

April 7, 1962

In This Issue

SPOTLIGHT ON RECORD PROGRAMMING
FEATURING TODAY'S TOP RECORD TALENT

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BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS

BILLBOARD
MUSIC WEEK
PAGE ONE RECORD

SINGLES

★ NATIONAL BREAKOUTS

- FUNNY WAY OF LAUGHIN'**, Burl Ives, Decca 31371
- HIDE NOR HAIR**, Ray Charles & His Ork, ABC-Paramount 10314

★ REGIONAL BREAKOUTS

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

- IF YOU WANT TO** . . . Carousels, Gone 5118 (Alan K., BMI) (Pittsburgh)
- I WANT TO LOVE YOU** . . . Renee Roberts, New Phoenix 6198 (New Phoenix, ASCAP) (Chicago)
- HULLY GULLY CALLING TIME** . . . Jive Five, Beltone 2019 (Leopard, BMI) (Cleveland)
- JUST PLAIN HURT** . . . Chuck Reed, Hit 101 (Marty-Tree, BMI) (New Orleans)
- GEE BABY** . . . Ben and Bea, Phillips 40000 (Ace, BMI) (Cleveland)
- LET'S STICK TOGETHER** . . . Wilbert Harrison, Fury 1063 (Fast, BMI) (Seattle)
- FORTUNE TELLER** . . . Bobby Curtola, Del Fi 4177 (Kemo, BMI) (Seattle)
- TO MAKE A LONG STORY SHORT** . . . Eddie and the Starlites, Scepter 1202 (Ludix-G & H, BMI) (Philadelphia)

NEW ON THE HOT 100

- 65. **FUNNY WAY OF LAUGHIN'** . . . Burl Ives, Decca 31371
- 67. **HIDE NOR HAIR** . . . Ray Charles and His Ork, ABC-Paramount 10314
- 80. **RUNAWAY** . . . Lawrence Welk, Dot 16336
- 82. **THOU SHALT NOT STEAL** . . . John D. Loudermilk, RCA Victor 7993
- 84. **PATRICIA TWIST** . . . Perez Prado, RCA Victor 8006
- 85. **EV'RYBODY'S TWISTIN'** . . . Frank Sinatra, Reprise 20063
- 91. **ITTY BITTY PIECES** . . . James Ray, Caprice 114
- 92. **COOKIN'** . . . Al Casey Combo, Stacy 925
- 93. **AMOR** . . . Roger Williams, Kapp 447
- 94. **SMILE** . . . Ferrante and Teicher, United Artists 431
- 95. **SHOUT** . . . Isley Brothers, RCA Victor 7588
- 97. **OLD RIVERS** . . . Walter Brennan, Liberty 55436
- 98. **LOVER COME BACK** . . . Doris Day, Columbia 42295
- 99. **SWEET THURSDAY** . . . Johnny Mathis, Columbia 42261
- 100. **COUNT EVERY STAR** . . . Linda Scott, Canadian-American 133

ALBUMS

★ NATIONAL BREAKOUTS

- MONO**
- CRYING**, Roy Orbison, Monument M 4007
- GLORIA LYNNE AT BASIN STREET EAST**, Everest LPBR 5137
- THE BICKERSONS**, Don Ameche & Frances Langford, Columbia CL 1692

STEREO

- BEYOND THE REEF**, Earl Grant, Decca DL 74231
- YOUNG AND WARM AND WONDERFUL**, Peter Nero, RCA Victor LSP 2482
- ROMAN GUITAR**, Tony Mottola, Command RS 816 SD

★ NEW ACTION LP'S

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

MONO

- YOUNG, ALIVE AND IN LOVE** . . . Paul Anka, RCA Victor LPM 2502
- TWISTIN' 'ROUND THE WORLD** . . . Chubby Checker, Parkway P-7008
- DRUMS ARE MY BEAT** . . . Sandy Nelson, Imperial LP 9168
- ALBUM 7 BY RICK** . . . Rick Nelson, Imperial LP 9167
- DO THE TWIST** . . . Connie Francis, MGM E 4022
- JOHNNY TILLOTSON'S BEST** . . . Cadence CLP 3052
- AHMAD JAMAL'S ALHAMBRA** . . . Argo 685
- LENA ON THE BLUE SIDE** . . . Lena Horne, RCA Victor LPM 2465
- FLOYD CRAMER GETS ORGAN-IZED** . . . RCA Victor LPM 2488
- BABY IT'S YOU** . . . Shirelles, Scepter SLP 504
- I KNOW (You Don't Love Me No More)** . . . Barbara George, AFO 5001
- DICK GREGORY EAST & WEST** . . . Colpix CP 420
- NAT KING COLE SINGS/GEORGE SHEARING PLAYS** . . . Capitol W 1675
- I'LL SEE YOU IN MY DREAMS** . . . Pat Boone, Dot DLP 3399
- DUET** . . . Doris Day-Andre Previn, Columbia CL 1752

STEREO

- SINCERELY BRENDA LEE** . . . Decca DL 74216
- NIGHT FALL** . . . Capitol Symphony Orch. (Dragon), Capitol SP 8575
- DOWN HOME** . . . Chet Atkins, RCA Victor LSP 2450
- SOPHISTICATED APPROACH** . . . Stan Kenton, Capitol ST 1674
- BOUQUET OF LOVE** . . . Percy Faith Ork., Columbia CS 8481

(Continued on page 6)

UNEVEN SALES MUDDY NATION'S DISK BUSINESS

No clear pattern emerged from a BMW survey of business in major markets across the country last week. Although many cities showed good business on the album and singles level, others showed a drop-off from previous weeks. Cities where business was up, according to local dealers, included Boston, Miami, Pittsburgh, Atlanta, Los Angeles, and New Orleans. San Francisco was selling albums well but singles were down. Dealers reported poor singles business in a number of Midwest cities, including Cleveland, Chicago, Milwaukee, and St. Louis, and the picture was no brighter in Baltimore. Fair activity was reported from Dallas, Houston, Washington, New York, Seattle, and Philadelphia, on both LP's and singles.

Battle for Dealer \$\$ in N. Y. C.

NEW YORK—Business was slow in New York last week, with only albums maintaining a comparable pace to the week before. Although things were quiet on the dealer front, a lot of noise was being churned up by distributors and one-stops, as competition for the dealer dollar on the part of wholesalers grew apace. (See separate story.)

Dealers, especially the large ones, appeared to be in the best position that they have been in for years to obtain deals and better prices on singles and LP's. In many cases, singles were selling to dealers for 54 cents instead of the usual 60 cents. And LP's were being schlacked at comparable low prices. All of this was to the benefit of the consumer, who could buy many singles from 66 cents to 77 cents and some hit LP's at less than \$2.

The situation was not making many distributors very happy, and many of the indie jobbers were looking for ways to combat transshipping, cut prices, the now standard 10 per cent functional discount to large buyers, etc. One distrib, Sammy Weiss of Superior, opened his own one-stop. Two other distributors said they were considering the same thing, claiming it was too rough to remain only a distrib. And a key one-stop noted that they had pulled out of the distributing business a while back when they saw the competition grow fierce.

One-Stop, Discounter Open in Houston

HOUSTON—Things were "pretty doggone quiet" on the record scene in both Houston and Dallas last week, according to local distributors here. One of the reasons was attributed to the recently completed Fat Stock show.

However, in Houston, a few things were stirring. The Globe, now owned by the Walgreen chain, has a large record department. Also the city's third one-stop, Record Service, opened its doors. The new one-stop, in which the local Seeburg distributor is a partner, intends to service operators exclusively.

Distributors noted that discounting on LP's continued to spread across the State. The large chains and department stores were becoming more insistent on the 10 per cent functional discount that Northern chains and department stores have been giving their distributors on LP purchases.

A local hit, which sold well in Houston last year, was getting new action in San Antonio. Disk is "Wine, Wine, Wine," by the Nightcaps on the Vanndan label.

Lent and Taxes Crimp Balt. Sales

BALTIMORE — Lent, income taxes, and balmy weather were blamed for a slump in singles sales here last week. Album sales were somewhat better but still "soft."

Milt Berson, buyer for Musical Sales, one of the biggest one-stops in this area, said the same number of dealers gave him orders last week, but in practically every case the orders were about 50 per cent less than usual. If they usually order five of a number, they ordered two last week, etc.

Most distributors and dealers agree that the most powerful jockey exposure here is provided by Buddy Deane, WJZ-TV, and radio station WCAO. "If either of them gets behind a record it stands a good chance of breaking out," said a key

(Continued on page 6)

RCA VICTOR FLASH!



NEW APRIL RELEASE



SEE BACK COVER

150 Best Selling

MONAURAL LP's

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	24
2	2	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	17
3	3	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	26
4	4	WEST SIDE STORY Sound Track, Columbia OL 5670	24
5	6	COLLEGE CONCERT Kingston Trio, Capitol T 1458	5
6	5	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & the Starliners, Roulette R 25166	17
7	11	TIME OUT Dave Brubeck, Columbia CL 1397	66
8	10	CAMELOT Original Cast, Columbia KOL 5620	63
9	7	THE TWIST Chubby Checker, Parkway P 7001	65
10	8	LET THERE BE DRUMS Sandy Nelson, Imperial LP 9159	12
11	9	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	120
12	12	A SONG FOR YOUNG LOVE Lettermen, Capitol T 1669	7
13	22	WEST SIDE STORY Original Cast, Columbia OL 5230	78
14	16	LIVE IT UP Johnny Mathis, Columbia CL 1711	7
15	14	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	36
16	25	SINATRA AND STRINGS Frank Sinatra, Reprise R 1004	4
17	18	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	131
18	19	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CL 1690	15
19	28	DANNY BOY AND OTHER SONGS I LOVE TO SING Andy Williams, Columbia CL 1781	6
20	30	SO MUCH IN LOVE Ray Conniff Singers, Columbia CL 1730	8
21	17	FLOWER DRUM SONG Sound Track, Decca DL 9098	15
22	26	MIKE NICHOLS AND ELAINE MAY EXAMINE DOCTORS Mercury MG 20680	7
23	27	HEY, LET'S TWIST Sound Track, Roulette R 25168	8
24	29	NEVER ON SUNDAY Connie Francis, MGM E 3965	23
25	31	RUNAROUND SUE Dion, Laurie LLP 2009	19
26	33	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	74
27	21	MY FAIR LADY Original Cast, Columbia OL 5090	313
28	13	DO THE TWIST Ray Charles, Atlantic 8054	16
29	36	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	205
30	15	I REMEMBER TOMMY Frank Sinatra, Reprise R 1003	22
31	24	FOR TWISTERS ONLY Chubby Checker, Parkway P 7002	18
32	20	MOON RIVER Lawrence Welk, Dot DLP 3412	14
33	23	SING OUT! Limelitters, RCA Victor LPM 2445	10
34	32	MILK AND HONEY Original Cast, RCA Victor LOC 1065	20
35	34	RUSTY WARREN BOUNCES BACK Jubilee JGM 2039	16
36	43	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	92
37	40	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	62
38	47	HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING Original Cast, RCA Victor LOC 1046	19
39	52	JOSE JIMENEZ IN ORBIT/BILL DANA ON EARTH Kapp KL 1257	13
40	35	VERSATILE BURL IVES Decca DL 4152	8
41	59	ENCORE OF GOLDEN HITS Flatters, Mercury MG 20472	108
42	55	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	32
43	41	RHYTHM SING ALONG WITH MITCH Mitch Miller, Columbia CL 1727	5
44	53	JOAN BAEZ, VOL. II Vanguard VRS 9094	19
45	51	LET'S TWIST AGAIN Chubby Checker, Parkway P 7004	28
46	37	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	63
47	38	TWIST WITH THE VENTURES Dolton BLP 2010	12
48	60	JOAN BAEZ, VOL. I Vanguard VRS 9079	6
49	58	OLDIES BUT GOODIES, VOL. III Various Artists, Original Sound 5004	34
50	65	MIDNIGHT SPECIAL Jimmy Smith, Blue Note 4078	8
51	68	HEAVENLY Johnny Mathis, Columbia CL 1351	133
52	45	KING OF KINGS Original Movie Music; Miklos Rozsa, MGM 1E2	19

This Week	Last Week	Title, Artist, Label	Wks. on Chart
53	48	FLOWER DRUM SONG Original Cast, Columbia OL 5350	130
54	49	THE ASTRONAUT Jose Jimenez, Kapp KL 1238	38
55	57	LET'S TWIST HER Bill Black's Combo, HI HL 12006	12
56	39	THE KINGSTON TRIO CLOSE UP Capitol T 1642	26
57	56	BEHIND THE BUTTON-DOWN MIND OF BOB MEWHART Warner Bros. W 1417	23
58	42	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	210
59	77	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	194
60	72	TWISTIN' IN HIGH SOCIETY Lester Lanin and His Ork, Epic LN 3825	10
61	86	MIDNIGHT IN MOSCOW Kenny Ball & His Jazzmen, Kapp KL 1276	4
62	46	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	32
63	87	MARIA Roger Williams, Kapp KL 1266	4
64	69	CHUBBY CHECKER/BOBBY RYDELL Cameo C 1013	16
65	66	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Black Seal—Popular), Various Artists, RCA Victor LOP 1509	31
66	74	BEST OF THE DUKES OF DIXIELAND Audio Fidelity AFLP 1956	17
67	79	HYMNS AT HOME Tennessee Ernie Ford, Capitol T 1604	11
68	91	TONIGHT Ferrante & Teicher, United Artists UAL 3171	4
69	50	BUTTON-DOWN MIND OF BOB MEWHART Warner Bros. W 1379	99
70	83	BUDDY HOLLY STORY Coral CRL 57326	65
71	54	WOODY WOODBURY'S SALOONATICS Stereoeditions MW 4	12
72	88	ALL THE WAY Brenda Lee, Decca DL 4176	32
73	89	MURRAY THE "K'S" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS Various Artists, Roulette R 25159	26
74	61	WEST SIDE STORY Ferrante & Teicher, United Artists UAL 3166	20
75	123	FOR TEEN TWISTERS ONLY Chubby Checker, Parkway P 7009	2
76	98	ALWAYS YOU Robert Goulet, Columbia CL 1676	4
77	64	LINGER AWHILE WITH VIC DAMONE Capitol T 1646	6
78	90	YELLOW BIRD Lawrence Welk, Dot DLP 3389	34
79	94	SINSAIONAL Rusty Warren, Jubilee JGM 2034	46
80	93	KINGSTON TRIO Capitol T 996	176
81	95	WHAT'D I SAY Ray Charles, Atlantic 8029	32
82	96	HYMNS Tennessee Ernie Ford, Capitol T 756	237
83	92	SOMEbody LOVES ME Ray Conniff Singers, Columbia CL 1642	30
84	106	CAMPUS ENCORE Four Tops, Capitol T 1647	3
85	63	HORN A-PLENTY Al Hirt, RCA Victor LPM 2446	9
86	80	THE LION SLEEPS TONIGHT Tokens, RCA Victor LPM 2514	11
87	82	TWIST WITH BOBBY DARIN Atco 138	11
88	102	THE SLIGHTLY FABULOUS LIMELITERS RCA Victor LPM 2393	27
89	101	MOMS MABLEY AT THE PLAYBOY CLUB Chess LP 1460	23
90	62	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CL 1671	29
91	129	MIGHTY DAY ON CAMPUS Chad Mitchell Trio, Kapp KL 1262	3
92	109	BRAMMS: CONCERTO NO. 2 Van Cliburn, RCA Victor LM 2581	4
93	125	GOLDEN PIANO HITS Ferrante & Teicher, United Artists UAS 3505	9
94	132	HELL BENT FOR LEATHER Frankie Laine, Columbia CL 1615	24
95	113	DOWN HOME Chet Atkins, RCA Victor LPM 2450	4
96	78	BIG BAD JOHN Jimmy Dean, Columbia CL 1735	18
97	111	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 4165	33
98	99	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	91
99	117	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	85
100	100	BABES IN TOYLAND Sound Track, Vista BV 4022	12

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	107	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576	10
102	—	CRYING Ray Orbison, Monument M 4007	1
103	119	SINCERELY BRENDA LEE Decca DL 4216	3
104	44	SOUTH PACIFIC Original Cast, Columbia OL 4180	408
105	67	RICK IS 21 Rick Nelson, Imperial LP 9152	45
106	134	MOMS MABLEY AT THE GENEVA CONFERENCE Chess LP 1462	2
107	118	WEST SIDE STORY Stan Kenton, Capitol T 1609	24
108	75	ROARING 20'S Dorothy Provine, Warner Bros. W 1294	45
109	76	EXODUS Sound Track, RCA Victor LOC 1058	64
110	128	AIN'T THAT WEIRD! Brother Dave Gardner, RCA Victor LPM 2335	29
111	130	THE DUKE OF EARL Gene (Duke of Earl) Chandler, Vee Jay LP 1040	2
112	84	CARNIVAL Original Cast, MGM E 3946	45
113	108	UP A LAZY RIVER Si Zentner, Liberty LRP 7216	4
114	120	YOUNG AND WARM AND WONDERFUL Peter Nero, RCA Victor LPM 2484	4
115	—	GLORIA LYWNE AT BASIN STREET EAST Everest EPBR 3137	1
116	121	SAIL AWAY Original Cast, Capitol WAO 1643	19
117	103	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	73
118	73	NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2383	29
119	97	CALCUTTA Lawrence Welk, Dot DLP 3359	62
120	105	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	75
121	116	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	156
122	122	ITALIA MIA Mantovani, London LL 3239	45
123	—	THE SICKERSONS Don Ameche & Francis Langford, Columbia CL 1692	1
124	124	JIMMY REED AT CARNEGIE HALL Vee Jay 2 LP 1035	25
125	126	SOMEDAY MY PRINCE WILL COME Miles Davis Sextet, Columbia CL 1656	3
126	127	TONIGHT IN PERSON Limelitters, RCA Victor LPM 2272	58
127	136	FILM ENCORES, VOL. I Mantovani, London LL 1700	193
128	141	SONGS FOR SINNERS Rusty Warren, Jubilee JLP 2024	24
129	144	PATSY CLINE SHOWCASE Decca DL 4202	2
130	138	STANDING ROOM ONLY Highwaymen, United Artists UAL 3168	3
131	147	MOMS MABLEY AT THE UN Chess LP 1452	49
132	70	TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628	44
133	71	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231	68
134	81	THE GAY LIFE Original Cast, Capitol WAO 1560	7
135	—	THE CLASSIC DELLA Della Reese, RCA Victor LPM 2419	1
136	104	TAKE GOOD CARE OF MY BABY Bobby Vee, Liberty LRP 3211	10
137	110	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	126
138	146	STUDENT PRINCE Mario Lanza, RCA Victor LM 2339	47
139	—	SUBWAYS ARE FOR SLEEPING Original Cast, Columbia KOL 5730	1
140	149	ELLA IN HOLLYWOOD Ella Fitzgerald, Verve V 4052	21
141	112	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	56
142	137	FERRANTE AND TEICHER, LOVE THEMES United Artists UAS 3514	9
143	139	KWAMINA Original Cast, Capitol WAO 1645	3
144	143	FIRESIDE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1289	92
145	85	GOIN' PLACES Kingston Trio, Capitol T 1564	40
146	115	LET'S ALL SING WITH THE CHIPMUNKS David Seville & the Chipmunks, Liberty LRP 3132	12
147	140	BLASTS FROM THE PAST Various Artists, Chess LP 1461	15
148	142	HERE WE GO AGAIN Kingston Trio, Capitol T 1258	120
149	150	ROGER WILLIAMS' GREATEST HITS Kapp KL 1260	10
150	—	ANDY WILLIAMS' BEST Cadence CLP 3054	1

50 Best Selling

STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	2	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	23
2	1	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	24
3	4	STEREO 35/MM Enoch Light & His Ork, Command RS 826 SD	26
4	3	WEST SIDE STORY Sound Track, Columbia OS 2070	21
5	6	CAMELOT Original Cast, Columbia KOS 2031	63
6	5	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	108
7	10	COLLEGE CONCERT Kingston Trio, Capitol ST 1458	4
8	11	SINATRA AND STRINGS Frank Sinatra, Reprise R9-1004	4
9	8	SO MUCH IN LOVE Ray Conniff Singers, Columbia CS 8520	8
10	7	MOON RIVER Lawrence Welk, Dot DLP 25412	13
11	13	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	36
12	9	TIME OUT Dave Brubeck, Columbia CS 8192	35
13	17	PERSUASIVE PERCUSSION, VOL. I Terry Snyder and the All Stars, Command RS 800 SD	107
14	12	STEREO 35/MM, VOL. II Enoch Light & His Ork, Command RS 831 SD	8
15	23	WEST SIDE STORY Original Cast, Columbia OS 2001	40
16	16	FLOWER DRUM SONG Sound Track, Decca DL 79098	11
17	15	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CS 8490	11
18	14	SING OUT! Limelitters, RCA Victor LSP 2445	8
19	18	I REMEMBER TOMMY Frank Sinatra, Reprise R 9-1003	20
20	33	MARIA Roger Williams, Kapp KS 3266	3
21	22	BEST OF THE DUKES OF DIXIELAND Audio Fidelity AFSD 5956	17
22	21	RHYTHM SING ALONG WITH MITCH Mitch Miller, Columbia CS 8527	5
23	32	TONIGHT Ferrante & Teicher, United Artists UAS 6171	2
24	29	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	14
25	19	WEST SIDE STORY Ferrante & Teicher, United Artists UAS 6166	16
26	28	BERLIN MELODY Billy Vaughn, Dot DLP 25396	18
27	35	GREATEST STRING BAND HITS Billy Vaughn, Dot DLP 25409	3
28	27	HORN A-PLENTY Al Hirt, RCA Victor LSP 2446	5
29	37	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 74165	33
30	31	LIVE IT UP Johnny Mathis, Columbia CS 8511	4
31	24	LET THERE BE DRUMS Sandy Nelson, Imperial 12080	10
32	25	BRAMMS: CONCERTO NO. 2 Van Cliburn, RCA Victor LSC 2581	5
33	36	JUMP UP CALYPSO Harry Belafonte, RCA Victor LSP 2388	31
34	38	COMBO! Henry Mancini, RCA Victor LSP 2258	6
35	43	A SONG FOR YOUNG LOVE Lettermen, Capitol ST 1669	2
36	26	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & the Starliners, Roulette SR 25166	12
37	39	KING OF KINGS Original Movie Music; Miklos Rozsa, MGM SIE 2	22
38	40	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	63
39	34	PERSUASIVE PERCUSSION, VOL. IV Enoch Light & the Command All Stars, Command RS 830 SD	7
40	45	VERSATILE BURL IVES Decca DL 74182	3
41	20	MELODY AND PERCUSSION FOR TWO PIANOS Ronnie Aldrich & His 2 Pianos, London SP 44007	24
42	42	DANNY BOY AND OTHER SONGS I LOVE TO SING Andy Williams, Columbia CS 8551	3
43	44	YELLOW BIRD Lawrence Welk, Dot DLP 25389	35
44	30	GOLDEN PIANO HITS Ferrante & Teicher, United Artists UAS 8505	9
45	41	THE KINGSTON TRIO CLOSE UP Capitol ST 1642	24
46	50	RODGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Orch. (Bennett), RCA Victor LSC 2523	29
47	—	BEYOND THE REEF Earl Grant, Decca DL 74231	1
48	46	TWIST WITH THE VENTURES Dolton, BST 8010	5
49	—	YOUNG AND WARM AND WONDERFUL Peter Nero, RCA Victor LSP 2484	1
50	—	ROMAN GUITAR Tony Mottola, Command RS 816 SD	1



Miss Consistency



BRENDA LEE

Everybody Loves Me But You

b/w

Here Comes That Feeling

31379

★ 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	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
1	3	11	28	JOHNNY ANGEL	Shelley Fabares, Colpix 621	6
2	1	2	3	DON'T BREAK THE HEART THAT LOVES YOU	Connie Francis, MGM 13059	9
★	9	14	51	GOOD LUCK CHARM	Elvis Presley, RCA Victor 7992	△ 4
4	6	7	14	SLOW TWISTIN'	Chubby Checker, Parkway 835	6
5	4	6	18	DREAM BABY	Roy Orbison, Monument 456	8
6	2	1	1	HEY! BABY	Bruce Channel, Smash 1731	11
7	5	3	2	MIDNIGHT IN MOSCOW	Kenny Ball, Kapp 442	10
8	12	16	37	YOUNG WORLD	Rick Nelson, Imperial 5805	6
9	11	12	23	LOVE LETTERS	Ketty Lester, Era 3068	7
★	15	26	32	MASHED POTATO TIME	Dee Dee Sharp, Cameo 212	6
11	7	8	7	WHAT'S YOUR NAME	Don and Juan, Big Top 3079	9
12	16	23	36	LOVE ME WARM AND TENDER	Paul Anka, RCA Victor 7977	△ 7
13	8	4	4	LET ME IN	Sensations, Argo 5405	14
14	10	9	13	TWISTIN' THE NIGHT AWAY	Sam Cooke, RCA Victor 7983	△ 10
15	19	22	35	PLEASE DON'T ASK ABOUT BARBARA	Bobby Vee, Liberty 55419	7
16	20	35	56	LOVER, PLEASE	Clyde McPhatter, Mercury 71941	6
17	17	24	27	COME BACK SILLY GIRL	Lettermen, Capitol 4699	8
18	21	28	22	I'VE GOT BONNIE	Bobby Rydell, Cameo 209	8
19	14	15	16	SHE'S GOT YOU	Patsy Cline, Decca 31354	11
20	13	5	5	DUKE OF EARL	Gene (Duke of Earl) Chandler, Vee Jay 416	13
21	22	25	25	WHERE HAVE ALL THE FLOWERS GONE	Kingston Trio, Capitol 4671	12
22	23	33	39	YOU WIN AGAIN	Fats Domino, Imperial 5816	7
23	30	48	62	NUT ROCKER	B. Bumble & the Stingers, Rendezvous 166	6
★	34	63	—	SOLDIER BOY	Shirley, Scepter 1228	3
25	32	50	68	DEAR ONE	Larry Finnegan, Old Town 1113	7
★	36	68	—	SHOUT	Joy Dee & the Starlites, Roulette 4416	3
27	31	42	49	YOU BETTER MOVE ON	Arthur Alexander, Dot 16309	7
28	35	39	52	WHEN MY LITTLE GIRL IS SMILING	Drifters, Atlantic 2134	7
29	18	10	6	HER ROYAL MAJESTY	Jamess Darren, Colpix 622	10
30	38	49	61	SHE CAN'T FIND HER EYES	Paul Peterson, Colpix 620	6
★	43	69	80	STRANGER ON THE SHORE	Mr. Acker Bilk, Aton 6217	4
★	68	—	—	TWIST, TWIST, SENORA	Gary (U. S.) Bonds, LeGrand 1018	2
33	41	59	78	SOUL TWIST	King Curtis, Enjoy 1000	5
★	53	64	75	SHE CRIED	Jay & the Americans, United Artists 415	4

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
35	37	45	59	IF A WOMAN ANSWERS	Leroy Van Dyke, Mercury 71926	5
★	48	58	70	ANYTHING THAT'S PART OF YOU	Elvis Presley, RCA Victor 7992	△ 4
★	50	60	73	GINNY COME LATELY	Brian Hyland, ABC-Paramount 10294	5
38	42	52	57	CRY, BABY, CRY	Angels, Caprice 112	8
39	39	44	55	SOMETHING'S GOT A HOLD ON ME	Etta James, Argo 5409	7
40	46	62	83	CINDERELLA	Jack Ross, Dot 16333	4
41	33	30	31	JAMIE	Eddie Holland, Motown 1021	12
★	52	81	95	JOHNNY JINGO	Hayley Mills, Vista 395	4
43	47	61	65	PATTI ANN	Johnny Crawford, Del Fi 4172	6
★	56	73	85	THE JAM	Bobby Greag and His Friends, Cotton 1003	4
45	40	51	63	ALVIN TWIST	Chipmunks, Liberty 55424	6
46	28	20	12	SMOKY PLACES	Corsairs, Tuff 3030	15
★	58	66	72	TELL ME	Dick & Deede, Liberty 55412	4
48	27	21	17	TUFF	Ace Cannon, Hi 2040	15
49	29	17	10	PERCOLATOR (TWIST)	Billy Joe and the Checkmates, Dore 620	13
50	25	19	11	THE WANDERER	Dion, Laurie 3115	18
51	26	18	9	BREAK IT TO ME GENTLY	Brenda Lee, Decca 31348	13
★	70	—	—	WHAT'D I SAY	Bobby Darin, Aton 6221	2
53	24	13	8	CRYING IN THE RAIN	Everly Brothers, Warner Bros. 5250	13
54	51	53	53	POP-EYE	Huey Smith and the Clowns, Ace 649	8
★	67	82	91	TWO OF A KIND	Sue Thompson, Hickory 1166	4
56	60	74	76	ANNIE GET YOUR YO-YO	Little Junior Parker, Duke 345	5
57	66	85	—	MOMENTS	Jennell Hawkins, Amazon 1003	3
58	65	—	—	YOU TALK ABOUT LOVE	Barbara George, AFO 304	2
59	64	—	—	AT THE CLUB	Ray Charles and His Ork, ABC-Paramount 10314	2
60	44	32	24	THE TWIST	Chubby Checker, Parkway 811	39
★	84	86	88	WHITE ROSE OF ATHENS	David Carroll, Mercury 71917	5
62	71	93	—	THE ONE WHO REALLY LOVES YOU	Mary Wells, Motown 1024	3
63	72	90	—	TRA LA LA LA LA	Ike & Tina Turner, Sue 757	3
★	83	—	—	SHOUT! SHOUT! (Knock Yourself Out)	Erolle Maresca, Seville 117	2

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
★	65	—	—	FUNNY WAY OF LAUGHIN'	Burl Ives, Decca 31371	1
66	75	70	71	LOLLIPOPS AND ROSES	Jack Jones, Kapp 435	6
★	67	—	—	HIDE NOR HAIR	Ray Charles and His Ork, ABC-Paramount 10314	1
68	80	—	—	UPTOWN	Crystals, Phillies 102	2
69	82	—	—	I WISH THAT WE WERE MARRIED	Ronnie and the Hi-Lites, Joy 260	2
★	90	—	—	P. T. 109	Jimmy Dean, Columbia 42338	△ 2
★	91	—	—	CATERINA	Perry Como, RCA Victor 8004	△ 2
72	78	89	94	CHAPEL BY THE SEA	Billy Vaughn, Dot 16329	4
73	69	80	82	MIDNIGHT SPECIAL	Jimmy Smith, Blue Note 1819	6
74	76	87	90	MEMORIES OF MARIA	Jerry Byrd, Monument 449	4
75	79	83	86	THE BALLAD OF THUNDER ROAD	Robert Mitchum, Capitol 3986	7
★	93	100	—	YOU ARE MINE	Frankie Avalon, Chancellor 1107	3
77	73	71	66	OUR ANNIVERSARY	Shep & the Limelites, Hall 748	8
★	99	—	—	THE BIG DRAFT	Four Preps, Capitol 4716	2
79	77	—	—	WHO WILL THE NEXT FOOL BE	Bobby Bland, Duke 347	2
★	80	—	—	RUNAWAY	Lawrence Welk, Dot 16336	1
81	87	—	—	I WILL	Vic Dana, Dolton 51	2
★	82	—	—	THOU SHALT NOT STEAL	John D. Loudermilk, RCA Victor 7993	△ 1
83	85	91	—	WHAT AM I SUPPOSED TO DO	Ann-Margret, RCA Victor 7986	△ 3
★	84	—	—	PATRICIA TWIST	Perez Prado, RCA Victor 8006	△ 1
★	85	—	—	EV'RYBODY'S TWISTIN'	Frank Sinatra, Reprise 20963	1
86	89	92	97	THE RAINS CAME	Big Sam, Eric 7903	5
87	81	84	87	A GIRL HAS TO KNOW	G-Clef, Terrace 7503	5
88	92	97	—	(WHAT A SAD WAY) TO LOVE SOMEONE	Rai Donner, Gone 5125	3
89	97	—	—	TWISTIN' MATILDA	Jimmy Soul, SPQR 3300	2
90	100	—	—	KING OF CLOWNS	Nell Sedaka, RCA Victor 8007	△ 2
91	—	—	—	ITTY BITTY PIECES	James Ray, Caprice 114	1
92	—	—	—	COOKIN'	Al Casey Combo, Stacy 925	1
93	—	88	93	AMOR	Roger Williams, Kapp 447	4
94	—	95	98	SMILE	Ferrante and Telcher, United Artists 431	3
95	—	94	—	SHOUT	Isley Brothers, RCA Victor 7588	2
96	96	—	—	HONKY-TONK MAN	Johnny Horton, Columbia 42302	△ 2
97	—	—	—	OLD RIVERS	Walter Brennan, Liberty 55436	1
98	—	—	—	LOVER COME BACK	Doris Day, Columbia 42295	△ 1
99	—	—	100	SWEET THURSDAY	Johnny Mathis, Columbia 42261	△ 2
100	—	—	—	COUNT EVERY STAR	Linda Scott, Canadian-American 133	1

