi-fi LP record albums sold for \$1.69. A special "early bird" scoop of odds and ends were sold for \$1.29 each. These record albums included one and two of a kind in a wide variety of selections by many artists on leading brand labels. A limited number of stereo classical, pops and jazz records went for \$1.69 and \$1.89 each. Name artists' recordings on 45 EP's were sold for 49 cents.

During the downtown sale days, free bus rides home were provided by several transit companies participating. Validating the tickets at stores taking part in the sales campaign authorized holders to a free ride home.

**Ember's Silver Claims  
Right to Next Comedy  
LP by Justin Wilson**

NEW YORK — Al Silver, head of Ember Records, stated last week that he still had a contract to release the next Justin Wilson comedy LP. He also stated that he had not been in touch with Si Rady of Project Records, who said last week (BMW, May 8) that his firm would issue the next Justin Wilson disk.

Wilson is the Cajun comic whose first LP issued on the Ember label sold slightly over 83,000, according to Silver. The disk was made by Sonora Music of Baton Rouge,

**Planning Set for  
Philly Hi-Fi Show**

PHILADELPHIA — Plans for the first Greater Delaware Valley High Fidelity-Stereo-Record Music Show have been completed according to Harry Bortnick, head of the Harry Bortnick Advertising Agency here, who is managing director of the industry show.

Dates have been set for October 27-29 at the Benjamin Franklin Hotel. Bortnick also revealed that the show will be under the auspices of the Mid-Atlantic chapter of the Electronic Representatives Association, Inc., made up of representatives of the component parts manufacturers. In addition, the public show will carry the endorsement of the Pennsylvania Record Dealers Association.

The show will carry an admission charge and will feature special demonstrations, including the government's new multiplex sound system. There will also be contests, prizes, awards and special events to attract maximum attendance. Advertising is planned through newspapers, radio, television, outdoor billboards and posters, and by direct mail. All dealer mailing lists will be utilized, and Bortnick estimated that at least one million pieces of promotional mail will be sent out over a three-month period in advance of the show's opening date.

La., the firm headed by Joe Di Stefano and Willie Serpas, from whom Silver obtained the master.

Silver told BMW that there has been a dispute between Ember and Sonora concerning the sales of the first Wilson LP. Silver said, "Our books are open to inspection by the Sonora executives. They think we sold more but that's the honest count to date." The Ember chief also said that since the dispute the Sonora principals had refused to turn over to him the second Justin Wilson master, "but our contract to release it is still valid."

**Buffalo Dealers  
Do SORD Nod**

BUFFALO—Buffalo disk dealers last week unanimously ratified the plan previously adopted for the Record Dealers of Greater Buffalo to join the Society of Record Dealers of America. The group will now be known as SORD of Buffalo.

The special meeting also heard short talks by President Lou Dell, and visiting SORD board member, Joe Waldhorn of Fulton, N. Y. All members at the meeting paid a full-year's dues of \$25, \$15 of which was earmarked for SORD and \$10 for the local group. In this case, however, the full \$25 was turned over to SORD.

Other matters discussed were group buying, either through the existing DISC operation in Metropolitan New York, or through a possible new Buffalo operation. There was also talk centering on a proposed boycott of an unnamed local distributor for selling to a discount chain. Waldhorn, impressed with the Buffalo dealers holiday display card series, suggested that SORD should adopt the cards on a national basis.

**EIA Report Notes  
Phono Sales Hike  
In March Period**

WASHINGTON — An upswing in retail and factory sales of phonographs has been registered in the March report of the Electronic Industries Association's Marketing Data Department. Some 11,686 more sets were sold at the factory over the February figure and close to 2,500 more sets were sold across the counter on the retail scene.

Stereo sets marked the biggest gains with 227,469 factory sales for March as compared to 204,638 for the prior month. Retail sales were up to 237,537 in March from a 225,722 total in February.

Although this upsurge was noted, the EIA report went on to state that phono sales of all types and in both categories were still below figures registered for the 1961 January-March period as compared to those same sales recorded during the same period last year.

At the factory level, 80,841 fewer mono and 65,028 fewer stereo sets were sold this year than last. In retail stores, the report showed that the mono figure was 83,588, and the stereo 230,815 below the 1960 three-month mark.

**Messinger Heads Col.  
National Sales Promo**

NEW YORK—Bob Messinger has been appointed national promotion manager, field sales, for the Columbia Records Sales Corporation. Appointment was made by Joe Lyons, field sales manager for CRSC. Messinger's new post will encompass the development and co-ordination of national promotion for Columbia product. He will supervise personal appearances and promotional tours and do liaison work with radio and TV networks.

Messinger had worked as promotion manager at Columbia's Boston branch before coming to Columbia in 1960 as assistant product manager of pop albums.

**WONDERLAND MAKING  
STRONG KID DISK BID**

NEW YORK—Riverside Records is making an intensive bid for a larger share of the children's record market with its Wonderland label subsidiary.

"One of the first things we learned," says Bill Grauer, Riverside president, "is that a \$1.98 price is essential in the children's field." Another important factor in the Wonderland story, says Grauer, was the acquisition of Larry Sockell as Wonderland general sales manager.

"Since Larry took over the series we have sold as many children's records so far this year as we did through all of 1960."

Sockell has instituted sweeping changes in Wonderland's marketing and production of kiddie disks.

Sockell bases his record production and image on three basic tenets: art, title and artists. He feels that the artwork is the initial hook that catches a children's record buyer. "It must be clear, tell the story of the album, and represent the artist in some way." As far as titles are concerned, Sockell believes that it is important to have established or familiar stories or situations as the basis of the product. The firm, for instance, will soon bring out "Cinderella" and "Snow White" on one album, back to back.

The third key to successful sales is the name value of the artist, according to the Wonderland chief.

Ed Wynn, Cyril Richard, Alex Templeton, Irene Wicker are just a few of the names included in the Wonderland catalog. But all three must be prominently worked into the cover art of the album, says Sockell. The line has done this by using artwork that gives the names of titles and the narrating artists a strong place, and then working a caricature of the artist into the cover drawing itself.

Combining all three, again, the label has planned a seven-album set of "Alice in Wonderland" as told by Cyril Richard of which two volumes have already been released. This is a reading of the entire Lewis Carroll work, chapter by chapter.

The line has also begun an education series, of which Julian (Cannonball) Adderley's "An Introduction to Jazz" is only the first number. Others, of pre-school and post-school age, will be released subsequently. They, too, will be done by prominent name artists.

On the business end, Sockell is very much interested in building outlets in chains and racks, but feels the individual dealer, when interested enough, is still one of the strongest merchandisers.

**700 W. T. Grant Stores  
Carry Disks From Racks**

• Continued from page 2

We turn our inventory over three and a half times a year. We have to, to make it pay out."

**Night-Flying Singles**

Gwynne has some firm opinions regarding the current situation with singles. "The singles business has been going steadily downhill since the one-shot, fly-by-night groups and solo singers took over the business. Over-all, the record business has grown, but singles haven't even stayed even. They've declined. A lot of the money that used to be spent on singles is now going into albums by Frank Sinatra, Mitch Miller and the show and movie albums.

No, I don't think a 33-speed player will necessarily help the singles field, any more than a 33-speed single record will help. We're now beginning to get away from the rock and roll, and this is good. This can help. There's nothing really wrong with the singles business that good songs and good performances won't help. The old 78 speed singles used to be 65 or 70 per cent of our business. Now singles are down to about 25 or 30 per cent. We would like to see singles snap back, because they're still an important part of the building of an artist.

**Equipment Action**

The Grant chain has been aggressively active in the companion field of equipment as well. Gwynne said the firm's Bradford trade name for phonos features highly competitive models at all prices from \$19.95 for a manual, three-speed portable to a \$400 de luxe stereo console unit. "These, we warehouse at key points on both coasts for quick movement into the stores.

We have been extremely successful with phonographs.

"As far as central warehousing goes, the answer is yes for phonographs, but we'll never get into that on records. Some of the chains do that and do it well, but much of the warehousing involves major line cut-out items of all descriptions. Our business is in new, fresh merchandise and our good set-up with our service distributors (rack jobbers) makes it unnecessary to get involved in that. For the time being, our deals with the rack people is fine. Our business is big and it's getting bigger and we're quite happy."

**Bishop Is Bell Sound,  
Bel Canto Supervisor**

COLUMBUS, Ohio — K. L. Bishop has been given a management of all consumer products of Thompson Ramo Wooldridge, Inc. In addition to his function as general manager of the firm's Bell Sound Division, Bishop will also take over as supervisor of the company's Bel Canto stereophonic recordings subsidiary. R. A. Malloy will continue as manager of Bel Canto.

Bishop's assignment is designed to produce a co-ordination of marketing activities of both Bell Sound and Bel Canto. Under the new combined marketing operation, J. A. O'Hara has been named marketing manager for all product lines.

A plant currently being constructed in Worthington, Ohio, will be the combined home for the two divisions.

## NEW DEALER PRODUCTS

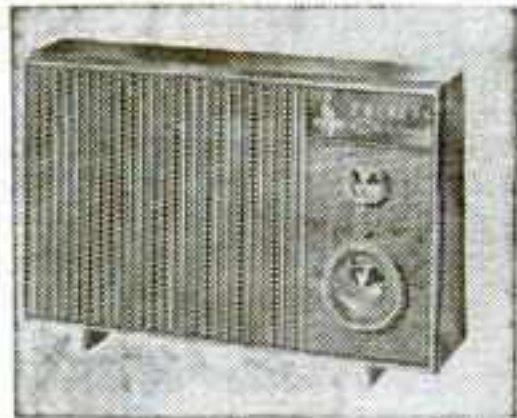
### Browser Holds Tape, Disks, Film



Up to a dozen seven-inch reels of recording tape, 100 seven-inch records or seven-inch-and-smaller cans of movie film can be held in this new browser storage rack being introduced by Robins Industries Corporation. The rack, ideal for counter displays, measures 5 inches by 8 inches by 9 3/4 inches, and sells for \$1.25.

### Table Set Finished Front & Back

Emerson Radio & Phonograph introduced a new, slim model table radio that is finished front and back. The set, called Century Model 1701, is a five-tube outfit featuring a slim line, three and one-half inches deep. The molded cabinet is available in a variety of colors: Ebony, ivory, rose-beige, pale turquoise, soft pink and sage green. Sets have suggested list prices of



\$14.88 for the ebony model and \$17.88 for the others.

### Multiplex Stereo Beacon Tuning



Special feature of the MPX-100, a multiplex adaptor made by the Fisher Company, Long Island City, N. Y., is Stereo Beacon tuning. The adaptor, which functions in accordance with the

FCC approval of stereo multiplex, has an exclusive circuit which, the company claims, automatically indicates whether or not a station is broadcasting in stereo.

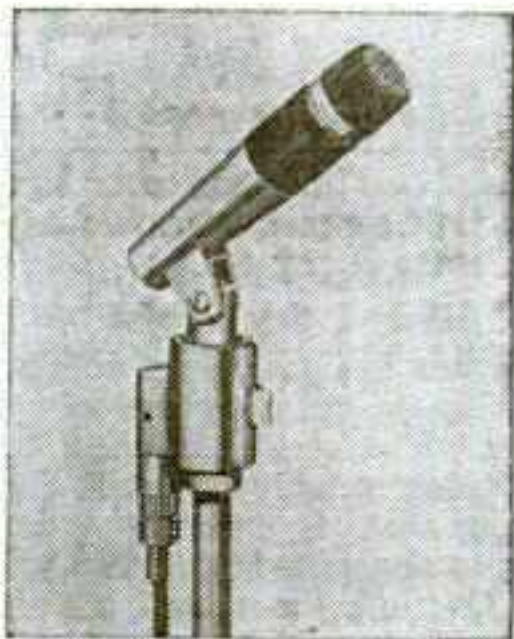
The adaptor can be used with all Fisher tuners and receivers as well as with other tuners and receivers employing FM wide band design and multiplex output.

The unit also has front-panel stereo balance control, a special selector switch which eliminates the need for auxiliary inputs. The suggested list price of the unit is \$89.50.

### Chi Parts Show Sees New Mikes

Leading the new microphone line introduced by Shure Bros. at the Chicago May Parts Show was this Model 546 Unidyne III. The mike has been developed primarily for the broadcast market, but is also suited for public address installations and recording. List price on the new unit is \$135.

In addition, Shure introduced a new Sonodyne II mike that is compact and applicable in many varied sound amplification areas. It sells for \$49.95.



### FLOWERY BONUS

#### Added Sales Grow From Gift Bouquet

SAN DIEGO, Calif.—Plenty of flourish in delivering a new stereo phonograph and a unique gift as part of the delivery has had a lot to do with a profitable volume in the upper-price category where stereo phonographs are concerned, for Thearle Music Company, here.

Harry Callaway, veteran San Diego retailer, doesn't believe that the sale stops when an expensive piece of stereo equipment is delivered. Rather, he expects the pleased customer, who has spent \$500 or more for a fine combination, to become such a booster that he will automatically create other prospects. So, even the most prosaic elements in every contact with every customer is dramatized.

The two men carry a kit which contains polishing cloths and spray cleaner and they spend plenty of time positioning the phonograph, giving it a thorough cleaning, and as a final step, polishing the finish to a mirror-like gloss. The customer gets a thorough check-out on everything which the phonograph will do, including tips on main-

tenance, the best methods of protecting records from dust, and similar points.

All of this may consume a half hour or 45 minutes. After they are sure that the customer has been completely familiarized with the stereo phonograph, the "crowning touch" comes in. This is the delivery of a handsome bouquet in a vase which looks well on the stereo phonograph, which is Callaway's gift to the customer.

"It's quite a surprise," he pointed out, "and, of course, it makes such a difference in the appearance of the phonograph, which we know the customer will be exhibiting proudly to all of her friends and relatives for the next couple of days, that it is bound to draw comment. We have developed a steady flow of new prospects who were simply told by a friend or acquaintance that 'we were the nicest people to deal with!' Investing \$2.50 or so for a bouquet in this way is very economical in terms of the prospects it creates."

## RETAILING PANEL

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

### THE QUESTION

Do you favor manufacturers reducing stereo LP prices to the monaural level?

### THE ANSWERS

DAVE AVILA  
Chicarelli Music  
Madera, Calif.

If stereo LP prices were equalized with monaural album prices, you'd find a substantial increase in stereo sales. A number of customers have been discouraged from stereo by the fact that the albums cost an additional dollar. We have just completed a two-for-one sale (buy one album and get one free), and found that business booms when the customer gets a break. The same will happen with stereo if prices are cut.



MRS. RUDI POCK  
Rudi Pock Stereo  
Ontario, Calif.

Yes, for the same reason customers want the price reduced. Customers feel the stereo and monaural prices should be the same because they don't get any more music on a stereo LP than they have on a monaural record. It's the exact, same record as far as the customer is concerned. I've noticed that quite a few customers to whom we have sold stereo equipment will go back to buying monaural records as soon as the newness of stereo has worn off. The only reason is price. Furthermore, higher prices generally mean less sales. Therefore, I'd like to see lower prices without going discount.



IRVING RANDOLPH  
Bandwagon Records  
East Orange, N. J.

I've felt for a long time that stereo and monaural pieces should be the same. At first, stereo was a new idea and the companies were trying to push it with a big splash, including a premium price. At that time, possibly it was more expensive to produce, but now I don't believe it. And I do know there is a lot of resistance to stereo prices even if they are discounted. They still are higher than monaural, and stereo, three years after the start, is still only 25 per cent of the business.

ROG NAVARA  
Bergenfield Music  
Bergenfield, N. J.

We have felt all along that there should be a price break on stereo. It doesn't cost the manufacturer so much more to produce the stereo record as to justify a \$1 difference. I've been given to believe the cost difference is only a few cents. The prices as they are now are designed to support the club price structure only. We feel that extra sales could result and that we, and the record companies themselves, would benefit by a price break.

## 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.

### ALLIED RECORD DISTRIBUTING COMPANY—Introductory offer.

Firm offers its two initial LP releases free to selected dealers in 16 areas throughout the country. See page 10, April 10 issue, for details.

### CONCERT-DISC—Limited time only. Started May 8, 1961.

Dick Schory's "Re-Perfusion" album is specially priced to the consumer at \$2.98 (mono or stereo) instead of \$4.98. Dealer maintains full mark-up.

### ARTIA-MK—Expires May 31, 1961.

Distributors offered one LP free for every five purchased of Artia's "Moiseyev Spectacular." Dvorak's "Slavonic Dances" in double album is available to consumers at the price of a single LP, mono or stereo. Richter's LP of Beethoven's "Appassionata" on MK label listed at \$5.98, is discounted to distributors at \$3.98.

### CAMEO-PARKWAY—Expires May 31, 1961. Started May 1, 1961.

Distributors are offered 20% discount on all LP's. Also included is new Cameo release "Burlesque Show," a two-LP package tagged at \$4.98 retail.

### DANA—Extended through May 31, 1961. Started April 1, 1961.

"Half Price Bonus Plan." Buy one at regular price, get second one at half price. Offer covers complete catalog. See page 38, April 3 issue.

### EVEREST—Expires May 31, 1961. Started May 1, 1961.

One free single for every Gloria Lynne LP ordered.

### LONDON—Expires May 31, 1961. Started May 1, 1961.

"May Is Mantovani Month." Distributors are offered 10% discount on all Mantovani LP's including new LP by the artist titled "Italia."

### MGM—Extended through May 31, 1961. Started April 1, 1961.

"Salute to Hank Williams Month." Label offers one free LP for every five purchased. Plan covers six repackaged Williams albums, plus entire Hank Williams catalog. See page 6, April 10 issue, for details.

### MERCURY—Expires May 31, 1961. Started May 1, 1961.

"Maypole Sales Plan." Dealers to receive one LP free for every five LP's purchased within a given price category. All "PPS" albums and "LPS" albums issued up to May 1 will be included. Program covers May release of 12 Mercury LP's, two Wing LP's and three EP's.

### PRESTIGE—Expires May 31, 1961. Started April 20, 1961.

Distributors are offered 15 per cent discount on Prestige International and Prestige Blueville series.

### STRAND—Extended through May 31, 1961. Started February 1, 1961.

"Major LP Expansion Program." Plan applies to complete Strand line plus new Elite percussion series. Details available from Strand's distributors. 90-day deferred billing with normal 2% discount for prompt payment.

### AUDIO FIDELITY—Expires June 2, 1961. Started May 1, 1961.

Spring Merchandising Sales Program. Dealers receive one LP free for every six purchased. Plan covers complete catalog. See page 171, May 8 issue, for details.

### DECCA—Expires June 2, 1961. Started May 8, 1961.

"7-11"—Dealers are offered one free LP for every seven purchased or two free LP's for every 11 purchased. Program covers the Decca May release of 10 LP's and five EP's, plus entire country and western catalog. See page 4, May 8 issue, for details.

### DOT—Expires June 30, 1961. Started May 1, 1961.

"Second Summer Sale." Albums will be specially priced to the consumer: \$4.98 stereo LP's at \$3.98; \$3.98 monaural LP's at \$3.29 and \$1.29 EP's at 98¢. Dealers will receive 90-day billing benefit. Program covers complete catalog. See page 1, April 17 issue, for details.

### LIBERTY—Expires July 10, 1961. Started May 8, 1961.

Special 20 per cent discount programs to back up two Liberty LP releases: Gene McDaniels' "100 Pounds of Clay" and original sound track of "One-Eyed Jacks." Discounts are available on each for minimum orders of five LP's (stereo or monaural) plus 20 per cent off on recorders.

### CARLTON-IMPACT—Expires July 15, 1961. Started May 8, 1961.

"Summer Special" merchandise program. Distributors are offered one free LP for every four purchased on the new Carlton Charlie Parker "400" and "800" series and same deal on Carlton's new "Provocative Stereo" line called Impact.

### LIBERTY-DOLTON—Expires June 16, 1961. Started May 15, 1961.

"Teensville" Sales Program. 20% cash discount on minimum orders of 25 packages and reorders in assortments of five LP's. Program covers new LP's by Bobby Vee, Johnny Burnette, an "Original Hit, Vol. III" package and Dolton's Fleetwood and the Ventures. See page 23, Music as Written, May 15 issue, for details.