HOT 100—A TO Z—(Publisher-Licensee)

Alvin Twist (Monarch, ASCAP)	45	Itty Bitty Pieces (Good Songs, BMI)	91	Shout! Shout! (Knock Yourself Out) (Broadway, ASCAP)	64
Amor (Peer Int'l, BMI)	93	Jam, The (Cheltenham, BMI)	44	Slow Twistin' (Woodcrest, BMI)	4
Annie Get Your Yo-Yo (Don, BMI)	56	Jamie (Jobette, BMI)	41	Smile (Bourne, ASCAP)	94
Anything That's Part of You (Gladys, ASCAP)	36	Johnny Angel (Post, ASCAP)	1	Smoky Places (Annie-Earl & Sun Flower, ASCAP)	46
At the Club (Tangerine, BMI)	59	Johnny Jingo (Dickson, ASCAP)	42	Soldier Boy (Ludix, BMI)	24
Ballad of Thunder Road (Leeds, ASCAP)	75	King of Clowns (Aldon, BMI)	90	Something's Got a Hold on Me (Figure, BMI)	39
Big Draft, The (Lar-Bell, BMI)	78	Let Me In (Arc-Kae Williams, BMI)	13	Soul Twist (Don-Kelyn, BMI)	33
Break It to Me Gently (Northern, ASCAP)	51	Lollipop and Roses (Garland, ASCAP)	66	Stranger on the Shore (Mellie, BMI)	31
Caterina (Rencorn, ASCAP)	71	Love Letters (Faxon, ASCAP)	9	Sweet Thursday (Elm Drive, ASCAP)	99
Chapel by the Sea (Sun-Vine, BMI)	72	Love Me Warm and Tender (Spanka, BMI)	12	Tell Me (Odin, ASCAP)	47
Cinderella (Vin-Sun, ASCAP)	40	Lover, Please (Daywin, BMI)	98	Thou Shalt Not Steal (Acuff-Rose, BMI)	82
Come Back Silly Girl (Aldon, BMI)	17	Lover, Please (Lyn-Lou, BMI)	16	Tra La La La La (Saforn, BMI)	63
Cookin' (Renda, BMI)	92	Mashed Potato Time (Rico-Mill, BMI)	10	Tuff (Jac, BMI)	48
Count Every Star (Paxton, ASCAP)	100	Memories of Maria (Acuff-Rose, BMI)	74	Twist, The (Lois, BMI)	60
Cry, Baby, Cry (Jersey, BMI)	38	Midnight in Moscow (Melody Trails, BMI)	7	Twist, Twist Senora (Rockmasters, BMI)	32
Crying in the Rain (Aldon, BMI)	53	Midnight Special (Edmy, BMI)	73	Twistin' Matilda (Pope, BMI)	89
Dear One (Maureen, BMI)	25	Moments (Titanic, BMI)	57	Twistin' the Night Away (Kags, BMI)	14
Don't Break the Heart That Loves You (Francis, ASCAP)	2	Nut Rocker (Fowley, BMI)	23	Two of a Kind (Acuff-Rose, BMI)	55
Dream Baby (Combs, BMI)	5	Old Rivers (Glo-Mac & Metric, BMI)	97	Uptown (Aldon, BMI)	48
Duke of Earl (Conrad-Karlan, BMI)	20	One Who Really Loves You, The (Jobete, BMI)	62	Wanderer, The (Schwartz-Disal, ASCAP)	50
Ev'rybody's Twistin' (Barton, ASCAP)	85	Our Anniversary (Keel, BMI)	77	(What a Sad Way) to Love Someone (Tricky-Research, ASCAP)	88
Funny Way of Laughin' (Pamper, BMI)	65	P.T. 109 (Cedarwood, BMI)	70	What Am I Supposed to Do (Pamper, BMI)	52
Ginny Come Lately (Pogo, ASCAP)	37	Patricia Twist (Peer Int'l, BMI)	84	What'd I Say (Progressive, BMI)	53
Girl Has to Know, A (Aldon, BMI)	87	Patti Ann (Maraville, BMI)	43	What's Your Name (Hill & Range, BMI)	11
Good Luck Charm (Gladys, ASCAP)	3	Percolator (Twist) (Meadowark, ASCAP)	49	When My Little Girl is Smiling (Aldon, BMI)	28
Her Royal Majesty (Aldon, BMI)	9	Please Don't Ask About Barbara (Aldon, BMI)	15	Where Have All the Flowers Gone (Fall River, BMI)	21
Hey! Baby (LeBlill, BMI)	6	Pop-Eye (Ace, BMI)	54	White Rose of Athens (Peter Schaeffer's, BMI)	61
Hide Nor Hair (Tangerine, BMI)	67	Rains Came, The (Crazy Cajun-Corette, BMI)	86	Who Will the Next Fool Be (Knox, BMI)	79
Honky-Tonk Man (Cedarwood, BMI)	96	Runaway (Vicki, BMI)	80	You Are Mine (Debar, BMI)	76
I Will (Camarillo, BMI)	81	She Can't Find Her Keys (Arch, ASCAP)	30	You Better Move On (Keve, BMI)	27
I Wish That We Were Married (Joy, ASCAP)	69	She Cried (Trio, BMI)	34	You Talk About Love (Saforn, BMI)	58
I've Got Bonnie (Aldon, BMI)	18	She's Got You (Pamper, BMI)	19	You Win Again (Fred Rose, BMI)	22
If a Woman Answers (Aldon, BMI)	35	Shout—Dae (Wamar-Nom, BMI)	26	Young World (Four Star, BMI)	8
		Shout—Isley Brothers (Wamar-Nom, BMI)	95		

BUBBLING UNDER THE HOT 100

101. QUARTER TO FOUR STOMP	Stompers, Londa 684
102. POP-EYE STROLL	Mar-Keys, Stax 121
103. I FOUND A LOVE	Falcons, LuPine 1003
104. BUTTONS AND BOWS	The Browns, RCA Victor 7997
105. BLUES (STAY AWAY FROM ME)	Ace Cannon, Hi 2051
106. I'D NEVER FIND ANOTHER YOU	Paul Anka, ABC-Paramount 10311
107. SUGARTIME TWIST	McGuire Sisters, Coral 62305
108. ALL YOU HAD TO DO (WAS TELL ME)	Chris Montez, Monogram 500
109. MEET ME AT THE TWISTIN' PLACE	Johanne Marquette, Sar 126
110. THE RIGHT THING TO SAY	Not King Cole, Capitol 4714
111. LOVE IS A SWINGIN' THING	Shirley, Scepter 1228
112. I WANT TO LOVE YOU	Renee Roberts, New Phoenix 6198
113. LOVE THEME FROM EL CID	Billy Storm, Infinity 013
114. DR. FEEL GOOD	Dr. Feelgood and the Internes, Okeh 7144
115. YOU DON'T MISS YOUR WATER	William Bell, Stax 116
116. JUST ANOTHER FOOL	Curtis Lee, Dunes 2012
117. DUCHESS OF EARL	Pearlettes, Vee Jay 435
118. PLAY THE THING	Marlowe Morris Quintet, Columbia 42218
119. GEE BABY	Ben and Ben, Philips 40000
120. LOVESICK BLUES	Floyd Cramer, RCA Victor 8013



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Growing Trend Points to Distributor Operation of Retail Record Outlets

By REN GREVATT

NEW YORK—The struggle for survival in the discount-ridden disk business is resulting in a number of significant changes in traditional distribution methods. Putting it briefly and bluntly, it can be said that the big are getting bigger and the small may slowly fade away.

The discount price structure in the business today is such that records have become a high-volume, low unit profit item. Tying in with this fact of life is the belief that the small, records-only store will be increasingly hard pressed to show a profit, whereas big chains with large buying power, such as Korvette's, can show a profit through tremendous turnover of product.

These facts also partially account for an increasing tendency toward concentration of control of record sales in fewer hands, and a trend toward what might be called a vertical sales structure—that is, distributor and retailer functions in the same hands.

Distributor Retailing

Isolated cases of distributors getting into retailing have been reported for several years. Now, however, the trend has reached the point where some feel that eventually a preponderance of retail outlets will either be owned or controlled by

distributors. This, in effect, would eliminate one middle man in the chain and thus restore some of the lost profit in the picture.

Recently, Bob Hausfater, long-established St. Louis indie distributor, leased retail outlets in such far-away locales as Waterbury, Conn., Pittsburgh, Detroit and Los Angeles. A new one is already slated for Springfield, Ill. Others known to be involved in similar operations are Herb Sandel and Amos Heilacher, both of Minneapolis, Cecil Steen of Boston, Mel Herman of Cincinnati, Columbus and Indianapolis and several Florida distributors.

Avoid Rackers

In addition to the simple fact of the reduced profit margin, there are other interesting reasons offered by those moving into the retail area. There is, for one thing, a growing reluctance on the part of many distributors to do business with rack operators.

As one explained it, "We distributors have helped make the rack jobber what he is today, a big and important part of selling records. But in some cases he's gotten so big that he now dictates his own terms to us. He will always want 30-60-90-day billing and a little more. He will always want an extra discount and he will always send us back a lot of records. And if we don't like it, he will go elsewhere to buy his records. He is often so big that he feels the manufacturer now should sell him direct."

(Continued on page 84)

DJ Somethin' for Nothin' Lure Hooking Listeners

By JUNE BUNDY

NEW YORK — Giveaway contests are the hottest promotional item on the local broadcasting scene these days. In a drive to increase ratings and listenership, deejays across the country are giving away everything from income tax payments to themselves, with free records playing a major role in the prize lure line-up.

One of the newest and most effective disk giveaway stunts—from the standpoint of the exposure it offers manufacturers—is an idea originated by KALL, Salt Lake City, to spotlight new albums. Each KALL jock selects a new album and features a track from it once an hour on his show. At the end of each week the deejay who received the most mail (supporting his album pick) awards five pick albums to his listeners.

Will Lucas, promotion director of KALL, comments: "This device makes it possible to cross promote each others show, and gives new albums a great push. Local distributors are bubbling ecstatically over the whole thing."

Name and Claim

Bob Wolfe and Jerry Wilder of KBER, San Antonio, started a "Name It and Claim It" contest last month, whereby dialers win records by calling and identifying disks. The outlet has a tie-up with the Georgia Young Record Show, which gives away 12 records each day to winners.

Lucky Pierre, KHJ, Los Angeles, conducts a "College Contest," wherein college students send in post cards with their name and address. Those whose cards are drawn receive free albums. Pierre also gives the student's school a plug on the air.

Station WSB, Atlanta, ran a "Duet" contest this month, and gave away copies of the new George Shearing-Nat Cole album to the best entries. Listeners were asked to submit ideas for new duets. Winning suggestions to date include Doris Day and Roger Williams, Tony Bennett and Joni James, Tallulah Bankhead and Jimmy Durante, and Robert Goulet and Eileen Farrell.

Paul Drew, EAKE, Atlanta, runs a "Survey Sweepstakes." The first listener who calls in after a record is played is given the position of the next record on the WAKE Top 50 chart. If he identifies the record, the listener wins five or more "Top 50" records, depending on the size of the jackpot. Every time a listener fails to identify the record, the jackpot is increased by another disk.

Drew also holds an "Auction of the Air" on Wednesday nights, when he auctions off autographed articles (gloves, pens, etc.) donated by record artists. All proceeds go to the Atlanta Boys Club.

Manufacturers view the giveaway craze as a mixed blessing. On one hand they appreciate the oppor-

(Continued on page 78)

DELAY

Hold FTC Complaint Vs. Disk Clubs for More Study

WASHINGTON — The Federal Trade Commission's probe of the retail record business and the role of record clubs in the competitive picture has struck a temporary snag in the issuance of its first complaint. The complaint, reportedly to be issued against one of the largest record manufacturers and due out of the agency last month, has been held up "for further study and consideration." It will be discussed by the full Commission sometime this week or next.

The area under disagreement is believed to be the whole question of whether manufacturers, through record clubs and other forms of

record selling, offer sales "below cost," advertising and pricing in such a way as to drive out retail competition. Reportedly, not all of the commissioners agree with this assessment of manufacturer and record club tactics, believed to be clearly stated in the proposed complaint. However, the mass of complaint submitted during the agency's investigation is known in the trade to have centered on this protest of retailers against alleged discrimination by manufacturers and distributors.

Chief Projects Attorney Samuel E. Williams, who has been the prime mover in the investigation of the record retailing industry, in answer to BMW's query as to progress, said holdup of the issuance of the first complaint is due to the one area of disagreement on the staff-drawn document. Attorney Williams has no doubt that the complaint will definitely be issued, whether in toto, as originally drawn up by the staff, or modified in part by Commission action.

Annual Report Shows Liberty Sales Up 26%

HOLLYWOOD — Liberty Records' annual report to stockholders showed a 26 per cent sales increase during the past year, and the label more than doubled its net income. During the 12-month period ended January 31, Liberty's sales gross amounted to \$7,361,714 and its net income totaled \$646,365.

This was equivalent to \$1.06 per share on the 607,277 shares outstanding. During the previous fiscal year, Liberty paid 48 cents per share on 604,500 shares outstanding, based on a net income of \$290,921. Its sales for the period ended January 31, 1961, amounted to \$5,852,439.

According to Liberty president Al Bennett's stockholder statement, 57 per cent of the firm's sales were LP product during the past fiscal year. Bennett attributed Liberty's increase to the growing stereo market and said that 34 per cent of its LP business is comprised

(Continued on page 88)

Dot to Release Some Fraternity Album & Singles Record Product

CINCINNATI—Harry Carlson, head of Fraternity Records, with headquarters here, has announced the signing of a pact with Dot Records president, Randy Wood, whereby a number of albums from the Fraternity catalog will be released under the Dot label. Deal has been in the works some three months, Carlson says.

Under the arrangement, Dot will issue new covers on Fraternity albums of recent years, with the initial releases including Jimmy Dorsey's "So Rare," both as a single and an album; a pair of calliope albums by organist Margie Meinert, based on her original "Crazy Calliope" on Fraternity, and a deck by Cathy Carr titled "Ivory Tower."

Carlson, whose Fraternity label began operation in 1954, will retain his rights to the Fraternity tag, but two of his top artists, comedian-singer Jack Larson and the Charmaines, femme trio, will also appear on the Dot label.

Two singles, one by Larson, "Do Yourself a Favor," b.w. "Goin' Back," and another by the Charmaines, "Where Is the Boy Tonight" b.w. "On the Wagon," will be released by Dot around mid-April, Carlson says.

Carlson has signed singers Ray James and Donnie Dexter and plans to build a nucleus of recording musicians including Jimmy Wilber, Cliff Lash, Bobby Keys, Dee Felice and Buddy Ross, with the Charmaines as a background vocal unit.

"The lot of the smaller independent record firms is becoming increasingly difficult," Carlson said, "and the sale of the album catalog to Dot is the only thing that made it possible for the Fraternity label to continue in business."

Dot Stages Spring Bonus

HOLLYWOOD — Dot Records this year will stage a Spring Bonus Plan to replace its usual summer sale to cover its complete album catalog. Dealers are being offered a 2-for-10 discount (buy 10 and receive 12) on all LP's (mono or stereo) and EP's.

Dot, which for the past two years offered a six-month delayed billing, is returning to the conventional 90-day payment basis, with dealers paying one-third by May 15, with one-third installments falling due on the 15th of June and July. According to Dot, this will be the label's only special plan until its usual fall program.

Dot is shooting for a \$5,000,000 sales gross to be reaped from the forthcoming drive. Dot President Randy Wood said the reason the firm isn't offering the six-month delayed billing, as it did during past sales programs, is because "we feel the record industry has become much more stabilized than it was before" and the additional time for payment is not as necessary.

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140 Albums Key New Decca Promo

NEW YORK — Decca Records last week kicked off the fourth of a series of monthly 1962 promotions. The latest (April) plan, under the title "Music, Music, Music," is pegged to 11 new albums and 129 catalog items, for a grand total of 140 sets on Decca, Coral and Brunswick.

The line-up of talent on the new releases include Carmen Cavallaro, Guy Lombardo, Wayne King, Henry Jerome's Brazen ensemble.

(Continued on page 88)

CONGRATULATIONS!

Caedmon Celebrating Its Tenth Anniversary

NEW YORK—Now celebrating its 10th anniversary, Caedmon Records starts its second decade as the industry's outstanding example of the fact that class literary disk product can really pay off commercially.

The company's total dollar volume during 1961—including international sales—reached a figure of \$2,700,000 on the retail level.

Marianne Mantell and Barbara Holdridge, who started Caedmon with an outlay of \$1,500 10 years ago, envision an expanded volume in 1962—to be achieved by maintaining the cultural level of the catalog and by racking up more sales in the domestic and international markets.

Most of the domestic dollar volume is done via retail outlets, the Misses Mantell and Holdridge stated. Plans are being crystallized to more intensively exploit the educational field. Tying in with the optimistic domestic sales outlook is the fact that Caedmon product is now getting more play on radio stations—a reflection of broadcasters' increasing concern for better programming.

The foreign market is continually improving for Caedmon, just as it is for other American labels which are being distributed and promoted overseas. The line is sold throughout Latin America, the Continent, and in such far-flung areas as South Africa, Australia and Japan.

With the traditional concept of catalog more difficult to maintain in today's disk business — because of the industry's emphasis on over-production and its corollary, obsolescence — it's interesting to note that Caedmon's a.&r. philosophy is strictly catalog-oriented. When a project is recorded, the disk is expected to sell over a long period.

And what is it that can sell over a long period? Well, they are about to release an album in Anglo-Saxon, by way of honoring Caedmon, the Anglo-Saxon poet whose name titles the line. Generally, say the Misses Mantell and Holdridge, poetry sells more than prose. The label's biggest selling recordings are its five LP's featuring the voice and works of Dylan Thomas. Other big sellers are Shakespeare, Robert Frost, Carl Sandburg, and T. S. Eliot.

Jack Walker Pleads Guilty

NEW YORK — Jack Walker, a deejay formerly associated with WOV here, pleaded guilty last week to three counts of accepting commercial bribery. The plea was made in Special Sessions Court, Part III, before Judge John Murtagh. Walker, who is now with WLIB, will be sentenced May 14.

Meanwhile, another jockey, Tommy Smalls, formerly of WWRL, also pleaded guilty to similar charges in Part VII, General Sessions Court, before Judge Schweitzer. Smalls was sentenced to six months in jail or a fine of \$250. The jock was given a week to pay the fine.

Others still awaiting trial are Alan Freed, formerly of WINS; Mel Leeds, former program director of WINS, and Ronnie Graininger, former record librarian of the same station. The Freed case, after numerous postponements dating back to last summer, is now scheduled to come up April 2.

Virtually all Caedmon product sells for \$5.95.

On many of the albums—such as those of Frost, Sandburg, Eliot, William Faulkner, Ezra Pound, etc., the authors read and interpret their own work.

Star Performers

Caedmon is equally proud of the actors and actresses represented in its catalog, among them being John Gielgud, Noel Coward, Sir Ralph Richardson, Basil Rathbone, Ingrid Bergman, Claire Bloom and many others of international note.

Marianne Mantell and Barbara Holdridge continue to supervise the entire Caedmon operation — from recording to checking over royalty statements. The catalog now includes over 200 recordings, including authors' own readings, English language classics (Chaucer, Wordsworth, Shelley, etc.), American poetry, contemporary poetry, English language prose classics,

American prose, children's recordings and 10 complete Shakespeare plays are issued under the label Shakespeare Recording Society, a successful retail and mail order operation. A growing catalog segment includes foreign language recordings, ditto documentaries, such as Sandburg's "A Lincoln Album."

Although broadcasters' use of spoken word albums is increasing, it is to be noted that Caedmon is generally reluctant to allow its recordings to be used on radio. It does not issue deejay samples. In most cases, radio outlets pay a recording fee plus a broadcast fee when they play a Caedmon album. There are rare exceptions to this rule.

Caedmon also has a radio subscription plan.

NEW MATERIAL ON SINATRA LP

NEW YORK—In a recent review of the Frank Sinatra album, "Point of No Return," on Capitol, the material on the LP was referred to as being from the Capitol "vaults." According to Capitol spokesmen, all material in the album is new, and not previously released. BMW regrets the use of incorrect terminology in the review.

Minow Speech on Radio Tops NAB Bill

By SAM CHASE

CHICAGO—Radio broadcasters, gathered here for the National Association of Broadcasters' annual convention April 1-4, wondered whether their medium might be turned upside down by Tuesday afternoon, at the conclusion of the luncheon address to be made by Newton N. Minow, chairman of the Federal Communications Commission.

It did not require too long a memory to recall that Minow's premiere appearance as FCC chief was made at last year's NAB convention, at which time he uttered his memorable castigation of television, branding much of its output as constituting a "vast wasteland." The months which followed brought bitter attacks on Minow by some recalcitrant telecasters; nevertheless, the medium as a whole has shown unmistakable signs of drastic change.

Radio's Turn

Now, Minow has indicated, he

Freedom of 1-Stop Operation Inviting to Indie Distributors

NEW YORK—The fierce battle for record sales on the wholesale level in New York market has set up a price war between indie distributors and one-stops for the big store dollar. Local indie distributors, squeezed on one hand by manu-

facturers with direct rack deals and pinched by transshippers on the other, are being buffeted by one-stops who undersell them with large dealers.

The situation has gotten so rough, according to many indie dis-

tribs, that it can be expected that a number of them will open their own one-stops in the near future. Distributors claim that one-stops are better off than distributors, in that one-stops only have to carry hits, don't have any quotas, often work on large guarantees, and need less employees than a distributing house.

Blame Manufacturers

Indie distributors here, almost unanimously, blame manufacturers for starting all their troubles, and then blame one-stop and racks for expanding them. They claim that manufacturers will ship a 2 per cent market 5 per cent worth of goods, and that the extra 3 per cent is then shipped right back to one-stops, racks and big outlets in larger markets such as New York. They claim that as much as 90 per cent of the business done by some distributors in small markets is via transshipping.

When these transshipped records hit the big city markets they are often, claim distributors, placed below their price to outlets, thus undercutting them. One New York distributor said that the price cuts on both singles and albums had forced his operation to work on an 8 to 10 per cent margin, which he claims is too small to support a distributor operation.

This is part of the reason that two important indie distributors have just about decided to go into their own one-stop business here. They claim it's the only way they can stay in business and meet the competition.

Handwriting on Wall

An interesting aspect of all this is that one key Eastern one-stop, who used to be a distributor, explained that he decided to go out of the distribution business a few years ago when "I saw the handwriting on the wall. Distribution was becoming too chaotic a business then, and I figured it could only get worse."

When one-stops only sold to juke operators, there was little difficulty between distributors and the one-stops. Now that the latter sell to all comers, relations have become mighty strained. Few distributors could offer a solution to the problem except one jobber, who said merely, "We all have to become one-stops, handling all labels and selling to everyone. We compete with ourselves now anyway."

Capitol Issuing 99¢ Sampler Album Package

NEW YORK — Capitol Records will shortly issue a special LP to carry a suggested list price of 99 cents. Several dealers here have already been advised that the disk will be forthcoming shortly.

It is understood that the package will be in the form of a sampler of tracks from current pop LP's. Cost to dealers is expected to be 62 cents, giving the disk the same basic price structure as that of a single.

Though the concept of a sampler, highlighting material from either hit albums or new releases, is not new, most of such product in the past has carried a considerably higher list — usually in the \$1.98 bracket. The move to the new low tag is a reflection of current business trends in which the older \$1.98 low price LP is virtually extinct. Most of these sets, formerly or even currently carrying a \$1.98 list, are selling for 99 cents or less.

EDITORIAL

Happy Anniversary

Necessity for the disk industry to maintain a proper public relations stance becomes more apparent as the industry grows and acquires additional billings, pains and woes.

We may be grateful that the task of maintaining a proper facade is being quietly accomplished—not only by key industry organizations, but also by small indie manufacturers. An outstanding example is Caedmon Records, and we take note of the matter because Caedmon is now celebrating its 10th anniversary. (See separate story.)

With little fanfare, but with a wealth of class product and sound merchandising practices, Caedmon has contributed materially toward creating a disk industry image which emphasizes the qualities of culture and artistic accomplishment.

That such a company should prove a financial success is gratifying. But let us not be unaware of the fact that the Caedmon operation in subtle and favorable ways is of advantage to the industry generally.

May the next 10 years provide a continuation of the present Caedmon pattern.

TV Rate Report Headlines Colorful ASCAP Meeting

NEW YORK—ASCAP held its annual membership meeting at the Hotel Astor Thursday (29), with key officers providing the membership with a rundown of the current rate negotiations with telecasters. Recently, the all-industry TV committee voted down the proposed cut in ASCAP rates, which had been proffered on condition that BMI cease to operate as it is now constituted.

ASCAP President Stanley Adams, chairing the meeting, and Herman Finkelstein, general counsel, went on to explain that the telecasters' hope for a license entailing clearance at the source could not be favorably regarded by ASCAP. Such a license would place clearance responsibility in the hand of TV program packagers or producers. Responsibility for what goes on the air properly rests with the programmers, and the new license sought by TV would evade such

a responsibility, in the ASCAP view. Finkelstein indicated that the court, which under the Consent Decree is empowered to set reasonable fees, has indicated its feeling that the telecasters are not entitled to this type of license.

Top Legal Talent

Adams also reported on the Society's retention of outside attorneys, including Judge Rifkind and Ambassador Arthur Dean—arguing that ASCAP must avail itself of the best legal talent to handle its various affairs and combat the forces arrayed against it. Adams' talk was by way of answering critics, and during his analysis he mentioned the fees of Rifkind and Dean.

Adams further noted that efforts were continually being made to review the distribution system.

Morton Gould, reporting for the executive committee, noted growing

(Continued on page 88)

will discuss radio at the forthcoming conclave. What form his remarks will take is not yet known. Last year, he made some complimentary remarks about radio's strength as a medium for coverage of news and special events. But this constitutes no assurance that he will not range over a wider analysis of the medium at the convention.

It is deemed not unlikely that Minow may take note of some of the less complimentary remarks made about the medium, from venality of many individuals to lack of creativity by numerous broadcasters. He may also take note of the swing away from formula programming that has developed in recent months, and such positive precautions against payola taken by many stations as the institution of a committee system for selecting the records played.

One thing broadcasters have learned: unlike the FCC of recent years, the present body seems determined to be more than a license-issuing body. As such, it already

has shown that its attitudes, as voiced by Minow, are very much affecting TV. On this basis alone, they do not underestimate the potential of a forthright address by the FCC chairman to bring about a dramatic shift in the radio tides.

Minow Has Limelight

The Minow speech overshadows all other radio activity at the convention. The All-Industry TV Station Music License Committee killed some likely NAB fireworks when it scrubbed the proposal for reducing ASCAP TV music rates in exchange for divestiture of BMI stock. Nevertheless, Ham Shea, the committee chairman, will take the floor at 11 a.m. Tuesday to make if official. Up to the time the deal was killed, it had stirred trepidation among many about its potential affect on BMI, but no broadcasters were more concerned than radio-only operators who seemed likely to face an increase in ASCAP rates if the TV rate reduction went into effect.

WEEKLY MARKET ANALYSIS

Continued from page 1

distrib. "and if they both get on the same record, they can make it a local hit all by themselves."

Deejay Deane noted that sales were "soft" here last week, but said among the newer records he was getting a good reaction from his audience on Bruce Johnson's version of the "Surfers Stomp" on Donna, "probably because we've been using it as a dance feature on the show. He also reported good reaction to Buzz Clifford's "Magic Circle," on Columbia, and "Heavenly," by Johnny Madera on Landa.

Mound City Business Slips Off

ST. LOUIS—Business was distinctly on the slow side in the Mound City last week, with dealers reporting singles off 10 per cent or more compared to the previous week. As usual when volume takes a dip, various theories are advanced by the local trade.

Some dealers explained that "it's always like this toward the end of the month." This happens, it is pointed out, because of inventory taking and getting the books in order, a normal procedure at the end of a month. Others say, however, that no amount of book work would depress the volume if there were outstanding records that people wanted to buy.

Another explanation advanced is that "dealers are playing it close to the vest, since this is deal time." One distributor noted: "Everybody is getting deal conscious—the dealers themselves, not to mention their customers. This same philosophy holds for both. They're holding back and buying only what they need. Deals don't mean what they used to mean, when everybody gobbled up as much merchandise as possible. Today they all hold off because tomorrow's deal may be better than today's."

One distributor added a footnote to the generally soft sales conditions, noting: "We are selling literally loads of titles, but we can't get any sustained sales on any one of them." This tendency has sometimes been identified as a symptom of a sluggish market, a fact reflected in the "Hot 100" chart of *BMW* last week, when 20 new disks hit the list in the single week, as against a dozen the previous week.

Though single sales were on the slim side, the fact could not be blamed on any lack of radio exposure. Contrary to a current trend away from Top 40 programming in many markets, particularly New York, this city still has three such stations, beaming out a steady parade of pop clicks. These are WIL, KWK and KXOK. KSD and KMOX are identified with the so-called good music format, with the latter also dedicated heavily to sports.

N. O. Sales Recover From Carnival

NEW ORLEANS — After a relatively slow period both before and after Carnival, business—especially on singles—took a decided upturn here last week, according to both dealers and distributors. One store reported an 80 per cent increase on 45's, another said business was up by 25 per cent. Sales to operators, however, were reported off by a key one-stop.

A local distributor, Rocky Rolfe of Pelican, said that his Twist LP's and singles were keeping his business swinging. Pelican happens to carry a number of hot Twist artists, like Joey Dee, the Ventures, and Bill Black, and he said that the dance was still strong in his territory. A chain, Schwegman's, ran a successful Twist promotion in one of its stores recently, with a live combo and prizes for the contestants. Jim Stuart, deejay of WNOE here, emceed the event. Del-Fi's new album "Twist to Radio" made a tie-up with WTX here, and the LP is reported to be pulling sales in stores and racks.

Discounting in this city on LP's has settled down to a \$2.49 to \$2.69 average for \$3.98 LP's. However, Norban's, a large discount house here, every other week or so, in addition to selling a lot of low price LP's for very low prices, offers a name LP for \$1, in quantities of one to a customer. One week the store offered a Chubby Checker LP for \$1, another time it was an Elvis Presley LP. Distributors claim Norban's buys these specials from New York. One said: "They certainly don't pay my price for them."

L. A. Record Sales Continue Climb

HOLLYWOOD—Record sales, both singles and albums, retained their impressive gains of recent weeks to keep the volume at a high level, a *BMW* dealer survey revealed. Singles sales continued to pace the brisk business, while reports on LP's showed them either holding their own or climbing gradually. Store traffic remained high Saturday (24) despite the fact that this was the year's first beach-weather weekend after two months of cold rain. Some dealers gave credit to the Capitol-RCA Victor discount programs for generating customer luring sales.

NEW ON THE TOP LP'S

Continued from page 1

MONO

- 102. **CRYING** . . . Roy Orbison, Monument M 4007
- 115. **GLORIA LYNNE AT BASIN STREET EAST** . . . Everest LPBR 5137
- 123. **THE BICKERSONS** . . . Don Ameche and Francis Langford, Columbia CL 1692

- 135. **THE CLASSIC DELLA** . . . Della Reese, RCA Victor LPM 2419
- 139. **SUBWAYS ARE FOR SLEEPING** . . . Original Cast, Columbia KOL 5730
- 150. **ANDY WILLIAMS' BEST** . . . Cadence CLP 3054

STEREO

- 47. **BEYOND THE REEF** . . . Earl Grant, Decca DL 74231
- 49. **YOUNG AND WARM AND WONDERFUL** . . . Peter Nero, RCA Victor LSP 2484
- 50. **ROMAN GUITAR** . . . Tony Mottola, Command RS 816 SD

LATE POP SPOTLIGHTS

ALBUM

ELVIS PRESLEY IN FOLLOW THAT DREAM



RCA Victor EPA 4358—From Elvis' new movie, "Follow That Dream," comes these four fine sides, including the title tune, a rhythm effort; "Angel," a soft, crooned effort; a swingin' rocker, "What a Wonderful Life" and "I'm Not the Marrying Kind," a breezy, slightly folksy ditty. The "Life" side has as good a chance as any, but any one could take off.

COMEDY

MANNA-LIFE!



Charlie Manna. Decca DL 4213 (M) DL 84213 (S)—Charlie Manna continues to grow as a comic and on this new album he continues his slyly humorous way with a topical situation, including such things as French tourists to the U. S., flying the first rocket to the moon, and what really happened to Julius Caesar. He's fast and stays in the bounds of good taste. Funny man, funny LP.

SINGLES

BRUCE CHANNEL



NUMBER ONE MAN (LeBill, BMI) (2:19)—The singer who had the No. 1 record in the country with "Hey, Baby," a short while ago, could have another smash with this new item. Tune is a potent rocker, with blues backing and it gets a sock reading from Channel. Flip is "If Only I Had Known" (LeBill, BMI) (1:58). **Smash 1752**

THE DUKE OF EARL



LONDON TOWN (Conrad-Karlan, BMI) (2:00)—The Duke of Earl is back with what looks like a double-sided hit. Top side is a smart hunk of ballad material with a march beat in the backing; second side is in the original "Duke of Earl" vein, and also is sold with excitement by the chanter. **Vee Jay 440**

JUDY AND JO



She Can Have You (Pamper, BMI)—Judy and Jo bow on the label with a good answer to the current Patsy Cline hit "She's Got You." Jo sings it with warmth over attractive support. Flip is "Don't Wanna Be Another Good Luck Charm" (Gladys, ASCAP) (2:19). **Capitol 4745**

FOUR STAR

CHAD MITCHELL TRIO



★★★★ SALLY ANN (Cherry Lane, ASCAP) (2:20)—★★★★ THE BALLAD OF HERBIE SPEAR (Teena, ASCAP) (2:02)—The Chad Mitchell Trio has a pair of bright folk sides here that could grab some action. They were originally released in an album on Colpix and have been issued on Colpix' subsidiary label to cash in on the group's Kapp hit "Lizzie Borden." **May 116**

COMEDY

★★★★ I'M THE GREATEST COMEDIAN IN THE WORLD ONLY NOBODY KNOWS IT YET



Jackie Mason. Verve V 15033—Jackie Mason has been getting a lot of attention lately via his appearance on TV shows and in key night clubs. His humor is homey and folksy and he delivers his lines in a Bronx-Brooklyn accent that is also very amusing. As yet he's not the funniest fellow in the world, or even in the U. S., but he one day might be. This, his first LP, is sure to bring chuckles to his large following, and should gain him new friends. There's hardly a subject he doesn't touch on—here—and his routines are clean.

JAZZ

★★★★ ALL AMERICAN IN JAZZ



Duke Ellington and His Ork. Columbia CL 1790 (M) (S)—Attractive instrumental versions of the songs from the new Broadway musical "All American" by the Ellington crew. They are played in warm Ellington style here, and they are mighty enjoyable both for listening and dancing. Best sides are "Back to School" and "Once Upon a Time." Sure to appeal to Duke's pop and jazz following.

Philips Deal With Octave Label Will Bring Garner Disks to the Continent

NEW YORK — Erroll Garner has signed with the Philips Company of Holland to distribute his Octave Records overseas. Deal is for a seven-year period, which calls for Garner to wax three albums a year, plus one live location recording during his upcoming British tour.

Garner's deal with Philips for overseas, follows by about a year his distribution deal with ABC-Paramount in the U. S. Under that agreement ABC-Paramount took on the distribution rights to Garner's Octave label in the U. S., and its territories. Garner has cut two albums to date that have been distributed in the U. S. under this setup.

First album to be issued by Philips overseas is Garner's "Close-up in Swing." Philips is also prepping a big campaign for Garner's tour of England and Europe which starts on May 10.

The deal set for Garner's product overseas includes strict approval rights on the pianist's part of all material to be released abroad, and over the quality of the pressings. As in the domestic con-

(Continued on page 76)

Cleveland Site Of the Third Big Town Dist.

CHICAGO — The nation's third Big Town distributorship was formed in Cleveland last week representing what appears to be a large-scale push by United Artists and Vee Jay toward stronger local representation.

Previously, Big Town distributorships representing the two lines were set up in New York and Chicago. The Cleveland distributorship will be headed by Detroit distributors Johnny Kaplan and Henry Droz.

In addition to United Artists and Vee Jay, the Cleveland outlet will also handle Reprise and Stereoddities.

Previously Vee Jay was handled by MS of Cleveland and United Artist by Cosnat.

Vee Jay's E. G. Abner indicated the appointment of Big Town was made to secure the best possible representation for the label. He declined to say whether additional Big Towns or other distributor changes were planned.

Last week Vee Jay had named M. & N. Distributors, headed by Fay Murti, as its new outlet in Buffalo.

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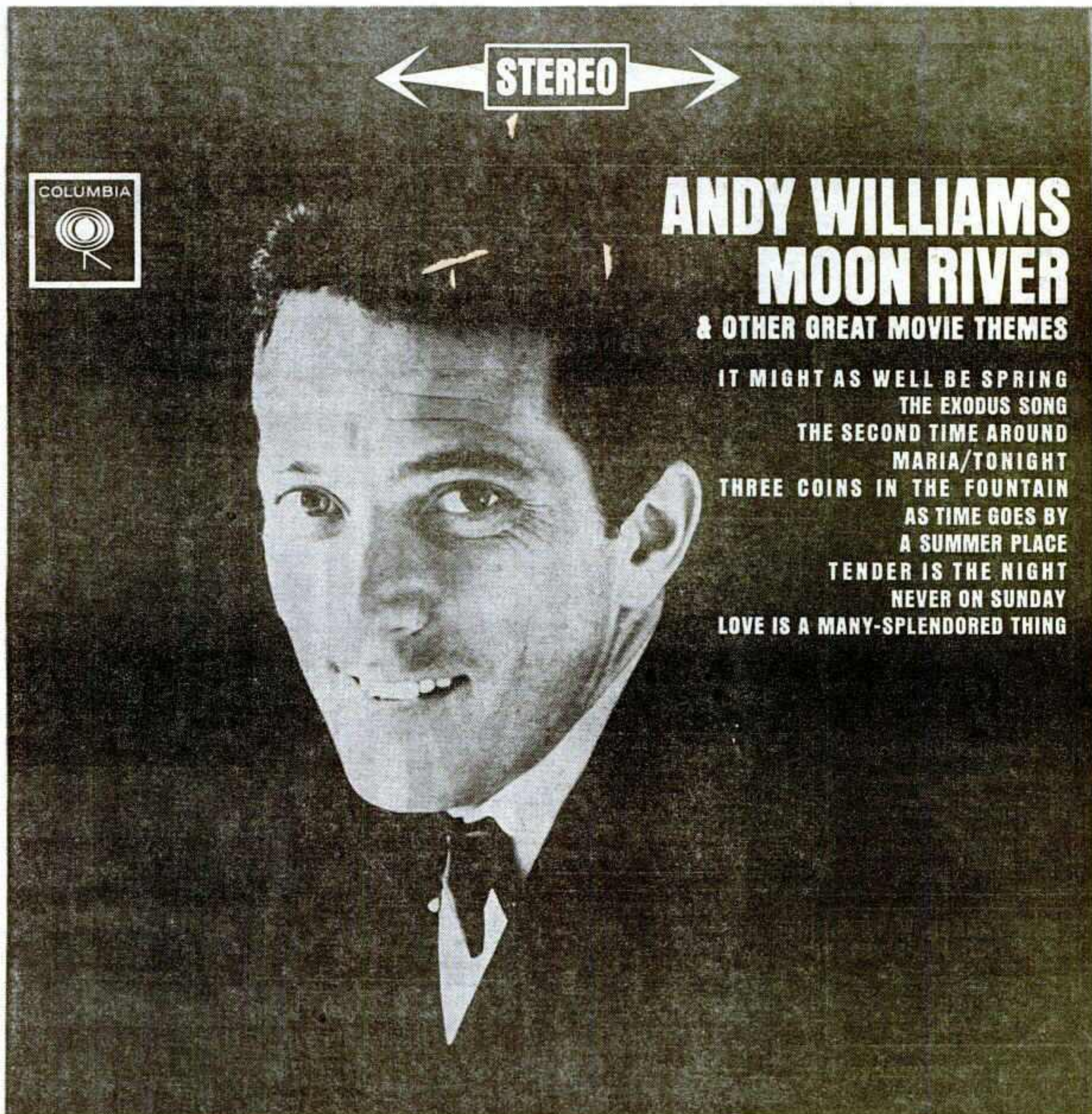
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FOR YOUR GREAT SONG**

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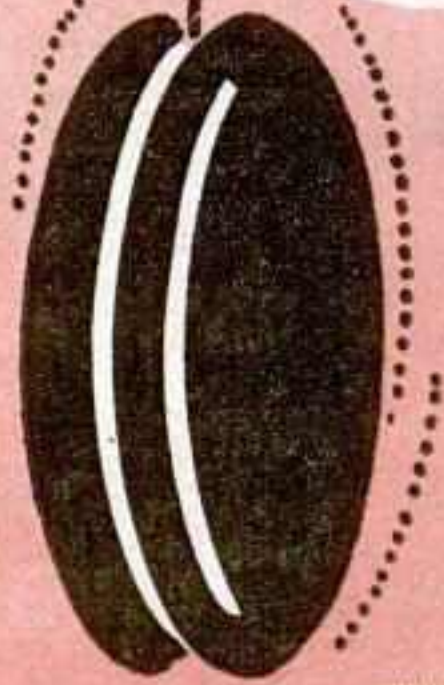
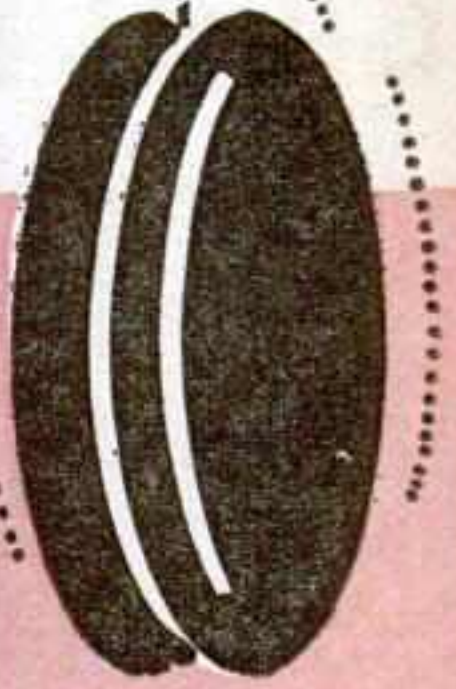
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TOP LP's BY CATEGORY

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

VOCAL LP's

Title (Label) (Stereo) Mono Top LP Rank

Male Vocalists

● ALWAYS YOU (COL)	76
Paul Anka Sings His Big 15 (ABC)	36
Belafonte at Carnegie Hall (RCA)	137
Big Bad John (Col)	96
Chubby Checker/Bobby Rydell (Cameo)	64
● CRYING (MONU)	102
● DANNY BOY & OTHER SONGS I LOVE TO SING (COL)	(42) 19
Do the Twist (Atl)	28
Doin' the Twist at the Peppermint Lounge (Rou)	(36) 6
● DUKE OF EARL (V-J)	111
● FOR TEEN TWISTERS ONLY (PARK)	73
● FOR TWISTERS ONLY (PARK)	31
Heavenly (Col)	51
Hell Bent for Leather (Col)	94
Buddy Holly Story (Cor)	70
Hymns (Cap)	82
Hymns at Home (Cap)	67
I Remember Tommy (Rep)	(19) 30
Johnny's Greatest Hits (Col)	29
Jump Up Calypso (RCA)	(33) 42
Let's Twist Again (Park)	45
● LINGER AWHILE WITH VIC DAMONE (CAP)	77
● LIVE IT UP (COL)	(30) 14
Portrait of Johnny (Col)	62
Jimmy Reed at Carnegie Hall (V-J)	124
Rick Is 21 (Imp)	105
Runaround Sue (Laurie)	25
● SINATRA AND STRINGS (REP)	(8) 16
Take Good Care of My Baby (Lib)	136
Twist (Park)	9
Twist With Bobby Darin (Atco)	87
● VERSATILE BURL IVES (DEC)	(40) 40
● ANDY WILLIAMS' BEST (CAD)	150
Your Twist Party (Park)	2

Female Vocalists

All the Way (Dec)	72
● JOAN BAEZ, VOL. I (VAN)	48
Joan Baez, Vol. II (Van)	44
● THE CLASSIC DELLA (RCA)	135
● PATSY CLINE SHOWCASE (DEC)	129
Ella in Hollywood (Ver)	140
Judy at Carnegie Hall (Cap)	(11) 15
● GLORIA LYNNE AT BASIN STREET EAST (EVER)	115
Never on Sunday (MGM)	24
Rearing 20's (WB)	108
● SINCERELY BRENDA LEE (DEC)	103

Duos and Groups

● CAMPUS ENCORE (CAP)	84
● COLLEGE CONCERT (CAP)	(7) 5
Encore of Golden Hits (Merc)	41
From the Hungry i (Cap)	121
Goin' Places (Cap)	145
Here We Go Again (Cap)	148
Kingston Trio (Cap)	80
Kingston Trio Close Up (Cap)	(45) 56
Let's All Sing With the Chipmunks (Lib)	146
Lion Sleeps Tonight (RCA)	86
● MIGHTY DAY ON CAMPUS (KAPP)	91
● SING OUT! (RCA)	(18) 33
Slightly Fabulous Limelifters (RCA)	88
● A SONG FOR YOUNG LOVE (CAP)	(35) 12
● STANDING ROOM ONLY (UA)	130
Tonight in Person (RCA)	126
● TWIST WITH THE VENTURES (DOLT)	(48) 47

Choruses

Fireside Sing Along With Mitch (Col)	144
Happy Times Sing Along With Mitch (Col)	141
Memories Sing Along With Mitch (Col)	117
● RHYTHM SING ALONG WITH MITCH (COL)	(22) 43
Saturday Sing Along With Mitch (Col)	99
Sentimental Sing Along With Mitch (Col)	98
Sing Along With Mitch (Col)	59
TV Sing Along With Mitch (Col)	132
Your Request Sing Along With Mitch (Col)	90

Mixed Voices

Blasts From the Past (Chess)	147
Murray the "K's" Sing Along With the Original Golden Gassers (Rou)	73
Oldies But Goodies, Vol. I (OS)	17
Oldies But Goodies, Vol. III (OS)	49
Sixty Years of Music-America Loves Best, Vol. III (RCA)	65

CLASSICAL &

SEMI-CLASSICAL LP's

● BRAHMS: CONCERTO NO. 2 (RCA)	(32) 92
My Favorite Chopin (RCA)	101
Rodgers: Victory at Sea, Vol. III (RCA)	(46)

Title (Label) (Stereo) Mono Top LP Rank

INSTRUMENTAL LP's

Mood and Dance

Berlin Melody (Dot)	(26)
● BEYOND THE REEF (DEC)	(47)
Calcutta (Dot)	119
● DOWN HOME (RCA)	95
Ebb Tide & Other Instrumental Favorites (Dec)	(29) 97
● FERRANTE & TEICHER, LOVE THEMES (UA)	142
● GOLDEN PIANO HITS (UA)	(44) 93
● GREATEST STRING BAND HITS (DOT)	(27)
Italia Mia (Lon)	122
Let There Be Drums (Imp)	(31) 10
Let's Twist Her (Hi)	55
● MARIA (KAPP)	(20) 63
Moon River (Dot)	(10) 32
New Piano in Town (RCA)	118
● SO MUCH IN LOVE (COL)	(9) 20
Somebody Loves Me (Col)	83
● TONIGHT (UA)	(23) 68
Twistin' in High Society (Epic)	60
● UP A LAZY RIVER (LIB)	113
Roger Williams Greatest Hits (Kapp)	149
Yellow Bird (Dot)	(43) 78
● YOUNG AND WARM AND WONDERFUL (RCA)	(49) 114

Jazz

Best of the Dukes of Dixieland (AF)	(21) 66
● COMBO! (RCA)	(34)
● HORN A-PLenty (RCA)	(28) 85
● MIDNIGHT IN MOSCOW (KAPP)	61
● MIDNIGHT SPECIAL (B-N)	50
● SOMEDAY MY PRINCE WILL COME (COL)	125
Time Further Out (Col)	(17) 18
Time Out (Col)	(12) 7
What'd I Say (Atl)	81

Percussion and Sound

Melody and Percussion for Two Pianos (Lon)	(41)
Persuasive Percussion, Vol. I (Com)	(13)
● PERSUASIVE PERCUSSION, VOL. IV (COM)	(39)
● ROMAN GUITAR (COM)	(50)
Stereo 35/MM (Com)	(3)
● STEREO 35/MM, VOL. II (COM)	(14)

SHOW MUSIC

Original Cast

Camelot (Col)	(5) 8
Carnival (MGM)	112
Flower Drum Song (Col)	53
● GAY LIFE (CAP)	134
How to Succeed in Business Without Really Trying (RCA)	38
● KWAMINA (CAP)	143
Milk and Honey (RCA)	34
My Fair Lady (Col)	27
Sail Away (Cap)	116
Sound of Music (Col)	(6) 11
South Pacific (Col)	104
● SUBWAYS ARE FOR SLEEPING (COL)	139
West Side Story (Col)	(15) 13

Sound Track

Babes in Toyland (Vista)	100
Blue Hawaii (RCA)	(1) 1
Exodus (RCA)	109
Flower Drum Song (Dec)	(16) 21
G.I. Blues (RCA)	120
● HEY, LET'S TWIST (ROU)	23
King of Kings (MGM)	(37) 52
Never on Sunday (UA)	46
South Pacific (RCA)	(24) 58
Student Prince (RCA)	138
West Side Story (Col)	(4) 4

Music From Musicals, Films and TV

Breakfast at Tiffany's (RCA)	(2) 3
Film Encores (Lon)	127
Great Motion Picture Themes (UA)	(38) 37
Music From Exodus & Other Great Themes (Lon)	133
West Side Story (Cap)	107
West Side Story (UA)	(25) 74

COMEDY LP's

Ain't That Weird? (RCA)	110
The Astronaut (Kapp)	54
Behind the Button-Down Mind of Bob Newhart (WB)	57
● THE BICKERSONS (COL)	123
Button-Down Mind of Bob Newhart (WB)	69
Jose Jimenez in Orbit/Bill Dana on Earth (Kapp)	39
Knocker's Up (Jub)	26
● MOMS MABLEY AT GENEVA CONFERENCE (CHESS)	106
Moms Mabley at the Playboy Club (Chess)	89
Moms Mabley at the UN (Chess)	131
● MIKE NICHOLS & ELAINE MAY EXAMINE DOCTORS (MERC)	22
Sinsational (Jub)	79
Songs for Sinners (Jub)	128
Rusty Warren Bounces Back (Jub)	35
Woody Woodbury's Saloonatics (Stereo)	71

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

BEST TRACKS FROM THE SPOTLIGHT LP'S

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

POPULAR

- WALK ON THE WILD SIDE (Music From)**—Elmer Bernstein (Choreo A-4 ST); "Walk on the Wild Side" (Columbia, ASCAP) (2:17)
 - HERE COMES TENNESSEE ERNIE FOR MISSISSIPPI SHOWBOAT**—Tennessee Ernie Ford (Capitol T-ST 1684); "Soft Shoe Song" (2:39)
 - NO STRINGS (Music From)**—Ralph Burns & His Ork (Epic LN 3840); "The Sweetest Sounds" (Williamson, ASCAP) (2:30)
 - CHAPEL BY THE SEA**—Billy Vaughn & His Ork (Dot DLP 3424); (DLP 25424); "Can't Help Falling in Love"
 - THE CONTINENTAL**—Ray Conniff, His Ork & Chorus (Columbia CL 1776; CS 8576); "The Continental" (Harms, ASCAP) (2:45)
- ## COUNTRY AND WESTERN
- RAY PRICE SINGS SAN ANTONIO ROSE**—Ray Price (Columbia CL 1756; CS 8556); "San Antonio Rose" (Bourne, ASCAP) (4:17)

Musitime Countersuit Charges Fox Office Violates Anti-Trust

NEW YORK—The operation of Harry Fox, publishers' agent and trustee, has been charged as being in violation of the Sherman Anti-Trust Act. The charge was made by National Musitime, a producer of taped background music for use in locations, in a countersuit to an original suit brought by Fox against the tape firm last February.

The Fox suit, filed in U. S. District Court for the Southern District, charged National Musitime with infringement of a number of tunes from a number of separate publishing firms. In the Fox action, it was alleged that National Musitime "made, distributed, sold and licensed recordings and reproductions and copies of such recordings thereof on tapes, from which said musical compositions could be and were reproduced in public performance for profit."

"Such acts were perpetrated without any authorization, permission, consent or license and defendant is thereby infringed," the complaint charged.

The Reply

In its reply, National Musitime alleges that under the compulsory licensing provision (section 1E) of the Copyright Act, once a license is granted to any user, it must be granted to all users. It is claimed that Fox office has already granted licenses on all tunes involved to other background music users.

Beyond this, it is also alleged that a recording, just as a piece of sheet music, should bear the identification "copyright by," followed by the name of the music publisher. This can be done by using the lower case "c" with a circle around it, or the actual words "copyright by," before the publisher's name.

(Continued on page 88)

SO WHERE'S THE DISTRIBS?

ST. LOUIS—At least one distributor here has noted with dismay an apparent lack of scheduled distributor participation in the upcoming convention of the National Association of Rack Merchandisers. The conclave takes place April 8 to 12 in Miami Beach, Fla.

Norman Wienstroer, head of Norman Records Distributors here, asserted: "I've looked and looked at the various stories about the meeting and nowhere can I see where any distributors will be taking part. This is a funny situation. It looks as though the rack people are only interested in the manufacturers."

"But let's face it. As far as the rackers go, it's the distributors who wipe their noses, burp them, finance them and take back their returns. In other words, except in a few cases, we're the ones who do business with them, not the manufacturers. It seems funny that they don't seem to want to talk with us. Perhaps they wish to do all their business direct. That's okay, I guess. But they ought to come out and say so. But if not, well, we have problems, too, and they merit some free and open discussion."

Mills
HIT REMINDERS

THEY'RE OFF!!

SINATRA'S DAILY DOUBLE
EVERYBODY'S TWISTIN'
and
The verse from **STAR DUST**
Frank Sinatra, Reprise

MILLS MUSIC, INC.
1619 Broadway New York 19

IN THE WINNER'S CIRCLE

Ramsey Kearney

KEEP YOUR LOVE FOR ME

HICKORY 1162

Have you seen
BALLROOM DANCE MAGAZINE
Send for free sample copy
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IT'S SELL-SATIONAL!!

THE VOLUMES



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b/w

DREAMS

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TREMENDOUS
SALES NATIONWIDE
and it's
S-P-R-E-A-D-I-N-G

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This One



4GE5-UFH-514A

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SINGLE • A • LONG



Jane, Jane, Jane
B/W Scotch and Soda
#4740 Kingston Trio



If I Cried Every
Time You Hurt Me
B/W Let My Love
Walk In
#4723 Wanda Jackson



Somebody Save Me
B/W Just Another
Lonely Night
#4721 Ferlin Husky



The Big Draft
B/W Suzy Cockroach
#4716 The Four Preps



WITH CAP·I·TOL



Al Di La
B/W Worried Mind
#4742 Ray Anthony



Look No Further
B/W The Right Thing
To Say
#4714 Nat King Cole



Singing the Blues
B/W What'll I Do
Without You
#4726 Bobby Edwards



Ballad of Thunder Road
#3986 Robert Mitchum



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WANT RECORDS—45s & LPs. SURPLUS and closeouts. Harry Warriner, Knicker-bocker Music Dist., 453 McLean Ave., Yonkers, N. Y. (Tel.: GRenleaf 6-7778.) ap28

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OLDEST-LARGEST-MOST COMPLETE ONE Stop Record Service. The Musical Sales Com-pany offers the most complete time saving and money saving record deals in the coun-try. All prices distributor wholesale. 45 RPM, 60, AI labels, all speeds, all acces-sories. Free title strips to ops. Write for full details or send trial order. We satisfy. The Musical Sales Company, 140 W. Mount Royal Ave., Baltimore 1, Md. VE 7-7577. ch-ap14

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The original and most convenient record catalog service. Listings of the latest popular records by titles and artists rushed three times a month by first-class mail. Big Books of over 200 pages of current and older numbers by titles and artists sent monthly—each month complete in itself with no need to refer to previous issues. Three months' trial, \$10.00, or economical yearly, \$35.00. Information and samples sent on request.

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N.J., Bl 8-5109 N.Y., WD 4-2545

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MENT, PARTS AND SUPPLIES**

FOR SALE

POKERINO WITH DROP CHUTE—SOME older games with push chute. If it's parts for POKERINO you need, write James Travis P. O. Box 206, Millville, N. J. np-ja26

70 ARCADE MACHINES AND PHOTO-matic. Will sell group or lots, reasonable. Send for list. J. W. Miller, 147 S. Negley Ave., Pittsburgh 6, Pa. ap14

FOR SALE—9-COLUMN NATIONAL CIG-arette Machines, \$50 each. Also Joker Wild, Joker Balls, Beauty Contests, uncrated. Make offer. Write Pennsylvania Vending Corp., 1220 Brownsville Road, Pittsburgh 10, Pennsylvania.

FOR SALE—USED BALLY BINGOS, COIN Counters, Coin Sorters, Coin Changers, Coin Wrappers, Parts and Supplies. Globe Distributing Co., Inc., 1623 N. California Ave., Chicago 47, Ill. (Tel.: AR 6-0780.)

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MISCELLANEOUS

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45 RPM RECORDS—ASSORTED LABELS, titles and artists. 50¢/7¢; 100¢/13¢; 200¢/23¢ (postpaid). Record Order Service, 2226 So. 59th St., Omaha, Nebr. ap7

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2160 Patterson St., Cincinnati 14, Ohio

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MECHANIC WANTED—EXPERIENCED ON all type arcade machines; must furnish references; good pay. Earl E. Husted, Box 675, Myrtle Beach, S. C. ap14

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One of the country's outstanding inde-pendent Radio Stations is looking for one of the country's outstanding air person-alities. We would like to hear not only straight presentations, but are also inter-ested in the unusual!

If you think you have something that's not currently being appreciated, let us know with a tape, photo, background, salary, etc. Rush to ED STEVENS, Vice President, WERE Radio, 1500 Chester Ave., Cleveland 14, Ohio.

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Salesman and Promotion Man Available. Six years' one-stop distributor and retail experience. Full knowledge of dealer D.J. and distributorship relationship, self-starter.

Desires regional sales or promotion posi-tion with indie label or labels. Write

BOX C-BMW-11
c/o Billboard Music Week
2160 Patterson St. Cincinnati 14, Ohio

YOUNG MAN, HSG, 23, MARRIED, de-sires to re-enter record business in any capacity in NYC area. Position and salary open. Heavy knowledge of records and music, retail record and DJ experience. Contact Box 407, Billboard, 1564 Broadway, New York 36, N. Y. ap14

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- RECORD MFG. SERVICES,
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 - Containers, Shipping Supplies & Services
 - Designing, Printing, Litho-graphy
 - Pressing, Plating
 - Record Promotion & Publicity
 - Recording Facilities & Supplies
- RECORD ACCESSORIES AND
DEALER FIXTURES**

- USED COIN MACHINE EQUIP-
MENT, PARTS & SUPPLIES**
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CITY..... STATE.....

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Hold Celler Bill Hearings May 3

WASHINGTON — Hearings on Representative Celler's bill to extend copyright term of music and other works due to fall into public domain within the next five years will be held here May 3 by the House Judiciary Subcommittee on Patents, Trademarks & Copyright. Judiciary Committee Chairman Celler (D., N. Y.) introduced the bill for the benefit of those copy-right owners and their heirs who might miss the proposed lengthen-ing of the present 56-year copyright term to 76 years, in the prospective over-all revision of the Copyright Law of 1909.

Witnesses invited to testify be-fore the Subcommittee under Chairman Edwin E. Willis (D., La.), comprise a roster of top copy-right attorneys, including Julian T. Abeles, general counsel for Music Publishers Protective Association; Henry Brief, for the Record Indus-

try Association of America; Her-man Finkelstein for the American Society of Composers, Authors & Publishers (ASCAP); Sidney M. Kaye, chairman Broadcast Music, Inc. (BMI); Douglas A. Anello, general counsel National Associa-tion of Broadcasters; Omar F. Elder Jr., for ABC; Robert V. Evans for CBS; Harry R. Olsson Jr., for NBC; John Schulman for American Bar Association Copy-right Committee, and Paul J. Sher-man, chairman ABA Committee on Authors, and MCA counsel.

Also, Irwin Karp, chief counsel for Authors' League of America; Leon Kellman, American Guild of Authors & Composers; John Peter-son, co-chairman ABA Program for Revision of the Copyright Law Committee; Sidney Schreiber, for Motion Pictures Association of America. Government will be rep-resented by spokesmen from the Copyright Office of the Library of Congress and departments of Jus-tice, State and Commerce.

Congress Firm In New Quarters

NEW YORK — After only two months in operation Neil Galligan's Congress label is moving to new and larger quarters on West 55th Street here. Congress is the label Galligan set up after he left Cana-dian-American, with Jerry Grana-han and Hutch Davie.

Galligan took Linda Scott, whom he manages, with him, when he started Congress and has issued one disk by the thrush to date, with another due shortly. The An-gels and Jaes Ray are also with the new label.

Need for Revision of Old Law

In introducing his bill to extend the music copyrights, Representa-tive Celler said of the crying need for revision of the 1909 Copyright Law: "Authors, playwrights, com-posers and the vast industries de-pendent on their writings cannot be expected to continue to cope with laws which have become ob-solete." The ponderous and diffi-cult work of drafting a revision bill has been in progress since 1955 at the Copyright Office and has reached the stage of going into legislative form. It could reach copyright subcommittee for con-sideration by 1963 or 1964. (See separate story.)

CAEDMON RECORDS and Shakespeare Recording Society

Distributors

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NEW YORK Stanley Lewis Record Distributing Co.
534 West 58th St.
PHILADELPHIA A & L Distributing Co.
1819 Fairmount Ave.
NEWARK Ideal Record Products, Inc.
357 Lyons Ave.
ALBANY Leonard Smith, Inc.
30 North Third St.
BOSTON Dumont Record Distrib. Corp.
1040 Tremont Ave.
BUFFALO M & N Distributing Co.
620 Washington St.
HARTFORD Trinity Record Distributors
477 Park Ave.
PITTSBURGH Bill Lawrence, Inc.
1409 Fifth Ave.

SOUTH

ATLANTA Southland Distributing Co.
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MIAMI Topps Record Distributing Co.
2218 N.W. 6th Ave.
RICHMOND Allen Distributing Co.
3409 W. Leigh St.
NEW ORLEANS Pelican Record Distributing
616 Girod St.
SAN JUAN Juan Martinez Vela, Inc.
P. O. Box 2027

MIDWEST

CHICAGO K. O. Asher, Inc.
7818 S. Stony Island Ave.
CINCINNATI Supreme Distributing Co.
1000 Broadway
DETROIT Music Merchants
3741 Woodward Ave.
DENVER Crown Drug Co.
600 Fifteenth St.
KANSAS CITY Flemington Distributors, Inc.
2560 Holmes St.
MINNEAPOLIS Sandel Co.
49 Glenwood Ave.
OKLAHOMA CITY Sonart Distributing Corp.
133 N.W. 23rd St.
ST. LOUIS Commercial Music Co.
2721 Pine St.

SOUTHWEST

PHOENIX Sunland Frontier Distributing, Inc.
2833 N. 16th St.
EL PASO Sunland Supply Co., Inc.
1200 E. Missouri Ave.