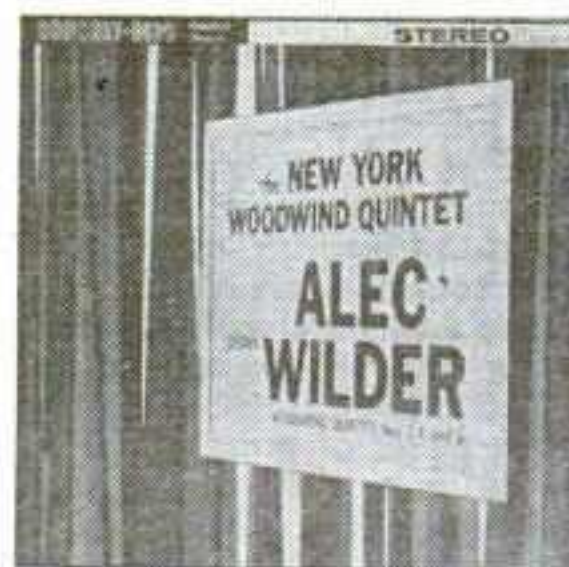
### RIVERSIDE—No expiration date. Started February 6, 1961.

Dealers buying the Riverside Pre-Pak, a browser box containing 100 jazz singles, will receive a bonus of four albums from the LP catalog. See page 49, February 6 issue, for details.

### TIME—No expiration date. Started April 1, 1961.

Dealer is offered one LP free for every six purchased. Program covers complete catalog.

## ALBUM COVER OF THE WEEK



THE NEW YORK WOODWIND QUINTET PLAYS ALEC WILDER'S QUINTETS Nos. 3, 4 and 6, Concert-Disco CS-223. Can't miss this cover in bright red, yellow, green and brown stripes, with a stand-out box in black and white. Potent display item.



I AM THE WEE FALORIE MAN—David Hammond, Tradition TLP 1028. Attractive cover, modern in design and predominantly in purple and green tones with a flash of red and white. Cover by Albert Amatulli. Fine display material for folk sections.

### Emery Gates, Chi Dealer, Dies

CHICAGO—Emery M. Gates, 56, veteran Chicago dealer and head of Gates Village Music Shop, Oak Park, Ill., died last week after a prolonged illness. He had been in business in Oak Park some 13 years.

Services were held last week in Oak Park. He is survived by his widow, Frances, who will continue to operate the store.

Gates has long been active in local dealer circles. At one time he was president of the now discontinued Chicagoland Record Retailer Association. He was also a member of the Sertoma Club in Oak Park.

# No Sales on Sunday, But 500 Show, Shop Later

DETROIT — Taking an inverse approach to the stereo market has paid profitable dividends for M. L. Keverson, owner of Uptown Radio Company, here.

When sales began going down late last year, due to the general recession and layoffs in the automobile industry, Keverson didn't resort to price cutting, premiums, extended time payments or any of the usual panaceas. Instead, his sense of humor came into play, and he surprised the public by using six newspaper ads to inform people that "You can't buy stereo equipment from Uptown Radio!"

Closer examination of the ad revealed that it referred to a special Sunday afternoon open house when Uptown Radio Company, one of the largest retail dealers in stereo phonographs, tape recorders, built-in sound systems, components and radios, would stage an all-day demonstration. Every serious-minded music lover in Detroit and its suburbs was invited to visit.

For the 12-hour event, Keverson split the store up into a dozen display areas, each representing a major manufacturer whose products are included in the inventory. Every manufacturer sent a representative thoroughly accustomed to dealing with the public in demonstrations, along with special display materials and demonstration equipment, which lent a lot of extra authority to the program.

Particularly effective was a big separate display of tape recorders in operation, all the way from the smallest portable up to elaborate professional equipment, and with visitors invited to operate the units themselves. Correct techniques for making stereo tape were demonstrated, as were record-cutting examples.

To draw traffic, Keverson arranged for a prize drawing, with a \$350 stereo phonograph combination as the piece de resistance. Other prizes, most of them contributed by manufacturers, were also offered, all on a simple drawing basis.

Detroit residents accustomed to energetic selling efforts were thoroughly surprised by this offer, and many responded. By the close of the demonstration program more than 500 people had registered, nearly all of them serious-minded music lovers who were more critically interested in the performance and use of good stereo equipment than in price. This encouraged Keverson to concentrate display and demonstration on lines priced all the way from

\$500 to \$3,000, and to do away with the "price tag atmosphere" altogether.

Despite all of the emphasis on the fact that nothing was for sale, people literally clamored to buy equipment shown, and were told that they would have to come back on the following Monday to make the actual purchase since Detroit was prohibiting actual sales of merchandise on Sunday. All of the prospects included in this category did return, their purchases covering the expenses of the show.

Because of the co-operative atmosphere which the "No Sales" promotion brought about and the huge number of people attracted, Keverson plans to use this "soft approach" to the market whenever sales curves begin to point downward.

# Disk Makers Watch Discounters

Continued from page 2

over 3,500 Woolworth's, however, will still continue. Woolworth's has not said where it will open its first discount store, but operations are expected to start this year. Each of the stores will comprise no less than 60,000 square feet. Some of the discount departments are expected to be leased to concessionaires.

Kresge stated last week that it was considering a discount store type operation as a result of the competition from the discount stores.

According to many veterans in the department store business, discount department stores have become firmly embedded in the retailing structure of the country. They have virtually eliminated list prices on big-ticket items such as refrigerators, washers, TV sets, and many other items. In the field of records they have to all intents and purposes eliminated list prices, too. They have done this by work-

ing on a much smaller markup. This, in turn, has forced stores that have cut prices to meet the competition to work on lower profit margins, too.

Many record dealers who sell at less than list work on a 20 to 25 per cent profit margin instead of the formerly standard 38 per cent markup.

Many of the large discount stores have been accused of using records as a lure to bring customers in the store to get traffic for the big-ticket items. Korvette's record buyer, however, claims that all records sold by the chain are sold at a profit. Often the discount stores get into price wars of their own, fighting each other on discounts. One week in New York a while back, Korvette, Goody and S. Klein (the Jesse Selter concession) all advertised disks at better than 50 per cent off list. This week Goody was selling MGM's new "Carnival" album at \$2.39.

The new discount department stores could develop into more new outlets for records. At the same time it could mean even more intense price competition for the consumer sales than exists even now.

# Am-Par Pacts

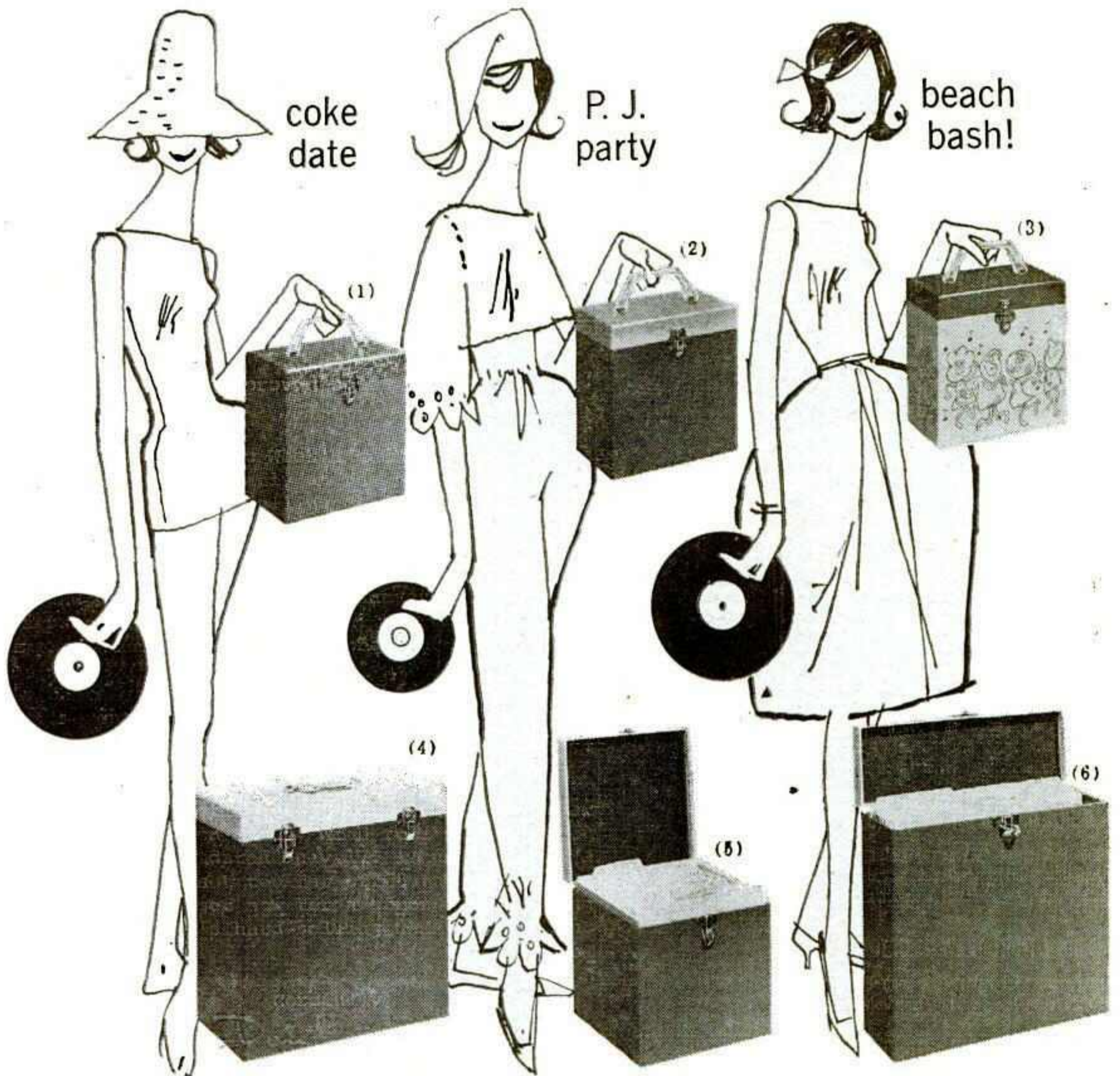
Continued from page 2

new Westminster product in September.

List leaves for Europe shortly, where he will record several new packages. The executive, who plans to divide his time equally each year between here and Europe, reportedly has made a deal whereby he will be free to do outside recording for La Scala and others.

# Accessories and/or Phono Mfrs.:

Resident Indiana Record Salesman wishes to represent good accessories line and/or radio, phonograph line. State-wide coverage, excellent following. Write BOX 351, Billboard 1564 Broadway New York 36



# CHURCH HONORS HAMMERSTEIN

LONDON — A memorial plaque to Oscar Hammerstein is to be unveiled in Southwark Cathedral Wednesday (24). This is the first time a pop composer has been honored in such surroundings. Hammerstein bequeathed a sum exceeding \$6,000 to the cathedral to support the church's choirboys. They will be known as the Hammerstein Chanters.

# New! Extra profit makers from Capitol!

The new sensation that means big profits for you... Capitol's new Record and Tape Carrying Cases! They're specially designed to carry 7" or 12" records or tape reels. Available in three series and six models, they have tremendous appeal to teen-agers. Each is solidly built of long-wearing binders board, covered with water-repellent, scuff-resistant "Kivar," each with complete index dividers.

- (1) Model 710 — **TUNE TOTER** — gold or silver stripes, marbelized top. Holds 50-7" records. Suggested Retail: \$1.39.
- (2) Model 720 — **CAP CASE** — Red, blue or grey. Holds 50-7" records. Suggested Retail: \$2.25.
- (3) Model 725 — **DANCE PARTY** — Teenage design in azure, seafoam and rose multicolor combinations. Holds 50-7" records. Suggested Retail: \$2.25.
- (4) Model 1230 — **CAP CASE DELUXE** — Red, blue or grey. Holds 50-12" albums. Suggested Retail: \$3.70.
- (5) Model 730 — **CAP CASE DELUXE** — Red, blue or grey. Holds 75-7" records. Index cards and gummed numbers only. Suggested Retail: \$2.95.
- (6) Model 1220 — **CAP CASE** — Red, blue or grey. Holds 24-12" albums. Suggested Retail: \$3.95.



**ORDER NOW!** All sizes and colors now available from your CRDC branch.

## FOLK TALENT & TUNES

• Continued from page 6

has just concluded personal appearances in Texas and Pennsylvania, is enjoying a four-week breather before launching a busy summer schedule that will find him touring more than 20 States.

The Fifth Annual Hillbilly Jamboree to be held in Monticello, Ill., May 28, will present Roy Drusky, the Louvin Brothers, Jan Howard, Grandpa Jones, Jimmy Martin and the Sunny Mountain Boys, Jim Hadley, the Barton Family, the Saginaw Valley Boys, Mar-

### Irving Rose

• Continued from page 39

from 11 p.m. to midnight, and heretofore was sponsored by Rose's record store. When Fredericks originally started his "Night Train" show, Rose supplied him with a steady supply of old rock and roll hits, and Fredericks in turn sparked a new sales demand for the old platters. Rose later took over sponsorship of the program, and for the past two years says he has also written and produced it.

In addition to turning deejay, Rose recently also became a record manufacturer. Currently he has two disks on BMW's "Hot 100"—"In My Heart" by the Time Tones on Time Square Records, No. 60; and "Miss Fine" by the New Yorkers on Wall Records.

The Time Tones were named by a Fredericks fan as a result of a contest the jock and Rose conducted on WADO to find a moniker for the group. Rose plans to conduct a similar contest on his own WBNX show—offering \$200 for the best name submitted for another new vocal group he has signed to his label.

In New York It's the  
New HOTEL  
**PLYMOUTH**

143 WEST 49th ST., NEW YORK

400 ROOMS  
Single from \$6 • Double from \$9

Also Weekly Rates

COMPLETELY REFURNISHED  
AIR CONDITIONED. TELEVISION.

Walking Distance to Radio City TV  
Center, Theaters and Restaurants.

vin Lee and the Happy Valley Boys.

Dusty Rhodes and the Bar K Gang recently shifted their weekend activity from Breseman Park, Tacoma, Wash., to the Evergreen Ballroom, Olympia, Wash. During the week they continue to hold forth at the Britannia nitery, Tacoma. . . . Ferlin Husky, with sidekick Simon Crum in tow, visits Heiser Shadow Lake Ballroom, near Seattle, May 27, for an appearance with Jack Roberts and the Evergreen Drifters. . . . Little Dickie Chaffin will be the opening attraction at Pennsylvania's Pine Hedge Ranch, which Carl Day, Coshocton, Ohio, booker-promoter, has taken over for summer operation. Day plans to feature top c.&w. talent each Sunday thruout the season. Chaffin, who appeared at Sandy Lake, Pa., Saturday (20), displays his wares at Millie Ruton's Hillbilly Park, near Newark, Ohio, Decoration Day (30).

Hank Thompson and His Brazos Valley Boys wind up their 21-day stay in Las Vegas May 31 and hop to Salt Lake City for a June 2-3 stand. The group follows with Kansas City, Mo., June 14-17, and Stephenville, Newfoundland, June 24-July 4. . . . June book-

### Plough Stations

• Continued from page 39

of the glib-tongued youngster who could plug a dozen products in succession, impressing no one, is no longer valid."

Coss believes the listener wants a little warmth with the personality, and to that end WCOP has developed a new one under the name of Ed Mitchell. "This was the air given Ed Hides, who switched from WMEC here and worked under the name of 'Fenway'." Coss explains.

The "Mitchell" label is a believable one which fits the image, Coss feels, but he says there will be no question of the deejay running away back to the style of the glib-talking announcer of the past. The plan is to develop more entertainment in WCOP's record programs with the use of a personality name in a controlled manner. Another deejay working along similar lines at WCOP is Phil Christy.

## East's Producers: A Cool Reception

• Continued from page 1

ufacturer opinions was voiced by London Records Vice-President Lee Hartstone, who pointed out in the strongest terms that the additional cost of stereo recording lay not in pressing alone. "Stereo recording is far more expensive today than ever," Hartstone asserted, "with prime factors being the tremendous cost of equipment like 10 channel mixers, and the cost of time for balancing and editing, and mixing. In many recording dates done especially for stereo effects you employ more musicians and more engineers as well.

"I can give you an example of just how costly it can be," he continued. "In Europe recently it took nine hours of tedious experimenting and takes and retakes of the orchestra to come up with four minutes of music. That costs money. And with all these costs

going up, not down, it's foolish to look for a price reduction of good stereo product."

At Kapp Records, sales chief Phil Skaff noted, "We're not interested in setting trends and we will wait to see what happens. But manufacturers have certain cost factors which can't be overlooked. Frankly, I feel that if you have a good product, people will buy it. And with 60 to 70 per cent of the business today being of a discount nature, why hasn't stereo done better than 25 per cent of the business anyway?"

"I've been in the distributing business until recently and I can tell you of one label we carried where the price of monaural and stereo LP's was the same and we couldn't give either kind away. Price was not a factor."

### MGM Waits Out

Meanwhile, at MGM Records, a wait-and-see attitude prevailed. There was the feeling here that there was no reason to believe that a drop in the price of stereo would produce enough additional business to justify the step.

One prominent indie diskery here feels that to lower the price of stereo product would remove much of the "room to move around in" a record company requires to make special offers and incentives from time to time. Some firms have been highly successful with specials to dealers, but feels that would lose this opportunity with a lower base price.

Larry Newton, sales chief for ABC-Paramount Records, stated his firm is not in favor of such a price-break move. A spokesman for United Artists Records stated that UA has no plans for a price reduction on stereo product.

A prominent major company holds the view that nobody argues with the fact that stereo disk production costs are not much higher than those of monaural disks. But, it is held, firms need the extra dollars provided by stereo disks to help cover the ever-increasing costs of pressing, packaging, artist guarantees and royalties and general overhead.

### Artist Tab Up

An artist who would have settled for a \$50,000 guarantee five years ago, wants \$100,000 today, it was said. Beyond this, the big firm feels that it serves broad tastes by bringing out all types of product, some with a very limited audience. The higher cost of producing such product, due to lower unit sales, can partly be written off with the stereo price differential. In other words, the hit product helps pay for the marginal product.

Another factor raised was that even though some firms are now offering monaural and stereo disks for the same \$4.98 price, this in effect amounts to an increase of the monaural price rather than a decrease in the stereo tag.

Other New York-based major firms have declined comment on the matter at this time.

In the Midwest, a top indie firm takes the position that it's doubtful that a price slash of any kind would necessarily broaden the industry base. The argument is advanced that a company is better off to sell a given amount of merchandise at existing price levels rather than to cut prices and not sell enough more to make up the difference.

### Prestige Move

Meanwhile, Prestige Records reduced the price of its stereo from \$5.98 to \$4.98, the same as its monaural tag. Ron Eyre, sales chief of the label, said the firm had mulled the idea for several months prior to making its decision last week as the result of an editorial appearing in last week's BMI taking a favorable view of the price cut idea. Last week, Vee Jay Records in Chicago took the

same step.

Everest Records, which has for some time had the same prices for stereo and monaural (3.98 for pop and \$4.98 for classical) has announced that it will advance stereo prices by \$1. A spokesman said the move was taken because "dealers were selling our stereo for \$1 more anyway, so why shouldn't we get the benefit instead of just the dealers?"

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ONLY \$6 DAILY PER PERSON DBL. OCC. 100 OF 200 ROOMS  
INCLUDES  
2 DELICIOUS MEALS DAILY  
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WRITE FOR INFORMATION AND RESERVATIONS

ings for the Andy Doll band stack up as follows: Oelwein, Ia., June 1; Dyersville, Ia., 2; Waterloo, Ia., 3; Prairie du Chien, Wis., 4; Janesville, Ia., 5; Madison, Wis., 8; Dubuque, Ia., 9; Muscoda, Wis., 19; Fort Dodge, Ia., 11; Janesville, Ia., 12-13; Worthington, Ia., 13; Waterloo, Ia., 15; Fennimore, Wis., 16; Guttenberg, Ia., 17; La Crosse, Wis., 18; New Vienna, Ia., 19; Prairieburg, Ia., 20; Fort Dodge, Ia., 22; Mount Horeb, Wis., 23; Decorah, Ia., 28; Marion, Ia., 28; Madison, Wis., 29, and Fennimore, Wis., 30.

Don and Lea Gibbs, who recently took option on all available Sunday and holiday dates at Tomsik Park, located just outside the city limits of Akron, usher in the season Decoration Day with a jamboree layout highlighting Teddy and Doyle Wilburn, the Singing Troubadours and Chet Good and Lea Gibbs. Good's new release, "Blindfold Love," is reported to be doing well in the Akron sector. . . . Songwriter Johnny Finch, of Olney, Ill., who in the past year has collaborated with Pee Wee King on several slick tunes, traveled to Louisville recently for the Kentucky Derby and to take in the Derby Festival Music Show presented the night before at the Fairground Coliseum there under the sponsorship of the Philip Morris cigaret people. Headlining the night's proceedings was TV's Dobbie Gillis (Dwayne Hickman), with other features including Marty Robbins, Jimmy Dean, Pee Wee King and Redd Stewart and the Golden West Cowboys, Carl Perkins, Marjohn Wilkin, Marilyn Rockafellow, Lonzo and Oscar, Johnny Burnette, Ferlin Husky, the Dakota Cloggers, the Derby Towners, and a number of Louisville's top deejays.

Billy Deaton, who doubles between recording for TNT Records and spinning the country wax on KMAC, San Antonio, typewrites that the "Grand Ole Opry" unit featuring Jim Reeves, Red Foley, Kitty Wells, Johnny and Jack, James O'Gwynn, Jimmy Dickens, Claude Gray and Bill Phillips played to capacity business at the Auditorium there May 7. . . . Wild man Roger Miller was a recent San Antonio visitor to promote his new disk, "When the Worlds Collide," which is reported catching on well in the Southwest. During his San Antonio stay, Roger bought a scooter and made the rounds of the local radio stations in his usual ribbing style. . . . Charlie Walker has a new release out on Columbia, "Way to Free Myself" b.w. "Right Back at Your Door." Deejay samples may be had by writing to Curtis Artists Productions, Goodlettsville, Tenn.

# Ops Protest 'Battle Of Record Speeds'

• Continued from page 1

bia-Epic, Decca, Dot MGM and RCA Victor the only labels with booths.

## Record Panel

Fielding questions from the operators was the record panel of Joe Lyons, Columbia; Sid Goldberg, Decca; Sal Peruggi, RCA-Victor, and George Urey, Dot.

Lyons said his company will continue with its policy of issuing no 45 stereo releases, confining all stereo single releases to the 33's. Lyons predicted that the industry will eventually be one speed—and that 33 will be that speed.

Answering charges that operators have invested heavily in 33 phonos only to discover that adequate programming in 33's is difficult, Lyons said, "We'll make as many as you need."

He explained that the 33 single was pioneered primarily for the adult single market. Lyons added that currently, teen-agers and juke box operators are virtually the only buyers of the 45 single.

When Goldberg suggested that "stereo or monaural, 45 or 33, who can tell the difference when listening to a juke box at a bar?" no one disagreed.

Glen Johnson, vice-president of the United Music Corporation, juke box manufacturer, said that while his firm makes both stereo and monaural capable of playing both speeds (with a conversion kit), neither the new 33 speed nor stereo makes any difference when it comes to operator collections.

(Continued on page 60)



**KICKING OFF MUSIC OPERATORS OF AMERICA** forum discussions at last week's Miami Beach, Fla., convention was a panel covering vending, rides and games, location sales, copyright legislation and tax. Participating were Frank Fabiano, Buchanan, Mich.; Clinton Pierce, Broadhead, Wis.; Lewis Ptacek, Manhattan, Kan.; George Miller, MOA president; E. R. Ratajack, MOA managing director and co-ordinator; Nick Allen, legal counsel, and Leo Kaner, tax counsel.

# AMI-Rowe Unveils Phono in Big Way

MIAMI BEACH, Fla.—Rowe-AMI Sales Company unveiled its new Continental 2 phonograph in a giant exhibit that easily took up



a quarter of the exhibit floor at last week's Music Operators of America convention here.

Rowe-AMI also introduced its "Big Challenge" campaign—a plan whereby operators can earn premiums ranging from small appliances to full-sized cabin cruisers and luxury vacation trips, with their purchase of AMI phonographs.

The Continental 2 was part of the general Rowe-AMI exhibit that included the firm's full line of Rowe vending machines, AMI background music units, ABT currency changers and some of the sample prizes.

## Features

Chief features of the new Continental 2 are its "Stereo Round" speaking system, consisting of twin speakers within the phonograph giving stereo without accessory speakers; restyled cabinet with more chrome and changed color motif from last year's model; and various engineering improvements within the machine, including 33 and 45 speed inter-mix play.

The "Big Challenge" program awards operators "Big Challenge Certificates" of 4,000 prize

(Continued on page 60)

# Operators Warned of Stepped-Up War With Music Licensing Agencies This Year

MIAMI BEACH, Fla.—Operators were warned that the age-old copyright fight was far from dead and that the juke box industry could expect a stepped-up legislative battle from the licensing agencies this year.

The warning was issued at last week's Music Operators of America convention at a special forum on copyright presided over by George Miller, president; Clinton Pierce, board chairman; Ed Ratajack, managing director and co-ordinator, and Nicholas Allen, legal counsel.

Miller noted that a new licensing bill, a type which MOA has fought for 12 years, had again been introduced in the House and was now being studied by a subcommittee. (The bill is H.R. 70, and was introduced by Congressman Emanuel Seller January 3, 1961.)

## Based on Theory

Miller noted that MOA's fight was based on the theory that a juke box play was not a public performance and hence not subject to licensing under provisions of the U. S. copyright law.

Miller further explained the theory behind MOA's argument, pointing out that a juke box play was basically for the enjoyment and benefit of the man putting the coin in the machine and the listening to

the tune by other persons in a location was only incidental.

Miller noted that he'd been asked by proponents of the Celler bill to compromise the MOA position.

## Clearly Exempt

Miller explained that under the copyright law, juke box operators were clearly exempt, so what was there to compromise?

E. R. Ratajack said that the fight

was a case where the juke box operators plainly had the law on their side. He pointed out that any licensing provisions would, by minimum estimates, take some \$5 million out of the industry and that he questioned whether the "business could take it."

Miller noted that operators were in favor of raising the mechanical

(Continued on page 46)

# Good Service Top Answer to Location Sales Problem, Operators Agree at MOA Session

MIAMI BEACH, Fla. — The old location-sales problem was kicked around during a forum meeting at last week's Music Operators of America show here, but the only and best solution still seems to be—give top service, programming and maintenance.

Operators agreed that location sales are a headache and generally bad for the industry, but because of anti-trust legislation and stiff competition from various distributors, the only way to combat the problem is through good service.

Frank Fabiano, Buchanan, Mich., opened the discussion noting that in Detroit there are some 1,500 pieces of location-owned equipment. He attributed this to distributors who were selling locations because they felt they weren't getting their proper share of business.

Fabiano said the difficulty arose because locations: (1) Knew nothing about records or programming; (2) would keep a machine as long as eight years; (3) couldn't give proper maintenance.

Fabiano said a good operator rotates a machine about every two years or less.

Fabiano said the end result was that the machine in the location would run down, customers would lose interest, play would be off, and the entire coin machine industry would suffer. He said the public, in addition, would get a poor impression of the coin machine industry.

## Op to Blame?

Ed Holstein, Chicago, asked why locations bought equipment in the first place. Wasn't the operator to blame? Fabiano said not always. In

Detroit, for example, one distributor had nine men on the street selling to locations, Fabiano said, and that operators couldn't fight this type of pressure.

Willie Blatt, Miami, asked: "All distributors?"

Fabiano said "No, only three," though he didn't name who was involved.

## Not Distribbs

Paul Brown, Chicago, noted that in the Windy City unethical operators rather than distributors sold machines to locations.

Al Denver, New York, cautioned those present that under anti-trust laws, locations had the right to buy machines.

The group agreed that top service and salesmanship was the best and only answer.

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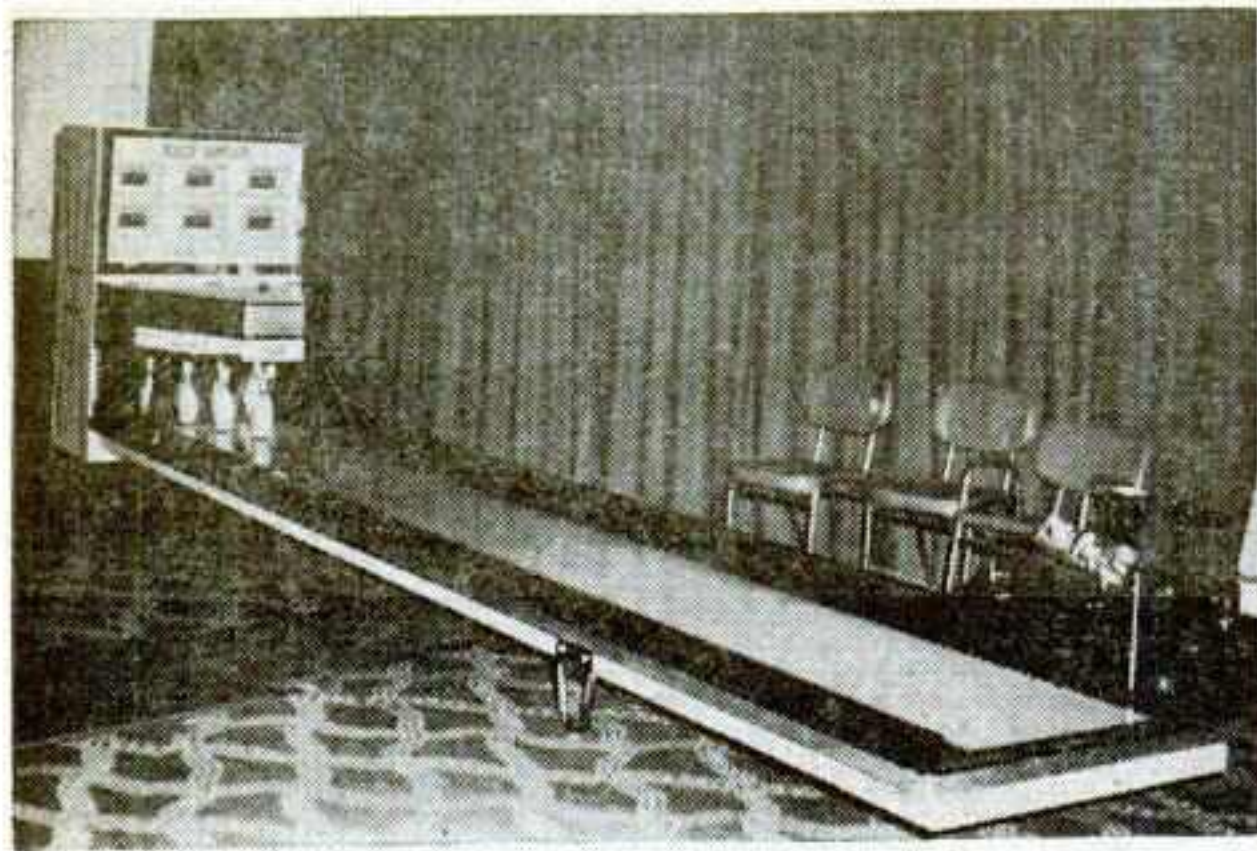
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BALLY BOWLER

## Bally Displays See Yourself as New Alley Unit Television Star

MIAMI BEACH, Fla.—The Bally Manufacturing Company bowed its new bowler at the MOA show here. The 16-foot unit can be expanded in five-foot sections and is set up for official bowling.

Action of the pins simulates the action of regular bowling pins when hit. The modernistic scoreboard is encased in a chrome frame.

Feature of the game is the relative lack of noise as the ball travels down the alley and hits the pin.

Other units in the Bally exhibit included the firm's kiddie ride line and the Marksman gun game (BMW, May 15).

MIAMI BEACH, Fla.—The Radio Engineering Company displayed its coin-operated TV camera machine at the MOA show.

When a quarter is dropped in the coin chute, the TV camera flashes the person's picture on a television screen for 15 seconds. Advertisements appear on the screen when the unit is not in play, offering the operator an opportunity to pick up advertising revenue.

Two cameras are housed in an all-steel cabinet. The monitor screen is 17 inches. The advertising display mechanism is automatic, as is the TV camera switch and timer.

The unit sells for \$2,500. A similar unit, without advertising facilities, sells for \$1,500, with quantity discounts.

# MOA Panel Urges Ops Eye Vending as Opportunity Field

MIAMI BEACH, Fla.—A spirited discussion on vending with considerable floor-questioning of the panelists kicked off last week's Music Operators of America forum meetings at the Deauville Hotel here.

General consensus was that the coin machine business was changing and that operators would do well to examine the various opportunities available in the vending field.

Operators were, however, cautioned that vending is an entirely different field than music and games, and that although rewarding, there are numerous pitfalls to avoid. Chief of these is the realization that in vending, merchandise is involved, and operators have to watch such things as inventory and turnover—and in general operate on a narrower margin than in music and games.

### Panel Members

Participating in the discussion were Louis Casola, Rockford, Ill.; Robert H. Breither, Bally Vending Corporation; K. A. Cormney, Richmond, Ky.; John Wallace, Oak Hill, W. Va.; James Tolisano, St. Petersburg, Fla., and Max Hurvich, Birmingham.

Bob Breither traced the history of the coffee vending machine from instant, through pre-brew, concentrate, fresh brew (batch) and fresh brew (single cup), pointing out there was still a use for each type depending upon the type of location involved.

Jim Tolisano, a veteran of 14 years in the coin machine business, said he started vending coffee recently and has now expanded to full-line equipment. Among points to watch in vending, said Tolisano, are (1) good, fast servicing set-up; (2) use of name brand products;

(3) cleanliness and (4) rotation of product to insure freshness.

### Need to Diversify

Max Hurvich, who is about to celebrate his 30th year in the coin machine business, said he couldn't exist today on music alone but needed games, rides and vending. He said too many operators wanted only the top-earning equipment, but Hurvich said he's found that unless you diversify, you stand a chance of losing your location to another operator who can offer everything.

In answer to a question on candy machine commissions by Roy George, Bainesville, Ohio, John Wallace said he generally gave 10 per cent, except to schools where he gave 15 per cent. Wallace said he serviced about once a week, often in high traffic spots, and could make money if he grossed \$8 per week from a machine.

Tom Greco, Glasco, N. Y., asked how it was possible to expand a kiddie ride operation when in his area most of the big chains were serviced by large, national operating companies. Lou Casola said the only solution was to keep contacting the chains, personally, stressing the advantage of having a local operator who can give better service.

### Commissions

Ted Nichols, Fremont, Neb., kicked off a hot exchange with a question on what commissions should be paid to a good location for drink machines.

Jim Tolisano suggested 10 per cent for cold drinks, 10-15 for coffee. He said on some big-traffic locations, though, his cold drink commissions could hit 25 per cent.

Cormney said he generally took \$10 off the top, gave 10 per cent for gross above \$15, and as high as 20-25 per cent for locations with gross as high as \$50-\$60.

### Not Over 10 Per Cent

Casola took issue with anything over 10 per cent. He said operators must sell locations on the idea that they are providing a service—needed by locations for customers or employees. He said it was impossible for a vending operator to grow giving more than 10 per cent and appealed to operators not to ruin the vending business as some had done to music and games with 50-50 splits.

Breither agreed with Casola saying operators should offer a location other attractions instead of higher commissions. He suggested

giving background music with a vending installation to make it more appealing.

Breither said a sliding scale may be okay for hot locations but if an operator gives 25 per cent in coffee, he's in trouble.

### Bottler Competition

Wallace said 10 per cent is adequate, even for the hottest of locations.

Tolisano interjected that he had suggested 25 per cent for cold drinks only and that he was facing pre-mix bottler competition with commissions approaching 40 per cent. Snodgrass agreed with Tolisano that bottlers gave as high as 40 per cent and that he (Snodgrass) had slowly been trying to fight this.

Norman Dolph, Columbia Records, Chicago, asked if operators should keep separate books for each type product in a vending operation. Snodgrass said emphatically yes, to achieve individual product control.

In answer to a question on kiddie ride insurance, the panel pointed out that there were several firms offering the service. Casola said he paid \$18 per year per horse; Hurvich said he had a group policy on all rides.

## Operators Warned

• Continued from page 45

royalties on phonograph records from their present level of 2 cents per side, but that MOA would vigorously fight all performance fees.

### Open Door

Counsel Allen pointed out that the danger of compromise was that this would open the door to higher and higher performance fees.

Allen said the licensing agencies might well start with a low initial fee but that the ultimate cost to the juke box industry would be high.

A potentially hot question arose when a Detroit operator rose to ask why "all manufacturers weren't supporting MOA in its copyright fight?" The reference was obviously to the fact that of the five phonograph manufacturers, only two—AMI and United—exhibited at this year's MOA convention.

Miller broke off further discussion by answering that he "assumed he was receiving support of all manufacturers," and that he expected to "continue to receive the support of all manufacturers," in MOA's copyright fight.

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CONTINENTAL 2  
STEREO ROUND

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CHALLENGE Operator  
Incentive program that  
offers 1700 valuable  
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RECORD VENDER

## Disk Vender Bows At MOA Conclave; Holds 45's, 33's

MIAMI BEACH, Fla.—The United States Automatic Merchandising Company bowed at 20-selection record vender at the MOA show. The unit has a capacity of 300 45 r.p.m. records and may be converted to vend seven-inch 33's. Records may be vended at any price from 5 cents to \$1.25 by the setting of a dial.

Dimensions are 30 inches wide, 15 inches deep and 58 inches high. The display window is illuminated with flashing lights. Standard title strips may be used for selection buttons.

Standard color combination is black, green and white, with hamertone finish. Price is \$499.50.

## JAZZ JUKE BOX TUNES NO LONGER RED TABOO

EAST BERLIN—East German juke boxes are giving top-tune treatment to hot jazz, which hitherto was proscribed as the music of "decadent capitalism." But the Reds, without the slightest semblance of a red face, have reversed themselves: jazz is not the music of decadent colonialists—but of noble African natives.

A brochure which is distributed in the Budapest, a top East Berlin restaurant, explains the Communist hot jazz upsurge: "Jazz originated with the American Negro, whose ancestors were Africans and not American imperialists."

"Essentially, jazz was conceived in protest against the oppression of Negro slaves by their white masters in the American South. Let us honor the music of our African friends." A sign over a juke box at the Warsaw, another East Berlin eatery, expatiates on jazz, "Jazz is not a synonym for imperialism and the saxophone is not the birthchild of colonialism. Jazz goes back in its roots not to the bank safe, but to the poverty-stricken Negro quarters. The Negro's musical talent is remarkable." Some East German juke boxes offer as many as 30 jazz selections in a 40-selection box.

And the Communists seem to be bestowing a tenuous benediction, on the capitalistic institution of the night club, although the word itself is shunned like the plague.

The newspaper of the Free German Youth credits the juke box with brightening the lives of proletarians as well as capitalists, and concludes: "Our cafes should be small clubs for people with common interests. Preferably with small tables around the walls and a sunken floor in the center for dancing, with the music to be supplied either by a band or by an automatic music box."



REGISTRATION FOR LAST WEEK'S Music Operators of America Convention at the Deauville Hotel, Miami Beach, Fla., kept MOA's fleet of secretaries busy. Identified in the picture: Behind the counter, Les Montooth, Peoria, Ill.; in front waiting to sign up, Elmer Cummings, Brookings, S. D.; Harry Abrams, Omaha; Buddy Basch, entertainment co-ordinator; unidentified man handing card to secretary; George Malick, Akron; Harry Snodgrass, Albuquerque, N. M., and in the rear, Nick Biro and Aaron Sternfield, BMW.

### CASUALTY RATE HIGH AT BEACH, 2 TO HOSPITAL

MIAMI BEACH, Fla.—The casualty rate at the recently concluded MOA convention at the Deauville Hotel here was a bit excessive. On the opening day of the show, Sol Lipkin, of American Shuffleboard, fell off a ladder at his company's booth and was last seen walking with a cane. The following afternoon Frank Provenza, Ohio Vending, North Ridgeville, Ohio, collapsed with a heart attack and was taken to Mount Sinai Hospital. He was joined in the evening at Mount Sinai by Tom Greco, Glasco, N. Y., operator, who was stricken by an attack of appendicitis.

### N. Y. High Court Rejects BAC's Injunction Bid

BINGHAMTON, N. Y.—New York Court Judge J. P. Molinari has denied a temporary injunction sought by the Binghamton Amusement Company against Bob Buckley and Tony DiRado (BMW, March 27).