WEST COAST

LOS ANGELES Modern Distributing Co.
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SAN FRANCISCO New Sound Record Distrib. Co.
50 Julian Ave.
SEATTLE Johnson Brothers Distributing
5512 20th Ave. N.W.
ALASKA Alaska News Agency
1520 Karluk, Anchorage

CANADA

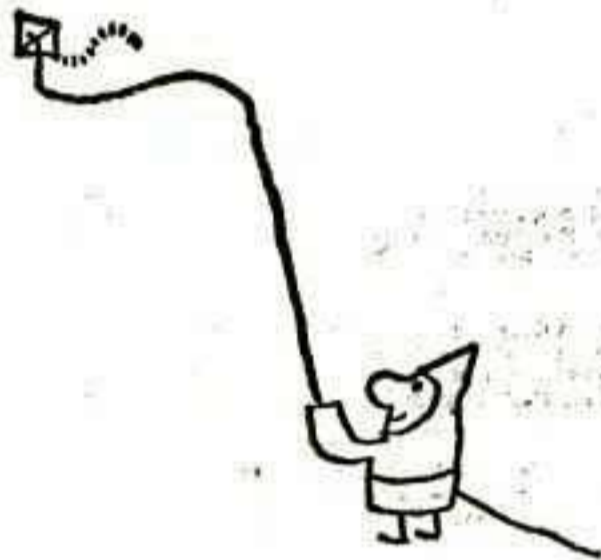
MONTREAL The Compo Co., Ltd.
2377 Remembrance St.
Montreal 32

INTERNATIONAL

EUROPE Philips Records, Ltd.
Stanhope House
Stanhope Place, London, W 2
SOUTH AFRICA Philips
AUSTRALIA Philips
JAPAN Japan Publications
Trade Co., Ltd.
Central P. O. Box 722
BUENOS AIRES Club International
Del Disco
Viamonte 723
COLOMBIA Libreria Central
Apartado Aero 3484, Bogota

RECORD DEALERS, PLEASE NOTE

If you are not now stocking Caedmon and the Shakespeare Recording Society, you are missing out on a prestige line which the NEW YORK TIMES has praised for "its high level of excellence." We suggest you get in touch with your regional distributor. For information, catalogues, prices, contact: Harold Drayson, National Sales Director, Caedmon Records, 461 Eighth Avenue, New York City 1.



CAEDMON

10th Anniversary
1952-1962

Caedmon Records issued its first recording in April 1952, Dylan Thomas' "A Child's Christmas In Wales." Today, the Caedmon catalogue contains more than 200 important recordings, embracing authors' own readings, classics of the English language, prose, plays (Noh to Shakespeare to Noel Coward), Biblical and religious recordings, foreign-language recordings, children's recordings, American history, folk music. We are proud to list here some of the great authors and artists who have recorded for us:

DYLAN THOMAS • NOEL COWARD • T. S. ELIOT • WILLIAM FAULKNER • JULIE HARRIS • RICHARD BURTON • SEAN O'CASEY • GERTRUDE STEIN • JOHN GIELGUD • INGRID BERGMAN • RALPH RICHARDSON • KATHARINE CORNELL • ROBERT FROST • CARL SANDBURG • LAURENCE OLIVIER • TYRONE POWER • E. E. CUMMINGS • FRANK LLOYD WRIGHT • COLETTE • THOMAS MANN • CAROL CHANNING • BASIL RATHBONE • BORIS KARLOFF • MARGARET LEIGHTON • CLAUDE RAINS • CLAIRE BLOOM • ALBERT FINNEY • TENNESSEE WILLIAMS • PAUL SCOFIELD • BERTRAND RUSSELL • TREVOR HOWARD • DAME EDITH EVANS • DAME JUDITH ANDERSON • W. H. AUDEN • ALBERT CAMUS.



Dylan Thomas



Richard Burton



T. S. Eliot



Carl Sandburg



Ingrid Bergman



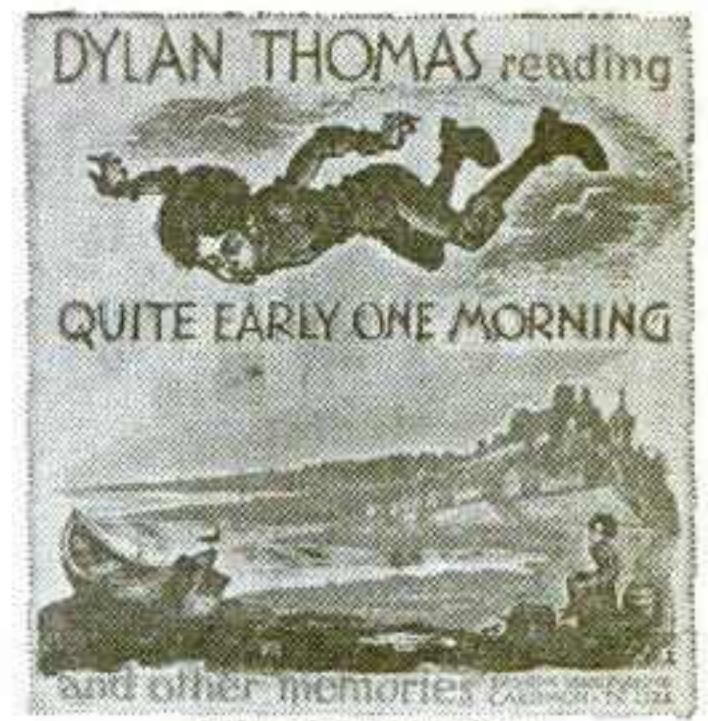
Judith Anderson



Robert Frost



Basil Rathbone



Dylan Thomas Reading
Quite Early One Morning (TC 1132)



Shakespeare: Romeo & Juliet
(SRS/Caedmon 228)
Claire Bloom, Albert Finney, Dame Edith Evans



Robert Frost
Reads His Poetry (TC 1060)



Mother Goose (TC 1091)
Cyril Ritchard, Celeste Holm, Boris Karloff
Music by Hershy Kay



Gentlemen Prefer Blondes (TC 1148)
Carol Channing

ALBUM COVERS BY
SHOREWOOD PRESS
304 E. 45th Street, New York City
Pressings by **DECCA RECORDS**
Typesetting by **WELTZ AD SERVICE**
355 W. 52nd Street, New York City
Inserted Texts by
S. J. SURNAMER CO., INC.
253 West 26th Street, New York City

How **BMI**-Licensed Music is Used in Regularly Scheduled TV Network Programs and in Syndicated Film Series

51.1% or 90 out of All 176 Regular Network Productions
Use BMI-Licensed Music in **Every Episode**

30.1% or 53 out of All 176 Regular Network Productions
Use BMI-Licensed Music in **Some Episodes**

18.8% or 33 out of All 176 Regular Network Productions
Use No BMI-Licensed Music in **Any Episode**

81.2% or 143 out of All 176 Regular Network Productions
Use BMI-Licensed Music in either **All or Some Episodes**

58.0% or 175 out of 302 Syndicated Film Series Telecast Locally
Use BMI-Licensed Music in **Every Episode**

18.2% or 55 out of 302 Syndicated Film Series Telecast Locally
Use BMI-Licensed Music in **Some Episodes**

23.8% or 72 out of 302 Syndicated Film Series Telecast Locally
Use No BMI-Licensed Music in **Any Episode**

76.2% or 230 out of 302 Syndicated Film Series Telecast Locally
Use BMI-Licensed Music in either **All or Some Episodes**

11 of the top 15 Shows in the Nielsen Ratings
Use BMI-Licensed Music in **Every Episode**

Wagon Train 35.1%—NBC
Bonanza 31.9%—NBC
✓ Hazel 29.6%—NBC
✓ Andy Griffith 29.3%—CBS
✓ Danny Thomas 28.8%—CBS

✓ Dennis the Menace 28.5%—CBS
Ed Sullivan 27.7%—CBS
✓ Candid Camera 27.5%—CBS
✓ Perry Mason 27.2%—CBS
✓ Gunsmoke (10:30 PM) 27.1%—CBS

✓ Garry Moore 26.6%—CBS
✓ Gunsmoke (10:00 PM) 26.4%—CBS
✓ Dr. Kildare 26.3%—NBC
✓ Lassie 26.3%—CBS
Henry Fonda and Family (special) 26.2%—CBS

LISTED BELOW ARE ONLY THOSE REGULAR PROGRAMS WHICH USE BMI-LICENSED MUSIC IN EVERY SHOW

CBS

Andy Griffith (weekly)
Brighter Day (daily)
Calendar (daily)
Candid Camera (weekly)
Captain Kangaroo (daily)
Checkmate (weekly)
Danny Thomas (weekly)
Defenders (weekly)
Dennis the Menace (weekly)
Dick Van Dyke (weekly)
Dobie Gillis (weekly)
Father Knows Best (weekly)
Garry Moore (weekly)
Gertrude Berg Show (weekly)
Gunsmoke (weekly)
Have Gun, Will Travel (weekly)
Hennessey (weekly)
Ichabod & Me (weekly)
I Love Lucy (daily)
I've Got a Secret (weekly)
Jack Benny (weekly)
Lassie (weekly)
Magic Land (weekly)

Marshall Dillon (weekly)
Mighty Mouse (weekly)
Mr. Ed (weekly)
Perry Mason (weekly)
Pete & Gladys (weekly)
Rawhide (weekly)
Route 66 (weekly)
Tell It to Groucho
This Wonderful World of Golf (weekly)
To Tell the Truth (weekly)
What's My Line (weekly)
Window on Main Street (weekly)

ABC

Adventures in Paradise (weekly)
Alcoa Premier (weekly)
American Bandstand (daily)
Bachelor Father (weekly)
Bus Stop (weekly)
Calvin and the Colonel (weekly)
Donna Reed (weekly)
Expedition (weekly)

Fight of the Week (weekly)
Flintstones (weekly)
Follow the Sun (weekly)
Hathaways (weekly)
Jane Wyman (daily)
Leave It to Beaver (weekly)
Margie (weekly)
Matty's Funday Funnies (bi-weekly)
My Three Sons (weekly)
Naked City (weekly)
New Breed (weekly)
Ozzie and Harriet (week)
Real McCoys (weekly)
Straightaway (weekly)
Target: The Corruptors (weekly)
Texan (daily)
Texan (weekly)
Top Cat (weekly)
Untouchables (weekly)
Yours for a Song (daily)
Yours for a Song (weekly)

NBC

All Star Golf (weekly)
Bullwinkle Show (weekly)

Cain's Hundred (weekly)
Concentration (daily)
David Brinkley's Journal (weekly)
Dick Powell Show (weekly)
Dr. Kildare (weekly)
Fury (weekly)
Hazel (weekly)
Here's Hollywood (daily)
Joey Bishop (weekly)
Laramie (weekly)
Loretta Young Theatre (daily)
Make Room for Daddy (weekly)
Make Room for Daddy (daily)
1, 2, 3, GO (weekly)
Our Five Daughters (daily)
Outlaws (weekly)
Price Is Right (daily)
Price Is Right (weekly)
Say When (daily)
Tall Man (weekly)
Thriller (weekly)
Walt Disney's Wonderful World of Color (weekly)
Young Dr. Malone (daily)
Your First Impression (daily)

SYNDICATED FILM SERIES TELECAST LOCALLY

Adventure Tomorrow	Corliss Archer	Greatest Headlines	Milestones of the Century	Supercar
African Patrol	Coronado 9	Harbor Command	Mr. Adams and Eve	Susie
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Bengal Lancers	Crusader	Huckleberry Hound	One Step Beyond	This Man Dawson
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Californians	Deputy Dawg	Keyhole	Ray Milland	Vagabond
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Charlie Chan	Eddie Cantor	Klondike	Sea Hunt	Wanderlust
Cheaters	Ellery Queen	Lock Up	Sergeant Preston	Wanted
China Smith	Eve Arden	Mackenzie's Raiders	Seven League Boots	Web
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Cisco Kid	Federal Men	Man From Cochise	Silent Service	Whiplash
City Detective	Flight	Man Without a Gun	Sir Lancelot	Whirlybirds
Code Three	Follow That Man	Man Hunt	Soldiers of Fortune	Willy
Combat Sergeant	Frontier Doctor	Mark Saber	South of the Border	Wyatt Earp
Commando Cody	Funny World	Martin Kane	Squad Car	Yancy Derringer
Confidential File	Gangbusters	Men Into Space	State Trooper	Yesterday's Newsreel
	Grand Jury	Men of Annapolis	Stories of the Century	Yogi Bear
	Great Gildersleeve			

BROADCAST MUSIC, INC. 589 Fifth Ave., New York 17, N.Y.

BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

(Courtesy Escalera a la Fama) *Denotes local origin

- 1 1 LET'S TWIST AGAIN—Chubby Checker (Fermata); Richard Anthony (Odeon)—Kalman Music-Fermata
2 7 LA BALLADA DALLA TROMBA—Gastone Parigi (Microfon); Los cinco Latinos (Columbia)
3 2 *DEL TIEMPO I MAMA—Los Chalchaleros (Victor)—Korn
4 4 COME SEPTEMBER—Billy Vaughn (Dot-Sicamericana)
5 5 *GAUCHO PACHANGUERO—Carlos Argentino (Music Hall)—Korn
6 6 BRIGITTE BARDOT—Burt y los ritmicos (London); Yuyu Da Silva (Victor)—Fermata
7 3 *DEL TIEMPO I MAMA—Quilla Huasi (Philips); Salabina (Music Hall)—Korn
8 8 MAMI—Ambar lafox (Odeon); T.N.T. (Victor)—Korn
9 9 NO EXISTE EL AMOR—Adriano Celentano (Microfon); Tony Vilar (Columbia)—E.A.R.-Fortissimo
10 — HAPPY BIRTHDAY SWEET SIXTEEN—Neil Sedaka (Victor)—Fermata

AUSTRALIA

(Courtesy Music Maker Sydney) *Denotes local origin

- 1 4 MULTIPLICATION—Bobby Darin (London)—Belinda
2 7 MOON RIVER—Henry Mancini (RCA)—Chappell's
3 2 MIDNIGHT IN MOSCOW—Kenny Ball (Pye)—Essex
4 3 CHATTANOOGA CHOO CHOO—Floyd Cramer (RCA)—Alberts
5 5 *SING—Johnny O'Keefe (Leedon)—Boosey & Hawkes
6 6 LET THERE BE DRUMS—Sandy Nelson (London)—Alberts
7 11 CHIP CHIP—Gene McDaniels (Liberty)—Belinda
8 — PERCOLATOR—Billy Joe and the Checkmates (London)—None
9 9 LITTLE BITTY TEAR—Burl Ives (Festival)—Acuff-Rose
10 8 STRANGER ON THE SHORE—Acker Bilk (Columbia)—Chappell's
11 — ECSTASY—Ben E. King (London)—None
12 12 CAN'T HELP FALLING IN LOVE—Elvis Presley (RCA)—Belinda
13 1 THE TWIST—Chubby Checker (HMV)—Alberts
14 10 RUN TO HIM—Bobby Vee (London)—Leeds
15 13 NORMAN—Sue Thompson (Hickory)—Acuff-Rose

BELGIUM

(Courtesy Juke Box Magazine) *Denotes local origin

- 1 — LOVE ME WARM AND TENDER—Paul Anka (RCA)—Spanka Music
2 1 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Belinda
3 2 MEXICO—Bob Moore (London)—World Music
4 — YA YA—Joey Dee and the Starlites (Roulette)—World
5 — THE YOUNG ONES—Cliff Richard (Columbia)—Essex
6 — THE LION SLEEPS TONIGHT—The Tokens (RCA)—Essex
7 — ROCK-A-HULA BABY—Elvis Presley (RCA)—Belinda
8 7 *HOOR MIJN LIED, VIOLETTA—Bobbjeaan Schoepen (Decca)—World Music
9 9 NO MORE—Elvis Presley (RCA EP)—Belinda
10 4 THE FLY—Chubby Checker (Columbia)—Belinda

BRITAIN

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

- 1 1 *WONDERFUL LAND—Shadows (Columbia)—Frances Day & Hunter
2 2 *TELL ME WHAT HE SAID—Helen Shapiro (Columbia)—Ardmore & Beechwood
3 3 CAN'T HELP FALLING IN LOVE—Elvis Presley (RCA)—Manor
4 4 *MARCH OF THE SIAMESE CHILDREN—Kenny Ball (Pye) Williamson

FRANCE

*Denotes local origin

- 1 3 *RETIENS LA NUIT—Johnny Hallyday (Philips)
2 4 *LECON LE TWIST—Richard Anthony (Columbia)—Teddy Martin (Columbia); Caterina Valente (Decca)—Caravelle
3 1 *YA YA TWIST—Johnny Hallyday (Philips); Petula Clark (Vogue)—Semi
4 8 *ACHETE MOI UN JUKE BOX—Dalida (Barclay)
5 2 LET'S TWIST AGAIN—Johnny Hallyday (Philips); Richard Anthony (Columbia); Golden Guitars (Ricordi)—Salvet
6 6 *ALLELUIA—Charles Aznavour (Barclay)
7 7 PEPPERMINT TWIST—Les Chaussettes Noires (Barclay); Vince Taylor (Barclay)—Semi
8 10 THE LION SLEEPS TONIGHT—Henri Salvador (Salvador-Philips)—Tropicales
9 5 *TU AIMES LE TWIST—Johnny Hallyday (Philips)—Tutti
10 — THE SAVAGE—The Shadows (Columbia)

HOLLAND

(Courtesy Platennieuws, Amersfoort) *Denotes local origin

- 1 1 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Belinda
2 3 THE YOUNG ONES—Cliff Richard (Columbia)—Basart
3 2 MEXICO—Bob Moore (London); Willy Schobben (Artone)
4 5 MIDNIGHT IN MOSCOW—New Orleans Syncopaters (Storyville)—Basart
5 4 LITTLE SHIP—The Blue Diamonds (Decca)—Belinda
6 7 THE TWIST—Chubby Checker (Columbia)—Basart
7 6 I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges Cadence—Belinda
8 8 MAMMA—Robertino (CNR)—Basart
9 10 DE BEDELAAR VAN PARIJS—Jerry & Mary Bey (Philips)—Benelux Music
10 9 TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Philips)—Benelux Music

HONG KONG

- 1 1 GOOD LUCK CHARM—Elvis Presley (RCA Victor)
2 2 I'LL SEE YOU IN MY DREAMS—Pat Boone (Dot)
3 — DON'T BREAK THE HEART THAT LOVES YOU—Connie Francis (MGM)
4 — YOUNG WORLD—Rick Nelson (Imperial)
5 3 SEND SOMEONE TO LOVE ME—Steve Lawrence (UA)
6 7 TOWN WITHOUT PITY—Gene Pitney (UA)
7 4 IT'S ALL BECAUSE—Linda Scott (CA)
8 10 IN A MATTER OF MOMENTS—Mark Dinning (MGM)
9 — BANDIT OF MY DREAMS—Eddie Hodges (Diamond)
10 — GO ON HOME—Patti Page (Mercury)

ISRAEL

(Courtesy Kol Israel Broadcasting) *Denotes local origin

- 1 1 THE LION SLEEPS TONIGHT—The Tokens (RCA)—Cromwell Music
2 3 MULTIPLICATION—Bobby Darin (RCA)—Pub. Adams
3 7 THE YOUNG ONES—Cliff Richard (Columbia)—Hanns-Witmark Ltd.
4 5 NO MORE—Elvis Presley (RCA)—ASCAP
5 6 *THERE'S A HOLE IN THE BUCKET—Yona Atari-Yosy Banay (Israphon)—ACUM
6 2 TOWER OF STRENGTH—Frankie Vaughn (Philips)
7 10 A LITTLE BITTY TEAR—Burl Ives (Brunswick)—BIEM NBC
8 4 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Parkway Records-Kalman Music
9 — MOON RIVER—Henry Mancini (RCA)—Famous Chappell
10 — *RESTFUL HOLIDAY—Uri & Ilana Zohar (Hataalit)—ACUM

ITALY

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

- 1 1 *QUANDO QUANDO QUANDO—Tony Renis (VdP); Emilio Pericoli (Ricordi)—Ricordi
2 2 WHEELS—Billy Vaughn (London)—Bridge
3 4 LET'S TWIST AGAIN—*Peppino Di Capri (Carisch); Chubby Checker (GC)—Aberbach
4 5 LIKE I DO—Nancy Sinatra (Reprise)—Ricordi
5 6 MOON RIVER—*Nico Fidenco (RCA); *Michellino (Primary)—Ricordi
6 3 *TANGO ITALIANO—Milva (Cetra); Sergio Bruni (VdP)—Southern
7 8 PEPPERMINT TWIST—*Adriano Celentano (Jolly); Joey Dee (Roulette)—Southern
8 14 LOVE ME WARM AND TENDER—Paul Anka (RCA)
9 12 SWAY—Bobby Rydell (GC)—Southern
10 7 TOWN WITHOUT PITY—Gene Pitney (UA)—Resolute
11 9 *ADDIO ADDIO—Domenico Modugno (Fonti); Claudio Villa (Cetra)—Curci
12 10 *LA BALLATA DELLA TROMBA—Nini Rosso (Titanus)—Titanus
13 13 TWISTIN' USA—Danny & the Juniors (Durium); Chubby Checker (GC)
14 11 *GONDOLI' GONDOLI'—Sergio Bruni (VdP); Ernesto Bonino (Meazzi)—Ricordi
15 — *SCETATE—Peppino Di Capri (Carisch)

JAPAN

(Courtesy UTAMATIC, Tokyo) *Denotes local origin

- 1 2 *ERIKO—Hashi Yukio (Victor)—Victor
2 1 *AME NO HANAZONO—Nakasono Miki (King)—King
3 3 LOUISIANA MAMA—Gene Pitney (United Artists)—Victor; Fujiki Takashi (Teichiku)—Teichiku
4 4 *KOSHU—Matsushima Akira (Victor)—Victor
5 5 *GARASU NO JOHNNY—Al George (Teichiku)—Teichiku
6 7 GOING HOME TO MARY LOU—Neil Sedaka (Victor)—Victor; Kiyohara Takeshi (Victor)—Victor
7 6 YOU DON'T KNOW—Helen Shapiro (Columbia)—Columbia; Hirota Meko (Toshiba)—Toshiba
8 10 TWIST NO. 1—Fujiki Takashi (Teichiku)—Teichiku
9 — *YAMAOTOKO NO UTA—Dark Ducks (King)—King
10 — *OUSHO—Murata Hideo (Columbia)—Columbia

MEXICO

(Courtesy Audiomusica, Mexico) *Denotes local origin

- 1 1 *EL LOCO—Javier Solis (Columbia)—Pham
2 3 MULTIPLICATION—Bobby Darin (Gamma)—pending
3 5 *PA' TODO EL ANO—J. A. Jimenez (RCA)—Pham
4 6 *ADELANTE—Javier Solis (Columbia)—Emmi
5 7 *FLORIDA TWIST—Bill Haley (Orfeon)—Pham
6 2 *MI CAPRICHITO—Sonora Santanera (Columbia)—Emmi
7 4 MY GIRL JOSEPHINE—Bill Black's Combo (London)—pending
8 9 COME SEPTEMBER—Bobby Darin (Gamma)—pending
9 8 MI TONTO AMOR—Connie Francis (MGM)—pending
10 10 RUNAROUND SUE—Dion (Gamma)—Ed. Brambila

NORWAY

(Courtesy Verdens Gang, Oslo) *Denotes local origin

- 1 2 SAN'T AR LIVET—Anita Lindblom (Fontana)—Sweden Music
2 1 *DET VAR DU SOM SA NEI—Grynet Molvig (RCA)—Harmonyforlaget
3 3 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Stockholms Musikproduktion (Philips)—Sweden Music
4 4 WALK ON BY—Leroy Van Dyke (Philips)—Sweden Music
5 6 A LITTLE BITTY TEAR—Burl Ives (Brunswick)—None
6 10 MIDNIGHT IN MOSCOW—Kenny Ball (Pye)—Carl M. Iversen

PHILIPPINES

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

- 1 1 WHILE THERE'S STILL TIME—Steve Lawrence (UA)—Mareco, Inc.
2 2 TENDER IS THE NIGHT—Tony Bennett (Columbia)—Mareco, Inc.
3 3 IMPOSSIBLE—Nat King Cole (Capitol)—Mico Recording Co.
4 4 LOVE ME WARM AND TENDER—Paul Anka (RCA Victor)—Filipinas Record Corp.
5 5 SOBANDO EL SON—Tito Rodriguez (United Artists)—Mareco, Inc.
6 6 MARIA LA O—Cuarteto Chester (RCA Victor)—Filipinas Record Corp.
7 8 MOTHER GOOSE TWIST—Teddy Randazzo (Dyna)—Dyna Products, Inc.
8 10 NO MORE—Elvis Presley (RCA Victor)—Filipinas Record Corp.
9 7 BROKEN GUITAR—The Electromaniacs-Gene Generoso (Mabuhay)—Mareco, Inc.
10 9 PEPPERMINT TWIST—Danny Peppermint and the Jumping Jacks (Carlton)—Pacific Promotions, Inc.

SPAIN

(Courtesy Discomania, Madrid) *Denotes local origin

- 1 1 DANCE ON LITTLE GIRL—Paul Anka (Hispavox)—Hispavox
2 2 MARY CARMEN—*Duo Dinamico (La Voz)—Musica del Sur
3 3 THE GUNS OF NAVARONE—*Rudy Ventura (Columbia)—Canciones del Mundo
4 7 QUIEREME MUY FUERTE—Paul Anka (RCA)—Re-Do-La
5 5 MOLIENDO CAFE—Lucho Gatica (La Voz)—Hispavox
6 4 KISSIN' ON THE PHONE—Paul Anka (Hispavox)—Hispavox
7 7 EL ORGANITO—Mario Clavel (Philips)—Canciones del Mundo
8 8 EL TERCER HOMBRE—*Duo Dinamico (La Voz)—Canciones del Mundo
9 9 CINDERELLA—Paul Anka (Hispavox)—Hispavox
10 10 TONIGHT MY LOVE, TONIGHT—Paul Anka (Hispavox)—Hispavox

SOUTH AFRICA

(Courtesy S. A. & Lourenco Marques Radio) *Denotes local origin

- 1 1 THE YOUNG ONES—Cliff Richard (Columbia)—Witmark
2 2 JOHNNY WILL—Pat Boone (Dot)—Holding GRP
3 3 OUTSIDER—Cliff Richard (Columbia)—Leeds
4 5 A WONDER LIKE YOU—Rick Nelson (Renown)—Sydney Bros.
4 4 NO MORE—Elvis Presley (RCA)—Aberbach
5 6 PEPPERMINT TWIST—Joey Dee & The Starlites (Roulette)
5 8 I UNDERSTAND—The G-Clefs (London)—Chappell
6 8 GYPSY ROVER—The Highwaymen (United Artists)—Weiss, Peretti & Creatore
6 10 THE LION SLEEPS TONIGHT—The Tokens (RCA)
7 9 MULTIPLICATION—Bobby Darin (Atlantic)
7 6 NEVER ON SUNDAY—Connie Francis (MGM)
8 7 MOON RIVER—Jerry Butler (Renown)—Famous
9 8 LIKE I DO—Nancy Sinatra (Reprise) c/c
10 7 STAND AT YOUR WINDOW—Jim Reeves (RCA)

SWEDEN

(Courtesy Orkester Journalen, Stockholm) *Denotes local origin

- 1 4 HAPPY JOSE/CHING CHING—Jack Ross (Dot)—Sonet Music

(Continued on page 22)

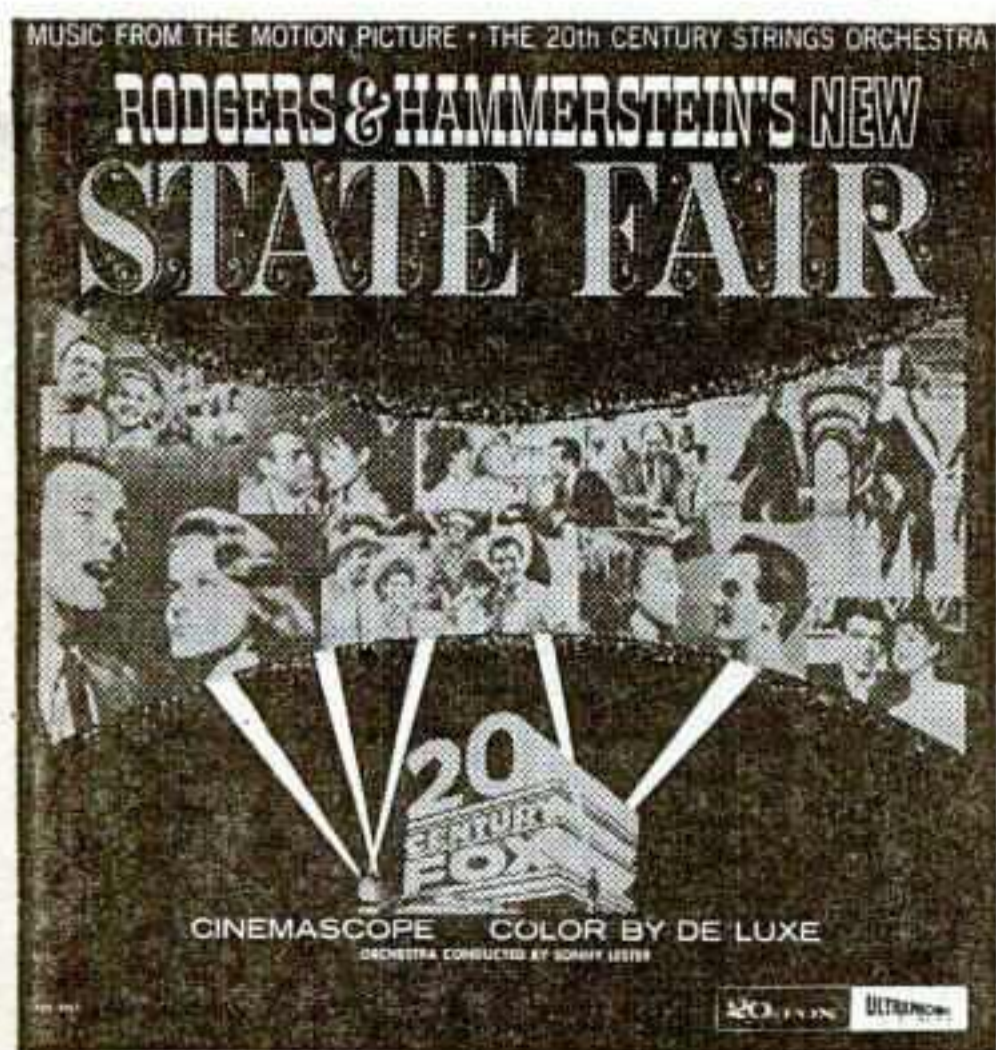
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ARGENTINA

**TV's Connors
Cuts Single**

By RUBEN MACHADO
Lavalle 1783, Buenos Aires

Mike Connors, star of the TV series "On the Tightrope," is featured on a new Victor record with Chucho Monges' "Crei" and Charles Trenet's "Te deseo amor." Simultaneously with Cauby Peixoto's successful performances in TV and theater, Victor released new records of the Brazilian crooner, among them a version of "Granada."

Columbia released last week "Bambina Bambina" by Tony Dallara, prize work of the Canzonissima Festival of Italy. This occurs at the same time when the top sales are being made by another Italian work "La Ballada Della Tromba," with versions by Gastone Parigi and Nini Rosso, Microfon, and by Los Cinco Latinos, Columbia.

AUSTRALIA

**'West Side' LP
Breaks With Pic**

By GEORGE HILDER
19 Todman Ave., Sydney

United Artists Pictures have announced that "West Side Story" will open in Sydney June 1 and, with this in mind, A. R. C. is issuing the UA disk "West Side Story" by Ferrante and Teicher. Early release of this album was restricted because of one track from "Camelot." This track has been lifted from the disk and replaced with the theme from "Apartment," enabling the record to be released to coincide with the opening of the movie.

Disk News

Sue Thompson's Hickory album was released unheralded by A. R. C. this week, and 200 copies were sold in less than a day in Sydney. . . . Ray Bull and Jim Sutton are arranging a reception for Dave Brubeck upon his arrival in Sydney March 30.

Festival artists, the De Kroo Brothers, have cut two sides for release mid-April. "A," one side, is a well-known Aussie composition, "The Road to Gundagai," penned by Jack O'Hagan in 1920. This number has since become second only in popularity to Australia's "national" song, "Waltzing Matilda." . . . Col Joye and his manager-brother Kevin Jacobson hosted Sydney's entertainment world at the opening of the Col Joye Teenage Night Club March 14.

E.M.I.'s London Records representative Bill Robinson is preparing a campaign for the Easter release on the Dot album "State Fair" sound track, now that the movie has been booked to open Easter Saturday at Sydney's Regent Theatre. . . . The Australian Performing Rights Association produced an album, "Holiday Bound," featuring Australian compositions for distribution to radio stations throughout the Commonwealth.

Publishing

The House of Leeds Jack Argent stated that his company has secured the rights for "White Rose of Athens," "Jamie," "What's So Good About Goodbye" and "Twistin' Postman," while Woomera Music of Melbourne rush-released the sheet music of "Love Me Warm and Tender," the first of Spanka

Music. . . . Johnny Burnette is making a strong entry into the best selling lists with his new record "Clown Shoes" and "Ballad of the One-Eyed Jacks."

BELGIUM

**Edelbogen Show
Goes on the Road**

By JAN TORFS
Stuivenbergvaart, 37-Mechelen

The Kurt Edelbogen show is running in Belgium with the participation of noted German record stars. For six days, Edelbogen, Peter Kraus, Lolita, Gus Backus, Ted Herold, Jorg Maria Berg, Gabriele, Carlos Otero and Wilma Lucini will be on the stages of the most important Flemish cities.

All Walloon Belgium is crazy about "Oh la la, Louise" sung by Eric Genty on Decca. From out of nowhere, the record climbed up to the second place in the best seller list.

BRITAIN

**Who Will Release
New Greco Album?**

By DON WEDGE
News Editor, New Musical Express

During Buddy Greco's London season, Fontana (Philips) waxed the singer's cabaret act. The label's a.&r. chief, Jack Baverstock, recorded him by arrangement with Epic, but it is not clear who will issue the album here. The Philips-Epic pact expired at the end of 1961. Apparently it is not being renewed, and the U. S. outlet has been having talks with Pye and EMI about its future here. Because of no British link during the recent visits of Greco and Tony Orlando, Fontana issued singles by the two artists on leased tape deals ("I Ain't Got Nobody" and "Talkin' About You" respectively).

Greco's side has made the charts—this week at No. 20. New album is called "Buddy Greco at the Bal Tabarin," but it is actually a studio re-creation, though Fontana did cut some applause for the disk.

The English service of Radio Luxemburg will be in a much stronger position from April 2. The religious programs, a fixture for many years of the pre-midnight spot, are being switched to 7 p.m. This will clear the way for uninterrupted disk and pop music programming from 7:30 p.m. until midnight when, in the international night service, a multi-lingual operation takes over until 3 a.m.

Visitors

British Philips managing director Leslie Gould left for the U. S. The firm declined to give any reason for his trip. With no secrecy at all, Bunny Lewis was leaving March 23 on a month-long visit to the U. S. traveling by Pakistan Airlines. He plans a four-day stay in New York initially. (He will be contactable through Charles Seton of Rosen, Seton and Sorben.) He then visits Hollywood, Las Vegas, San Francisco and Seattle and attends the NARM Convention in Miami before returning to New York. During his stay he will be discussing a possible U. S. recording deal for one of his artists, Craig Douglas. He will also have several masters and music copyrights for disposal.

London visitors included Associated Booking Corporation's Jack Green; publisher Bill Smith, setting

up a visit for Bruce Channel to promote "Hey! Baby," issued here on Mercury and already enjoying the sweet smell of success; London Records' Tony D'Amato is cutting more Stereo 4 product at British Decca studios; Howlin' Wolf arrived for a tour, mainly in jazz clubs—the first pure r.&b. singer to visit.

The Ted Heath ork's Phase Four Stereo albums, "Big Band Percussion," form the basis of a special BBC-TV program which will be Britain's entry for the International Television Festival being held at Montreux, Switzerland, from April 23. BBC-TV won the main event last year with a tele-recording of one of its regular "Black and White Minstrel Shows." Heath was chosen for a specially produced program both on his international reputation and because of the success of the albums overseas. The stereo scoring of the latter also led to unusual possibilities for linking camera work with instrumental passages. Show was produced with what Heath called "recording studio thoroughness" involving editing videotape. It was being seen here on Monday (2). Another international booking for the Heath band is to appear at the final concert of the officially sponsored British Fortnight in Berlin on May 12.

Visitors

Dot President Randy Wood arrived March 23. He was supervising recording sessions at Decca studios with Pat Boone. They were cutting at least five sides, including two numbers from "State Fair," as Boone's next singles. Also on his agenda was talks with Dot's international chief Jim Bailey and British Decca on an extension of the firm's European distribution pact.

Disk Business

Nasco Records of Lubbock, Tex., is preparing to seek European representation of its product. . . . Palette Records, a Belgian-based label, brought its hot duo the Cousins in March 26 to appear on ATV's "All That Jazz" and for promotion work. . . . Polydor, through its tie with Hickory for Britain, issued "Two of a Kind," Sue Thompson's third British release and the first one not covered by a local artist. Polydor plans the singer's first LP in May.

Saga reissued the album cut by the Johnny Dankworth ork and the London Philharmonic ork of Stravinsky's "Ebony Concerto" and other classical-jazz amalgamation. . . . Three days after the Eurovision Song Contest, EMI issued its highest placed record, the runner-up "Dis Rien," waxed by the contest singer Francois Deguelt for French Columbia. Philips, which has the winning singer, Isabelle Aubret, with "Un Premier Amour," held up issuing the disk in the hope that the artist could come over to wax it in English.

BRAZIL

**Five Carnival
Tunes Score**

By MAURICIO QUADRIO
Rua Irineu Marinho 35,
Rio de Janeiro

Although many hundreds of composers and singers and publishers worked hard to place their music on charts, there were only five winners: the sambas "Oba," "Se eu morrer amanha" and "La vem Mangueira," and the marches "Garota de Saint-Tropez" and "Vou ter um troco."

Sidney Frey, president of Audio-Fidelity, has recorded the entire

famous night at the Municipal Theater Carnival ball.

Othon Russo, Columbia's promotion manager, told BMW that there are three ork leaders managing the musical department. They are Astor Silva, Lirio Panicalli and Alexandre Gnattali. Under their direction the Magic Notes label will be issued in Brazil.

CANADA

**Disk Bids Follow
Teen Talent Show**

By STAN FISHER
Montreal Star

CBMT, the Montreal outlet of the Canadian Broadcasting Company's Canada-wide network, gave some local teen talent a chance recently on an hour-long television show. The young artists were the final winners of a talent search, and TV exposure was a part of their prize. A folk singing trio, The Wayfarers, were the top group act, and 16-year-old drummer Barry Hart took the solo honors. All the performers were rated as non-professionals, but recording and night club offers were made to more than five of the acts following the show.

Paulo Noel, the RCA Victor recording artist who is considered by many to be Canada's Tino Rossi, has a new 45 single out this week. The record was made in co-operation with the CBC. The top Montreal RCA Victor recording stars Les Jerolas also have a new release.

Billy Martin, of New York City but an adopted Montrealese since '57, is creating somewhat of a local sensation with his new London LP "Twist, Twist, Twist." Billy has been a standard of the night club circuit in this city and Toronto for many years and the platter is slated for European release also.

At least two Canadian recording companies have announced new programs aimed at boosting spring sales.

During March and April RCA Victor is giving away a stereo action LP free with every stereo album purchased at the regular price. The gift platter is titled "Stereo Action Unlimited," a collection of 14 bands from premium LP's.

Gille Aubin of London records reports that his firm is pushing a new merchandising plan they call "Sublime and Exotic" . . . a scheme they hope will also plug two of London's top artists. "The Best of Julie London" and "The Best of Martin Denny" are being sold at low prices. Record dealers are also getting an extra discount on other catalog albums of these artists in an effort to spur sales all across the board.

DENMARK

**Lack of Pop Style
Silences 'Lullaby'**

By ARNE HANSEN
11 Malerbakken, Holte

The Danish contribution ("Lullaby," sung by opera singer Ellen Winther) did not win the Eurovision Melody Grand Prix in Luxembourg because the tune is not popular in style. Few people believed in its chances. The charming winner of the contest, France's Isabelle Aubret, has been engaged to do a Scandinavian TV show here on April 14, where she'll

again present "Un Premier Amour," the winning song. Her recording of it is being rush-released by Philips.

Copenhagen has "West Side Story" fever. The London production at Falkonercentret has been acclaimed by critics and newspapers. Bernstein's tunes are hummed and whistled everywhere and the original Broadway cast LP is selling like hot cakes.

Record News

Kirola is the name of a new record company here. It is a music instruction series containing music sheets of four new tunes enclosed with the first EP. The records are distributed by Metronome. . . . When Nordisk Polyphon on May 1 takes over the representation of the Interdisc distrib from EMI, the firm will control 80 per cent of the Danish jazz market. Interdisc contains Riverside, Jazzland, Pacific Jazz, Contemporary, Gene Norman, Prestige and Hi-Fi labels. On the same date the new Mercury-Philips deal comes officially into being.

EIRE

**Host to Variety
Club Convention**

By KEN STEWART
Dublin Evening Mail

Over 800 Americans and many delegates from London will descend on Dublin next May to attend the 35th International Convention of the Variety Clubs, held last year at Miami, Fla. Among those expected to attend are Sir Alec Guinness, Alma Cogan, Shirley Bassey and Eamonn Andrews. It is hoped that Sammy Davis Jr. will also come.

Patrick O'Hagan, the popular Irish tenor whose disk "The Irish Patrol" (Beltona) has greatly enhanced his reputation at home and abroad, will undertake a tour of Australia and New Zealand shortly. A tour of the U. S. also is expected. O'Hagan, whose Sunday night TV show is one of the high spots of Telefis Eireann, may soon sign a contract with a major British label.

John Woods, Pye Records chief in Ireland, told BMW that sales of the low-priced Golden Guinea range are booming, particularly in the country areas. Two of the most popular of 12 newly released albums in the series are "German Band Marches" and "Shamrock Sing-a-Long." Out on Pye shortly will be an EP by Michael O'Duffy, entitled "A Crock of Gold."

FRANCE

**Twist Releases
Spiral Skyward**

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

Twist records have lost none of their sales appeal and are getting strong air play. Major part of all diskeries, production covers a broad range of rock and roll and Twist records.

Among them, Polydor issued EP's by Marty Wilson and Sammy Kaye. Top Rank issued "Twist and Freeze" by Orlie and the Saints, and among the Decca releases are: the Flares, Caterina Valente, Frankie Jordan, Jess Conrad, Bill Black's Combo and Danny Peppermint, all with Twisters. Eddie Vartan has come out with an

LP "Come and Twist" on the Twist label.

Academy Awards

EMI triumphed by gaining 13 awards at the "Grand Prix International du Disque 1962." These awards, presented by the "Academie Charles Cros," cover the whole of 1961 record production. In addition to EMI's awards, Decca-RCA gained seven awards, Philips-Fontana gained also seven, with Ades, Amadeo-Chant du Monde, Deutsche Grammophon, Erato, Vega and Vox receiving three each.

Disk Business

To follow up the Twist, Arceco is introducing "Mashed Potatoes" to France on the Top Rank label via the version by King Coleman and Nat Kendrick from Dade Records. The proper recipe is given on the sleeve.

According to a poll organized by "Disco-Revue," a new publication, the best French r.&r. artists are: Eddie Mitchell, Johnny Hallyday (Philips); Dick Rivers (Pathe), and Richard Anthony (Columbia). The first four foreign r.&r. artists are: Elvis Presley (RCA), Cliff Richard (Columbia), Ray Charles (Vega-Atlantic) and Vince Taylor (Barclay).

Signings

The pic tunes "Sidonie," sung by Brigitte Bardot (Barclay), in "La Vie Privee" and "Le Tourbillon," sung by Jeanne Moreau, in "Jules et Jim" are published by Tutti. The records of these two top movie stars, who both sing for the first time, have just been issued. . . Pathe Marconi acquired the French publishing rights to Helen Shapiro's numbers: "I Apologize," "Tell Me What He Said" and "Let's Talk." The three numbers will be recorded in French by Helen Shapiro. Pathe Marconi will equally have the French versions of two Gene Vincent numbers: "I'm Going Home" and "The Love of Me," recorded by r.&r. group Les Chats.

Signings

Versailles Records, which are now distributed by Arceco, has signed up Maggy Marshall, called "Mademoiselle Twist," and a new group, Les Drivers. . . Newcomer Jean-Louis Bleze has waxed his first record for Vogue. . . Gilda Gilles has been signed up by Fontana.

Filmusic

Diskeries and film companies are working more and more closely on the plugging of movie title themes and sound tracks. This fact is spotlighted by the simultaneous issuing by Vogue on the Warner Bros. label of the sound tracks of "Fanny," "Parrish," "Gone With the Wind" and ballet music from "West Side Story."

Lonnie Donegan has come out on the Pop label with the "Comancheros" title tune of the pic of same name. . . On Reprise, the original sound track of "Sergeants Three," composed and directed by Billy May. . . On the London label, "King of Kings" by Frank Chacksfield.

GERMANY

Connie Francis Gets a Gold Otto

By BRIGITTE KEEB
Automaten-Markt, Braunschweig

The German fan magazine Bravo has named readers' poll for the most popular record, movie and TV stars. They will be awarded by the "Big Otto" in Gold, Silver and Bronze. Winners are: Connie Francis, as most popular female recording artist (Gold); Freddy Quinn, most popular male recording artist (Gold). Silver awards went to Caterina Valente and Gus Backus. Bronze awards went to Conny Froboess and Peter Kraus. Eurovision First Eurovision prize went to

France (26 points) with "La premiere Amour," sung by Isabelle Aubret, while second prize went to Monaco for the Henri Salvador composition "Dit rien" (13 points), and third prize to Luxemburg (11 points) for a tune sung by Radio Luxemburg deejay Camillo Felgen. England and Yugoslavia shared fourth place with 10 points each.

Germany's contribution, "Zwei kleine Italiener," winner of the German Song Festival in Baden-Baden and currently No. 1 here, received only nine points and sixth place. Despite this, the tune (composer: Christian Bruhn; lyrics: Georg Buschor) has developed into the nation's hottest seller, a success no Festival winner has ever reached. The second outstanding commercial tune of the Song Festival is "Eine Rose aus Santa Monica" by Israeli songstress Carmela Corren. It got only one point in the final decision but has sold about 200,000 copies here.

Distribution

Lutz Wellnitz, Ariola general manager, and Nobby Vahrenholz, Ariola foreign department, returned from the States after talks with Bob Schwartz of Laurie, whose

repertoire is distributed exclusively by Ariola here; Kapp Records, who will take over a number of Ariola sides among others the LP, "Mit Alaaf und Helau," and M. Morand, of Fiesta, who took nine Ariola LP's. They also had talks with Bernie Lowe of Cameo-Parkway.

Conferences were also held with Columbia execs since Ariola will release that firm's product here shortly.

Before returning, the Ariola visitors met Starday officials, whose Eddie Wilson had a remarkable best seller here with the GI ballad "Dankeschon, bitteschon, wiederseh'n."

Visitors Here

Bob Weiss, of Warner Bros. Paris, has departed for France after a three-week biz tour through Germany. In Frankfurt Weiss saw German WB movie headquarters. They are starting "Rome Adventure" and "Music Man" here as well as the TV programs, "77 Sunset Strip" and "The Roaring Twenties." Teldec has released an EP as well as a single and intends to issue an LP after the appearance on this TV show of Dorothy Provine.

APRIL 7, 1962

BILLBOARD MUSIC WEEK 21

Chris Barber and band flew to Hamburg at their own expense to give a concert, the receipts of which will be donated to the victims of the North Sea flood disaster.

Pubber Row

Melodie der Welt's "Tanze mit mir in den Morgen" has passed the 750,000 sales mark, and lyrics have already been translated into 12 foreign languages. Camillo Felgen, deejay of Radio Luxemburg, has done the song in French and is preparing further versions in other languages.

Mendelson in U. S. To Wax Connie

By JIMMY JUNGERMANN
102 Ismaninger Street, Munich 27

Polydor producer Gerhard Mendelson will visit New York to meet MGM's Arnold Maxin. They will discuss the co-production of MGM and Deutsche Grammophon/Polydor for the future. While in New York, Mendelson will produce the German version of the Connie

Francis hit, "Don't Break the Heart That Loves You." Connie will sing German lyrics by Fini Busch.

Bernhard Mikulski in Frankfurt issued a jazz catalog covering U. S. labels World Pacific, Verve, Contemporary, Amulet, Good Time Jazz, Blue Note, Riverside, Austroton, Lighthouse, Roulette, Jazzland, GNP, Dixieland Jubilee, California Pacific Jazz, Prestige, Bluesville, Moodsville, Swingville, and Hi Fi.

HOLLAND

Artone Distributes Pythia and Tivoli

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

Artone signed a contract taking over the labels Pythia and Tivoli from L. C. Intras, Hilversum. All artists under contract go to the Artone record company.

Meanwhile the Italian Cetra label switched from Artone to Dureco. In the Artone case, the Benelux market swung away from the original Italian recordings to recordings of Italian compositions by local artists, adapted to the taste of the Dutch market. For example, Artone's Willy Schobben, still high in demand with his toppers "Mexico" and "Happy Jose," recorded the Italian hit ballad "Ballata Della Tromba." Coupled with "Shalom Alechem," Schobben has another strong follow-up here.

Philips recording star, Belgium chansonnier Jacques Brel, switched to the Barclay label, represented in Holland by Dureco L.C.

Capitol's country and western repertoire rapidly established its popularity with new single recordings by Buck Owen, Bobby Edwards and Rose Maddocks. . .

Theme song from new Dutch film "Kermis In De Regen" is creating interest with the sound-track version by trumpeter Gerard Engel-sma on Philips. . . Selling like hot cakes is "Un Premier Amour" by Isabelle Aubret (Philips), first-prize winner at the recent Eurovision Songfestival in Luxemburg. "Katinka," which was sung by De Spelbrekers, is the top selling record at Phonogram right now (Decca).

HUNGARY

BBC to Feature Hungarian Acts

By PAUL GYONGY
Derekutca 6, Budapest

On April 8 BBC-Television will present on the Charlie Chester Show a 45-minute Hungarian program which includes the Jozsef Pecsí gypsy orchestra, the operetta star Laszlo Hadics, the mezzo soprano Nora Sved, Adel Orosz and Viktor Rona, solo dancers of the State Opera Ballet, the Fazekas-Antalfy modern dance duet and last, but not least, the famous Hungarian jazz duet Szabo-Beamter (piano, drums and vibie).

Honor Roll of Hits

Hungarian radio established the Honor Roll of Hits for 1961 as follows (numbers of local origin are marked *): "Calcutta" Takt Und Ton Gmbh. Edition, "Rejtely," "Itsy-Bitsy," "Al-di-la" Fono Film, Ricordi, "Milord," "Valaki Kell," "Les enfants du Piree" Esteem Music, "Midnight in Moscow," "Personality," "Egyedul a toparton," "Megis ot szeretem," "Nem allhat kozenk," "Niagara," "Mack the Knife" Universal Edition and "Micsoda nagyszeru dolog."



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JAPAN

Momose Touring North America

By J. FUKUNISHI
108 Kakinokizaka, Tokyo

M. Momose, vice-president of Nippon Victor, left for the States on March 24 to further negotiations with Delmonico and RCA Victor. Delmonico is the distributor of Nippon Victor's TV sets in the American market. From America, he is to proceed to Mexico City to discuss pressing of Latin numbers in Japan with Mexican RCA executives. Nippon Victor has recently completed the second record pressing plant at Yamato, Kanagawa. January record production was 1,666,068 Japanese records and 1,000,215 international records, making 2,666,283 records in all. The total value is \$2,572,510 at manufacturers' prices.

ITALY

CGD Distributing The Carlton Line

By MARIO DE LUIGI
Via Carducci 6—Milano

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through C.G.D. . . . Melodicon took over the distribution of Mercury Records, formerly handled by Ricordi.

Film Music

All the leading songs from the musical, "Flower Drum Song," to be released shortly are published by Chappell. "One, Two, Three Waltz," from the United Artists film "One, Two, Three," will be published by Resolute. . . . From the film, "Twist Around the Clock," Aberbach released "Your Lips and Mine," "Twist Along" and "Twist in Italy" (the Italian version of "Twistin' U.S.A."), recorded by Chubby Checker on Galleria del Corso Records, and from the film, "Pocketful of Miracles," comes the title song ("Angeli con la pistola" in Italian) recorded by Frank Sinatra on Reprise Records.

Canciones del Mundo recently acquired the copyright of "Buongiorno Amore" (Tiber) for Spain and Portugal, and Fermata do Brasil acquired the same copyright for Brazil. . . . B. F. Wood Music acquired the copyright of "Dondola fantasia" (Messaggerie Musicali) for the U. S. A. and Canada, and Italmusic for Belgium, Luxembourg and the Netherlands. . . . Union Musical Espanola acquired the copyright of "Sogni di sabbia" (Fono Cine) for Spain.

Will Inaugurate Symphony Contest

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

New rhythmic compositions of a symphonic nature which are being guaranteed performance and recording will be presented at Cava de' Tirreni near Salerno July 27, 28 and 29 by a 70-piece orchestra in an annual competition which will be inaugurated this year. Closing date for entries is May 20. (Camerata Musicale del Ritmo Sinfonico, Via Plestro, 56, Rome.)

A festival of songs about Venice will take place in the lagoon city May 11-13 with most of Italy's top names participating.

Court will listen to records of Filippo Rivero's "Where You Are, My Beautiful Naples" to determine validity of his plagiarism suit against Armando Romeo's "Madama," which was a 1961 "Canzonissima" entry.

Latest honors for "Rinaldo in Compo" come with choice of stars Domenico Modugno and Delia Scala and writers Pietro Garinei and Sandro Giovannini for annual Golden Mask prizes. Minda Vilalba, 16-year old Filipino vocalist, who recently bowed at Turin's Moulin Rouge, is now on Cetra disks with "Tango Bolero" in Spanish and "Keep Me in Your Heart" in Italian.

Ezio Radaelli, former director of San Remo Festival, has organized the Singers Tour of Italy in which 12 established vocalists and 12 newcomers will present songs on 14 nights of June in different parts of Italy before participating in a grand finale at a still-to-be-announced locale.

Three months after the end of "Canzonissima" competition only one of 49 numbers still in best seller lists is Adriano Celentano's "Born for Me." . . . Graz, lots!

MEXICO

Mexican Columbia Is Reprise Distrib

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

Mo Austin, representative of Frank Sinatra, reached an agreement with Manuel Villarreal, gen-

eral manager of Discos Columbia de Mexico, on the distribution of the Reprise label in Mexico and Central America. Mexican Columbia expects to sign the contract during this month and will start immediately a big promotion campaign.

Sinatra will appear again in Mexico April 4 and 5 in two benefit shows and will make a short appearance at the opening of the new Acapulco Hilton Hotel.

Frankie Avalon was signed by the night club Terrazza Cassino for March 30. . . . Mexican film star Maria Felix signed her first recording contract with RCA Victor Mexicana. She has already recorded a new song, "Que viva la vida," written especially for her by Ruben Fuentes. . . . RCA will release the first two songs performed by Paul Anka in Spanish: "Love Me Warm and Tender" and "I Want to Know." The same company is also cutting four musical selections of a successful picture, "Asi era mi madre" (exhibited also in New York), sung by the film's stars Libertad Lamarque and Joselito.

New twists which are coming to Mexico: "Liebestraum," by Frankie Sands and His Sing Sing Twisters (Polydor); "Jet Black," and "Cerveza," by Dave Dacosta and His Strollers (Polydor); an LP, "Super-Twist," by Helmut Zacharias and His Twist Fiddle (Polydor); "Tequila Twist," by the Charms (London), and "Percolator," by Billy Joe and the Checkmates (Dore), all via Peerless Records. . . . RCA Mexicana is already cutting an LP of Twists by Floyd Cramer.

NEW ZEALAND

See 'Wanderer' On the Move

By FRED GEBBIE
Box 5051, Auckland, N. Z.

HMV has a potential hit in Dion's "The Wanderer." Interest in this disk is such that it could be the boy's biggest here yet.

Deejay Des Britten is in Auckland to cut a single for Viking. Tune will be a Southern Music number. . . . Philips local chart makers Bill and Boyd have cut their first Twist single, "Linda's Twist," coupled with "Crying in the Rain." . . . Southern Music manager for New Zealand, Wally Ransom, is currently compering a radio half-hour (weekly) of local jazz and big band sounds and also a TV quiz on Auckland's Channel 1. . . . Viking find Lynn Barnett (her "Mr. Postman" on charts now) will tour with many of the big U. S. artists Harry Miller is bringing to New Zealand shortly. . . . As in other countries, the Warner Bros. label switches distribution to HMV soon. Allied International had the label since its first release here. . . . Zodiac record artist Peter Posa has done a cover version of the U. S. hit, "Percolator Twist." Cover versions by locals are more frequent lately. Another cover from Zodiac is the Freddy Keil disk of "The Wanderer."

NORWAY

Lindblom Takes Top Chart Slot

By ESPEN ERICKSEN
Verdens Gang, Akersgaten 34, Oslo

Local lass Gynet Molvig, with her recording "Det var du som sa nei" on RCA, was dethroned from the top position on the VG charts this week, and successor is Swedish songstress Anita Lindblom, with

FRENCH TUNE WINS EUROVISION CONTEST

LONDON—Europe prefers the chanson. That would seem the case following the Eurovision Song Contest, staged by Radio-Tele-Luxembourg March 18 and seen by an estimated 100 million viewers via the international television hook-up. French romantic ballads took the first three places.

Outright winner was the entry from France itself, "Un Premier Amour" (First Love), written by Rollande Vallade and Claud Henri Vic. Aided by a masterly Frank Pourcel arrangement, brilliantly sung by Isabelle Aubret, it polled 26 votes. Mille. Aubret has waxed the number for Philips.

Second with 13 votes was the entry from Monte Carlo, "Dis Rien." The work of Henri Salvador and Rene Rouzand, it was sung by Francois Deguelt, who has recorded it for Pathe-Marconi (EMI).

The home country, Luxembourg, was third, gaining eight points for "Petit Bonhomme," penned by Maurice Vidalin and Jacques Datin, and sung by Camillo Felgen.

Voting was by international jury, with national panels in each of the 16 competing countries voting for all entries but its own. Of the 15 eligible countries, 12 voted for the French entry, 5 of them placing it first.

her recording "San't ar livet" (Fontana).

The Norwegian entry did not succeed in the finale of the European Song Contest, but the composer and publisher of the song, Kjell Karlsen, did a good job selling his song while in Luxembourg. The melody "Kom sol kom regn" was sold to a series of countries, among them France, whose singer and film actor Jean Claude Pascal will have the copyrights for his country and record the song himself. The Norwegian singer Inger Jacobsen will make a recording in German.

PHILIPPINES

Twist Craze Hits Filipinos

By LUIS MA. TRINIDAD
264 Escolta, Manila

By insistent the demand of twist-in' Mr. and Mrs. Publico, Villar Records has released the first Filipino Twist single, starring top recording warbler, Sylvia La Torre, on the vocals. These original novelty tunes are designed to entertain the myriad followers of the new dance fad, the Twist. "Dankasi 'y Tuwis Ka Ng Tuwis" is a musical description of the sweeping popularity of the best selling tempo that is currently rockin' the Philippine nation, penned by vernacular lyricist Levi Celerio. The flip is "Tit Twit Twit." Sylvia divides her professional time between cutting novelties for Villar Records and guesting on several radio programs.

Epic released Erma Franklin. . . . RCA-Victor (Vik) has female chanter, Yuyu Da Silva, debuting on local radio and record bars with "Brigitte Bardot" b.w. "Tu y La Primavera." Another RCA-Victor platter released last week is an Elvis Presley charmer, "Good Luck Charm" b.w. "Anything That's Part of You." . . . Epic's Lester Lanin is getting kudos and orchids from the Twistin' horde in this territory. His long player, "Twistin' in High Society," is catching the eye of Manila's 400. . . . RCA Victor's Perez Prado and his orchestra give pop twist taste added flavor with his latest, "Ti-Pi-Tin Twist" b.w. "Patricia Twist."

SPAIN

Pye Seeking So. American Links

By RAUL MATAS
32 Av Jose Antonio, Madrid 13

Louis Benjamin from Pye records of England visited Madrid

seeking South American distribution for his company's products.

Jula De Palma, the Italian singer, did a special radio show and participated in Saturday TV spectacular last week. RCA is pushing her new record here. . . . Connie Francis' newest Spanish rendition of "Linda Muchacha" was released by Hispavox. Everyone is anticipating her coming visit. . . . Lucho Gatica's new LP with Miguel Calo and his orchestra will soon be released here.

Selling as a big hit here are the two versions of "Love Me Warm and Tender" by Paul Anka. The new RCA platter in English and Spanish became good seller for RCA as soon as issued. At the same time Hispavox took advantage of the big Anka promotion here by releasing the last single done by the Canadian for ABC-Paramount.

Walter Torrebruno came back from Italy after more than eight months of a South American and European tour. Torrebruno recorded the winners of San Remo, and Hispavox will soon release the material.

Many Record Stars on Way

By RAUL MATAS
32 Av Jose Antonio, Madrid 13

During the next months, Spain will have a veritable rain of stars. After Paul Anka, Marino Marini, who is becoming popular in South America, visited Madrid two days ago. Joe Sentieri, one of the top singers of San Remo, did a couple of shows in this capital. Claudio Villa, co-winner of the Italian festival with Domenico Modugno ("Addio, Addio") was also among the list of guests. Petula Clark, English chattrass, will arrive April 10.

Los Cinco Latinos, the Argentinian vocal group of "Balada de las Trompetas," will debut here at the end of May. Billy Caffaro, "new wave" representative, will also be seen here. Nana Mouskouri has been recently signed for her introduction in Spain.

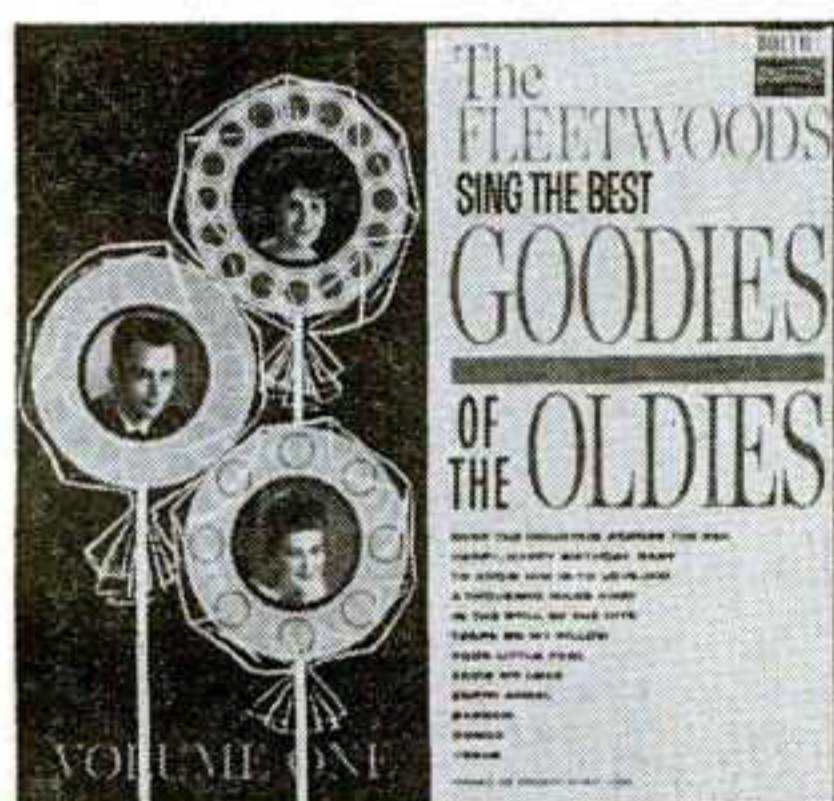
Hits of the World

- Continued from page 18
- 2 2 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Mellin
 - 3 9 SOL OCH VAR—Inger Berggren (HMV)—Europa-Produktion
 - 4 3 MEXICO—Bob Moore (London)—Reuter & Reuter
 - 5 5 THE YOUNG ONES—Cliff Richard (Columbia)—Gehrmans
 - 6 — WALK ON BY—Leroy Van Dyke (Mercury)
 - 7 2 LAS INTE BREVET—Siv Malmkvist (Metronome)—Mellin
 - 8 7 MULTIPLICATION—Bobby Darin (Atlantic)—Belinda
 - 9 6 TE DANS MA KARLSTATOSERNA—Sven Ingvar (Phillips)—Nordiska Musikforlaget
 - 10 — JAMBALAYA—Fats Domino (California)—Nils-Georg



DOLTON DIVIDEND MONTH PROGRAM

PREFERRED STOCK



THE FLEETWOODS SING THE BEST GOODIES OF THE OLDIES, VOLUME 1, BLP-2011/BST-8011—Eddie. My Love; Earth Angel; Venus; Happy Happy Birthday Baby; Bazoom; Over The Mountain Across The Sea; A Thousand Miles Away; Poor Little Fool; Tears On My Pillow; In The Still Of The Nite; To Know Him Is To Love Him; Donna. Their best album yet!