The local operation has sued Buckley and DiRado, former employees of the company, charging them with interfering with locations owned by Binghamton Amusement. Also named in the suit was the Davis Distributing Company, Syracuse Seeburg distributor.

The ruling was that Buckley and DiRado may solicit any locations not under contract to ABC. They are restrained from interfering with locations under contract. Briefly, Buckley and DiRado claim that Mrs. Robert Charles, widow of the late Bob Charles, had been in the process of selling the route to them, and, when the negotiations were in the final stages, sold out to another party.

Mrs. Charles claims that Davis conspired with DiRado and Buckley to interfere with her locations.

## Ops Diagnose Loan Pains; Tell How to Live With 'Em

MIAMI BEACH, Fla.—"Location loans are an evil which the juke box operator must learn to live with. But as long as he has to live with this evil, he ought to be able to do it at a profit."

These words, spoken by an operator at the MOA forum on location loans Monday (15), summed up the attitude of operators toward one of the most troublesome problems in the industry today.

The suggestion that operators simply stop making loans to locations was written off as wishful thinking. Most of the operators agreed that loans might be controlled, but not eliminated.

Tom Greco, Glasco, N. Y., operator and one of the two panelists, told how he handles the problem.

#### Greco Solution

Greco's firm will not make a direct loan to a location owner, but it will help him get a bank loan by acting as a co-signer.

After the loan is put through, part of the weekly collections are put aside to repay the loan. This procedure, explained Greco, helps the location build up his credit standing with the bank.

Harry Snodgrass, Albuquerque, N. M., operator, and the other panelist, said his firm has a limit of

\$250 on small loans, and makes such loans only if the location is capable of repaying them within 10 weeks.

#### Larger Loans

On larger loans, Snodgrass has the location work through the bank, and pay bank interest. Such loans are not made unless the location is capable of repaying in 12 payments.

Snodgrass pointed out that few bars are capable of getting bank credit on their own.

Until the loan is paid, all collections are set aside for repayment. If the collections are insufficient, the location owner must make up the difference.

#### Contract Required

Cy Jacobs, Boston operator, says he never makes loans unless the location has a full liquor license, and unless a five-year contract goes with the loan.

Jacobs added that he gets a 10 per cent interest rate on loans, so that these loans are actually a source of added income.

Willie Blatt, Miami operator, said local operators should maintain files on location loans in order to determine which locations are deadbeats and that operators should refuse loans to any location with a poor credit history.

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## DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100, or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

TRAVELIN' MAN AND HELLO, MARY LOU	RICKY NELSON Imperial 8741
I FEEL SO BAD AND WILD IN THE COUNTRY	ELVIS PRESLEY RCA Victor 7880
THAT OLD BLACK MAGIC AND DON'T BE AFRAID (To Fall in Love)	BOBBY RYDELL Cameo 190
FLAMING STAR SUMMER KISSES, WINTER TEARS AND ARE YOU LONESOME TONIGHT? IT'S NOW OR NEVER	ELVIS PRESLEY RCA Victor LPC 128 (33 Compact Double Disk Only)
(DANCE THE) MESS AROUND AND GOOD, GOOD LOVIN'	CHUBBY CHECKER Parkway 822
IT KEEPS RAININ' AND I JUST CRY	FATS DOMINO Imperial 5753
SPRING FEVER AND FLAMINGO	LITTLE WILLIE JOHN King 8503

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AMI's  
CONTINENTAL 2  
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Incentive program that  
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- Real-as-life stereo that needs no remote speakers.
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Say You Saw It in Billboard Music Week

# Bulk Vending Trade Notches Solid Gain In 1960, U. S. Census Report Indicates

WASHINGTON — The bulk vending industry registered a healthy gain last year over 1959, according to a report issued last week (11) by Commerce Department's Census Bureau. Last year, manufacturers' shipment of bulk venders totaled 88,055, an increase of 7,731 over the previous year. Value of the machines shipped in 1960 was set at \$1,414,000, compared with \$1,346,000 for 1959. Seven companies reported shipping these venders.

Shipments of all types of vending machines last year totaled \$165 million, an increase of 20 per cent over 1959 shipments of \$127 million. Data collected by Census includes reports from all known manufacturers of machines. Figures represent shipments of new ma-

chines from the reporting company, including products shipped on consignment. No data is included for rebuilt or repaired machines. Dollar values are f.o.b plant after discounts and allowances, and exclude freight charges and excise taxes.

Value of shipments of machines for vending confections and foods increased 26 per cent, from \$19 million in 1959 to \$23.9 million last year. Shipments of all other vending machines totaled \$31.2 million last year, compared with \$32.6 million a year earlier.

Some 35,437 candy bar venders were shipped by eight companies last year. Value of the machines was \$12,019,000. This compares with 30,639 a year earlier, valued at \$9,415,000. Packaged chewing gum machines, shipped by five companies, totaled 3,747, valued at \$137,000. In 1959, 5,649 machines were shipped, valued at \$202,000.

Cookie, cracker and biscuit machines were shipped by five companies, but a separate breakdown on the number shipped was not given. This category was lumped with statistics from 17 other companies who shipped multiple unit, ice cream and other venders, such

as those for apples, bread, eggs, packaged dry beverage ingredients and popcorn. Total of all these types of machines shipped was 16,575, valued at \$6,764,000. In 1959, 15,842 were shipped and valued at \$4,565,000.

Number of cigarette venders was 85,970, valued at \$26,165,000. This compares with 95,851 in 1959, valued at \$27,643,000. Reports came from 12 companies. Some 785 ice venders were shipped by four companies, and were valued at \$1,751,000. In the earlier year, number was 776, with a dollar value of \$1,543,000.

Shipments of postage stamps venders totaled 12,640 last year, with a value of \$576,000. A year earlier, total was 15,908, valued at \$996,000. Shipments were made by eight companies. Twenty-nine companies shipped machines classified by census as "all other vending machines except for beverages, confections and foods." Category includes coin changers and vending machines for aspirin, cigars, combs, cosmetics, pencils, newspapers. Number shipped in this category totaled 148,287, valued at \$2,690,000. In 1959, total was 97,709, valued at \$2,465,000.

## NAMA Convention Lures Overseas Delegations for Special Symposium

CHICAGO — The National Automatic Merchandising Association is making a concerted pitch to the overseas trade with its First International Symposium of Automatic Merchandising—a part of the giant NAMA annual convention to be held here in October.

From 300 to 500 foreign vending executives are expected, according to Thomas B. Donahue, NAMA president.

Donahue explained the purpose of the international meeting as three-fold: To exchange ideas and know-how about vending as a marketing method with vending executives from foreign countries; to create further export markets for American vending machine manufacturers; and to better acquaint businessmen of other countries with the American economic and distribution system.

### Past Years

"Without special invitation, some foreign visitors have come to our national equipment exhibit in past years," he said.

A full day of addresses, discussions and workshops will be devoted to the international conference on October 31, while foreign delegates will be taken on tours of typical vending and manufacturing installations in Chicago on November 1.

"The American vending industry has aroused much interest in foreign countries because of its many innovations and growth in recent years," Donahue said. "By contrast, several European countries are using advanced methods in other areas of automatic selling. Thus, both foreign and American vending executives will benefit from this exchange of ideas."

### Draw 10,000

The regular Chicago convention will draw nearly 10,000 American vending executives. The equipment exhibit, now in its 15th year, will occupy some 100,000 square feet at the new McCormick Place exhibition hall on Chicago's lake front. Vending machine and product manufacturers traditionally in-

troduce their new equipment at the NAMA Show.

No registration fee will be charged for foreign delegates and special arrangements are planned to assist foreign visitors with hotel and other needs, Donahue said.

Jack B. Low of Wittenborg, Inc., Brooklyn, N. Y., is chairman of the Symposium planning committee. Other members are: Richard Cole, Cole Products Company, Chicago; Eric Dunn, New York City; William S. Fishman, senior vice-president, Automatic Retailers of America, Inc., Chicago; Robert I. Logan, senior vice-president, Interstate Vending Company, Chicago; J. R. McNutt, Standard Chngemakers, Inc., Indianapolis; K. C. Melikian, executive vice-president, Rudd-Melikian, Inc. Hatboro, Pa.; Norval B. Rader, president, Canteen International, Inc., Chicago; M. B. Rapp, executive vice-president, Continental Vending Company, Inc., New York City; Howard M. Tripp, executive vice-president, Vendor-Lator Manufacturing Company, (subsidiary of the Vendo Company) Fresno, Calif.; Fred Wallin, Universal Match Corporation, St. Louis Mo.

Walter W. Reed, National Automatic Merchandising Association, Chicago, is secretary of the planning committee.

Companies interested in the conference should contact Mr. Reed at the NAMA headquarters, 7 South Dearborn Street, Chicago, Ill.

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## NVA Board to Meet at NAMA

CHICAGO— National Vendors Association has scheduled an open board of directors meeting simultaneously with the National Automatic Merchandising Association convention to be held here in October.

The NVA session will be held Sunday evening, October 29, at the Congress Hotel. Although only board members have actual voting rights, all NVA members are invited to attend.

Agenda has not been announced, but at least one certain item will be NVA's next annual conclave to be held in Miami in spring. Membership discussion and establishment of local affiliate State associations are also expected to be on the agenda.

NVA board sessions are generally exceeded only by the association's annual convention in attendance. Usually upward of 100 persons are on hand. In addition to the regular business discussed at the meeting, there are always informal discussions on operating, new equipment, new fill, merchandising and numerous industry problems.

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# Ind. Officials Dismiss Idea of Comprehensive Per-Machine Vender Tax, Despite Fee Move

INDIANAPOLIS—Even though the Indiana State Department of Revenue is determined to assess every vending machine at the graduated fees provided by the State's store license law if they are on unlicensed locations, tax officials here are dismissing the possibility that the move may lead to the enactment of a comprehensive per-machine tax.

Adopted in 1929, the Store License Act provides that a license must be obtained for every place where goods are offered for sale—either at retail or wholesale. While only a fee of \$3.50 is charged for a single store, the significance of the tax arises from a steep sched-

ule of graduating rates applied to "chain store" operations, and the tax is popularly known as the "chain store tax."

Where 20 or more stores are operated under common ownership, the fee for each store is \$150.

Holding that a vending machine is also "a store," the Store License Division of the revenue department is currently engaged in a drive to collect the fee wherever the location is without a license.

### Predict Block

State tax officials said last week that any proposal for a new tax on coin-operated equipment would be blocked by what virtually amounts to a fixed Indiana tax policy.

They pointed to the fact that the Indiana Commission on State Tax and Financing Policy, a body created by the General Assembly and appointed by the Governor, has repeatedly rejected the special taxation of coin machines.

"Nor does the Commission believe that a license for revenue purposes should be applied to vending machines," it advised the Legislature. "Many of them offer only 1-cent merchandise. Their receipts are now part of the gross income tax base."

However, the Commission urged "tighter" administrative processes in the collection of the State's gross income tax from the machines. To achieve that end, it recommended a closer check on the ownership, location and receipts of such equipment.

At the Commissioner's behest, the Legislature has passed a law which provides that the name and address of the owner must be shown on each machine.

# Machines Spotted Near Window Draw Patrons

DENVER—If bulk vending machines are located immediately behind the all-glass front in modern drugstores, supermarkets and similar spots, they can sell as much as 25 per cent more per week, in the experience of Lou Malone, of Kap's Vending Company here.

Malone, with nearly a thousand machines on location in the Colorado capital, stumbled on this fact by accident—when he installed a six-head two-level stand in a drugstore in a busy shopping center.

Since most traffic passing into the shopping center passed within a few feet of the drugstore front, Malone decided to capitalize on a spot just inside the front door and behind the window, where every machine, was completely visible to traffic.

Realizing that more than 50 times as many people entered the shopping center as actually came into the drugstore, Malone likewise experimented

with using bright colors, both in the vending machines and in the fill.

Large size ball gum, with every emphasis on contrasting color, went into three of the machines, gay yellow capsules in another and equally colorful confections into a third. Spotted in this way, the set-up began getting attention almost from the first.

Shopping mothers entering the shopping center quickly noted the machines and saw in them the ideal solution to keeping youngsters' taste for sweets satisfied in exchange for a few pennies.

Now there is a steady procession of shopping mothers who note the bulk venders, dig in their pocket books for a few pennies and keep their youngsters happy with gum, nuts or confections while they are shopping in the center.

# C. D. Gill Heads New Op Assn.

CHICAGO—C. D. Gill, Memphis, has been elected president of a new bulk vending association formed in Tennessee. The group, known as Tennessee Bulk Vendors Association, was launched at an initial meeting in Memphis May 2.

Leonard Robbins was named vice-president and Joe Burstyne was named secretary - treasurer. Both are from Memphis. Jimmy Wilkie, well-known operator in Memphis was one of the chief organizers.

Assisting the group in its formation were Jane Mason, National Vendors Association, executive-secretary, and Don Mitchell, NVA legal counsel.

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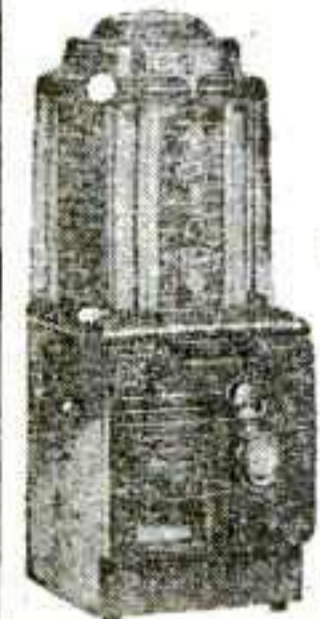
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SEE FULL COLOR AMI INSERT ON PAGE 33

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## Bulk Banter

St. Louis

**John Anselm**, who operates his bulk vending route exclusively on the Illinois side of the St. Louis area, is working at making his two-acre site on the bluff in the Collinsville area into a garden spot. Anselm recently moved into a new home at the site. His hobby is organic gardening, including shrubs, fruit trees of all kind, specimen trees and grafted trees.

**Sam Signorino** and his wife, **Josephine**, are the parents of a daughter, **Katherine**, born April 21. Baby Kathy is the sixth child of the Signorinos. The parents have a son, **John**, 7, and four other daughters, **Paulette**, 12; **Virginia**, 10; **Victoria**, 3, and **Sally Ann**, 1.

**Gerald Leavitt**, known in this area as a softball pitcher, has entered the bulk vending industry on his own. He has been soliciting stops for his brother, **Julian Leavitt**.

**Jason Koritz**, of Marjay Vending Company, left April 28 for a combination business and pleasure trip to the South for a week. While he was gone, his son **Mark** minded the store. . . . Meanwhile, **Mrs. Koritz** has received a 1961 Chevy Impala for her birthday April 19. The new car was a gift from her husband and son. **John Hicks**.

Chicago

**Bernard K. Bitterman**, Kansas City, Mo., distributor, was in Chicago last week to celebrate the 87th birthday of his mother **Sarah**. **Bernie** confided he was also looking for Confederate money. He said he is using Confederate \$100,000 bills in nickel capsules in Kansas City and is having a hard time keeping the machines filled with money.

## Memphis Ops Meet, Elect State Officers

MEMPHIS—Fifteen bulk vending operators have elected officers for a newly organized Tennessee Bulk Vendors Association and laid plans to try to organize operators all over the State.

**C. D. Gill**, Gill Vending Company, one of the largest independent operators in the area whose large route extends into nearby Mississippi and Arkansas, was elected president.

Vice-president is **Leonard Robbins**, American Vendors, Inc., and secretary-treasurer is **Joe Burstyn**, Joe Burstyn Vending Company.

The group met at **Bill & Jim's Restaurant**, 1835 Madison, in their banquet-meeting room, agreed to meet the first Tuesday night of each month and set monthly dues at \$1 per member.

**Jimmie Wilkie**, Wilkie Distributing Company, one of the moving forces behind the new organization, said the group expects 30 operators to be present next month—twice the number at the first meeting.

### Slow Process

He said the group realized it would take a long time to organize the State, that it was a slow process, but they were determined to do it. He said they would try to contact all bulk vending operators in Tennessee through the National Vendors Association or Billboard Music Week, or in any manner they could.

He said the dues would be used to build up a fund for future legislative battles to protect the industry against unfair, discriminatory, arbitrary and unreasonable taxes and legislation.

One of the main things they hope to get changed is the present law

pertaining to the \$1 permanent registration fee on each penny gum machine, he said.

### Sticker Problem

The law requires a sticker to be on each globe. **Wilkie** says during the year an operator loses about half the stickers because children scrape them off or they are lost when a globe is broken.

The present law is all right as to taxes, he said, but when a sticker is lost, there is so much red tape, time and trouble consumed trying to get a duplicate, that no operator bothers with that but goes ahead and buys a new stamp.

Thus, if an operator has 1,000 machines, he is out an extra \$500 a year buying a second stamp for machines, he said. **Wilkie** said some solution is sought whereby the \$1 registration fee can be paid once and for all and forgotten about.

He said he welcomes letters from other operators in the nation who might have a solution. He can be addressed at 1820 Kendale, Memphis.

Present at the meeting were: **J. J. Deering**, Deering Vending Co.; **Russ Thomas**, Vendor Distributing Co.; **Robert Roll**, Roll Vending Co.; **C. D. Gill**, Gill Vending Co.; **Andrew T. Manning**, Manning Vending Co.

**Jimmie Wilkie**, Wilkie Distributing Co.; **Leonard Robbins**, American Vendors, Inc.; **John Dawson**, Dawson Vending Co.; **J. R. Herndon**, Herndon Vending Co.; **Joe Burstyn**, Burstyn Vending Co.; **E. F. Flippin**, Flippin Vending Co.

**Allen P. Lawing**, Lawing Vending Co.; **Harold Troxell**, Troxell Vending Co.; **Fred Thomas**, Vendor Distributing Co.; **Charles W. Holland**, Holland Distributing Co.

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# Runyon Sales To Host Giant Party for Ops



BARNEY SUGARMAN

NEW YORK—What is probably the largest party ever held by a single distributor is scheduled for June 3 in the grand ballroom of the Astor Hotel here.

Host will be Barney Sugarman of Runyon Sales, local AMI outlet, and some 600 persons are expected to attend.

The festivities will get under way with a cocktail hour and dinner, after which Runyon will announce plans for its operator contest. Sugarman said that from 80 to 100 operators and their wives will be taken to Florida at Runyon's expense as a result of the contest. Complete details will be announced at the dinner.

To be displayed at the affair will be a complete line of Rowe-AMI music and vending equipment. Door prizes will also be awarded.

# EUROPEAN NEWS BRIEFS

## Europe Trade Reps May Meet

BRUSSELS—The European juke box industry is weighing plans to convene a general meeting of representatives of the various national branches here in August. Almost the same agenda is proposed for the coin machine conclave as was used for an earlier film and TV meeting: leveling of customs duties in such a way as to remove inequities, unreasonable taxation, royalty fee payments, uniform production standards, uniform distribution and operator procedures. There is strong sentiment for combined action to standardize taxation on the industry within the six Common Market countries—West Germany, France, Italy and Benelux. . . . Moreover, there is need for standardization of procedures. An example is the German practise of issuing a title with each new juke box. Effort is now being made to get agreement on a standard title form for the six countries. . . . Finally, the formation in Italy of a Common Market diskery, a private firm catering to the entire Common Market as a single unit, has generated speculation that this may set the pattern for the emergence of huge operating combines serving the Common Market as a unit.

## Dist. Court Upholds Op Contract

HAMBURG—The Hamburg district court has ruled that a site owner must assume responsibility for a contract with a juke box operator when selling the site to a third party before expiration of the operator agreement. The case in point involved a five-year agreement between an operator and a Hamburg tavern proprietor, the agreement stipulating that the owner, in event of sale of the premises, took responsibility for the honoring of the juke box contract by the new owner. The agreement in dispute was signed November 1, 1960, and the site owner soon afterward sold out, but failed to mention the juke box contract to the buyer. The court awarded the operator \$225 damages.