THE VENTURES' TWIST PARTY, BLP-2014/BST-8014—My Bonnie Lies; Twisted; The Twomp; Besame Mucho; Blue Tail Fly; Swanee River Twist; Instant Guitars; Dark Eyes Twist; Counterpoint; Kicking Around; Bluebird; Red Wing Twist. A smash follow-up to their best-selling "Twist With The Ventures" LP.

PLUS SPECTACULAR GROWTH STOCK

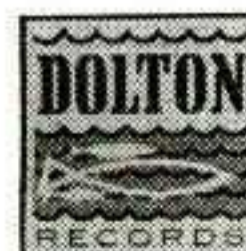
THE ENTIRE DIVIDEND-PRODUCING DOLTON CATALOG:

MR. BLUE The Fleetwoods BLP-2001/BST-8001 * THE FLEETWOODS BLP-2002/BST-8002 *
 WALK - DON'T RUN The Ventures BLP-2003/BST-8003 * THE VENTURES BLP-2004/BST-8004 *
 SOFTLY The Fleetwoods BLP-2005/BST-8005 * ANOTHER SMASH The Ventures BLP-2006/BST-8006
 * DEEP IN A DREAM The Fleetwoods BLP-2007/BST-8007 * THE COLORFUL VENTURES
 BLP-2008/BST-8008 * THE MOST EXCITING GUITAR Roy Lanham BLP-2009/BST-8009 * TWIST
 WITH THE VENTURES BLP-2010/BST-8010 * THIS IS VIC DANA BLP-2013/BST-8013

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- * 1/2 May 10, 1/2 June 10, 1962 payments

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9	9
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THE NATION'S TOP TUNES HONOR ROLL OF HITS

FOR WEEK ENDING APRIL 7

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	4	JOHNNY ANGEL	By Pockriss-Duddy—Published by Post (ASCAP)	4
2	1	DON'T BREAK THE HEART THAT LOVES YOU	By David-Murry—Published by Francon (ASCAP)	7
3	10	GOOD LUCK CHARM	By Aaron Schroeder-Wally Gold—Published by Gladys, (ASCAP)	3
4	2	HEY! BABY	By Cobb-Channel—Published by LeBill (BMI)	9
5	3	MIDNIGHT IN MOSCOW	By Soloviev-Sedol-Matusovosky-Ball—Published by Melody Trails (BMI)	8
6	6	SLOW TWISTIN'	By Jon Sheldon—Published by Woodcrest (BMI)	4
7	5	DREAM BABY	By Cindy Walker—Published by Combins (BMI)	6
8	13	YOUNG WORLD	By Jerry Fuller—Published by Four Stars (BMI)	3
9	7	WHAT'S YOUR NAME	By Claude Johnson—Published by Hill & Range (BMI)	6
10	8	LET ME IN	By Y. Baker—Published by Arc-Kae Williams (BMI)	8
11	12	LOVE LETTERS	By V. Young-E. Heyman—Published by Famous (ASCAP)	4
12	20	MASHED POTATO TIME	By Mann-Lowe—Published by Rice-Mill (BMI)	3
13	19	LOVE ME WARM AND TENDER	By Paul Anka—Published by Spanka (BMI)	3
14	9	TWISTIN' THE NIGHT AWAY	By Cooke—Published by Kags (BMI)	6
15	11	DUKE OF EARL	By Williams-Edwards-Dixon—Published by Conrad (BMI)	11
16	21	PLEASE DON'T ASK ABOUT BARBARA	By Buchanan and Keller—Published by Aldon (BMI)	3
17	23	LOVER, PLEASE	By Bill Swan—Published by Lyn-Lou (BMI)	2
18	18	COME BACK SILLY GIRL	By Barry Mann—Published by Aldon (BMI)	5
19	22	WHERE HAVE ALL THE FLOWERS GONE	By P. Seeger—Published by Fall River (BMI)	5
20	14	SHE'S GOT YOU	By Hank Cochran—Published by Pamper (BMI)	6
21	26	I'VE GOT BONNIE	By Gerry Goffin-Carole King—Published by Aldon (BMI)	4
22	30	NUT ROCKER	By Kim Fowley—Published by Fowley (BMI)	2
23	27	YOU WIN AGAIN	By A. Domino-D. Bartholomew—Published by Travis (BMI)	2
24	—	DEAR ONE	By Finneran-Finneran—Published by Maureen (BMI)	1
25	—	SHOUT	By Isley Brothers—Published by Wemar-Nom (BMI)	1
26	15	HER ROYAL MAJESTY	By Goffin-King—Published by Aldon (BMI)	7
27	—	SOLDIER BOY	By Luther Dixon-Florence Green—Published by Ludix (BMI)	1
28	—	YOU BETTER MOVE ON	By Arthur Alexander—Published by Keva (BMI)	1
29	—	WHEN MY LITTLE GIRL IS SMILING	By King-Doffin—Published by Aldon (BMI)	1
30	—	SHE CAN'T FIND HER KEYS	By Alfred-Gold—Published by Arch (ASCAP)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. JOHNNY ANGEL—Shelley Fabares, Colpix 621.**
- 2. DON'T BREAK THE HEART THAT LOVES YOU — Conno Francis, MGM 13059.**
- 3. GOOD LUCK CHARM—Elvis Presley, RCA Victor 7992.**
- 4. HEY! BABY—Bruce Channel, Smash 1731; Ban-Lone, Fidelity 4051.**
- 5. MIDNIGHT IN MOSCOW—Aimable Ork, GNP 180; Kenny Ball, Kapp 422; Jan Bergens, London 10503; Teddy Buckner, GNP 180; Troy Walker, GNP 179.**
- 6. SLOW TWISTIN'—Chubby Checker, Parkway 835; Clark Dale, Operators 2009.**
- 7. DREAM BABY — Roy Orbison, Monument 456.**
- 8. YOUNG WORLD — Rick Nelson, Imperial 5805.**
- 9. WHAT'S YOUR NAME—Don & Juan, Big Top 3079; Ray Garnett, Operators 2010.**
- 10. LET ME IN — Sensations, Argo 5405.**
- 11. LOVE LETTERS — Ketty Lester, Era 306; Val Palmer, Operators 2011.**
- 12. MASHED POTATO TIME—Dee Dee Sharp, Cameo 212.**
- 13. LOVE ME WARM AND TENDER —Paul Anka, RCA Victor 7977.**
- 14. TWISTIN' THE NIGHT AWAY—Sam Cooke, RCA Victor 7983.**
- 15. DUKE OF EARL—Gene (Duke of Earl) Chandler, Vee Jay 416; Timmy Reynolds, Operators 2008.**
- 16. PLEASE DON'T ASK ABOUT BARBARA — Bobby Vee, Liberty 55419.**
- 17. LOVER, PLEASE—Clyde McPhatter, Mercury 71941; Dennis Turner, Louis 2002.**
- 18. COME BACK SILLY GIRL—Lettermen, Capitol 4699.**
- 19. WHERE HAVE ALL THE FLOWERS GONE—Kingston Trio, Capitol 4671.**
- 20. SHE'S GOT YOU — Patsy Cline, Decca 31354.**
- 21. I'VE GOT BONNIE—Bobby Rydell, Cameo 209.**
- 22. NUT ROCKER—B. Bumble and the Stingers, Rendezvous 166; Jack B. Nimble and the Quicks, Dot 10319.**
- 23. YOU WIN AGAIN—Fats Domino, Imperial 5816.**
- 24. DEAR ONE—Larry Finnegan, Old Town 1113; Darrell McCall, Philips 40015.**
- 25. SHOUT—Joey Dee and the Starliners, Roulette 4416; Isley Brothers, RCA Victor 7588.**
- 26. HER ROYAL MAJESTY — James Darren, Colpix 622.**
- 27. SOLDIER BOY—Shirelles, Scepter 1228.**
- 28. YOU BETTER MOVE ON—Arthur Alexander, Dot 16309.**
- 29. WHEN MY LITTLE GIRL IS SMILING—Drifters, Atlantic 2134; Ray Garnett, Operators 2010.**
- 30. SHE CAN'T FIND HER KEYS—Paul Peterson, Colpix 620.**

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

MUSIC AS WRITTEN

BENEFIT FOR JOE KUHN . . .

Joe Kuhn, the well-known Philadelphia arranger-conductor, died suddenly a few weeks ago at the age of 37, leaving a wife and three children. His friends in the city have joined together to present a benefit for his family, which will be held at the Academy of Music in Philadelphia Sunday, April 18. There will be a matinee at 2:30 and an evening show at 8:30. Tickets for both performances are available at the Academy, and proceeds will go to his widow and children. Artists appearing have donated their services, including Chubby Checker, Bobby Rydell, Dee Dee Sharp, Linda Scott, Danny and the Juniors, Del Shannon, the Orions, and many others. The city's leading deejays, including Dick Clark, will emcee the show.

Pittsburgh

It was a busy week for Dot branch manager Stan Ediss who hosted Arthur Alexander and Billy Vaughn here. Alexander plugged his "You Better Move On" single while Vaughn was here promoting "Chapel by the Sea." In addition, Ediss was busy all week promoting Tony Martin, who gave Holiday House one of its best weeks in some time. . . . Sophie Tucker canceled her Holiday House date in August to go to Australia, so booker George Claire set the Everly Brothers to fulfill that date, their first club date in this area.

Ronnie Sarazen, local singer under contract to Roulette Records, has been set for the Seattle World's Fair. . . . Carol Channing has a March 31 date at Soldiers and Sailors' Memorial Hall under auspices of the Music Guild of Pittsburgh. . . . Folk singer Pete Seeger has an April 16 date at the YM&WHA. . . . A big seller here is "Tarantella Twist" by Hugo Montenegro, which Nick Cenci "discovered" in a Time label LP. He prevailed upon Time officials to make a single of it, and Cenci reports 4,000 sales in a week. . . . Fred Waring's Syria Mosque concert on March 24 was a complete sellout. He stayed on for four extra days for private Shrine concerts. . . . John H. Harris, "Ice Capades" producer, is bringing the "A Night With Gershwin" package (Rhonda Fleming, Earl Wrightson, the Ray Charles Singers, Saverio Saridis and Skitch Henderson) to the Civic Auditorium for one performance on April 5. . . . Don Cornell has been set by booker Zeke Nicholas for the Caravan, New Castle, for four nights beginning May 30.

Leonard Mendlowitz

New York

George Friedland has been named director of office administration of management services at Columbia Records. . . . A record production company called Talent Unlimited was formed last week in Washington, with Michael Graham, Rick Henderson, Al Dunn, Ben Montgomery and Chuck Lee as executives. . . . Aaron Levy, father of Stewart Levy, of Mershaw, Tracy-Mitchell Distributors, and Dab Records of Buffalo, passed away last week in Miami. . . . Cannonball Adderley and his combo open at the Comedy Club, Baltimore, April 2. . . . Bobby Rydell played a one-day stand at Steel Pier, Atlantic City, Sunday (25). The Pier, badly damaged in the storm two weeks ago, is being rebuilt. . . . Allison label has signed Chuck Howard, Diana Cole and Barbara Jean and the Teens.

New members of ARMADA will be given a chance to join the organization's group life insurance plan at the annual ARMADA convention at the Fountainbleau Hotel, Miami Beach, Fla., June 28-30. . . . Johnny Mathis will play a one-night concert at Forest Hill Stadium in Queens, New York, August 11. . . . English thrush Shani Wallis opened at the Persian Room in New York's Plaza Hotel March 28. . . . Master-Sonic has opened a new recording studio in downtown Philadelphia. . . . Command records were issued in France last week for the first time by Pathe-Marconi. . . . The new Bobby Darin album called "Bobby Darin Sings Ray Charles" on Atco, racked up over 100,000 advance orders, according to Atlantic-Atco sales manager, Bob Kornheiser.

Stu Phillips, Colpix a.&r. chief, is on the West Coast for a month of recording dates for the label. When he returns East he will record a new album with Nina Simone. . . . Meanwhile, Stanley Styne, head of Colpix operations on the West Coast, has come East for discussion at Colpix headquarters in New York. . . . Buck Ram is currently convalescing at Chicago Wesley Hospital following a successful operation for a slipped disc. . . . Leroy Friedman, Columbia's director of national manufacturing and engineering quality control, has been upped to manager of New York recording studios for the label.

Jubilee Records ran a "Life of the Party" comedy corner at Macy's "Festival of Music" last week, featuring the label's line of comedy LP's. The display was created and planned by Elliot Blaine. . . . A new label, Janson, has been started by Lou Stone and builder, Richard Osias. First disk will feature George Michael, a legit-type singer. Tommy Smalls is handling promotion on the disk.

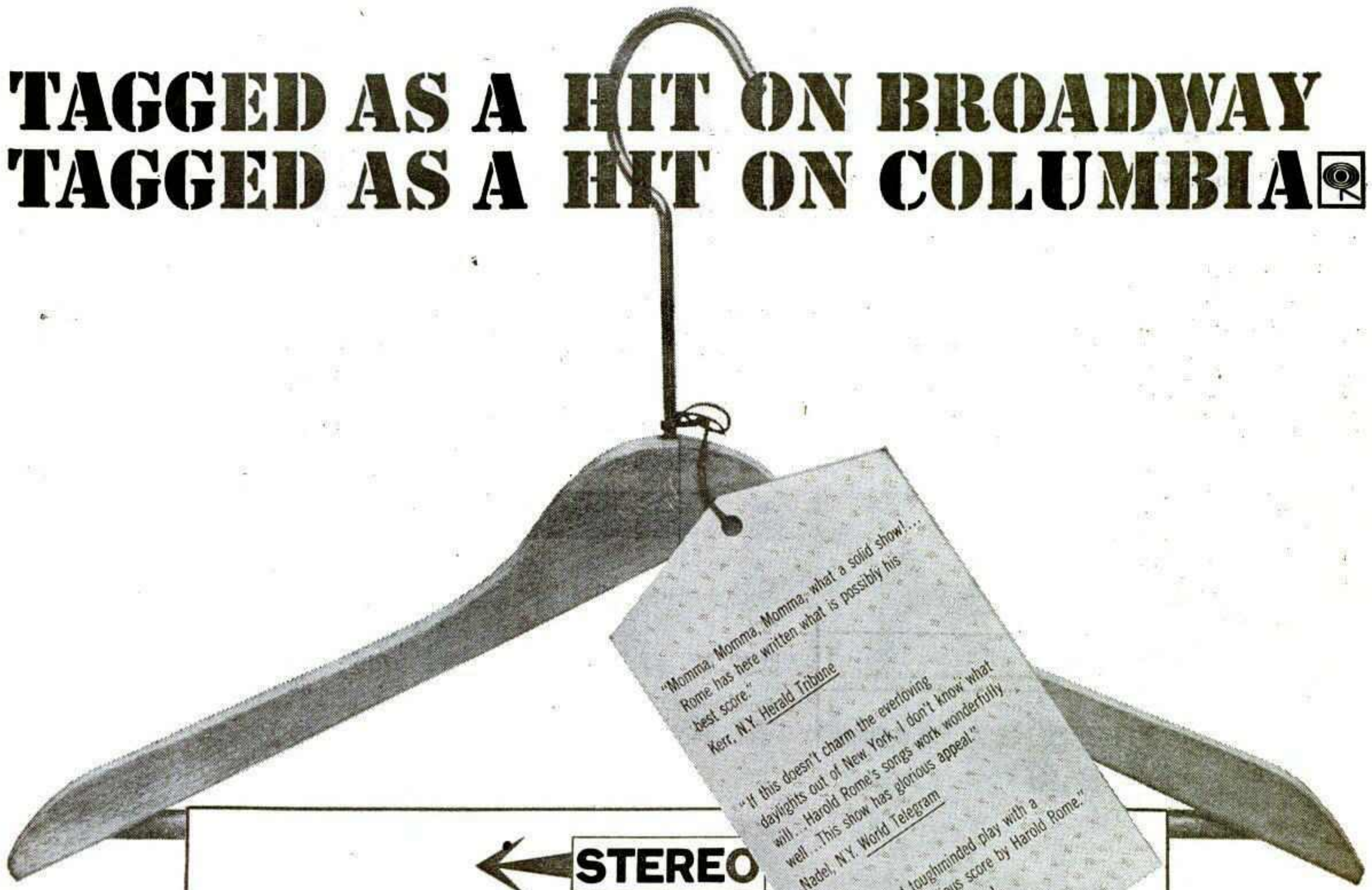
Bob Rolontz

Chicago

Ahmad Jamal could kick off some fireworks at a special press conference he's calling for Monday (2). No subject has been announced but the singer is known to be piqued over publicity in Jet magazine regarding his recent divorce and the closing of his Alhambra Club here. Jamal's attorney, Lincoln T. Beauchamp, will be on hand. . . . Gene Chandler received his million-selling gold record for "Duke of Earl" at the Regal Theater last week. . . . Frank Scardino made the rounds over the weekend with Decca's Hawaiian star, Charles K. L. Davis. . . . MGM is sending Tony Morell to the MOA banquet here in May. . . . Order of appearance for artists at the MOA will be determined at an impartial drawing conducted by this writer

(Continued on page 76)

**TAGGED AS A HIT ON BROADWAY
TAGGED AS A HIT ON COLUMBIA** 



"Mamma, Mamma, Mamma, what a solid show! ... Rome has here written what is possibly his best score."
Kerr, N.Y. Herald Tribune

"If this doesn't charm the ever-loving daylights out of New York, I don't know what will ... Harold Rome's songs work wonderfully well ... This show has glorious appeal."
Nadel, N.Y. World Telegram

"A rousing and toughminded play with a vibrant and melodious score by Harold Rome."
United Press International

STEREO 

DAVID MERRICK presents



**I
CAN GET
IT FOR YOU
WHOLESALE**

Book by **JEROME WEIDMAN** Based on his novel
Music and Lyrics by **HAROLD ROME**
Musical Staging by **HERBERT ROSS**
with
LILLIAN ROTH
JACK KRUSCHEN **HAROLD LANG**
KEN Le ROY **MARILYN COOPER** **BARBRA STREISAND**
BAMBI LINN
and
ELLIOTT GOULD
with
SHEREE NORTH

Setings and Lighting by **WILL STEVEN ARMSTRONG**
Costumes by **THEONI V. ALDRIDGE**
Musical Direction and Vocal Arrangements by **LEHMAN ENGEL**
Orchestrations by **SID RAMIN**
Dance & Incidental Music Arranged by **PETER HOWARD**
Production Supervisor **NEIL HARTLEY**

Production Directed by **ARTHUR LAURENTS**

KOL 5780/KOS 2180*

Available from your local Columbia Distributor on or about April 6.

*Stereo

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

ALBUM REVIEWS

POP

WALK ON THE WILD SIDE (MUSIC FROM)



Elmer Bernstein. Choro A-4 ST (Stereo & Monaural)—Elmer Bernstein has penned a richly dramatic score for the movie "Walk on the Wild Side," which should be a strong box-office attraction. The exciting, jazz-flavored score includes several spinnable bands for jocks—best of which are "Rejected," "Terasina" and "Walk on the Wild Side-Jazz."

BUDDY HOLLY AND THE CRICKETS



Coral CRL 757405 (Stereo & Monaural)—The albums of the late Buddy Holly continue to sell, particularly the memorial set, "The Buddy Holly Story," released just after his death. Here is another group of fine musical memoirs for the fans, including some of the greatest hits of Holly and the Crickets, like "That'll Be the Day," "Oh Boy," "Maybe Baby," "Not Fade Away," etc. Package should do a brisk business.

THE SOUL OF IKE AND TINA TURNER



Sue LP 2001—A fine group of soulful, gospel-styled offerings by the pair, with Tina shouting out the basic message. Many of these have been out as hot-selling singles—"Jealous," "I Idolize You," "A Fool in Love," "The Way You Love Me," etc. Strong wax and the fans of the couple will dig it.

'S CONTINENTAL



Ray Conniff, His Ork. & Chorus. Columbia CL 1776 (M) CS 8576 (S)—More Conniff and more sales for dealers here. This new LP shows off the Conniff ork and chorus singing a fine collection of standards with their usual verve and brightness, sparked by very attractive ork work. The arrangements are fresh and the interpretations of "Beyond the Sea," "The Continental," and "Green Eyes" are sparkling.

CHAPEL BY THE SEA



Billy Vaughn & His Ork. Dot DLP 3424 (M) DLP 254424 (S)—Recent top hits played engagingly by the Billy Vaughn Ork could easily make this LP a strong seller for many months. Tunes include Vaughn's current instrumental hit, "Chapel By the Sea," plus "Midnight in Moscow," "Wonderland By Night," "Moon River" and "Petite Fleur." Good wax.

NO STRINGS (MUSIC FROM)



Ralph Burns and his Ork. Epic LN 3840 (Stereo & Monaural)—Strings are very much in evidence in this superb instrumental reading of the Broadway musical score. The orchestra is under the direction of Ralph Burns who also is conductor-arranger for the theater production. The tunes are done in both a lovely, lilting style, and as sweeping ballads with a full ork making the most of the score. Among the better tracks are "The Sweetest Sound," "Love Makes the World Go" and the title tune, "No Strings." A beautiful album that should do well.

MR. BROADWAY



Tony Bennett. Columbia CL 1763 (M), CS 8563 (S)—Here's a brace of familiar efforts by Tony Bennett, all of which have been cut in the past and most of which have had the benefit of strong airplay through the years. Tunes are all from the Broadway milieu and include "The Party's Over," "Put on a Happy Face," "Just in Time," "Stranger in Paradise," etc. Strong packaging and it can start the airplay all over again for these top-notch performances.

HERE COMES THE TENNESSEE ERNIE FORD MISSISSIPPI SHOWBOAT



Capitol T 1684 (M), ST 1684 (S)—Ernie's in his prime element with this elegant selection of river type minstrel songs of another day. To superior arrangements of a Dixie styled ork, he sings "Robert E. Lee," "Piano Roll Blues," "That Old Soft Shoe," "Paddlin' Madelin' Home," and a flock of others. With occasional support from an unnamed gal and a barbershop group, Ford has one of his most entertaining productions.

Classical

BERLIOZ: SYMPHONIE FANTASTIQUE: OP. 14



L'Orchestre National (Andre Vandernoot). Command Classics CC 11009SD (Stereo)—With over 20 versions of this colorful classic in the catalog, this one has what it takes to get a substantial share of the business. The fine French orchestra captures the flavor of the Gallic masterpiece in a broadly played, unhurried interpretation. Outstanding reproduction and silent surfaces additionally serve to make this an exceptional release of an ever popular work.

BRAHMS: SYMPHONY NO. 1 IN C MINOR, OP. 68



William Steinberg and Pittsburgh Symphony Orchestra. Command Classics CC 11011SD (Stereo)—This is an exceptional performance of Brahms' "First Symphony," by the Pittsburgh Symphony Orchestra under the direction of William Steinberg. The familiar work is played with verve equal to the best on LP today, originally recorded on 35mm. film tape. A recording that should have a strong sale, both to new as well as established collectors.

THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCHESTRA (2-12")



Eugene Ormandy Conducting. Columbia PHM 1 (M), PHS 1 (S)—Here's a sensational buy for any new or long-time collector. It's a two-LP set featuring an all-request program of familiar items from a number of favorite works—and the whole package goes for only \$3.98 both stereo and monaural. Featured are such works as "Danse Macabre," "Anitra's Dance," "The Russian and Ludmilla Overture," "Air on the G String" and "Prelude to the Afternoon of a Faun." Should be a prized package.

SVIATOSLAV RICHTER AT CARNEGIE HALL



Columbia ML 5725—Here is the actual live recording of the third of the memorable Richter Carnegie Hall concerts and it's just as handsome as the original rave reviews indicated. Included on the recording is the Beethoven "Sonata in D Major," and 10 preludes by Rachmaninoff. The inspiring performance took place October 28, 1960 but it will live for a long time indeed through this wax.

Religious

WHISPERING HOPE



Jo Stafford and Gordon MacRae. Capitol T 1696 (M), ST 1696 (S)—A fine flock of religious tunes are sung with feeling and warmth by Jo Stafford and Gordon MacRae on this attractive new recording that could sell, to both religious and pop fans. The tunes include the title song, plus "Beyond the Sunset," "Abide With Me," "It Is No Secret," "Rock of Ages" and "The Old Rugged Cross." Very tasteful recording.

(Continued on page 90)

***** STRONG SALES POTENTIAL**

****** EL TWIST!!!**
 Roger King Mozian and His Ork. Columbia EX 5076 (Stereo & Monaural)—Latin American and Twist rhythms meet head on in this hard-winging album by Mozian. The tunes and the beat are very much in the Latin groove on all these tunes but in addition to the mambo and cha-cha rhythm, there is the eight-to-the-bar propulsion that's so identified with the Twist. Each track has something to offer the dancer, no matter what his preference, with "Mama Inez," "Renegade," "Peanut Vendor" and "Molliendo Cafe" coming across as some of the better tracks.

****** PATTI PAGE SINGS COUNTRY AND WESTERN GOLDEN HITS, VOL. 2**
 Mercury SR 60689 (Stereo & Monaural)—Here is Volume 2 in the canary's popular c.&w. series. She has a deft way with country tunes—singing them with warmth, sincerity and taste. The selections—all fine jockey material for both pop and c.&w. spinners—include her recent hit, "Go On Home," plus "I Fall to Pieces," "You Don't Know Me" and "Four Walls."

****** PERCOLATOR TWIST AND OTHER TWIST HITS**
 Drums of Earl Palmer. Liberty LST 7227 (Stereo & Monaural)—Drum star Palmer sets a fine, danceable beat for 12 catchy Twist tunes on this teen-appeal package.

(Continued on page 90)

LP REVIEW POLICY

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

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

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

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

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

London Records presents a new great recording of

What Now My Love..... by

(From the French hit "Et Maintenant") LONDON #45-9518

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

SINGLES REVIEWS

Pop

BRENDA LEE



EVERYBODY LOVES ME BUT YOU (Champion, BMI) (2:26)—**HERE COMES THAT FEELIN'** (Doral, BMI) (2:07)—The young thrush has two more potential winners here. On top is an unusually strong ballad, handled with great warmth. Flip is a smart rhythm styling with a solid performance and strong arrangement. Either or both here. Decca 31379

JAMES DARREN



CONSCIENCE (Aldon, BMI) (2:28)—Darren has had two consecutive hits, both of them big, and here's a strong bet for a third. It's a bright rocker novelty on his bout with his conscience. Good material, well arranged and sung, and it should step. Flip is "Dream Big" (Colpix, ASCAP) (2:06). Colpix 630

TONY RICHARDS



CARAVAN OF LONELY MEN (Trinity, BMI) (2:00)—**WIND UP TOY** (Trinity, BMI) (1:55)—The artist bows on the label with a powerful reading of a meaningful rock-ballad that also spotlights a moving arrangement. Flip is a novelty which again gives the chanter a chance to show his strong pipes, over smart backing. Carlton 572

THE TURBANS



THIS IS MY STORY (Travis, BMI) (2:09) — **CLICKY CLICKY CLACK** (Sheldon, BMI) (2:19)—The Turbans come through with two bright rock and roll performances here. Top side is a solid rocker, showing off some clever vocal gimmicks by the group; flip is another swinging side with a solid beat. Good teen fare. Imperial 5828

THE MARKETTS



BALBOA BLUE (Lock-E.D.M., ASCAP) (2:27)—An oldie and it's wrapped up in a swinging ork treatment, in which various ork instruments move up one by one against stylish, hand-clapping rhythm backing. A strong outing that should be a good follow-up to "Surfer's Stomp." Flip is "Stompede" (Lock-E.D.M., ASCAP) (2:27). Liberty 55443

GLADYS KNIGHT



OPERATOR (Sylvia, BMI) (2:15)—The thrush is in great form here as she sings a wildly emotional ballad with a powerful dramatic touch. Backing is big and moves with her all the way. Watch it. Flip is "I'll Trust in You" (Fast, BMI) (2:44). Fury 1064

DON SHIRLEY



STAND BY ME (Progressive-Trio, BMI) (2:13)—Here's a recent vocal hit for Ben E. King, smartly revived instrumentally by the Shirley combo. Organ and piano are featured against fine percussion effects. Side has a real chance to move. Flip is "Amen" (Walbridge, BMI) (2:34). Cadence 1420

THE STARLIGHTERS



THEME FROM PARKWOOD (Cigma, BMI) (2:01)—A very attractive theme is played in warm, melodic instrumental style by the Starlighters, with a Floyd Cramer-styled piano in the lead. Sure to grab a lot of air exposure. Flip is "The Parkwood Twist" (Cigma, BMI) (2:20). Dot 16345

DON GIBSON



I CAN MEND YOUR BROKEN HEART (Acuff-Rose, BMI) (2:28)—**I LET HER GET LONELY** (Four Star, BMI) (2:45)—Gibson's first dishing in a spell and it's a good coupling. First up is a ditty with an optimistic Twist, sung to a catchy beat. Flip is a slow and moving weeper done with strong effect. Watch both. RCA Victor 8017

GENE McDANIELS



FUNNY (Chappell, ASCAP) (2:13) — **CHAPEL OF TEARS** (Metric-Gregmark, BMI) (2:02)—Here's one of the chanter's strongest outings to date. On top is a smart piece of medium beat material deftly handled with a solid backing from the Johnny Mann Singers and a big ork sound. Flip is a strong, bluesy effort sung with heart. Both are contenders. Liberty 55444

Rhythm & Blues

JOHN LEE HOOKER



DRUG STORE WOMAN (Conrad, BMI) (2:50)—**BOOM BOOM** (Conrad, BMI) (2:29)—The venerable John Lee Hooker has his best r.&b. sides here in a long time. He's in strong voice on both decks and the combo backs him with a solid beat. Top side is slightly stronger, but both should do well. Veejay 438

★ ★ ★ ★
STRONG SALES POTENTIAL

JACKI ROSS

★ ★ ★ ★ **Hard Times**—SAR 129—A new thrush, 16 years old and a discovery of Sam Cooke. She's got a good, feelingful touch on this medium beat tune she wrote herself. Listenable wax. (Kags, BMI) (2:24)

★ ★ ★ ★ **Hold Me**—A pleasant ballad performance by the gal. Tune was clefted by Sam Cooke. Artist has a fine touch. (Kags, BMI) (2:31)

RAY BRYANT QUINTET

★ ★ ★ ★ **Tonk**—COLUMBIA 42390—Finger snapping rhythm and a bright beat make this riff instrumental effort a solid one for air play and juke coins. Watch this one—it has a chance. (Brynor, BMI) (2:50)

★ ★ ★ ★ **After Hours** — Fine after hours blues here from Ray Bryant, supported by a rhythm combo. Pianist comes through with first-rate work on this warm instrumental, which could gather juke loot. (Popular, ASCAP) (2:45)

FRED DARIAN

★ ★ ★ ★ **Jacobs Ladder**—JAF 2501—Darian had some action on a recent disk, and he can get more with this. It's strongly folk-oriented with Darian dual-tracking unison style. Interesting ukulele backing. Has a chance. (Balladeer, ASCAP) (2:10)

★ ★ ★ ★ **Didn't I Cry**—Here's a bright, up-beat, side with a strong revival flavor. Good performance with a solid assist from a chick chorus. Two good sides. (Pattern-Balladeer, ASCAP) (2:03)

BILL DOGGETT

★ ★ ★ ★ **Buster**—COLUMBIA 42384—The Bill Doggett combo bows on the label with a happy, swinging performance of a gospelish instrumental effort. Should please combo's many fans. (Islip, BMI) (2:50)

★ ★ ★ ★ **Lady's Choice** — Pretty, although slightly old-fashioned ballad is played with warmth by the Doggett group, with the horns in the lead most of the way. Two nice sides. (Curtom, BMI) (2:55)

ERNIE K-DOE

★ ★ ★ ★ **Love You the Best**—MINIT 645—Exuberant reading by warbler on feelingful rockballad with solid bluesy tempo. Has appeal for both pop and r.&b. buyers. (Minit, BMI) (2:04)

★ ★ ★ ★ **Hey, Hey, Hey** — K-Doe packs plenty of vocal showmanship into relaxed bluesy r.&r. Item with good piano work on backing. Same comment on market potential. (Minit, BMI) (2:40)

(BIG) TINY LITTLE

★ ★ ★ ★ **Ace in the Hole**—CORAL 65555—Solid belting vocal by Josephine Merrill highlights this raucous honky-tonk piano treatment of the fine oldie. Good jockey side. (3:15)

★ ★ ★ ★ **The Honeydripper** — Joe Liggins' old hit is accorded a bouncy, bright instrumental treatment, featuring Little's exuberant honky-tonk piano solo work. (Northern, BMI)

THE LINCOLNS

★ ★ ★ ★ **Little Zulu Boy**—KAPP 610—Interesting African tune on the order somewhat of "The Lion Sleeps Tonight" is sung smartly here by the Lincolns. Catchy side could grab action. Watch it. (Beechwood, BMI) (2:32)

★ ★ ★ ★ **The Minstrel Boy**—The familiar Irish tune receives a pretty performance from the group over smooth support. Worth spins, but the flip has the edge. (Bishop, ASCAP) (2:12)

PETER, PAUL AND MARY

★ ★ ★ ★ **Lemon Tree** — WARNER BROS. 5274—From the trio's new album comes this bright and cheery folk effort sold with verve by the group. A side that could grab some action—watch it. (Boulder, ASCAP) (2:52)

★ ★ ★ ★ **Early in the Morning** — Another familiar effort in the gospelish vein is sung with feeling by the group over strong rhythm backing. Two good sides by a good new folk group. (Harms, ASCAP) (1:33)

SAVERIO SARIDIS

★ ★ ★ ★ **Be Anything (But Be Mine)**—WARNER BROS 5269—The romantic oldie is wrapped up in impressive Lanza-type vocal by the ex-policeman. Saridis did well on his first single, and this one should attract the same fans.