## Wurlitzer Begins Lyric Promo

HANOVER—Wurlitzer is beginning promotion of its new Lyric juke box, which is being produced in West Germany specifically for the European market. In effect, the Lyric is being offered as the "compact" version of American-produced Wurlitzers. It is designed to offer European operators Wurlitzer quality and technical excellence at a price competitive with European equipment. The new box is an entirely European venture. It is being manufactured at the newly founded Deutsche Wurlitzer GmbH's plant at Huellhorst, near Hanover. Distribution is being handled by Wurlitzer Overseas AG, of ug, Switzerland. Lyric is a 100-selection box produced in stereophonic and monaural models. It has Wurlitzer mechanical features, including Wurlitzer's "carousel" record-changing mechanism. The box is unique in that it is the first model to be designed by a major U. S. juke box producer specifically for the European market and produced entirely abroad. Wurlitzer's standard American models will continue to be sold in West Germany by Erich Schneider, the Wurlitzer general importer. Schneider obtains his Wurlitzers direct from the U. S., and the Huellhorst operation in effect is independent of the sale in Germany of American model Wurlitzers. A new plant has been constructed at Huellhorst to manufacture the Lyric, with production in charge of Dr. Wilhelm Voelkel, a veteran German juke box production expert. Wurlitzer Overseas AG is headed by Hans Scheidegger, former Wurlitzer European sales manager.

## Nova Making New Console Box

HAMBURG—A. W. Adickes' Nova-Apparate-Gesellschaft is producing a new console music box for exclusive locations closed to the conventional juke box. Nova's console is designed to harmonize with a ritzy setting in quiet good taste. The box is equipped with a 100-selection Rock-Ola wall box mechanism, but Adickes produces the remainder of the console in his Hamburg plant. The selection mechanism is built into the top of the box, which, when closed, resembles furniture. Connections for supplemental loudspeakers and remote selection are included. The console comes in stereo. Adickes is also producing a new miniaturized stereo hide-away which is less than half the size of the conventional hide-away. The pint-size hide-away is also equipped with the Rock-Ola 100-selection wall box mechanism.

## French Exhibits at Paris Fair

PARIS—The French coin machine industry is represented in force at the 1961 Paris Fair which is being held from May 18 to 29 at the exposition park of the Porte de Versailles. French coin machine exhibitors include Marchant, Socodimex, Sodima, Automatic Distribution, Automatic International, Electro-Kicker, Rene Pierre, Bussoz, S.A.I.E.M., Georges Clerge Le Soccer, and Jean Paricat. Canteen Automatenbau, GmbH, of Neu Isenburg, heads the list of foreign coin machine exhibitors. The Paris Fair is rated by the European coin machine industry as a prestige showing. Last year the fair was attended by nearly four million persons.

## Loeffler Re-Elected Assoc. Head

DUESSELDORF—Hasso Loeffler has been unanimously re-elected president of the Deutscher Automaten-Verband, the North-Rhine Westphalia State association of coin machine operators. Loeffler, whose father was a German coin machine pioneer, has been a leading figure in the postwar German industry, the principal operator in the Cologne area. Elected with Loeffler were Willi Wesberg, vice-president, and Willi Duecks, treasurer.

# B-G Music & Full-Line Vending Effective Pkg., Tolisano Says

MIAMI BEACH, Fla.—Operators entering full-line vending will find that background music, thrown in on a package deal, is effective in lining up new locations, according to Jim Tolisano, St. Petersburg, Fla., operator.

Speaking at the background forum at the MOA convention here, Charles Brown, Daytona Beach, Fla., operator, added that an operator must have a good library to enter background music.

He said that few operators are capable of selecting a library, and advised using professional services.

### Mixed Tempos

Tempos must be mixed accurately, and a random use of commercial LP's will never do, he explained.

Depend on the location to do nothing, Brown said. The system should be fully automatic, for as soon as the location owner changes a tape, he begins to fiddle with tone and volume controls and is apt to foul up the system.

Brown advised operator sto make their first contact with the architect when attempting to have a background system installed in a new building, and then sell the builder.

### License Fees

ASCAP and BMI both prefer to deal with the operator who has several locations, then deal with the locations individually, Brown

said. The license fee generally runs \$5 a month for both, with this bite coming out of the \$35 to \$50 a month paid by the location.

Licensing agencies prefer to have one point for collections as opposed to dealing with various locations.

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## House Group in Hearings On Gaming Shipment Bills

WASHINGTON—House Judiciary Subcommittee last week (18) began six-day hearings on the numerous bills that have been introduced to outlaw the shipment of gaming devices in interstate or foreign commerce and to launch a campaign against organized crime and racketeering.

Principal witness Wednesday

was Attorney General Robert Kennedy, who asked the group to approve the legislation so Justice Department can go after the racketeers who "have become so rich and so powerful that they have outgrown local authorities."

The following day, Rep. William C. Cramer (R., Fla.) appeared before the Subcommittee and said the program advocated by the Attorney General was not strong enough to do the job. He wanted approval of his Omnibus Bill that would, among other things, amend the Johnson Act to outlaw the shipment of many gaming devices in interstate and foreign commerce and tighten up the registration requirements of the Johnson Act.

In addition, the Cramer Bill would make it possible for agents of the FBI to look at records kept by those engaged in "manufacturing, repairing, reconditioning, dealing in, or operating any gambling device. . . ." Still further, it would establish an office of syndicated crime in the Justice Department and legalize wire-tapping. (Billboard Music Week, May 15.)

Spokesmen for Treasury Department and Federal Communications Commission then testified and expressed approval of the Attorney General's proposals.

Hearings were still in progress at BMW's deadline, and are expected to run this Wednesday, Thursday and Friday (24, 25, 26). After all testimony has been heard, the Subcommittee will report its conclusions to the full Judiciary committee. That group will then study all facets of the proposed legislation, and decide whether or not to send it to the House for floor action.



HOWARD ELLIS (standing) moderates an afternoon panel discussion at last week's MOA show covering "painted money," relays and steppers, and sound systems. Pictured are Les Montooth; Ellis; Al Mason, AMI, and Glen Johnson, United.

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## Copter, Space Rides Top New Lines at MOA

MIAMI BEACH, Fla.—Emphasis on kiddie rides in the MOA exhibit line-up here this year was the heaviest in some time. Four firms, All-Tech Industries, Bally, Jack Dolan Company and Kiddielane, showed a wide variety of equipment.

All-Tech showed its Satellite Explorer, Helicopter, Chuck Wagon, Wells Fargo Stagecoach, Cow Pony and Fire Engine. All are recent releases.

Kiddielane came out with two relatively recent pieces of equipment, the Moon Rocket and Whirlybird rides. Other Kiddielane equipment at the exhibit included the Chuck Wagon, Stagecoach, Surrey and Model T.

Jack Dolan showed a new Copter kiddie ride, an all-steel unit which sells for \$695.

Bally displayed its old favorite, the Champion, along with the Model T and Twin Ponies.

## New Fast-Draw Game Scores Reflexes, Aim Of Drugstore Cowboys

MIAMI BEACH, Fla. — Fast Draw, manufactured by American Jonco, was shown at the MOA convention here. The two-player game features two Western revolvers in holsters. The idea is to outdraw your opponent and get an aimed shot off before he does. An electric scoreboard judges the player's ability. The three classifications are Fastest Gun, Draw and Boot Hill.

The machine may be adjusted for from one to 10 shots a minute and can give up to six minutes of play automatically for two nickels.

## CMC RECRUITS NEW MEMBERS

MIAMI BEACH, Fla.—The Coin Machine Council was actively and fairly successfully recruiting members at its booth at the MOA show. Ben Rogers, of the Public Relations Board, manned the booth, which featured colored tape displays of members who signed up for CMC during the convention and montages of newspaper stories which resulted from CMC activity. Also featured was the UPI teletype story—as it came off the wires—about the coin machine industry.

## 600 Ops, Guests Attend Luncheon, See Floorshow & Fashion Parade

MIAMI BEACH, Fla.—Upward of 600 operators and guests packed the swank Casanova Room of the Deauville Hotel to attend a special MOA-sponsored luncheon Tuesday (16)—one of the social highlights of last week's convention here.

The guests dined on iced-cantaloupe, chicken-Francais, and ice-cream delights, while a full orchestra played throughout the meal.

Following this was a floor show, fashion show and drawing for prizes.

### Chairman

MOA's president, George Miller, welcomed the guests and introduced the chairman of the luncheon committee, Mrs. Willie Blatt, along with her committee of some eight ladies.

Bob Shaffer emceed the floorshow which included the Arch's, a versatile dance team; Howard

Brooks, magician, and Les Stevens, singer.

### Winners

In the drawings, a pair of beautiful sweaters, modeled by Mrs. Lou Casola, were won by Mrs. Edith Hullinger, Delphos, O., and Mrs. Angelo Angeleri, Chicago.

Winners of eight beautiful basket-pocket-books were Mrs. Rose Kaner, Chicago; Mrs. Ruth Worthman, Mrs. Evelyn Nichols, Fremont, Neb.; Esther Harris, Chicago; Mrs. W. Bierman, Miami; Mrs. Barbara Wena, Miami; Mrs. Molly Sugarman, Maplewood, N. J., and Mrs. Ruth De Haven, Martinsburg, W. Va.

Ladies were also given attractive plastic clutch-purses upon entering.

The room was gaily decorated with bunting and flowers. The tables were decked with displays giving a happy holiday atmosphere.

## Four Pool Table Manufacturers Present New Lines at Conclave

MIAMI BEACH, Fla.—Four pool table manufacturers displayed their wares at the MOA show.

Fischer Sales & Manufacturing bowed its new Crown Imperial, a four-by-eight-foot straight pool table with a fully recessed, pull-out drawer mechanism. A smaller model, three and a half by 7 feet is also available.

Fischer also showed its new bumper pool game, Holiday, a lower priced version of the standard bumper pool.

### Kaye Line

The Irving Kaye Company showed its new El Darado Mark IV and its Satellite bumper pool. The Mark IV has a recessed coin chute, a full viewer which permits the balls to be seen from any angle, and a removable drawer which houses the entire mechanism.

National Park & Recreation Supply Company showed its new Table Croquet, a four-by-eight-foot variation of croquet. The player receives a bonus stroke when hitting an opponent's ball, and a one-stroke bonus is given for each wicket passed through, as in regular croquet. First player to sink the ball in the cup after going through all the wickets is declared the winner.

The firm also displayed table golf, played like regular golf, except that cues are used to propel the balls. Score is kept as in regular golf, with 18 strokes par for the course. Specifications for Table Golf and Table Croquet are the

same, and price is \$215 for golf and \$195 for croquet.

The company had been making these games as non-coin units, and this is its first entry into the coin field.

Valley Sales Company showed its line of pool tables, featuring De Luxe Models 7500, 8500 and 9000.

## Cartridge Tape Players Shown

MIAMI BEACH, Fla.—Several new compact cartridge tape players for background music were shown by Cine Sonic Sound and Edolite Products, headed by Isadore Edelman, at the Music Operators of America convention here last week.

Solo-Matic is the name of a table-sized portable player, with self-contained speakers that gives continuous play. Unit is inexpensively priced at less than \$100.

Edelman also bowed his new Ad-Pac unit, a small cartridge player especially suitable for playing music intermixed with commercial messages. The unit is sturdy, housed in metal, and can be hooked up with auxiliary speakers. The entire assembly is about the size of a shoe-box.

Also shown were Edelman's full line of monaural and stereo cartridge tape players previously introduced.

## Par-Put Games Debut at Show

MIAMI BEACH — Automatic Sensing Devices displayed its Par-Put, a coin-operated golf game, at the MOA show here this week. Two units, the Country Club and the Bar Put Put were shown.

The former, a nine-hole putting green occupying less space than a long bowler, allows players to play three holes for 25 cents and nine holes for 50 cents.

The latter is scaled at 10 cents and 25 cents respectively. The playing surface is felt. Operation is mechanical.

## PRIZES AWARDED AT MOA CONFAB

MIAMI BEACH, Fla.— Mrs. Bob Badgley, Chillicothe, Ohio, won a pool table donated by Fischer Sales & Manufacturing Company at a drawing following the regular morning business session at Music Operators of America convention held here last week. Max Hurvich, Birmingham, won a \$50 bond donated by MOA. Another \$50 bond, donated by MOA, was won by Fred Ayers, Greensboro, N. C.

## Banquet Ends MOA Confab

MIAMI BEACH, Fla.—Music Operators of America wound up its three-day convention here with the traditional banquet and floor-show Wednesday (17) evening that showcased some 14 acts over a 3½-hour stretch.

MOA's directors were attired in summer formal wear, and the atmosphere was as usually festive. George Miller welcomed the crowd and thanked everyone for their help in making the convention a success.

In drawings before the show began, juke boxes were won by Robert Green, South River, N. J.; Bob Janiero, Miami, and a walnut bar was won by Mickey Anderson, Erie, Pa.

Larry King emceed the evening's festivities, backed by Lennie Dawson and his orchestra.

Les Paul and Mary Ford turned back the clock for many of the old-timers present with their traditional old favorites, "How High the Moon" and "Vaya Con Dios."

Other acts—some old, some new, all very well received—included Alvio Trio, The Voyagers, Lou Monte, Chet Atkins, Ferlin Husky, Ronnie Savoy, Conway Twitty, Marjorie Meinert, Bill Black Combo, Ferrante and Teicher, Stella Gera, Kenny Dino and Ray Peterson.

## New Obscenity Law May Hit Peep Show Machines in Indiana

INDIANAPOLIS — A new "obscenity law," which may affect certain types of arcade equipment, is now in effect in Indiana.

Enacted in the recent session of the Indiana General Assembly, the statute replaces a somewhat similar law held unconstitutional by the Indiana Supreme Court early this year.

The act prohibits the sale, the lending, the offering or the exhibition of "any obscene, lewd, indecent or lascivious . . . drawing, lithograph, engraving, picture, daguerreotype, photograph, stereoscopic picture," or the writing or printing of "any letter, circular, handbill, card, book, pamphlet, advertisement or notice of any kind or the giving of any information orally, stating when, how, where, or by what means, or of whom any of the obscene, lewd, indecent or lascivious articles or things . . . can be obtained. . . ."

Additionally, the law provides, that any person who "knowingly" sends into the State "any obscene, lewd, indecent or lascivious drawing, picture, lithograph, engraving, photograph, stereoscopic picture . . . shall be subject to the penalties of this Act . . . and the executive authority of this State shall demand extradition of such person from the executive authority of the State in which such person may be found."

Harsh penalties, ranging up to \$1,000 in fine and one-year imprisonment, are provided by the law for violations.

## Kleiman Denies Canteen Will Operate Juke Boxes

MIAMI BEACH, Fla. — The man who heads Automatic Canteen Company of America's newly formed juke box and service vending division told operators that Canteen had no intention of operating phonographs.

Joel M. Kleiman, president of AC Automatic Service, said stories that Canteen or its subsidiaries were planning a "forceful entry" into the juke box or games operating business were plainly "not so."

Kleiman spoke during the morning business session of Music Operators of America convention here last week. His AC Automatic Service firm sponsored the largest individual exhibit of equipment at the convention, which included AMI's line of juke box and background music equipment, Rowe vending equipment, and ABT currency changers.

### Support MOA

He pledged AC Automatic's support of MOA and the individual operator, noting that the "last 120 days of confusion," where Canteen had bought distributors in Boston, Chicago and the West Coast, was merely an effort to strengthen Canteen's sales organization. He characterized the move as a merging of distributor territories.

Kleiman noted that Canteen was

a large holding company with several divisions. "We (AC Automatic Service) are the sales, service and finance organization."

He said AC Automatic Service was committed to supporting the operator so "we can be a success as a distributor and manufacturer."

### Few Phonos

Kleiman acknowledged that a few of Canteen's cigaret divisions operated a handful of phonographs and that Trimount Automatic Sales Company, recent distributor acquired by Canteen, had a few phonographs, but he said these were merely incidental to the overall Canteen business, had been in effect for some time, and would not be expanded.

Outlining areas of expansion for AC Automatic Service, Kleiman said there would be more active support of background music and a new area of vending development—merchandise vending at the retail level.

Kleiman told operators he looked for the phonograph business to enter a "new growth phase," and that Canteen through AC Automatic Service "wants to support you (operators) to bring it where it should be."

### Predicts Expansion

Kleiman said that currently the phonograph business was going through a down cycle but that he had noted that in the past several months business was already picking up.

He forecast improved operating methods and new ways of merchandising as a means of expanding the juke box business in the future.

## Wurlitzer Sales Off 11% From '60

CHICAGO — Wurlitzer Company sales were \$34,981,142 for the fiscal year ended March 31, 1961, down 11 per cent from last year, according to an announcement by R. C. Rolfing, president.

The drop was primarily attributed to the sharp decline in sales and profits during the last four months of the fiscal year, December to March, due to the general business recession.

Rolfing noted, however, that over-all results for the full year were good, with all operating divisions of the company contributing to net earnings. "First quarter results for the current fiscal year probably will not be as good as last year," Rolfing stated, "but sales and profits for the fiscal year ending March 31, 1962, look promising."

Sales for the past year were \$39,487,789. Net earnings for the year were \$1,366,236, equal to \$1.54 per share on 888,538 shares outstanding. For the preceding year, net earnings were \$1,468,408, or \$1.66 per share on 886,356 shares.

## Davis Distrib Officers Form Financing Firm

SYRACUSE — Officers of the Davis Distributing Company, New York State Seeburg distributor, have formed the Central New York Small Business Investment Company, Inc., to provide long-term financing for small business concerns.

According to Robert E. Romig, president, the company will specialize in the vending field.

Other officers are Henry Wertheimer, vice-president; Thomas Ferrar, secretary; Albert Wertheimer, treasurer, and Louis Wertheimer, Lawrence Gordin and Paul E. Davis, directors.

The company has been licensed under the Small Business Investment Act to provide small firms with loans for working capital, growth, expansion or modernization.

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C. C. Skill Ball Deluxe . . . 50.00  
C. C. Rocket (1 Player) As is . . . 50.00

United Team Mate (16 Ft. Bowler) . . . 650.00  
United Small Ball Bowler . . . 135.00  
United Advance (16 Ft. Bowler) . . . 595.00  
United League (16 Ft. Bowler) . . . 645.00  
United Handicap Bowler . . . 675.00  
United Rebound Shuffle Alloys. Ea. . . 75.00  
United Team Shuffle Alloy . . . 85.00

Bally ABC Super Delux Shuffle Alloy . . . 250.00  
Bally ABC Shuffle Alloy . . . 125.00  
2 Bally Strike 14-16 (As is) . . . 150.00  
United Deluxe Baseball (Used) . . . 300.00  
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# PR Plays Major Role at MOA

By NICK BIRO

MIAMI BEACH, Fla.—A determined pitch for better industry public relations was made by three highly placed executives of the coin machine industry during the general business session of last week's Music Operators of America convention here.

E. R. Ratajack, managing director and co-ordinator of MOA; Willie Blatt, MOA director, and Lee Schooler, representing the Coin Machine Council, spoke before an enthusiastic crowd of some 100 or more operators and guests who attended the morning session.

Ratajack charged that operators weren't utilizing their "full sphere of influence," and that the music operators of this country had direct contact with some 22 million persons—all of whom could be contacted to good advantage in the operators' fight against copyright legislation, and the so-called hoodlum image the industry was constantly fighting.

### Builds Figure

He built up the figure noting that the average operator had about 50 locations—each with roughly two owners, and three employees totaling 250 persons. Each location has about 50 steady patrons—an additional 2,500 persons who know the operator for what he is, an honest, conscientious, small businessman. This with the previous figure of 250 totals 2,750.

Multiplying 2,750 by the average of roughly 8,000 music operators in the country equals 22 million.

Ratajack concluded his remarks with an impassioned pitch for MOA membership—"I personally ask each person here to pledge to



E. R. RATAJACK

me he will bring in one—just one—new member in the coming year."

### Blatt Says

Willie Blatt told the operators to get good public relations, they had to "live good public relations." He cited work by operators in Miami helping community projects, teen-age work and work with the Police Athletic League.

Blatt suggested that the coin machine industry should associate itself with a particular charity so people will think of the coin industry and the charity synonymously.

Blatt had two so-called "gimmicks," which he suggested to the group: 1. Have operators agree to give 10-cents a month from machines to PAL, and have stickers put on the machines saying that part of the profits are being so donated. 2. Have stickers made up by the police department calling for \$500 reward for arrest and conviction of anyone caught breaking into or stealing a machine. The operators would pay a penny a day for each machine. The money would be used partially for any rewards needed and partially for charitable purposes contributed to in co-operation with local police departments.

### Hot Potato

Blatt concluded with a potential hot potato—why aren't more manufacturers supporting MOA, a reference to the fact that only two of five juke box manufacturers were exhibiting at the show.

He hit the manufacturers for not even "giving an excuse." He noted, however, that "we (the operators) continue to support them (by buying machines)." Blatt charged that "we (operators) helped the manufacturers grow—they should help us grow."

Lee Schooler, head of Public Relations Board, a Chicago-based p-r agency, spoke as representative of the Coin Machine Council. CMC is the 18-month old group, set up separate from MOA, for the purpose of getting an accurate picture of the coin machine industry across to the public.

### Ops' Role

Schooler asked operators just what they were doing to contribute to the over-all picture that the juke box operator is a "responsible businessman interested in the welfare of his community."

Some typical Schooler questions: "Do you show your pride in your business by making your place of business attractive and open? Or do you still paint over your windows so that the public thinks there is something shady going on inside?"

"Do your trucks advertise your business and promote the product you sell, reminding the public that their favorite recorded music is available at the locations you service or do your locations get the impression that they are untrained coin collectors who hired off the street this morning?"



WILLIE BLATT

Schooler suggested that operators participate in public activities and get their names in their local paper, so that the public identifies the operator as a community leader.

He suggested that operators get to know their local editor and perhaps send out fact sheets to the local papers about the coin machine industry telling what it's all about.

### No Whitewash

Schooler cautioned operators, however, that they should always be fair and tell the whole story to develop public trust. He took issue with the "thinking in some quarters of the coin machine industry... to not mention findings of the McClellan committee... in the hope that they will go away by themselves."

He cautioned operators against "whitewashing." He noted that since CMC has been working, the coin machine industry has received national coverage and growing acceptance from the press. He cited such sources for favorable news stories as the New York Times, United Press International, and a host of big city dailies.

Schooler, however, stressed that



LEE SCHOOLER

operators had to help in the public relations effort by contributing their time—and money. He cited the need for members in CMC.

### Casola Praised

Lou Casola, CMC president, got a pat on the back for his efforts in traveling about the country in a membership drive, and appearing in such places as Milwaukee, where the coin machine industry got an "ink bath." Casola spoke before the Milwaukee association in a meeting covered by local reporters. The headlines the following day were favorable to the coin machine industry.

Ending with an impassioned plea for operators' help, Schooler noted that neither CMC nor the Public Relations Board could do the job alone—they needed the operators' co-operation and active participation.

## New Shuffleboard Models Displayed By American & National Companies

MIAMI BEACH, Fla.—American Shuffleboard Company and National Shuffleboard Company came out with new shuffleboard models at the MOA show.

The new American shuffleboard features shadow lighting only on top and a concealed mechanism under the board. The overhead scoreboard has been redesigned and is held in place with a cantilever arm. The new unit has a slide-out drawer.

American also bowed Situation Shuffle, a nine-foot by 33-inch unit which can be played by two or four

players. The game is similar to standard shuffleboard, but features a system of bonus scoring based on bonus spots.

National's new Satellite features a translucent scoring area and an all-plastic playing area (no wood) which can be seen clearly in a dark room. The entire playing area lights up.

The unit has no overhead lights, with the playing area providing all the illumination. Nylon pins pop up automatically at completion of the game, and scoring is push button, with a built-in automatic timer.

## HOLOVACHKA INDICTED FOR FED. TAX INVASION

WASHINGTON—Justice Department has announced that Metro Holovachka, former prosecuting attorney for Lake County, Indiana, and a prominent witness before the Senate Rackets Committee when that group held hearings on attempted infiltration of the coin industry by racketeers, has been indicted by a federal grand jury on charges of income tax evasion.

Holovachka was accused in a two-count indictment of underpaying his income taxes by \$31,294.89 for the years 1955 and 1956, according to Attorney General Robert Kennedy. Indictment asserted that Holovachka reported a total of \$67,391.42 of income for the two years, but that he actually received a total of \$121,750.78.

Witnesses before the rackets committee nearly two years ago pictured Holovachka as the protector of the county's pinball gambling organization. While under fire from previous witnesses for allegedly putting an independent juke box union out of business, he contended that the committee was acting beyond its scope in delving into his "personal affairs."

Under a heavy barrage of questions from Committee Chairman John McClellan (D., Ark.) and Attorney General Kennedy, who was then committee counsel, Holovachka shouted that none of the money had come from any racketeer.

Indictment handed down last week carries a maximum penalty on each count of five years imprisonment and a \$10,000 fine.

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201DH	775.00
KD200H	435.00
M100C	275.00
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**SEEBURG HIDEAWAYS**

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2250	\$449.00
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SEEBURG E-1	\$249.00
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SEE FULL COLOR AMI INSERT ON PAGE 33  
SEE IT, HEAR IT TODAY AT

**DAVID ROSEN**  
Exclusive A M I Dist. Ea. Pa.  
855 N. BROAD STREET, PHILA. 23, PA.  
PHONE: CENTER 2-2903

## Proposed '62 Tax Program Would Affect Coin Machine Industry

MIAMI BEACH, Fla.—President John Kennedy's proposed tax program for 1962 has provisions that would significantly affect the coin machine industry, according to Leo Kaner, Music Operators of America tax counsel.

Chief of these are tax cuts on new equipment purchases—an investment incentive measure aimed at spurring the economy.

The government also proposes to

He suggested a more equitable tax law that would eliminate "Minority privilege."

Among provisions in the President's proposed tax program that would tighten up entertainment allowances, Kaner mentioned: 1. Food and lodging expense for businessmen, traveling away from home, limited to \$30 per day.

2. Daily limit of \$4 to \$7 for meals for clients or customers. These have to be for business purposes—not good will.

3. Elimination of all deductions for expenses relating to good will. These include expenses such as night clubs, sporting events, country club memberships, club dues, maintenance of lodges by company for employees and business customers, etc. Also limit of \$10 for business gift.

### Examples

Kaner detailed an example of how the new equipment tax cuts would apply to an average operator. First, when the operators purchase is in excess of the depreciation taken on all his equipment in a year:

Some \$35,000 is spent on new equipment, less \$20,000 (depreciation) leaving \$15,000.

The operator now gets to take 15 per cent of the remaining \$15,000, or \$2,250. In addition he gets to take an extra 6 per cent of half his original depreciation or \$10,000 for an added \$600. These two sums, \$2,250 plus \$600, equaling \$2,850 are taken off the top and are in addition to the regular depreciation allowance allowed the operator.

In a case where the new equipment purchase for the year is less than the total depreciation taken on all equipment but more than 50 per cent of depreciation taken on all equipment, the following example would apply: \$15,000 (investment) \$20,000 (depreciation).

Operator takes half of the depreciation or \$10,000 and subtracts it from the amount of the investment (\$15,000), getting a figure of \$5,000.

He then takes 6 per cent of the \$5,000 for figure of \$300. However the government proposal guarantees a minimum of 10 per cent which in this case is \$500 so the higher figure is used.



LEO KANER

tighten up substantially expenses and entertainment allowances, Kaner says.

Kaner spoke before the annual Music Operators of America convention at the Deauville Hotel here last week.

He proposed that Congress eliminate the salvage value concept in depreciation since salvage value is a "guestimate and has no place in the current tax structure."

Kaner characterized salvage value as detrimental not only to the coin machine industry but the economy in general.

Kaner also noted that the Internal Revenue Service was expanding its audit coverage and was installing data processing equipment for checking returns and records. The new equipment would provide a consolidated tax account for all persons.

Kaner suggested that in many places the government's tax program was confiscatory and resulted in more government spending and a general curbing of incentive in the economy.

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AMI-CONTINENTAL 200.....	WRITE
AMI-K-MOOD & MUSIC.....	WRITE
AMI-K-100A.....	\$795.00
AMI-J-200 STEREO.....	645.00
AMI-J-120 STEREO.....	645.00
AMI-H-200.....	445.00
AMI-H-120.....	445.00
SEEBURG 222.....	695.00
SEEBURG 201.....	650.00
SEEBURG 161.....	650.00
SEEBURG L-100.....	495.00
SEEBURG KD-200.....	395.00
SEEBURG V-200.....	225.00
SEEBURG R-200.....	350.00
WURLITZER 2150.....	325.00

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AMI F-80 • F-120 G-120	Williams TURF CHAMPS TIC-TAC-TOES NAGS
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Seeburg M-100 C HF 100-R V-200 • VL-200	Gottlieb PIN BALLS
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Factory Representatives for  
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LET US SEND IT TO YOU

Send us your order with a small down payment and what you need will be on its way.

**CHILDREN'S RIDES**

Dopey Duck.....	\$100.00
Lazy Bones Dog.....	110.00
Capitol Palomino.....	110.00
Bert Lane Merry-Go-Round.....	175.00
Lee Merry-Go-Round.....	175.00
Nate Schneller Merry-Go-Round.....	225.00
Bert Lane Lancer.....	225.00
Exhibit Rudolph the Reindeer.....	250.00
Exhibit Trigger.....	275.00
Exhibit Big Bronco.....	275.00
Ewart Cow Pony.....	295.00

**GUN GAMES**

Genco Sky Rocket.....	\$ 75.00
Genco Rifle Gallery.....	110.00
Genco Wild West.....	150.00
Genco State Fair.....	165.00
Genco Big Top.....	175.00
Williams Vanguard.....	275.00
Chicago Coin "Shoot the Clown".....	375.00
Genco Gun Club.....	425.00

**UPRIGHTS**

Autobell Circus Wagon Wheel.....	\$115.00
Autobell Circus Days.....	125.00
Games, Inc., Hole in One.....	95.00
Games, Inc., Post Time.....	95.00
Games, Inc., Double Shot.....	125.00
Games, Inc., Super Hunter.....	155.00
Games, Inc., Gun Smoke.....	195.00
Games, Inc., Wild Cat.....	395.00
Keeney Buckaroo.....	245.00
Keeney Big Roundup.....	250.00
Keeney Shawnee.....	250.00
Keeney Touchdown.....	250.00
Keeney Deluxe Big Tent.....	325.00
Keeney Twin Deluxe Big Tent.....	425.00

**Modern Dist'g Co.**  
3222 Tejon Street, Denver 11, Colo.  
Phone GRand 7-6834

## Sun Refinishing Firm Opens Branch



FORT WORTH—The Sun Refinishing Company, Houston, suppliers of coin-operated phonograph restyling kits, expanded its operation with the recent opening of a branch office here.

The firm, owned by Gus and

Mary Sundman, Houston, deals in coin-operated phonograph restyling kits for models B, C, W and R, and wood grain decal kits for any make or model. It also supplies plastic domes for models B and C, and Fiberglass pilasters for models C and W.

**PRICES SLASHED FOR QUICK SALE!**  
Top Quality—Lowest Prices

SEEBURG 222 SH.....	\$725.00	SEEBURG C.....	\$225.00
SEEBURG 161 DH.....	695.00	AMI J120.....	495.00
SEEBURG 201 DH.....	695.00	AMI I-200 M.....	445.00
SEEBURG HFR.....	375.00	AMI J 200 M.....	545.00
SEEBURG.....	275.00	AMI K 200 E.....	795.00

1/4 DN. BAL. SDBL

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**SUMMER SPOTS NOW CALLING for FRESH EQUIPMENT! FILL THE NEED with VALUES from ATLAS!**

A.M.I. G-120.....	\$325
A.M.I. G-80.....	295
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SEEBURG 161.....	675
SEEBURG 100-J.....	495
SEEBURG 100-R.....	400
SEEBURG 100-C.....	295
SEEBURG 100B.....	195
ROCK-OLA 1446.....	245
WURLITZER 2204.....	495
WURLITZER 1900.....	375
WURLITZER 2100.....	365
WURLITZER 2000.....	295

**Distributors for AMI - ROWE**  
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A Quarter Century of Service  
2122 N. WESTERN AVE., CHICAGO 47, ILL., U. S. A. ARmitage 6-5005

Get MORE INCOME From Your 33 1/2 RECORDS—INSTALL A.M.I. 45-33 AUTOMIX KITS for Models G-H-I-J-K  
Allows intermixing of 33 and 45 rpm records in any order! Simple to install in 20 minutes..... **\$35**

For SERVICE and PARTS ATLAS is STILL Your Best Bet!

**USED CIGARETTE VENDORS**

SEEBURG 800E-2.....	\$275
SEEBURG 800 E-1.....	225
11-Col. NATIONAL (Slant).....	175
9-Col. NATIONAL.....	95
22-Col. EASTERN.....	135
CONTINENTAL CORSAIR "30".....	245
CONTINENTAL CORSAIR "20".....	195

Reconditioned—Refinished

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# AMI's CONTINENTAL 2 STEREO ROUND

- You've got to hear it to believe it!
- Real-as-life stereo that needs no remote speakers.
- Plays 33 1/2 RPM stereo or 45 RPM monaural records with wonderful new beauty.
- All equipment standard . . . no extras to buy.

**SEE FULL COLOR AMI INSERT ON PAGE 33**

Ask about the **BIG CHALLENGE** Operator incentive program that offers 1700 valuable prizes, plus trips to Florida and Las Vegas.

**HUB ENTERPRISES, INC.**  
2216 Division Street Baltimore 17, Maryland  
Phone: LA 3-3525

**WE MANUFACTURE THE MOST COMPLETE LINE IN AMERICA!** **SALESBOARDS** **LOW FACTORY PRICES**  
**JAR TICKETS**  
**MATCH PAKS - HOROSCOPE TICKETS**  
 PHONE OR WRITE FOR PRICE LIST AND CIRCULARS  
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- Real-as-life stereo that needs no remote speakers.
- Plays 33 $\frac{1}{3}$  RPM stereo or 45 RPM monaural records with wonderful new beauty.
- All equipment standard ... no extras to buy.

SEE FULL COLOR AMI INSERT ON PAGE 33

**SEE IT, HEAR IT TODAY AT FRIEDMAN AMUSEMENT CO.**

635 Boulevard, NE. Atlanta 8, Ga. | 2007 Main Street Columbia, S. C.



**PRÉSIDIING OVER THE COIN MACHINE COUNCIL'S** board of directors meeting last Tuesday (16) evening, held in conjunction with the Music Operators of America convention in Miami Beach, Fla., are Ben Rogers, Public Relations Board, Chicago; Herb Jones, CMC secretary, Bally Manufacturing Company, Chicago; Lou Casola, CMC president, Rockford, Ill., operator, and Herb Oettinger, CMC treasurer, United Manufacturing Company, Chicago.

## CMC Plans 1962 Program

MIAMI BEACH, Fla. — Members of the Coin Machine Council, 18-month-old public relations arm of the coin machine industry, met here last week and blueprinted for the coming year.

The group met simultaneously with the Music Operators of America convention at the Deauville Hotel.

Ben Rogers, Public Relations Board (Chicago-based public relations advisor for CMC), told members they had achieved notable success in getting favorable exposure for the coin machine industry from such respected news sources as The New York Times, United Press International wire service, and a host of big-city dailies.

### Cites Acceptance

Roger said, however, the program was just beginning, and should be stepped up. He congratulated members on being over the hump in getting started. He said his firm had noted that newspaper editors no longer asked "what CMC was," but rather "what information they now had." He characterized this as hard earned acceptance at the consumer press level.

Herb Jones, Bally Manufacturing Company, CMC secretary and head of the CMC membership committee, announced that CMC had 646 members on its rolls and

that prospects for substantially expanding this figure in the coming year was good.

Jones said CMC needed more members from both the manufacturer and operator level. Distributor support, he noted, had been excellent, with more than 90 per cent of the nation's distributors and jobbers having joined.

### New Program

CMC directors agreed on a recruitment program that included: (1) Setting quotas for member distributor to bring in operator members. Distributors would be furnished with membership kits to tell the CMC story.

(2) More trips by CMC members to personally recruit operators at the grass roots level. Rogers cited the recent efforts of Lou Casola, president, in traveling throughout the country, contacting distributors and large operators, and telling the CMC story.

Another plus cited from the Casola trips—appearance before local groups with coverage by the daily press.

### CMC-MOA Confusion

One problem brought up at the meeting was the confusion existing in many operators' minds that CMC and MOA were either the same group or closely affiliated.

Members noted that in many cases operators approached for CMC membership would say they were already members of MOA. Members stressed the two groups were entirely different organizations with separate and different aims, and that money given to one had nothing to do with the other.

CMC, it was pointed out, was the public relations organization serving the coin machine industry, while MOA was the juke box operator association, which was representing operators in, among other things, fighting copyright legislation.

### Single Fees

A motion to set a single membership fee for operators, instead of the current schedule of fees based on size of operator's routes, was shelved for study.

CMC's current officers and directors are Lou Casola, president, Rockford, Ill., operator; John Bilotta, vice-president, Bilotta Distributing Company, Newark, N. J.; E. W. Holyfield, vice-president, Coin Mart, Inc., New Orleans; Harold Lieberman, vice-president, Lieberman Music Company, Minneapolis; Herbert Jones, secretary, Bally Manufacturing Company, Chicago; Herbert Oettinger, treasurer, United Manufacturing Company, Chicago.

Directors from the operator ranks include: William Blatt, Miami; Albert S. Denver, New York; Howard N. Ellis, Omaha; Sam Hastings, Milwaukee; Anthony Hesch, Arlington Heights, Ill.; Les Montooth, Peoria, Ill.; Clinton S. Pierce, Brodhead, Wis.; Gordon

Stout, Pierre, S. D., and J. A. Wallace, Oak Hill, W. Va.

### More Directors

Directors from the distributor ranks include Joseph N. Abraham, Cleveland; Jack Bess, Richmond, Va.; Mark Y. Blum, Wichita, Kan.; Irving F. Blumenfeld, Baltimore, Md.; David S. Bond, Boston; Jake Friedman, Atlanta; Joe Kline, Chicago; J. D. Lazar, Pittsburgh; Meyer Parkoff, New York; J. R. Pieters, Kalamazoo, Mich.; C. A. Robinson, Los Angeles; Ron W. Rood, Orlando, Fla.; David Rosen, Philadelphia; O. L. Bob Slifer, Chicago, and J. Harry Snodgrass, Albuquerque.

Directors from the manufacturer ranks are Earl Feddick, Valley Mfg. Company; Paul Huebsch, J. H. Keeney & Company; Art Weinand, Chicago Dynamic Industries, Inc., and R. W. Wiekell, Fischer Sales and Manufacturing Company.

## Counter Game at MOA Convention

MIAMI BEACH, Fla. — The Mark I Tic Tac Toe, a counter game made by the Mark Gerard Company, was shown for the first time at the MOA show here.

The compact unit is a two-player game, with the contestants pressing buttons for the zero or cross of their choice. Winner is determined the same as in the conventional game.

Play may be set at 5 cents or 10 cents.

## Expanded Insurance In Works for MOA

MIAMI BEACH, Fla.—An expanded low-cost life insurance program plus a proposed major medical plan are in the works for Music Operators of America members.

Leo Sexton, Union Trust Life Insurance Company, outlined the plans to MOA members at the group's convention here last week.

MOA members who currently have the association's \$10,000 coverage, can buy an extra \$5,000 coverage for \$5 per month. Those who now have \$5,000 coverage can get an extra \$2,000 coverage for \$2 per month.

### Family

Members can also apply for \$1,000 coverage for their spouse and \$500 coverage for each child. Total cost for spouse and children, regardless of number, is 75 cents per month.

Sexton also told members that a major medical plan would be inaugurated shortly after September 1.

The expanded life insurance coverage is available to members now and becomes effective September 1.

when answering ads . . . Say You Saw It in Billboard Music Week

## THE SLEEPER HIT OF THE MOA SHOW



# THE MARK I

"TIC | |  
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 TAC | |  
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 TOE"

A NO-SCORING—MECHANICAL—PAY TO PLAY game with tremendous appeal to all men, women and children.

WRITE FOR THE STORY ABOUT WHY IT'S AN OPERATOR'S DREAM GAME"

**THE MARK GERARD CO.**  
 110 MAIN STREET FORT LEE, NEW JERSEY  
 National Sales Office, 38 West 53rd Street, New York 19, N. Y. Circle 5-7917

Distribution Still Open in Some Choice Areas





THE MOA-SPONSORED LUNCHEON last Tuesday (16) drew top attendance from conventioners as more than 600 operators and guests flocked into the Deauville's Casanova Room, dined to orchestra music, watched a lively floorshow and drew for prizes.

### MOA Sessions Air Route Methods, Relays & Steppers, Sound Systems

MIAMI BEACH, Fla.—William Hullinger and Howard Ellis were moderators at the Monday afternoon (15) MOA forum sessions (see separate stories on programming and location loan segments).