★ ★ ★ ★ **I Willow Follow You**—Haunting theme from "Milk and Honey" is sung with

rich vocal power and dramatic punch by Saridis. Both are good programming sides. (Vogue, BMI) (2:30)

GORDON MacRAE

★ ★ ★ ★ **The Sweetest Sounds**—CAPITOL 4736—One of the top-flight tunes from "No Strings," the new Broadway musical by Richard Rodgers, is sung with feeling by MacRae with string backgrounds. (Williamson, ASCAP) (2:13)

★ ★ ★ ★ **Nobody Told Me**—Stations on the better music programming kick should find this side right down their alley. MacRae sings the verse as well as the refrain on the ballad, which is from the new Richard Rodgers show "No Strings." (Williamson, ASCAP) (2:52)

BEN E. KING

★ ★ ★ ★ **Don't Play That Song (You Lied)**—ATCO 6222—The chanter begs frantically that a certain song not be played because it brings back unhappy memories. A smart song by the well-known writer, Nugette, and its done stylishly with a femme chorus. Watch this one. (Progressive, BMI) (2:38)

★ ★ ★ ★ **Hermit of Misty Mountain**—An off-beat, medium beat tune, done neatly by King against a smart backing with a classy piano. Should be watched. (Home Folks, BMI) (2:18)

EARL GRANT

★ ★ ★ ★ **Beyond the Reef**—DECCA 25560—Grant plays some mighty pretty organ
 (Continued on page 82)

SINGLES REVIEW POLICY

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

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

THREE-STAR records, having moderate sales potential, are listed thereafter; these frequently will be of interest for disk jockey programming. Other records, with limited sales potential, are listed following the Three-Star records.

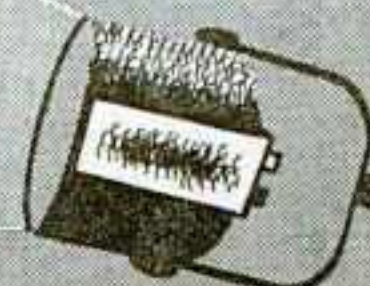
SPECIAL MERIT SPOTLIGHTS, in the opinion of the Reviewing Panel, have outstanding merit and deserve exposure.

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

ANTHONY NEWLEY

Anthony Newley...star of the English hit musical
STOP THE WORLD—I WANT TO GET OFF

Book, music and lyrics by Anthony Newley
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 for Broadway, Sept., 1962



'Music Man' & 'Gay Purr-ee' Soundtracks Lead WB LP's

HOLLYWOOD—Two important original sound-track albums will spearhead Warner Bros. Records' LP product line-up during summer and fall—Meredith Willson's "Music Man" and a UPA animated feature-length production, "Gay Purr-ee," featuring the voices of Judy Garland and Robert Goulet. The WB label has acquired the sound-track disk rights to both films and so as to coincide with the release of their respective movies. The "Music Man" film is scheduled for July release, timed to cash in on the Independence Day holiday box office. LP will offer the film's original cast, including Robert Preston, Shirley Jones, Buddy Hackett, Hermoine Gingold and Paul Ford. An intensive promotional campaign currently is being mapped on behalf of the "Music Man" album under the direction of the label's merchandising chief, Joel Friedman. In addition, the label

will tie in closely with its parent firm, Warner Bros. Pictures, to dovetail its efforts with the studio's extensive advertising-exploitation-promotion drives supporting the screen version of Willson's Broadway hit.

Maitland to New York

Mike Maitland, Warner Bros. Records' president, leaves next week for a series of New York conferences with WB picture executives to lay the groundwork for what Maitland calls the greatest campaign ever launched on behalf of a movie sound-track album. The firm has high hopes riding on the album, with Maitland predicting it will be a multimillion-dollar seller. (Capitol Records' original Broadway cast version of "Music Man" was on BMW's Top LP's list for three years and remains among that label's all-time best selling packages.)

Similar close tie-in between the studio and its disk subsidiary can be expected to accompany the release of the "Gay Purr-ee" feature sometime during the fall season (definite date hasn't been set). In addition to Miss Garland and Goulet, "Purr-ee's" sound track also features Miss Gingold, Red Buttons and Paul Frees. The film is produced by UPA's Hank Sapperstein, the product merchandising mogul for film and TV personalities (Roy Rogers, etc.). In view of Sapperstein's background, the label anticipates unique departures in ballyooing "Purr-ee" and its disk version.

ARMADA Sets Scene for Mfr., Distrib Huddles

NEW YORK—Time will be made available again for a limited number of manufacturers to hold meetings with their distributors during the annual ARMADA Convention at the Fontainebleau Hotel, Miami Beach, Fla., June 28-30.

The meets, which must be cleared through ARMADA, must be held before or after the actual convention. Exhibit booths will be provided for suppliers (as they were last year), and a special area has been assigned for the exhibits.

The manufacturer-distrib meetings will be scheduled on a first-come-first-served basis and exhibit space is also limited, according to ARMADA Prexy Art Talmadge. Those firms desiring to participate as exhibitors or to hold distrib meets should contact ARMADA Executive Secretary Jordan Ross.

Propose Kiddies' Music, Arts Month

WASHINGTON—Even during battles raging over tax and tariff on Capitol Hill, music has not been forgotten.

Sen. Kenneth B. Keating (R., N. Y.) has introduced a resolution to make June "Children's Music and Arts Festival Month." Keating praised the New York Afro-Arts Cultural Center of his city as an example the whole country should follow in holding children's performance festivals to be sponsored by the community.

In addition to promotion of music-making by juveniles, a hopeful alternative to metropolitan mayhem, a congressman has introduced a resolution to set aside a special week as National Country Music Week. Representative McVey (R., Kan.) wants to make the week beginning November 4 a tribute to country music.

Cole Intros Own K. C. Label; Will Stay With Capitol

NEW YORK—Nat Cole has started his own label, K. C. Records. Cole himself will not record for the new label—he will continue his long relationship with Capitol—but will help in the development and promotion of young new artists for the firm.

Cole is president of the new firm, Jack Gale is vice-president and general manager, and Dick La Palm is vice-president of national sales and promotion headquarters in Chicago.

First singles, out this week, feature the Armando Sciascia ork, and warbler Chuck Dallis. Barbara McNair has signed with the label and is expected to cut her first session this week. The Nite Lights also have signed with K. C.

Astaire Choreo Label Entering Classical Field

HOLLYWOOD—Fred Astaire's Choreo label, whose first original sound-track LP is rapidly climbing the sales ladder here (Elmer M. Bernstein's "Walk on the Wild Side" score for Columbia Pictures), is invading the classical field, BMW learned last week.

Choreo vice-president, Jackie Mills, has signed concert violinist Eudice Shapiro to record two LP's for the label. In addition, Mills recorded a percussion concert conducted by Los Angeles Philharmonic Orchestra percussionist, Bill Graft, during its live presentation at UCLA's Schoenberg Hall.

The label expects to cover the various facets of the music realm with more than a dozen LP's to be issued during this year. Its acquisition of the "Wild Side" picture score marked the first time that a fledgling independent label was able to snare a major studio sound track. Its entry into the classical field is one of the rare times that an independent firm would step into the longhair realm with domestic recordings.

Voigt to Address Int'l Music Men

NEW YORK—Heinz Voigt, manager of the German label Polydor and International a.&r. director for Deutsche Grammophon, was the guest speaker at the bi-monthly luncheon meeting here of the International Record and Music Men's Club last Wednesday (28) at the Warwick Hotel.

Voigt, who will be visiting the U. S. from his headquarters in Hamburg, Germany, will speak on "The Record and Music Business in Europe and the Common Market." The club's chairman, Walter Hofer, chaired the luncheon.

Dee, Glover Pen '2 Tickets' Score

NEW YORK—Joey Dee and Henry Glover, Roulette's artist and repertoire chief, are writing the score for Dee's new movie, "Two Tickets to Paris," which will be filmed in New York and Paris this spring.

Roulette Records will release an album by Dee, also titled "Two Tickets to Paris," early in summer. The score will feature four Twist songs, along with ballads and r.&b. tunes. Glover and Dee scored the music for Dee's first movie, "Hey, Let's Twist" for Paramount.

NIGHT CLUB REVIEW

Twist Show Shakes Camelot

With the country very Twist-conscious, an attractive package for nitery exposure has been assembled by disk jockey Clay Cole, which is being booked nationally by the William Morris Office. It got its first exposure at New York's Camelot Supper Club, and the East Side boite played to jammed houses through the run.

Called "Clay Cole's Twist-A-Rama," the show finds Cole not only functioning as emcee, but flashing a sturdy and pleasing singing style and a personality that definitely dominates and ties together the proceedings. The rest of the company includes the Capris, the four-man group which waxed "There's a Moon Out Tonight"; Lou Dana and the Furys, five-man combo, which previously had been working the Roundtable, and the Ronettes, three attractive lassies who had come to attention at the Peppermint Lounge. Cole himself, besides his reputation as a deejay with a strong following, also received national exposure recently playing himself in the movie, "Rock Around the Clock."

The pace throughout is swift and sweeps the audience along with it. An interesting sidelight is the predominantly adult audience which waxes enthusiastic about the proceedings at goodly prices, the cover and minimum tariff going into effect again at each of the three nightly shows. The dividing line between the Twist music and raunchy rock music of an earlier day is a thin one indeed, yet most of the patrons doubtless would have been shocked at this idea.

Cole, with antics occasionally reminiscent of Ray Bolger, showed good comic flair in putting across his songs in opening things, including "Twisting the Night Away" and "Let the Good Times Roll." The Capris' best offering was "The Limbo," which benefits from the visual aspects of the performers ducking under a horizontal bamboo pole. The Ronettes are attractive gals with plenty of body motion to go with their singing, which is well above average in quality. Lou Dana and the Furys provide vigorous instrumental counterpoint to the operation. A dollop of humor comes from Cole doing a satire on formula radio, despite the fact that part of the audience did not seem to recognize it for satire. The cast brought members of the audience out onto the floor for a bit of twisting, leading into a grand finale.

Based on reactions in sophisticated New York, the show should have no trouble doing strong business from adults or college-age crowds. It's understood that dates are set for some top Midwestern cities and that a Las Vegas deal also is being set.

Sam Chase

★ ★ ★

LEGIT REVIEW

'Wholesale' No Bargain

"I Can Get It for You Wholesale," which opened at the Shubert Theater, New York, March 22, is a disappointment—mainly because the leading character—a sort of garment center Pal Joey—is played (by Elliott Gould) without charm or humor. It takes skill to sell a heel-hero to an audience, and Gould doesn't bring it off.

Harold Rome's score is serviceable—and in a couple of spots more than serviceable—but it's difficult to tell how good it really is because practically no one in the cast has any voice. A striking exception is newcomer Barbra Streisand, who contributes a sock comedy vocal on the special material song "Miss Marmelstein." It, and she, are the best things in the show.

Harold Lang and Sheree North also spark a dynamic pace briefly with a standout dance number, "What's In It for Me," and Lillian Roth comes into her own on "Eat a Little Something," a dramatic tour de force for the veteran performer. However, over-all the show lacks vigor and punch.

Although the musical doesn't have a big name star, it should garner a run on the strength of a couple of rave reviews and its appeal to Manhattan's sizable garment industry. It's an ideal expense-account item for entertaining out-of-town buyers. Columbia Records has original-cast album rights.

June Bundy

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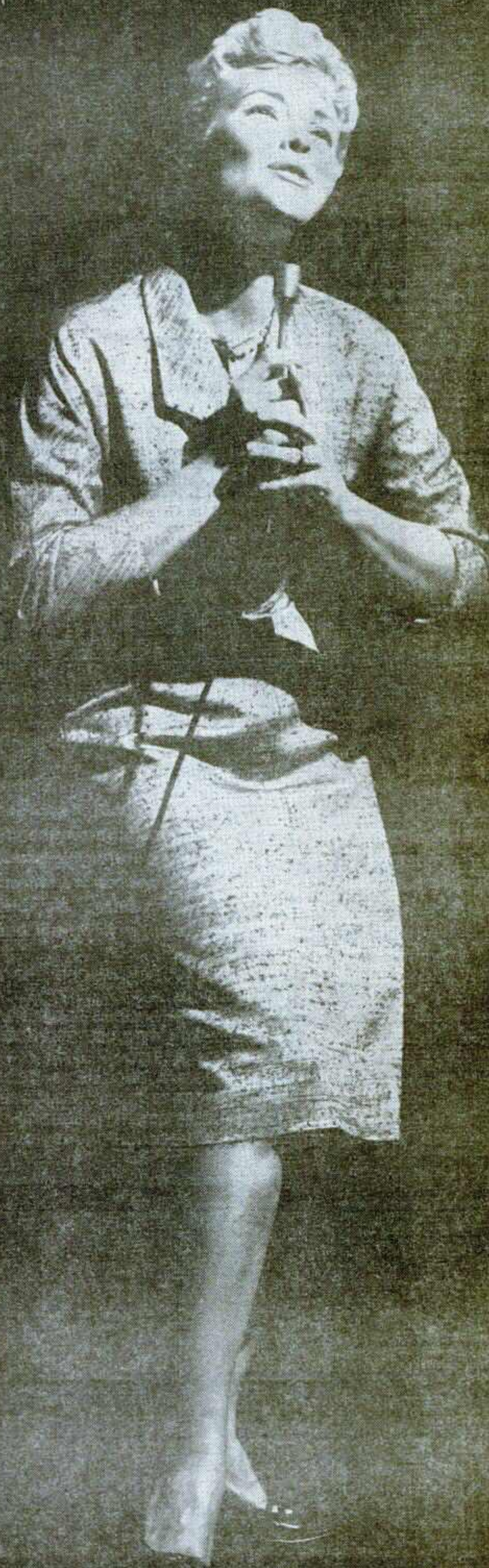
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MORE TO COME

Lib. of Congress to Release Another Report on Rights

WASHINGTON—A supplementary report, in addition to the lengthy one already issued by the Copyright Office on the General Revision of the 1909 Copyright Law is in prospect. The Library of Congress has been holding a series of meetings with copyright experts before drafting revision legislation to present to Congress. The Library

now says that as a result of the conflicting points of view on such topics as compulsory licensing, damages, international copyright, et al, a supplementary report will probably be necessary.

The Copyright Office says it is trying to find practical solutions to "sharp differences" in copyright interests, but reminds all concerned that all compromises must be weighed in the light of paramount public interest. The task of unraveling the Gordian knot of copyright law, which is snarled in a 50-year complex of legal and judicial findings, is further complicated by new arrivals on the copyright scene—radio, TV, talking pictures and developments in sight and sound not yet on the commercial market.

The Copyright Office head asked that further comments and views be submitted in writing to the Copyright Office. This may be the last opportunity for those interested in matters of copyright term, pro or con of compulsory licensing, mechanical royalty and damage provisions, and other matters of vital interest to music publishing and recording industries, to influence the first draft of the proposed copyright legislation.

Recommendations Made

In its official report on copyright revision, issued in July of last year, the Copyright Office recommended an end to statutory compulsory licensing which permits anyone to record music after a first recording, via notice and payment of up to 2 cents mechanical royalty per side. Also recommended: 76-year copyright life as against present 56-year total, scrapping of the present confusing "succession" order for applicants for renewal, and carryover of statutory damages of from \$250 to \$10,000 for record infringement, replacing the present limitation to recovery of mechanical royalties.

Oddly enough, none of the Copyright Office studies dealt with the question of juke box performance exemption, because it was thought that legislation proposed to end the exemption would have passed before the hour of revision struck on Capitol Hill. Since none of the bills introduced at that time (1955) or later, succeeded in passage to knock out juke box performance exemption built into the old copyright law, the Copyright Office report urged that Congress try to beat

DEEJAYS SEEN MOONLIGHTING

NEW YORK—More and more disk jockeys around the country are "moonlighting" as record artists these days.

The following jocks have singles out this month—Bob Braun, WLW, AM and TV, Cincinnati; Johnny Dollar, KARA, Albuquerque, N. M.; Ernie Allen, WMTA, Central City, Ky.; Herb Sims, KWBY, Scottsdale, Ariz.; and Bill Victor, Dave Nelson, and Carl Cay, WMVO, Mount Vernon, Ohio.

Braun's disk, on Decca, is tagged "Till Death Do Us Part." Allen recorded a comedy-monolog (which he also wrote) about bowling, on his own label, EA. Victor, Nelson and Cay cut a comedy record as the three Goofs on the Goofus label which they describe as "the world's smallest recording company."

Deejay Al Jarvis Talent Scouting For DRA Label

HOLLYWOOD—Veteran disk jockey, Al Jarvis, last week became a vice-president in the recently formed DRA Records firm. He will be in charge of developing new talent for the label.

The firm is headed by Irving Don, president, with Roy Rodde listed as secretary, and attorney Al Sheppard as vice-president and treasurer. Artists now under DRA contract include Dick Stabile, Maxwell Davis, Roy Brown, Jessie Mae and Marilyn Brown.

This marks the first time that Jarvis, a jockey since 1932, has participated in a label venture. Jarvis, now on Station KHJ, will not be permitted to program DRA disks on his own show, according to terms of his contract with the station. As a star-maker, Jarvis is credited with discovering Nat Cole, Frankie Lane, Jimmy Boyd, Gogi Grant and Betty White, among others.

the deadline by passing an anti-juke exemption bill before it begins consideration of over-all revision.

A bill to end the juke performance exemption was introduced early in this session by Rep. Emanuel Celler (D., N. Y.), but has so far seen no action, and would not appear likely to, in this rapidly closing 87th Congress, which has only a few months to go. However, new bills will undoubtedly be introduced in the 88th Congress, which begins in January, 1963 (Billboard Music Week, July 17, 1961).

Indiana U. Jazz Bash in August

BLOOMINGTON, Ind.—A Midwest Jazz Festival will be held August 17-19 at Indiana University, with Stan Kenton as director. Kenton's orchestra and a cross section of the nation's foremost jazz musicians are slated to appear in the festival, which will be held in Memorial Stadium.

It will be the only major jazz festival in Indiana this year, as the French Lick and Evansville festivals have been discontinued. Plans call for a festival to match those held annually at Monterey, Calif., and Newport, R. I.

Co-sponsored by Indiana University and the National Stage Band Camp at South Bend, Ind., the festival will take place at the same time young musicians from all over the U. S. and Canada are attending the fourth annual Stan Kenton Clinics which are scheduled for South Bend August 12-25.

MUSIC AS WRITTEN

Continued from page 24

before the banquet. . . Philips is bringing its French rock and roll star, Johnny Hallyday, back to the U. S. in April or early May. . . Mercury's Ted Weems will be honored by the Broadcast Pioneers, an affiliate of the National Association of Broadcasters, at its annual banquet in the Conrad Hilton Tuesday (3). The group has previously honored such notables as Herbert Hoover, Jack Benny, Fred Allen, Lee De Forest, Bob Hope and Cecil B. DeMille.

Atco recording star Ann Richards bows at the Playboy Tuesday (3). . . Chess, Checker and Argo's Leonard Chess isn't talking, but rumors here are he's planning to buy Station WHFC and program heavy r.&b. . . The old but unconfirmed rumors still persist about WGES switching to "good music." . . . Vee Jay's Eddie Harris will have an album soon, including excerpts from "Black Orpheus." . . . Delmar is prepping an LP by barrelhouse pianist Speckled Red, first step in a new folk-blues program for the label. Prexy Bob Koester just signed blues singers Curtis Jones and Roosevelt Sykes. Koester says he's also got some surprises in store and will record several singers thought to have died some years ago. . . Sig (Have-Tape-Can-Travel) Sakowicz goes to Hollywood to cover the Academy Awards for the fourth straight year. . . Our sympathies to Command's Midwest sales manager, Hugh Dallas, on the death of his father-in-law, Jack Singer, last weekend. Dallas spent the week in Chicago working with dealers on the new Command LP. Next stop is Buffalo. Nick Biro

Hollywood

Patti Page will record the title tune of "Boy's Night Out" from the Metro film. Tune was written by Jimmy Van Heusen and Sammy Cahn. . . Dot Records is pulling two tracks from its Walter Brennan "Dutchman's Gold" LP and issuing them as a single, coupling "Tribute to a Dog" with "Life Gits Tee-jus, Don't It." Label is seeking to cash in on the current sales success being enjoyed by Brennan in his Liberty single, "Old Rivers."

EMI has renewed its exclusive recording contract with Victoria de Los Angeles, the opera prima donna. She has been under contract to EMI since 1945, and her disks are marketed in the U. S. under the Angel label. . . The Lettermen have been set for an Ed Sullivan show shot for June 8. . . Columbia's Anita Bryant opens at the Forty Thieves Club in Hamilton, Bermuda, Monday (9), following her guest-show Sunday (8) on the Ed Sullivan show. . . Liberty Records is extending its "Twist-Stamp" to April 30. Lee Zhitto

With Single Still Breaking, Atlantic Releases LP Featuring Hit Track

NEW YORK—The increased importance of correlative promotion on singles and albums by the same artist is pointed up by Atlantic Records, which recently released three albums, each LP containing a side currently breaking as a single. Two of the LP's are Atco.

"This is the first time," said Atlantic-Atco sales chief Bob Kornheiser, "we have released three albums which included original hit singles before the singles reached their sales peak. This is an unusual situation for any record company. The success of these albums is visible proof of the promotional help a hit single provides in stimulating album sales."

The albums and singles taken from them, are "Bobby Darin Sings Ray Charles," on Atco with "What'd I Say (Parts 1 and 2)" No. 52 on BMW's "Hot 100" this week; "Stranger on the Shore," by Acker Bilk on Atco, with the title theme No. 31 on the "Hot 100"; and "Save the Last Dance for Me," by the Drifters with "When My Little Girl Is Smiling," No. 28 this week. The "Stranger on the Shore" LP was originally released as "Sentimental Journey," but Atco re-

packaged it under its present title and re-released it last week to cash in on the singles hit.

When a hit single doesn't carry the same title as its album, Kornheiser is attaching larger stickers plugging the hit single tune—on the LP cover.

Time Meet Will Deb New Titles

NEW YORK—Bobby Shad's Time label is holding its national distributor meet at the Ambassador Hotel in Chicago, April 7. Firm will show its new album product and will give details of its national consumer advertising campaign. New album product will be issued April 16.

In addition, Shad is expected to tell distributors about the re-activation of the firm's single labels, Time and Brent. Singles have not been issued by the firm for almost five months, because of Shad's illness. Now that he is fully recovered, firm intends to get back into singles in a big way. Brent will be used for rock and roll disks, Time for sweeter singles.

Philips Deal

Continued from page 6

tract with ABC-Paramount, Garner's Octave disks can only be sold abroad in retail record shops, not through disk clubs. Garner and manager Martha Glaser have been strong spokesmen against record clubs for a number of years.

The Octave-Philips deal was set by Will Langenberg and Tony van der Har of the Philips' Holland office, Leslie Gould of Philips, London, and attorney Paul Kern. Octave was represented by attorney Peter Pryor and Miss Glaser.

Dot Records Opens San Francisco Branch

HOLLYWOOD—Dot Records opened its 15th branch and its first on the West Coast, with a company-owned outlet taking over distribution in the San Francisco market.

Donn Sanders, Dot Western sales rep, opened the branch and is currently operating it. The Dot line was handled in the Bay Area market by Chatton Distributing of Oakland.

DISTRIBUTORS RACK JOBBERS ONE STOPS RETAILERS DISCOUNT OPERATORS

Major LP's & EP's, Singles (all labels, all artists). Accessories. Any quantity of factory new records (not used), 33 1/2's, 45's, 78's—available to you at cost of less than manufacturer's. Send for a free listing of prices and type records we can supply.

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VANGUARD RECORDS VRS-9100 (mono) VSD-2102 (stereo)

Johnnie Morisette says . . .

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#126

Listen to our delightful new instrumental . . .

"THEME OF TOMORROW"

Clifton White

#128

also hear 16-year-old stylist JACKI ROSS singing

"HARD TIMES" and "HOLD ME"

#129

New Gospel Release . . .

"PASS ME NOT"

R. H. Harris

#127

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NEWLY DESIGNED HARD AND STURDY OUTER JACKETS**

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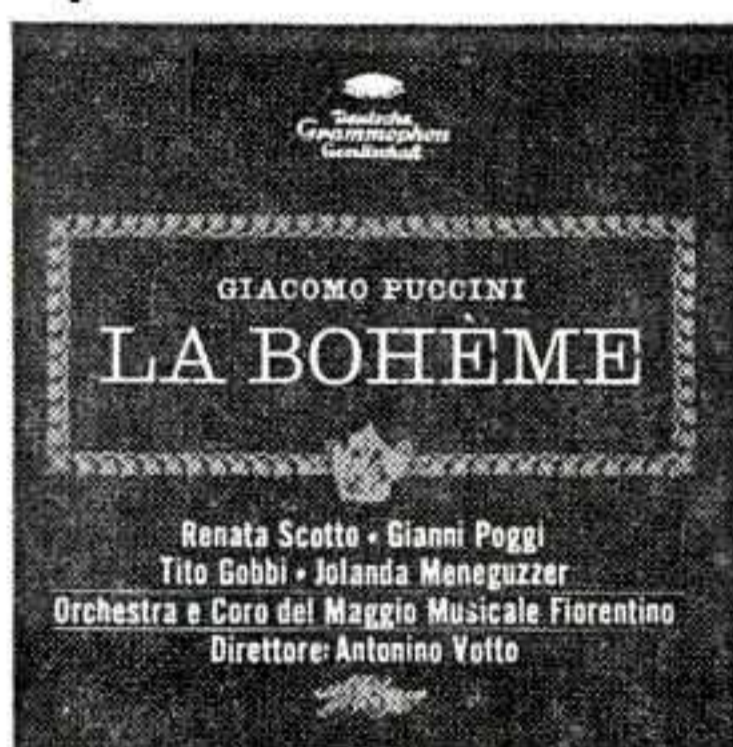
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—for Voices and 97 Percussion Instruments
—in Sensational Stereo Sound!**

Carl Orff: ANTIGONAE—Inge Borkh, Ernst Haefliger, Kim Borg, others. Members of the Bavarian Radio Symphony Orchestra cond. Ferdinand Leitner—Sung in German. Three 12" records, boxed, illustrated libretto. LPM 18 717/19

Stereo: SLPM 138 717/19

BRAHMS: Violin & Piano Sonata No. 2 in A; Scherzo from the F-A-E Sonata; FRANCK: Violin & Piano Sonata in A.—Wolfgang Schneiderhan, Violin; Carl Seemann, Piano. LPM 18 633

Stereo: SLPM 138 633



A Brilliant New "Bohème"

Puccini: LA BOHEME—Renata Scottò, Gianni Poggi, Tito Gobbi, others. Chorus & Orchestra of the Florence May Festival cond. Antonino Votto.—Sung in Italian. Two 12" records, boxed, with libretto. LPM 18 764/5

Stereo: SLPM 138 764/5

HAYDN: Symphony No. 94 in G, "Surprise"; Symphony No. 101 in D, "The Clock"—Berlin Philharmonic Orchestra cond. Karl Richter. LPM 18 782

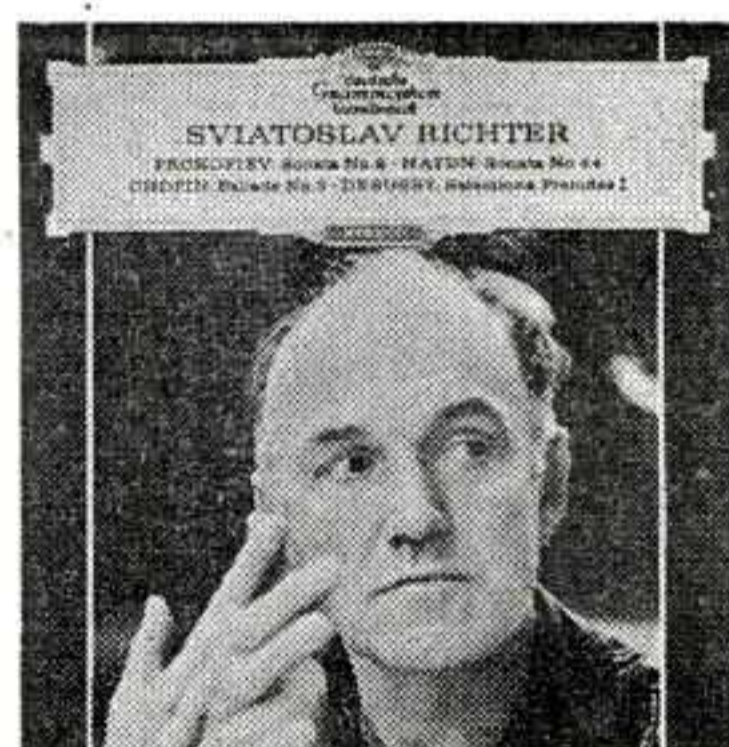
Stereo: SLPM 138 782

MOZART: Piano Concerto No. 17 in G, K.453; Piano Concerto No. 21 in C, K.567—Géza Anda, Piano, and cond. the Camerata Academica Orch. LPM 18 783

Stereo: SLPM 138 783

MOZART: Symphony No. 29 in A, K.201; Symphony No. 41 in C, K.551, "Jupiter"—Vienna Symphony Orchestra cond. Ferenc Fricsay. LPM 18 709

Stereo: SLPM 138 709



The Fabulous Richter's Newest!

SVIATOSLAV RICHTER: Chopin Ballade No. 3 in A flat; Haydn Sonata No. 44 in G; Prokofiev Sonata No. 8 in B flat; Debussy selections from Preludes, Book I.

LPM 18 766

Stereo: SLPM 138 766

**Exciting New Directions
in Modern German Music**

WERNER EGK: Quattro Canzoni (Irmgard Seefried, Bavarian State Radio Orchestra cond. by the composer).

GOTTFRIED VON EINEM: Piano Concerto, Op. 20 (Gerty Herzog & Berlin Symphony Orch. cond. Ferenc Fricsay).

BORIS BLACHER: 13 Ways Of Looking At A Blackbird (Ernst Haefliger & the Droic Quartet). LPM 18 759

Stereo: SLPM 138 759

For Further Information, Write to: Classical Division **MGM RECORDS** 550 Fifth Avenue, New York, N. Y. Judson 2-2000

Deutsche Grammophon Gesellschaft recordings will be distributed for MGM Records by:

Music Suppliers of New England, Boston, Mass. • American Distributors, Inc., East Hartford, Conn. • Southern Wholesalers, Inc., Washington, D.C. Radio Distributing Co., Detroit, Mich. • K. O. Asher, Inc., Chicago, Ill. • Merit Distributing Corp., Los Angeles, Calif.

H. R. Basford Co., San Francisco, Calif.

ARTISTS' BIOGRAPHIES

For your programming use, here are pertinent facts about not disk artists. If clipped and pasted on 3 by 5 cards, these biographies will help you build a convenient file of such data.