Herbert Tonnell, Appleton, Wis., operator, said that he only trades in his oldest equipment, moving

equipment up the line every time he buys a new piece.

Tonnell feels that every game has a good location, and he will move a game as many as 10 times in order to find out that location.

Other panelists were Glen Johnson, United Manufacturing Company, who spoke on relays and

steppers, and Al Mason, Rowe-AMI Sales, who spoke on sound systems.

Les Montooth, Peoria, Ill., operator, discussed painted money passed out to the location for promotion. Operators were split as to the merits of painted money, with Roy George, president of the Music Operators of Ohio, feeling the practice has great promotion merit, and Tom Greco, Glasco, N. Y., operator, pointing out that location owners will give this money out for change and ask the operator for more.

### Ind. Ops Urged To Join Assn.

GARY, Ind.—A State-wide call for new members for the purpose of strengthening the position of the organization was issued last week by the Automatic Equipment and Coin Machine Owners' Association of Indiana.

The plea for unity and an intensified effort in advancing the interests of Hoosier coin equipment operators was sounded by Victor H. Ostergren, president of the Association and a director of the Music Operators of America.

### Dime-a-Drive Auto Unveiled at Show

MIAMI BEACH, Fla. — The Dime-a-Drive Auto Trainer was shown for the first time here at the MOA show. The unit, which tests the player's driving skill, may be adjusted from 10 seconds to three minutes on playing time.

The controls and dashboard are similar to that of a standard car. The player is given six driving problems and is graded as to how he reacts to these problems.

Dimensions are six feet long, two feet wide and slightly under five feet high. The car body is Fiberglass.



JOE ASH AND MARTY BROWNSTEIN (right), sales manager, stand in front of the newly expanded headquarters of the Active Amusement Machine Company at 660-666 N. Broad Street, Philadelphia. The newly purchased premises, a former auto agency, is on the corner, while the original Active building can be seen next to it.

### ALUMINUM DE-GREASED DISCS

FOR STANDARD AND HARVARD

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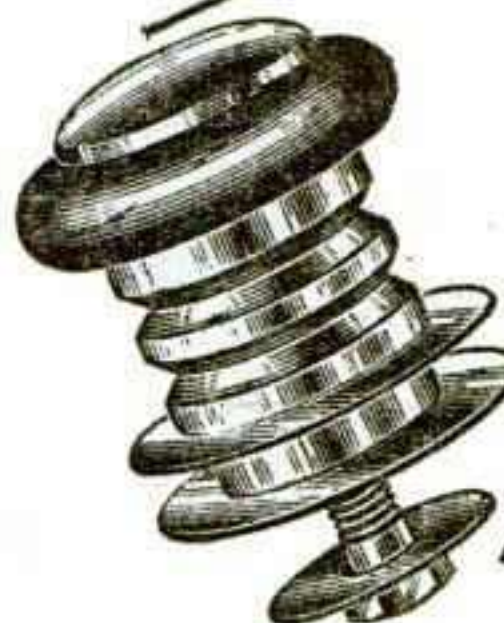
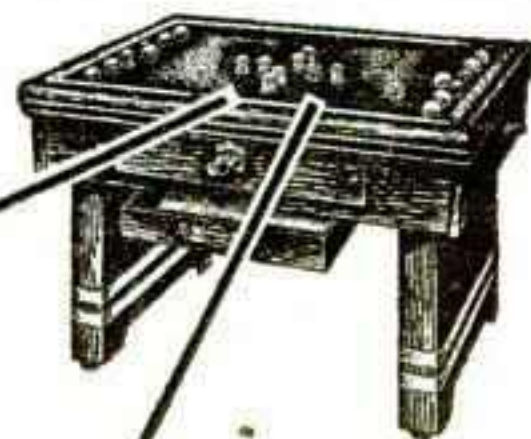
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### METAL BUMPERS

NOW STANDARD ON BUMPER POOL®

Metal bumper, with 3/8" diameter holding nut, provides extra rigidity . . . faster rebound . . . speedier, more interesting play! Ideal replacement for all tables.

See your distributor, or write direct.

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Affiliate Valley Mfg. Co.

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IT'S NEW—EXCITING REVOLUTIONARY

AMI'S CONTINENTAL 2 STEREO ROUND

Ask about the BIG CHALLENGE Operator incentive program that offers 1700 valuable prizes, plus trips to Florida and Las Vegas.

- You've got to hear it to believe it!
- Real-as-life stereo that needs no remote speakers.
- Plays 33 1/3 RPM stereo or 45 RPM monaural records with wonderful new beauty.
- All equipment standard . . . no extras to buy.

SEE FULL COLOR AMI INSERT ON PAGE 33

SEE IT, HEAR IT TODAY AT

MILLER-NEWMARK DISTRIBUTING CO.

42 Fairbanks St., N.W.  
Grand Rapids, Mich.  
Phone: GL 6-6807

5743 Grand River Ave.  
Detroit 8, Mich.  
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Joe Ash says . . .  
**CONTACT ACTIVE FOR PINBALLS**  
 THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!  
 Exclusive Gottlieb Distributor for Eastern Pennsylvania, South Jersey and Delaware.  
**ACTIVE AMUSEMENT MACHINES CO.**  
 666 N. Broad St., Phila. 30, Pa.  
 POplar 9-4495  
 Write or wire for prices  
 You can ALWAYS depend on ACTIVE ALL WAYS

**DISTRIBUTORS for International TESTO REACTION METER**  
 Modern, Scientific Appeal!  
 Measures speed of reflex reactions to light and sound. Accurate to hundredths of a second!  
**PERFORMANCE-TESTED! PROFIT-PROVED!**  
**EARN \$50 A WEEK!**  
 up to 5c PLAY!  
**100% LEGAL EVERYWHERE!**  
 Operate Anywhere: Bowling Alleys, Roller Rinks, Arcades, Hotel and Theatre Lobbies, Bus, Air and Rail Stations, Restaurants, etc.  
 Price \$150 less stand  
 Stand, \$35 add'l  
 Send for further information  
 Distributors: Territory Available—Write.

**FIRST COIN MACHINE EXCHANGE**  
 Joe Kline & Wally Finke  
 1750 W. NORTH AVE • CHICAGO 22, ILLINOIS • Dickens 2-0500

when answering ads . . .  
 Say You Saw It in Billboard Music Week

**AMI-Rowe Unveils**  
 • Continued from page 45  
 points for each Continental 2 bought—when three or more units are purchased between now and April 30, 1962.  
 The certificates then can be redeemed for prizes. These are listed in a large 96-page catalog and range from items like a watch for 970 points to a fur coat for 960,000 points or a cabin cruiser for 207,500 points.

**Trips**  
 If an operator buys 25 or more phonographs, he can use his certificates for an all-expense trip for two to Las Vegas or Miami.

Another part of the program consists of monthly drawings. Any operator who has purchased a phonograph has his name entered into a pool and is eligible. Winners receive holiday trips to Las Vegas or Miami.

The Continental 2 has a sound system within the cabinet that includes a 12-inch, low resonance, low-frequency speaker (woofer), and a 3½-inch, wide dispersion, wide dispersion, cone-type high-frequency speaker (tweeter) mounted in front in a sealed enclosure—covering the entire frequency range. Mounted on each side of the phonograph cabinet at right angles to the front speakers are 6 by 9-inch elliptical speakers to project the stereo image.

**Stereo Effect**  
 The "Stereo Round" effect, say AMI officials, combines specialized circuitry with the placement of the speakers to form a deep, two-directional sound image consistent in effect regardless of listening position.

The Rowe-AMI Sales exhibit—both from standpoint of size and dramatic effect—was the highlight of the exhibit floor.

The display included revolving pedestals and curtained stages —

**Ops Protest Battle of Disk Speeds**  
 • Continued from page 45  
 Goldberg said that Decca would make what the operators wanted, and that it was the operators, not the record companies, who called the shots.

**Stay With 45's**  
 Cy Jacobs, president of the Music Operators of Massachusetts, said that operators are afraid of having their equipment made obsolete overnight, and he said that the operators wanted to stay with the 45. He was roundly applauded by the operators for this statement.

Two new juke boxes—AMI and United—were shown, as was one major game—the Bally Bowler—(see separate stories).

While the efforts of ASCAP to remove the performance right license fee exemption for juke boxes were discussed, the threat did not seem to generate as much excitement as in previous years.

George A. Miller, MOA president, said that while operators are willing to have the mechanical royalties raised by 2 cents a record, they will resist to the end any attempt to impose a performance royalty.

**Full-Line Vending**  
 At one forum meeting, music operators were advised to examine expansion into full-line vending, and, at the same time, cautioned that vending is an entirely different field than music or games.

Another forum agreed that the only way of combating the direct

all offset by special lighting and embellished by attractive point-of-sale material. A large contingent of AMI and Rowe personnel was on hand to answer questions along with several attractive models to pass out literature and enhance the setting.

sales of equipment to locations is through good service. Al Denver, president of the Music Operators of New York, reminded operators that, under the anti-trust laws, locations must be sold equipment if they want it.

Location loans, a perennial industry problem, were discussed in a panel session. Consensus was that such loans often cannot be avoided but that the operator should not make these loans directly. Instead, he should act as co-signer, with the bank actually lending the money. It was also suggested that a contract automatically go with the loan.

Socially, the convention was a success. Many operators took their wives along, enjoyed the Beach's many recreational facilities and also took the MOA-sponsored tour to Nassau.

**Business Off**  
 From a business viewpoint, the show left much to be desired. The distractions were many, and attendance on the floor was considerably below that of previous years.

But most tradesters feel that the return of the show to Chicago next year will see convention business back to normal.

**PRICED BELOW MARKET VALUE**  
 1—Seeburg Model SFB-510 (500 cup capacity), Fresh Brew Coffee Vendor . . .\$595.00  
 2—Seeburg Model 4CD-105 (four selection), Cold Drink Vendors . . . . . \$795.00 each  
 (Used only a few months—repossessed)  
**W. B. DISTRIBUTORS, INC.**  
 1012 Market St. Louis 1, Missouri

**ROCK-OLA Manufacturing Corporation**

Is Proud to Announce  
 the APPOINTMENT of

**MOUNTAIN DISTRIBUTORS**

As Their Distributor for  
 Colorado, New Mexico and Wyoming

for the **ROCK-OLA REGIS** line

**PETE GERITZ and JERRY HARRIS**

Extend a cordial invitation to all operators to visit their showrooms located at 3630 Downing St., Denver, Colorado. They will carry a complete line of phonographs, wall boxes and parts. All service will be prompt and courteous.



THE TRULY DISTINGUISHED PHONOGRAPH

# Mrs. Celia Camp Buys Majority Interest in Southern Amusement

MEMPHIS — Mrs. Celia G. Camp has purchased the majority of the stock in Southern Amusement Company from her ex-husband, Clarence A. Camp, former president and major stockholder.

Mrs. Camp is now president. She and her ex-husband are still partners in Southern Distributing Company, coin machine distributor.

Southern Amusement Company is the largest phonograph and game operation in the Mid-South area.

Charles V. McDowell, route superintendent and general manager, was elected vice-president at the board of directors meeting. He retains also the position of general manager.

Wolf Lebovitz was elected secretary-treasurer.

Amount of money which changed hands was not disclosed.

Mr. and Mrs. Camp remain partners in two other holdings—Front Street Building, an office building, and Mid-Town Plaza, a commercial building. They also jointly own some real estate.

Mrs. Camp now owns several enterprises which Camp, a veter-

an coin machine pioneer, founded and developed. These include:

1. Joy Rides, Inc., a company which manufactures coin-operated horses.

2. U-Test-M, Inc., manufacturer of machines to test TV tubes.

3. C. G. Sales Company, operator of coin-operated laundries.

4. Interest in Brookside Courts, 168 duplex apartments at Nashville.

5. Music Systems, Inc., 407 Madison, where her office is, a background music operation.

Mrs. Camp also owns oil wells in Kentucky, Illinois and Arkansas. A year ago she helped found Home of the Blues Record Company, Inc., and is secretary-treasurer of it. She has put up the money for its operation. They are hoping to become a hit-producing record company, have great hopes for the Five Royales they have under contract and are recording.

Camp began his coin machine empire, with Mrs. Camp's help, in 1938. They founded Southern Distributing Company with Kemmons Wilson. Wilson has long since left the field and is now a multi-millionaire builder and president of Holiday Inns, Inc.

## SEE IT, HEAR IT TODAY

IT'S  
NEW—EXCITING  
REVOLUTIONARY

AMI'S  
CONTINENTAL 2  
STEREO ROUND

Ask about the BIG CHALLENGE Operator incentive program that offers 1700 valuable prizes, plus trips to Florida and Las Vegas.

- You've got to hear it to believe it!
- Real-as-life stereo that needs no remote speakers.
- Plays 33 $\frac{1}{3}$  RPM stereo or 45 RPM monaural records with wonderful new beauty.
- All equipment standard... no extras to buy.

SEE FULL COLOR AMI INSERT ON PAGE 33

SEE IT, HEAR IT TODAY AT

AMI Distributors in Illinois and Iowa

ATLAS MUSIC CO.

2122 N. Western Ave., Chicago 47, Ill.

Phone: AR 6-5005

### LUCKY HOROSCOPE

5c, 10c, or 25c Play

- ✓ National Coin Rejector in each chute
  - ✓ Two Coin Returns
  - ✓ Easy to Load—Holds approx. 1,000 tickets
- Size: 18' x 8' x 6" Wgt.: 20 lbs.

MID-STATE CO.

Phone: Dickens 2-3444

2371 Milwaukee Avenue  
Chicago 47, Illinois



## ADD-A-BALL Extended Play plus Light-Box Animation Create Coin Box-Filling Appeal!

New, revolutionary extended play ADD-A-BALL feature coupled with light-box animation presents a most successful "Player Appeal" combination.

Acclaimed and accepted everywhere, ADD-A-BALL adds a number of balls to each game through skillful player operation. It's



fun — it's fresh, adds new zest to every game.

"Cannonball" animation in the light-box makes a "Big Production" out of every additional ball made. A cannon fires! The

cannon ball shoots up the ramp and hits a target that rings a bell! Add 'em together, they spell . .

# FLIPPER PARADE

Tested! Proven! Accepted Everywhere!

- Lighting 5 top rollovers gives an additional ball
- Hitting Roto-Target when matched to top lighted rollover gives additional ball
- Red and Yellow rollover buttons light pop bumpers and holes for high score
- Additional balls given for high score
- Side double rollovers score up to 200 points
- New tilt feature enables play to continue by only penalizing player one ball plus ball in play.

Tomorrow's Design Today!

- High, wide and handsome tapered light-box
- Sparkling plated legs and front door panel
- STAINLESS STEEL moldings
- Hard chrome finish corner castings

D. Gottlieb & Co.

1148-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!

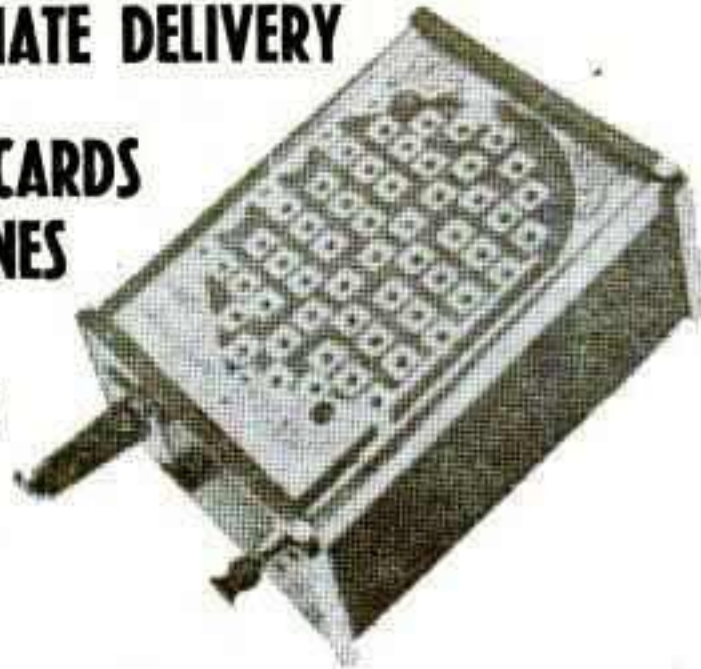
New "Hard-Cote" Finish  
Extends Playboard Life to  
an All-Time High!



# NOW, A NEW IMPROVED SKILL CARDS COUNTER MACHINE

READY FOR IMMEDIATE DELIVERY

OVER 2,000 SKILL CARDS COUNTER MACHINES SOLD IN 3 MONTHS



**SKILL CARDS IS 100% LEGAL.** It is not a free-play game. It's strictly mechanical . . . no score . . . no buttons:

**LEARN WHY** other operators have ordered and reordered SKILL CARDS.

**THERE'S ONLY ONE REASON** these operators know that you need no longer spend hundreds of dollars to get quality amusement games.

**CALL US TODAY FOR THE HOTTEST GAME IN YEARS!**

EXPORT SPECIALISTS FOR ALL COIN OPERATED EQUIPMENT

**REDD DISTRIBUTING CO.** Cable Address: REDDING CALL US TODAY! ALgonquin 4-4040  
126 LINCOLN STREET BOSTON (BRIGHTON), MASSACHUSETTS

Exclusive Distributors SEEBURG FACTORY REPRESENTATIVES IN 5 STATES Distributors for BALLY • CHICOIN • FISHER

GIVE TO DAMON RUNYON CANCER FUND

# Nichols on Programming: Use Charts, Fill Requests

MIAMI BEACH, Fla. — Juke box operators would do well to stay with the programming sections designated on the juke box by the manufacturer, according to Ted Nichols, Fremont, Neb., operator. Speaking on a programming panel at the Monday (15) forum meeting at the MOA convention here,

Nichols pointed out that many operators fail to keep a proper balance with regard to type of music scheduled, and that one of the easiest ways to maintain a proper balance is to stick to the designations of the juke box manufacturer.

Nichols also advised operators to use colored filters on title strips on new releases, and to keep records taken off machines for other locations and for possible reuse if the tune ever has a revival.

### 17 Per Cent of Gross

Nichols pointed to the 1961 Billboard Music Week Music Machine Survey which showed that the average operator gets only \$7 per week per machine, and he buys an average of 1.8 records a week. Accord-

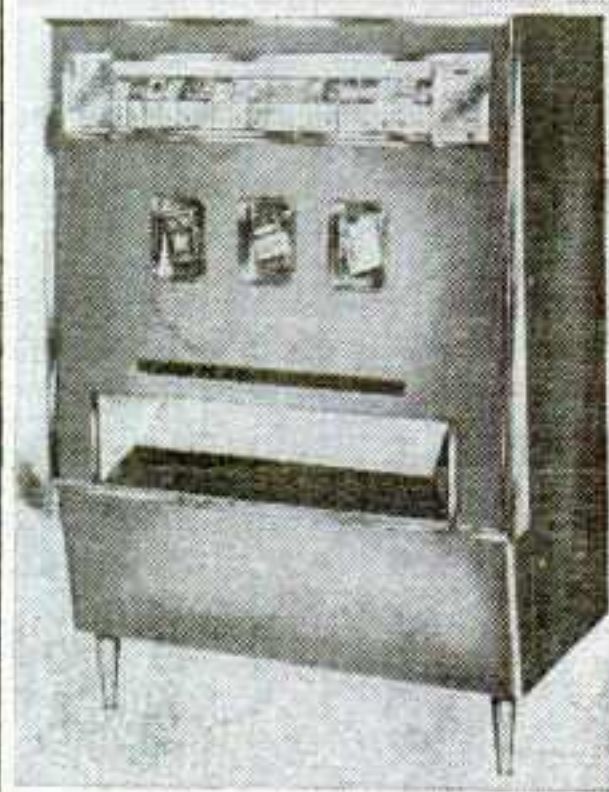
ing to Nichols' calculations, this means that 17 per cent of the operator's gross, after commission, goes for record costs. A few years ago, he said, he advised operators to pay close attention to trade paper charts in purchasing records, and added that request cards from locations should not be ignored.

Nichols cited the need for more point-of-purchase displays on juke boxes, and he said that colored displays of recording artists on the top of juke boxes stimulate play.

### Program Cards

The operator should know at any given time what is programmed on every box in the route, Nichols said. He advised using plastic program cards for each location, with the selections on the card the same as those on the location.

Also on the same panel, Jack Geldbart, Atlanta one-stop operator, advised operators to take advantage of the programming services offered by alert one-stops and to program the entire route at one time.



A NEW LINE of Smokeshop cigarette venders, including 18, 27 and 36-column models, were bowed last week. Cabinet has been modernized and several improvements made on the mechanism. Prices can be set from 5 cents to \$1. Selection is electric and capacity ranges from 450 to 850 packs. Eye-level loading and easy swing-out servicing are among the features.

### YOU CAN DEPEND ON SERVICE AND QUALITY

"GUNS"	KIDDIE RIDES	VENDING MACHINES
C. G. Pistol . . . . . \$ 65	Deluxe Auto Test . . . . . \$995	Vendo Milk . . . . . \$425
Ex. Space Gun . . . . . 100	Auto Test . . . . . 495	Vendo Ice Cream . . . . . 425
Genco Wild West . . . . . 185	Bally Champion . . . . . 395	Bevomatic Whipped . . . . . 225
Gun Patrol . . . . . 125	Ex. Bronco . . . . . 325	Choc. & Coffee . . . . . 225
Six Shooter . . . . . 125	Toonerville Trolley . . . . . 495	Stoner 500 Coffee . . . . . 395
State Fair . . . . . 195	Boat Ride . . . . . 250	& Choc. . . . . 395
Sky Gunner . . . . . 125	Donald Duck . . . . . 275	Colespa Spec. 4 Dr. . . . . 475
Muto. Sky Filter . . . . . 125	Elsie the Cow . . . . . 195	Spacarb 4 Dr. . . . . 325
Mid. Bazooka . . . . . 395	Ferdinand the Bull . . . . . 225	Cole T M 600 3 Dr. . . . . 325
Mid. Shooting Gallery . . . . . 425	Red Nose Reindeer . . . . . 225	Apco Sr. Coffee Shoppe . . . . . 295
Un. Bonus Gun . . . . . 195	Zoo Ride . . . . . 225	Bayland Fresh Brew . . . . . 295
Un. Pirate Gun . . . . . 210	Junior Jet . . . . . 195	Corsaire Cig. 30 sel. . . . . 195
Wms. Crusader . . . . . 350	Palomino Horse . . . . . 195	Corsaire Cig. 20 sel. . . . . 245
	Bally Little Champion . . . . . 250	Smokeshop V 18 . . . . . 185
	Round World Trainer . . . . . 325	National 9 M . . . . . 110
	Sandy Horse . . . . . 375	National 11 ML . . . . . 125
	Old Smokey, new . . . . . 395	National 9 Col. Candy . . . . . 125
	Space Ship . . . . . 350	Rowe 4-Col. 3 Mints . . . . . 150
	Rocket Ride, new . . . . . Write	National, 6 col. . . . . 75
	Puffer Fire Engine . . . . . 425	Rudd-Melikian 4-Sel. . . . . 495
		Bulk Milk . . . . . 495



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Distributors for WURLITZER UNITED, GOTTLIEB & MIDWAY.  
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All Phones: Tower 1-6715

## Williams STAR PERFORMER

# Hollywood

2-PLAYER  
3 or 5 BALL

GETS **BIG PLAY** IN ANY LOCATION!

FEATURING  
Williams New **MOVING TARGET**  
"HIT IT AND SCORE 10 TO 100 POINTS  
A REAL SKILL SHOT!

ADVANCES HIGH SCORES

ADVANCES BONUS VALUE

- ★ 2 Bonus Holes
- ★ Number Match Feature
- ★ Advance Bonus Lanes
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- ★ 2 Shooting Rubbers
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Williams ELECTRONIC MANUFACTURING CORP.

★ Locked Cash Box  
★ Plasticote Finished Playfield resists dirt and wear. Extends life of paint on playfield indefinitely.  
★ All Williams Games Equipped with Slug Rejectors

*Order today!*

4242 W. FILMORE ST. • CHICAGO 24, ILL.

\*Styling of the 60's\*  
Cabinet Design  
Exclusive with Williams

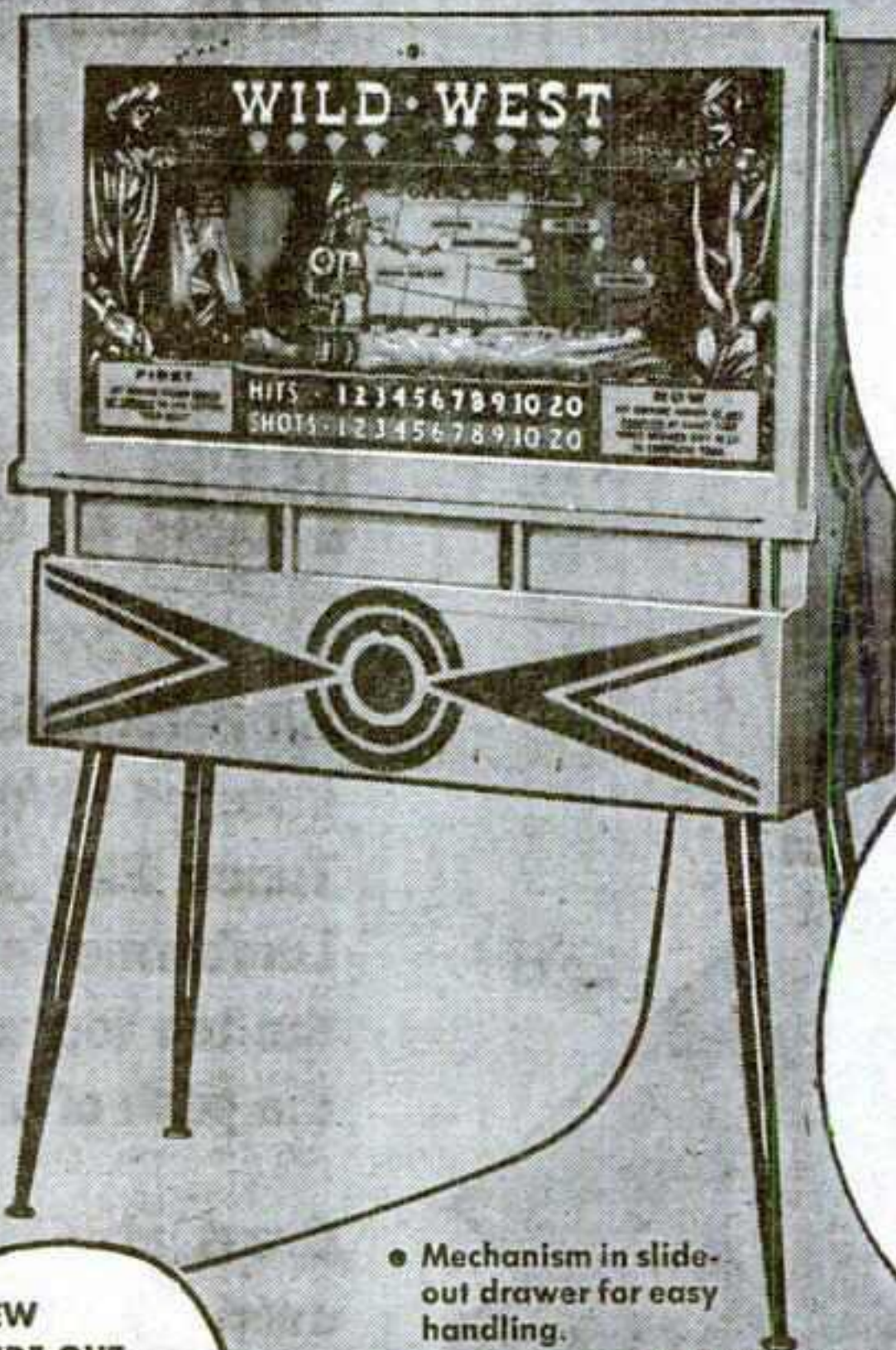
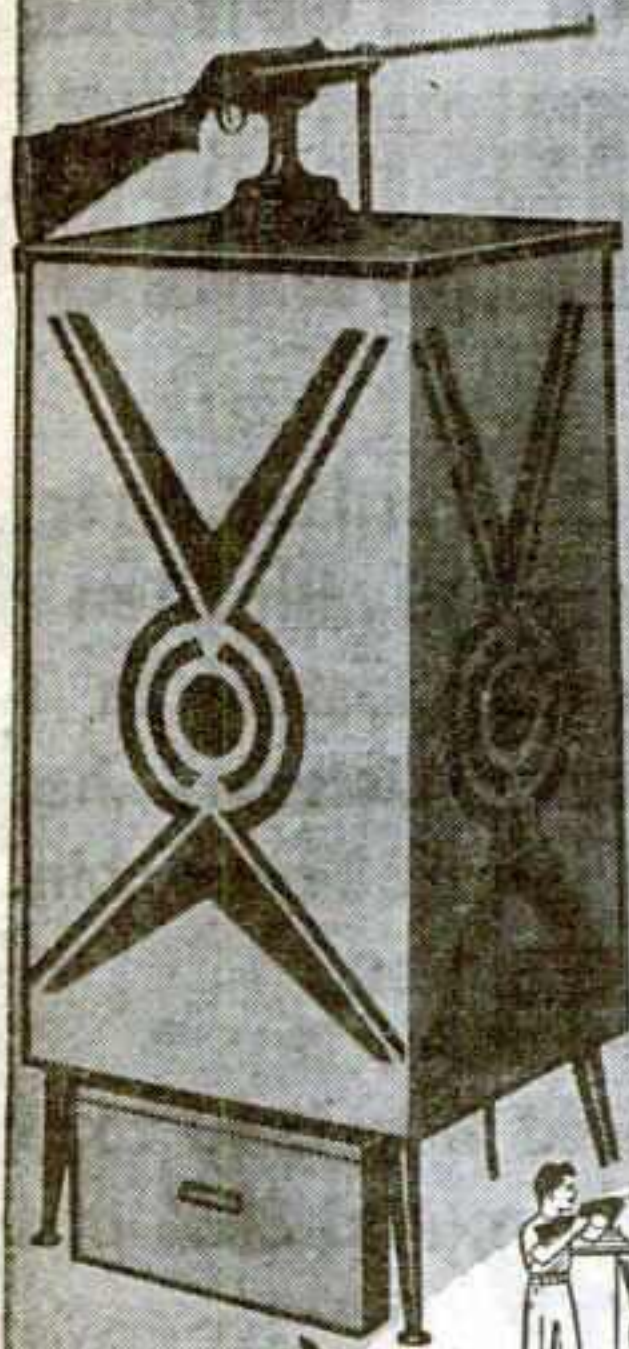
WHEN YOU BUY A GAME—BUY THE BEST—BUY WILLIAMS

New — Realistic  
Moving "Injun Chief"  
Target — Stops — Turns  
and Moves in  
Opposite Direction  
with Every Hit!

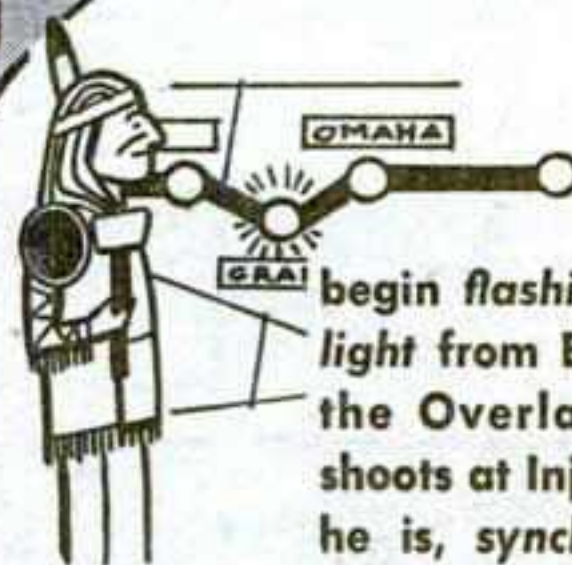
# chicago coin's WILD·WEST

with Photo-Electric Cell Gun Permanently Mounted on Stand!

Look! Proven Player  
Appeal of the Photo-  
Electric Cell Gun —  
(... "heavy-play" favorite  
year after year!)



**First!** Player shoots at moving Injun Chief as he passes back and forth under lit arrows! Bullet sound whistles! Direct hit puts out arrow and lights up letter above—reverses direction of Injun Chief! Action is repeated till W-I-L-D W-E-S-T is completed!



**Then!**

Cities on map begin flashing with travelling light from East to West along the Overland Trail! Player shoots at Injun Chief wherever he is, synchronizing hit with lighting of city! Red line connects each city hit until the Overland Trail is completed!

NEW  
SLIDE-OUT  
PLATFORM FOR  
"SHORT  
SHOOTERS!"

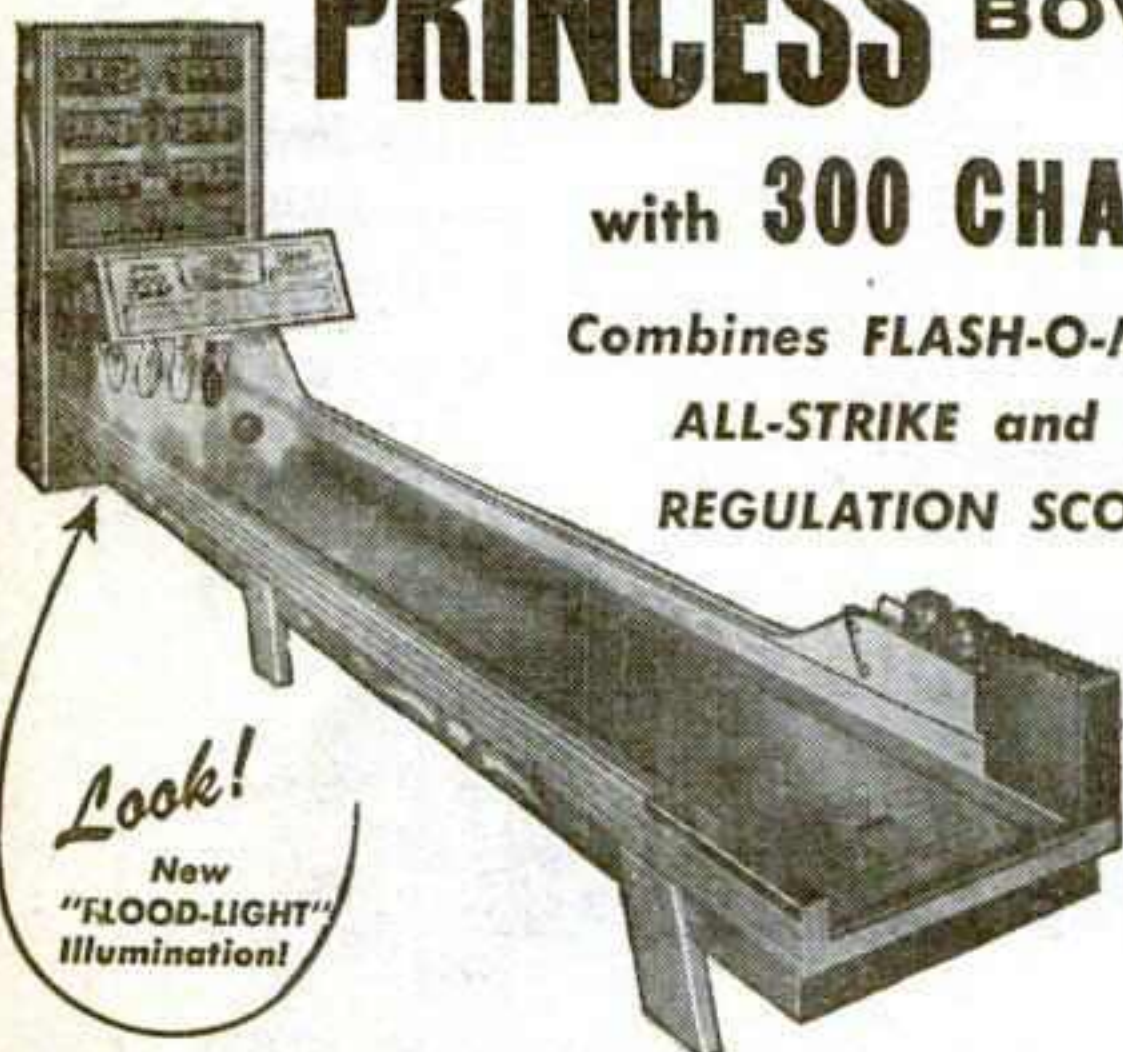
- Mechanism in slide-out drawer for easy handling.
- New Modern Steel Legs.
- Fits All Locations.

ALSO SEE CHICAGO COIN'S POPULAR LINE OF BOWLING GAMES — AT YOUR DISTRIBUTORS!

## PRINCESS BOWLER

with 300 CHAMP

Combines FLASH-O-MATIC,  
ALL-STRIKE and  
REGULATION SCORING!



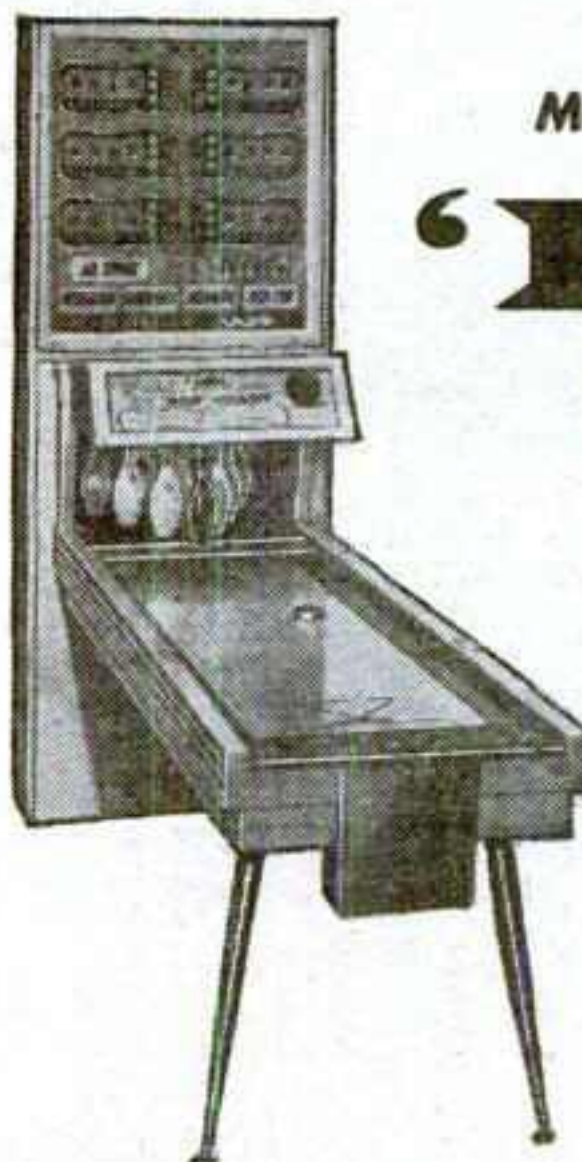
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New  
"FLOOD-LIGHT"  
Illumination!

Modern New SIX GAME

## 'PRO'

SHUFFLE BOWLER

Imagine — 300 Champ;  
Flash-O-Matic; All-Strike;  
Red-Pin; Light-O-Matic and  
Regulation Scoring for the  
same price as many  
2-game bowlers!



ALL Steel Legs!

Chicago Dynamic Industries, Inc.

1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

**EARNINGS JUMPED  
FROM \$40 TO \$70**

*Thanks to*

**WURLITZER  
TEN TOP TUNES  
PLAY STIMULATOR**



M. G. Dahlgren, Owner of  
The Lumbermen's Tavern, Portland, Ore.

Hit Parade Music Co., Portland, Oregon, installed a Wurlitzer 2500 with a Ten Top Tunes Play Stimulator feature in The Lumbermen's Tavern. Listeners heard the ten top tunes for a 50-cent coin at the push of a single button.

Gross play increased from \$40 to \$70 over a three-week run. And 80% of the take was in half dollars.

Not since Wurlitzer introduced Fifty-Cent Play has a feature attracted so much interest and accelerated earnings like the new Wurlitzer Ten Top Tunes Play Stimulator.

Easy to install. Quickly pays for itself. Ask your Wurlitzer Distributor for a demonstration.

Look to **WURLITZER** for Leadership