**RONNIE & THE HI-LITES
(Joy)**

PERSONAL MANAGER: Hal Wess; **NAMES AND AGES:** Ronnie Goodson, lead, 14; Sonny Caldwell, first tenor, 18; John Whitney, second tenor, 17; Stanley Brown, baritone, 17; Ken Overby, bass, 17. **HOME TOWN:** Jersey City, N. J. **EDUCATION:** Grammar and high school. **BACKGROUND:** This group of teen-agers met and formed the group about a year ago at a choir rehearsal at church. Lead singer, Ronnie

Goodson, made his first public appearance with the church choir at the age of 6. Since then he has developed a unique vocal style which quickly convinced the group to adopt for a new recording sound. The boys consider their recent signing with Joy Records the first big break toward a successful recording career.

LATEST SINGLE: "I Wish That We Were Married," a hot platter, moving up rapidly on the Hot 100.

**ACKER BILK
(Atco)**

AGE: 33. **HOME TOWN:** Somerset, England. **BACKGROUND:** The son of a church organist, the younger Bilk became interested in music and took up the clarinet while serving overseas in the British Army. After completing his service, Bilk took a job as a blacksmith for awhile, but very soon returned to the clarinet. He joined and stayed with the Ken Colyer Group in Britain for several years and in 1958 started his own group, the Paramount Jazz Band, which has become one of the most popular trad bands in Britain.



LATEST SINGLE: Acker Bilk's Atco release of "Stranger on the Shore" is currently scoring on the Hot 100. This Bilk disk was also a hot one on the British charts.

**Jocks Give Away
Everything on Air**

Continued from page 4

tunity to expose new releases, but some labels complain that stations and jocks are putting "the arm on them" for too many free disks.

However, WIP, Philadelphia, is giving away records from its own library. Last month, the station gave the Goodwill Industries more than 65,000 records to hand out free during a special sales week held by the nonprofit organization. The giveaway stunt increased Goodwill's sales 70 per cent over last year's.

Station WIND, Chicago, staged a nostalgic giveaway promotion on Valentine's Day this year. For 30 hours on February 14, the outlet played 400 records that have sold over 1,000,000 copies. Listeners were invited to send in their names on post cards, and drawings were held every half hour to award free waxings of Columbia's two-LP album "Greatest Hits." The promo-

tion was tied in closely with local record distributors and advertisers.

Match and Win

Station WFKY, Frankfort, Ky., and the Fitzgerald's Record department have a tie-up on the WFKY weekly Top 40 survey sheet. Each list carries a survey ballot, inviting people to vote for their favorite top three records. Entries which match the top three disks on the following week's survey are given their choice of any single disk.

The winner of an income tax contest conducted by WINS, New York, last month was selected by Rudy Vallee. He drew the winning card from more than 10,000 entries. The station is arranging to have the winner's 1961 income tax return made out, will pay any tax owed up to \$500. If a refund is due, WINS will match that up to \$500.

The jockey who was given away, Tom Murphy, KISN, Portland, Ore., turned out to be something of a fraud. The giveaway offer of Murphy was made by fellow jock Johnny Williams, and the station built up an air-feud over the stunt between the two jocks. Thousands of letters poured in from listeners who went along with the gag, and Murphy was given away January 27 to the femme winner. The fraudulent part of the stunt was that the Murphy given away turned out to be an Irish Setter named Tom Murphy III.

**Name Joseph Dembo
WCBS News Producer**

NEW YORK—Joseph Dembo, executive producer at WCBS here, has been named news and public affairs director of the outlet.

Dembo joined WCBS in 1960 as chief editorial writer. Prior to that he was supervisor of the NBC Central News Desk, and was producer-associate producer of news for Dave Garraway's NBC-TV show, "Today."

**PROGRAMMING
PANEL**

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

THE QUESTION

What is your opinion of the current trend toward "sweet music" programming by stations across the country?

THE ANSWERS

ART TALMADGE

President, United Artists Records

I am concerned with any music that will sell more records. However, single records are basically bought by young teens, so if stations are playing sweet music and teen-agers are buying rock and roll, then obviously we are in a very bad situation in regards to exposure for our records.

I would like to see the great name disk jockey personalities in radio again. I think the excitement they created is the one big thing that's missing today.

ARNOLD MAXIN
President, MGM Records

The return to so-called "sweet music" programming is an encouraging sign. It may well be the beginning of a new era in our business—an era that will enable us to develop more artists with genuine staying power and revitalize the single record

business with our established talent. The well-established artists, in all categories, on our label have always demonstrated an ability to transcend changes and trends in programming, so if the switch is back to good music, then MGM is in an even stronger position.

SAM CLARK

President, ABC-Paramount Records

Facing it realistically, there have been any number of "movements" to bring back "good" music, and we are always in favor of this. However, we still must sell records to stay in business and must, therefore, produce records which appeal to the teen-age market—music which emphasizes the beat! To assume that sweet music could replace the beat in the preference quotient of this market indicates an ostrich-like complacency which is totally illogical for the record industry at the present time.

the teen-age market—music which emphasizes the beat! To assume that sweet music could replace the beat in the preference quotient of this market indicates an ostrich-like complacency which is totally illogical for the record industry at the present time.

RADIO STATIONS

seeking DJ's, librarians and other experienced personnel use the

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in
BILLBOARD MUSIC WEEK

VOX JOX

By JUNE BUNDY

BREAK FOR THE NEWCOMERS: Station WDOK, Cleveland, is setting up a free training school for new young comedians. Wayne Mack, program director, has offered to "put any one—but anyone—who believes he has the ability to entertain—on the air." He has set up a special 15-minute spot on Saturday nights for the would-be funny men. Commenting on the stunt, Mack said: "A broadcasting veteran has advised us that we have let ourselves in for trouble and vexation. 'You'll get all the kooks,' he said, 'the crumb bums, the nuts.' Perhaps, but there's just a chance, real long shot admittedly, that somewhere in Northeastern Ohio there's a boy or girl destined for greatness, who is now wondering how to take the first step. We'll provide it."

GAB BAG: Roger Cracraft, program director of KBOL, Boulder, Colo., needs wax, particularly current hit singles. The station is a "good music" station, but Cracraft says they also "try to play the current hits that fit into this format."... Station WING, Dayton, Ohio, has added a new service for record dealers in addition to their regular "Hits of the Week" survey, WING now lists "10 Best Bets," a list of new records recommended by the station, plus a list of 10 "Good Possibilities."

CHANGE OF THEME: Station WRYM, Hartford, Conn., (formerly tagged WKNB) has adopted a pretty music policy, featuring only album selections.... Jim Owen has moved from WROA, Gulfport, Miss., to WVMI, Biloxi, Miss., and needs wax particularly country disks.... Lee Rothman, WRIT, Milwaukee, has started a new program, in co-operation with the local Swan Theater, from 2 to 3 p.m. across the board. Visiting stars (appearing in plays at the Swan) act as co-hosts with Rothman on the program tagged "Star Time." To date the show has featured Don Ameche and Margaret O'Brien, and has scheduled Jack Carson, John Kerr, Dennis Morgan and Betty White.

Jay Lindsay, formerly with KTXL, San Angelo, Tex., has moved to KWFR, same city. The 18-year-old spinner, known as "the happy-dappy-mad-lad" on KTXL, graduates from high school in May.... Cliff Shilling is emceeing a new "Dance Party" show on WSEE-TV, Erie, Pa., Saturdays from 12:30 p.m. to 2 p.m. and invites touring record artists to come on the program as guests.... Kenneth Evans, of Station 2CH, Sydney, Australia, will visit KBOX, Dallas, shortly, during an upcoming tour of "America's Great Stations." He is operations manager of the Australian outlet.

Rick Fight, WQOK, Greenville, S. C., married Hannah Passmore March 16.... Sam Holman deejay-program director of WABC, New York, has switched time periods with Charlie Greer. Greer has taken over Holman's 11 a.m.-1 p.m. Monday through Friday show and his 10 a.m.-noon Saturday a.m., and Holman now pilots the 1-3 p.m. Monday through Friday, and noon-3 p.m. Saturday segments, formerly handled by Greer.... Al Michel, general manager of WOPA, Oak Park, Ill., celebrated his 10th anniversary with the station on St. Patrick's Day.

Norman Plotnick, ex-WCAR, Detroit, and WGAY, Silver Spring, Md., has returned to WWDC, Washington, as music librarian. Plotnick was with WWDC from 1952 to 1955.... Art Pallan, KDKA, Pittsburgh, is back on his daily record show after two lengthy stays in the hospital, as the result of an auto accident two months ago. During his stay in the hospital he broadcast several

(Continued on page 80)

YESTERYEAR'S HITS

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

**POP—5 Years Ago
April 6, 1957**

1. Round and Round, P. Como, RCA Victor
2. Little Darlin', Diamonds, Mercury
3. Party Doll, B. Knox, Roulette
4. Butterfly, C. Grace, Cameo
5. I'm Walkin', F. Domino, Imperial
6. Come Go With Me, D. Vikings, Dot
7. Teen-Age Crush, T. Sands, Capitol
8. Butterfly, A. Williams, Cadence
9. All Shook Up, E. Presley, RCA Victor
10. Gone, F. Huskey

**POP—10 Years Ago
April 5, 1952**

1. Wheel of Fortune, K. Starr, Capitol
2. Blue Tango, L. Anderson, Decca
3. Blacksmith Blues, E. M. Morse, Capitol
4. Cry, J. Ray, Okeh
5. Any Time, E. Fisher-H. Winterhalter, RCA Victor
6. Guy Is a Guy, Doris Day-P. Weston, Columbia
7. Tell Me Why, Four Aces-A. Alberts, Decca
8. Forgive Me, E. Fisher-H. Winterhalter, RCA Victor
9. Perfidia, Four Aces-A. Alberts, Decca
10. Pittsburgh, Pennsylvania, G. Mitchell-M. Miller, Columbia

RHYTHM & BLUES—5 Years Ago—April 6, 1957

- I'm Walkin', F. Domino, Imperial
Lucille, Little Richard, Specialty
It Hurts To Be in Love, A. Laurie, DeLuxe
Come Go With Me, Little Jr. Parker, Duke
Party Doll, B. Knox, Roulette
Just Because, L. Price, ABC-Paramount


- Next Time You See Me, Little Jr. Parker, Duke
Little Darlin', Diamonds, Mercury
Jim Dandy, L. Baker, Atlantic
Since I Met You Baby, I. J. Hunter, Atlantic

\$\$\$

APRIL

\$\$\$

DISCOUNT DAYS

2	5	%		O	F	F
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INCLUDING 3 EXCITING NEW ALBUMS	A	P	R	I	L	

-  W/WS 1450 **SAVERIO SARIDIS "Love Is The Sweetest Thing"**
-  W/WS 1451 **"GEORGE GREELEY Plays George Gershwin"**
-  B 1445 (Vol .2) **BONNIE PRUDDEN "Keep Fit and be Happy"**

Here's a sensational Warner Bros. Records *discount offer* without equal! NOW THROUGH APRIL 27th your purchases of all three new releases plus the entire Warner Bros. album catalog (both mono and stereo) will earn a **FREE MERCHANDISE DISCOUNT**.

Choose from the more than 100 albums in Warner Bros. Records complete catalog—including BOB NEWHART, DOROTHY PROVINCE, GEORGE GREELEY, BUDDY COLE, BONNIE PRUDDEN, THE EVERLY BROTHERS, PETER-PAUL-AND-MARY, THE STEREO WORKSHOP SERIES, JOANIE SOMMERS, BING CROSBY, CONNIE STEVENS, THE OUTRIGGERS,

RAOUL MEYNARD, the sound track from "FANNY," and the sound track from "GONE WITH THE WIND."

Free merchandise will be shipped at the same time regular order is filled. All purchases will receive a free 25% merchandise discount of the same catalog numbers as ordered. Stereo purchases earn free stereo albums; mono purchases earn free mono albums. Ask your distributor about special dating privileges that can work to your advantage, too!

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LABEL-DEEJAY PROMOTIONS

By NIKI KALISH

BING CROSBY SPECIAL: Decca Records, in conjunction with their recent 15-package release tagged, "Bing's Hollywood Story," has sent a special sampler wax containing cuts from each of the LP's to hundreds of deejays across the country. Also heard on the platter, which features original sound-track recordings of every song recorded in a Crosby movie, are the voices of Donald O'Connor, the Andrews Sisters, Johnny Mercer and others. The diskery reports most favorable reaction.

Station KHJ, Los Angeles, took advantage of the special Decca-Crosby release by presenting a musical salute to "the Crooner" on deejay Cal Milner's two-hour afternoon show. At press time, Milner was also trying to arrange for Decca's veteran songster and his swinging sidekick, Bob Hope, to appear on the show either live or on the phone. At the same time, Decca's local distributor flooded stores with window placards to announce the L. A. outlet's "special."

RUDY VALLEE MOVES TOO: Another veteran vocalist to net exposure recently via the airwaves was RCA Victor's Rudy Vallee. It seems when Station WHEB, Portsmouth, N. H., received Vallee's new Victor LP titled, "The Young Rudy Vallee," the station's general manager, Harold H. Segal, "thought it might be fun if an hour was devoted to the album." The package was aired from 2 to 3 p.m., which is usually a low point in the radio listening day. To determine the reaction of listeners, the station created a contest. Dialers were asked to supply, by phone, Rudy

Vallee's exact birthdate and birthplace. The Portsmouth, N. H., outlet reports the switchboard "was bombarded with telephone calls" from seacoast residents who argued back and forth. The birthplace was evenly split between Westbrook, Me., and Island Pond, Vt. Singing star Rudy Vallee was called in New York and wakened from a nap to be told of the fantastic reaction to his new album and to settle the question. In complete amazement over the reception to the Victor LP, Vallee called WHEB, and was interviewed on the air by announcer Cliff Taylor, to whom he revealed the name of his birthplace—Island Pond, Vt. No comment on the birthdate.

MORE "LIVE" PROMOTIONS: Record companies have another outlet available to them to garner hefty air exposure for their artists with the recent launching of the "Bruce Bradley Countdown" music segment (Mondays through Fridays, 9:30 to 11 p.m.) on Station WBZ, Boston. The station's program director, Al Heacock, has said that "the program is devised to set a pace toward the revival of live quality programming which has been drained away from regular nighttime radio during the past few years." Heacock extended an open invitation to name recording artists to co-host with Bradley on his nightly program, which features the top 15 recordings of the day plus new releases. Each program features a guest recording artist, who introduces records, analyzes musical trends, and comments on the recordings and artists highlighted during the broadcasts. The guest-star line-up so far has included Parkway Records' Chubby

KBRN TO PLAY ALL NEW C.&W. ARTISTS, LABELS

BRIGHTON, Colo.—in an effort to build better relations with record manufacturers, Station KBRN here, has set up a new show, whereon they promise to play "each and every country and western record we receive" if it is by a new artist and/or on a new label.

The new wax will be featured Friday at 1:30 p.m. on the Will Shaner show. Shaner will invite listeners to comment on the new releases by mail or by phone, and "written review" of the results will be added to KBRN's weekly Top 40 sheet and sent to the station's entire mailing list. Shaner also is inviting record artists to appear on the air and "stay on for as long as you like."

Checker and Swan's Freddy Cannon, with the Four Lads, now waxing for Dot Records, slated to appear this past week.

ABC-PARAMOUNT PLUGS TALENT: ABC-Paramount has recently released the first record by the five students known as The Floreence, who won radio Station WABC's (New York) "WABC Star Search" contest held last fall. As winners of the three-month talent search, the instrumental group from New Jersey captured an ABC-Paramount recording contract. The label reports favorable reaction to the debut disk, which is tagged "Twist Beat" b.w. "Build Up."

PUPPY DOGS AS PRIZES: MGM's Mark Dinning single, "All of This for Sally," also found favorable reaction in the Atlanta area and also in Miami through a radio contest arranged by Allan Wolk, MGM's Southern field rep and the local MGM distributors. The tune tells the story of a cocker spaniel that falls heir to wealth to the chagrin of relatives. In a tie-in with radio Station WFUN, Miami, and WZXI, Atlanta, listeners were asked to write in 25 words, "Why I Would Like to Own a Pedigreed Cocker Spaniel." The spaniel puppies were awarded to the winners.

MERCURY PROMO: Freddy Frank, Mercury promo man, reports rapid results on a recent promotion he devised on James

Jerry Marshall Joins the WNBC Radio Staff

NEW YORK — Veteran deejay Jerry Marshall's move to WNBC here has touched off speculation that the network's flagship may be contemplating a change of format. Marshall, formerly with WMGM here, left that outlet after new owners Storer Broadcasting changed back to the old WHN call letters and adopted a strictly LP pretty-music policy.

The jockey has always featured current pop records on his program, and tradesters find it difficult to believe that WNBC would hire a top-money jockey and then change his successful programming format. The network station currently features only lush, big band-type music.

The rumor was also sparked by the fact that WNBC is acquiring a new program director at the same time. William H. Schwarz, formerly with Westinghouse Broadcasting, has replaced Steve White as WNBC's p.d. White has taken on a special project assignment for the NBC radio web. Marshall starts at WNBC April 2, in the noon to 3 p.m. time period, formerly occupied by Sandy Becker.

BILLBOARD MUSIC WEEK

EASY LISTENING

This Week	Last Week	TITLE, ARTIST, LABEL	From this week's Hot 100	Weeks on Hot 100
1	1	DON'T BREAK THE HEART THAT LOVES YOU, Connie Francis, MGM 13059	.....	9
2	2	MIDNIGHT IN MOSCOW, Keeny Ball, Kapp 442	.....	10
3	4	COME BACK SILLY GIRL, Lettermen, Capitol 4699	.....	8
4	3	SHE'S GOT YOU, Patsy Cline, Decca 31354	.....	11
5	5	WHERE HAVE ALL THE FLOWERS GONE, Kingston Trio, Capitol 4671	.....	12
6	6	STRANGER ON THE SHORE, Mr. Acker Bilk, Atco 6217	.....	4
7	7	ANYTHING THAT'S PART OF YOU, Elvis Presley, RCA Victor 7992	.....	4
8	11	TWO OF A KIND, Sue Thompson, Hickory 1166	.....	4
9	10	MOMENTS, Jennell Hawkins, Amazon 1003	.....	3
10	14	WHITE ROSE OF ATHENS, David Carroll, Mercury 71917	.....	5
11	—	FUNNY WAY OF LAUGHIN', Burl Ives, Decca 31371	.....	1
12	12	LOLLIPOPS AND ROSES, Jack Jones, Kapp 435	.....	6
13	16	P. T. 109, Jimmy Dean, Columbia 42338	.....	2
14	17	CATERINA, Perry Como, RCA Victor 8004	.....	2
15	13	CHAPEL BY THE SEA, Billy Vaughn, Dot 16329	.....	4
16	19	YOU ARE MINE, Frankie Avalon, Chancellor 1107	.....	3
17	—	THE BIG DRAFT, Four Preps, Capitol 4716	.....	2
18	15	I WILL, Vic Dana, Dolton 51	.....	2
19	—	WHAT AM I SUPPOSED TO DO, Ann-Margret, RCA Victor 7896	.....	3
20	18	(WHAT A SAD WAY) TO LOVE SOMEONE, Ral Donner, Gone 5125	.....	3

O'Gwynne's new platter tagged, "My Name Is Mud." A contest was held with radio Station WPLO, Atlanta, where the first 25 people writing in and giving a good reason why their name is mud received a free copy of the O'Gwynne disk. Frank says, "The promotion went over with a bang and we noticed an increase in sales immediately."

"KEYS" CONTEST: The hot Colpix platter tagged "She Can't Find Her Keys" by young Paul Peterson captured much attention via a write-in contest held by Station KUDE, Oceanside, Calif., recently. Listeners were requested to list the contents of the lass' purse. The station, anticipating only a scattered response, planned on awarding three winners, but when returns went over 700 entries, was forced to increase the number of prizes considerably. The prizes offered: First place, 2 LP's and 100 singles; second place, 1 LP and 50 singles; third place, 25 singles; fourth to tenth place, 5 singles each, and eleventh place through twenty-fifth, 2 singles each.

"UNCLE SAM WANTS YOU?"

Based on the axiom that turn-about is fair-play, a radio listener write-in contest staged by Capitol Records on behalf of the Four Preps' new single, "The Big Draft Medley," is pulling in reverse returns. The contest, aimed at promoting the "Draft" disk, called for dialers to write in the name of the jockey they would least like to be drafted into the service. As the label's promotion department started to spread the write-in gimmick from Los Angeles to San Francisco, Portland, Seattle and other Coast markets, listener returns started accentuating the negative, with many write-ins devoted to the jockey they would most like to see drafted. Copies of the Preps' latest Capitol LP, "Campus Encore," is being presented for prizes, whether writers are positive or turnabouts.

SEEN AROUND THE STATIONS: Deejays on the Eastern Seaboard should be on the lookout for Rod McKuen, out on the road for the next few weeks with personal manager Ron Gitman to plug his follow-up disk to "Oliver Twist," tagged "Oliver Twist Meets the Duke of Oil." This new single spins on the Jubilee label.

VOX JOX

Continued from page 78

shows, via bedside remotes... Earl Robbin has joined WWDC, Washington, in the 7:35-9 p.m. time period.

Station WSEB, Sebring, Fla., debuted a weekly "Top 30" disk survey sheet last month. The survey is handled by program director Larry Kent and staff announcer Ed Jordan... Bill Rohrer, assistant director of the continuity department at WNEW, New York, has been promoted to the post of continuity director at that outlet... Happy 40th birthday (March 25) to KGW, Portland, Ore., the oldest commercial radio station in the Pacific Northwest still in operation today... Station KVLK, Little Rock, Ark., has adopted an all-femme staff policy. Only women are employed in every department from deejays and announcers to exec and sales personnel.

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The four songs are "Moon River", "Town Without Pity", "Pocket Full Of Miracles", and "El Cid"

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Reviews of New Singles

Continued from page 26A

and piano here against a steady South Seas type drum beat and other sound effects of the Islands. Nice good music programming. (Laurel, ASCAP) (3:02)

★★★★ Swagin' Gently — A nice, easy-going medium rhythm side again showcasing Grant in a good organ solo against rhythm accompaniment. More good programming. (Marvelle, BMI) (2:40)

TOKENS

★★★★ Big Boat—RCA VICTOR 8018—Another strongly folk-oriented tune by the Tokens. It has the flavor of a work song and it's full of the high-pitched vocal gimmicks that characterized "The Lion Sleeps Tonight." Can get play. (Lionel, ASCAP) (2:01)

★★★★ The Riddle—An oft-done folk air is rendered pleasantly by the group. Once done as "The Twelfth of Never," by Johnny Mathis, this version can also catch play (Bright Tunes, BMI) (2:24)

KENNY GILL

★★★★ Mary Ann—MONTEL 909—Here's a blues-based instrumental which features some fine work by Gill on guitar. Side swings along nicely at a medium tempo that should score with teenagers. From the album "Fascinating Guitar." (2:01)

★★★★ Pledging My Love—This is the rockaballad side played with feeling by the guitarist against a combo and rhythm section backing. Tune was a hit for Johnny Ace many years ago. (Weimar-Lion, BMI) (2:09)

FULLER BROS.

★★★★ Ballad of the Midnight Special—CHALLENGE 9145—This is the vibrant performance in a commercial-folk groove of the country-type blues. The boys sing it with good feeling and there are harmonica and guitar solos in the combo backing. (4-Star, BMI) (2:29)

★★★★ Gallow Tree—A story song here about men to be hanged. There's a strong Western influence here with the boys singing well and fine guitar work in the background. (4-Star, BMI) (2:51)

CHUCK JACKSON

★★★★ Any Day Now—WAND 122—A strong ballad done in spirited, semi-shout style by Jackson. Strong performance and arrangement for big ork and chorus make it a good entry. (Plan Two, ASCAP) (3:20)

★★★★ The Prophet—A ballad with philosophical overtones. It's nicely chanted by Jackson to an effective backing, featuring strings. (Lloyd & Logan) (3:28)

JACKIE WILSON

★★★★ Hearts — BRUNSWICK 55225—Here's a pleasant new ballad by Wilson, based on an operatic theme. He belts it in wide open style to a big ork accompaniment. Should grab spins. (East-West, ASCAP) (3:20)

★★★★ Sing (And Tell the Blues So Long) — A rhythm rocker tune done in all-out, dramatic style by Wilson with a good assist from chorus and ork. Side has a bright sound. (Merrimac, BMI) (2:47)

BLUE NOTES

★★★★ Greenfields — UNITED ARTISTS 427—A distinctive side. Vocal is in French, with a small, smart combo backing. Some programmers will find it uncommon fare. (Montclare, BMI) (2:00)

LUCHI

★★★★ Alegre — (United Artists, ASCAP) (2:07)

JOEY BROOKS

★★★★ Gentlemen's Agreement—COLUMBIA 42392—This is the story of a teenage lad whose best gal and best pal played him for a fool. Teen-slanted message could get some action. (Spanka, BMI) (2:15)

★★★ I'll Bring a Ring for You—(Dollar, BMI) (2:30)

JOHNNY VICTOR

★★★★ The Tears You Never Cried—DOLTON 53—Expressive reading by Victor—talk-sing style—on moving saga. Spinnable (Hill & Range, BMI) (2:21)

★★★ Come to Me Johnny—(Hill & Range, BMI) (2:12)

VARDI AND HIS ORK

★★★★ Yukon Trail—KAPP 613—Attractive folksy theme with pretty semi-march tempo melody line is wrapped up in pleasant instrumental treatment. (Pincus, ASCAP) (2:12)

★★★ You, You, You — (Mellin, BMI) (2:25)

KNIGHTS

★★★★ White Fang — FELSTED 8640—Here's a good new instrumental featuring horns and a bowed cello. It's in the minor blues framework and it has a chance for spins. (Barbrog, ASCAP) (2:24)

★★★ Night Train — (Frederick, BMI) (2:07)

ADAM WADE

★★★★ For the First Time in My Life—COED 567—Moving rendition by Wade on tender ballad with wistful, gentle folk flavor to melody. Pretty programming item (Winneton, BMI) (2:41)

★★★ Little Miss Lovely (Winneton, BMI) (2:24)

JOHNNY NASH

★★★★ Don't Take Your Love—WARNER BROS. 5270—Johnny Nash makes his debut on the label with a potent reading of an attractive ballad, aided by a smart arrangement by Stan Applebaum. This could happen—watch it. (Arch, ASCAP) (2:43)

★★★ Moment of Weakness — (Hill & Range, BMI) (2:10)

CLIFFORD SCOTT

★★★★ Walk That Twist—KING 5613—Blues-based instrumental has a fetching, brassy quality in the horn parts, plus a good rhythm pattern. Merits play. (O-Cal, BMI) (2:30)

★★★ Half Fast Twist — (O-Cal, BMI) (3:00)

THE FASCINATORS

★★★★ Revived—TRANS ATLAS 688—Blues instrumental has a relaxed, swingy mood. Good jockey programming. (Selma, BMI) (2:20)

★★★ You're to Blame — (Selma, BMI) (2:04)

PAMELA LAW

★★★★ Naturally — BOYD 119 — Pamela Law sells this bright, spirited rhythm tune with a lot of excitement over good backing by chorus and combo. Good wax here, with a chance. (Knobhill, BMI) (2:14)

★★★ Secret—(Knobhill, BMI) (2:37)

HELEN SHAPIRO

★★★★ Tell Me What He Said—CAPITOL 4735—The English star has a stirring rockaballad here that might get some action from "Better Programming Stations." (Edward B. Marks, BMI) (2:44)

★★★ I Apologize—(Lorna, Ltd.) (2:38)

TENNESSEE ERNIE FORD

★★★★ Take Your Girl to the Movies—CAPITOL 4734—Ernie has a hard-hitting novelty disk here that's from his most recent album. The side swings along in a 1920's style. Side swings along in a fast-stepping honky-tonk groove with Dixieland backing. (Mills, ASCAP) (2:25)

★★★ There'll Be No New Tunes on this Old Piano—(Bulls-Eye, ASCAP) (2:02)

CATERINA VALENTE

★★★★ Peppermint Twist—LONDON INTERNATIONAL 10007—Here's an off-beat programming item for jocks. The European thrush sings in German and English on the bouncy Twist hit with pert effectiveness. (John Ware, BMI) (2:10)

★★★ Twistin' the Twist—(BIEM-GEMA, ASCAP) (1:55)

THE ROOSTERS

★★★★ Fun House — FELSTED 8642—A snappy instrumental side on the upbeat side, with good use made of percussion and horns. Shouting voices are also heard in the background. (Ultra, BMI) (1:55)

★★★ Chicken Hop—(Ultra, BMI) (2:06)

RAY ANTHONY

★★★★ Ai Di La—CAPITOL 4742—The tune was an Italian Festival award winner last year and the pretty melody is pleasantly voiced here by Anthony's trumpet. Worth spins. (Witmark, BMI) (2:33)

★★★ Worried Mind—(Peer International) (2:30)

JIM JACKSON

★★★★ F-Oldin' Money—EVEREST 20001—Lack of the green stuff is buggin' the singer here. This is one of the first sides under the new Everest management. It's got a good beat and the combo backing is strong. (4-Star, BMI) (2:30)

★★★ May I—(4-Star, BMI) (2:22)

ABBE LANE

★★★★ The Story of Love (English Version)—MERCURY 71787—Stations following the soft sweet music programming formats will find something of value in this Latin ballad sung by la Lane. The full ork backing is conducted by Xavier Cugat. (Rodeheaver, ASCAP) (2:31)

★★★ Mon Menage a Moi (French Version)—(Southern, ASCAP) (2:19)

BILLY AND THE ECHOES

★★★★ Come Softly—GALA 121—A rock-in' instrumental version of the Fleetwoods old hit, "Come Softly to Me." Good dance wax with a nice sound. (Cornerstone, BMI) (2:45)

★★★ Bodacious Twist — (Perry, BMI) (2:45)

KATHY YOUNG

★★★★ I'll Hang My Letters Out to Dry —INDIGO 146—Thrush sells this tearful ballad with feeling over warm support from the ork. Tune is a good one with a lyric that could appeal to the teens. (Beechwood, BMI) (2:14)

★★★ Lonely Blue Nights—(Figure, BMI) (2:25)

THE RIVINGTONS

★★★★ Papa-Oom-Mow-Mow — LIBERTY 55427—Exuberant warbling by lead singer and group on catchy rocker with amusing lyrics featuring nonsensical-type chant, with infectious tempo. (Beechwood, BMI) (2:25)

★★★ Deep Water — (Beechwood, BMI) (3:01)

HILLARD STREET

★★★★ Invisible Chains—REPRISE 20069—A good performance done against a smart backing with big ork and chorus sound. Tune is a ballad of heartache. (Lansdowne-Winston, ASCAP) (2:45)

★★★ The Best Actress (In the World)—(Ding Dong, BMI) (2:10)

DANY SAVAL-TOM TRYON

★★★★ Seven Moons (Of Beta-Lyrae)—VISTA 392—Here's a cute hunk of theme wax from the upcoming Walt Disney film fantasy, "Moon Pilot." Here the girl from space (Dany Saval) joins with pilot (Tom Tryon) in the vocal. Could get plays. (Wonderland, BMI) (2:22)

ANNETTE

★★★ That Crazy Place in Outer Space—(WDMCO, ASCAP) (2:20)

JEANNIE AND THE MILLER SISTERS

★★★★ Don't You Forget—HULL 750—The new thrush turns in a heartfelt vocal directed to her fella as he's going off to the service. Good arrangement and background work from the Miller Sisters. Watch this. (Keel, BMI) (2:30)

★★★ Roll Back the Rug — (Keel, BMI) (2:00)

★ ★ ★ MODERATE SALES POTENTIAL

THE EXOTICS

★★★★ Fortune Teller (Emorey, BMI) (3:04) — ★★★★★ Manpower (Famous, ASCAP) (2:18). CORAL 62310

THE BLUES BUSTERS

★★★★ There's Always Sunshine (Melder, BMI) (2:25) — ★★★★★ Donna (Melder, BMI) (2:12). New Orleans 727

OPHELIA McFALL

★★★★ Every, Every Night (Hidle, BMI) (2:50) — ★★★★★ One Heart-One Love (Hidle, BMI) (2:20). LITTLE STAR 110

EDDIE MARTIN

★★★★ I Found a Million Dollar Baby (Remick, ASCAP) (1:59) — ★★★★★ Keep Away From Julie (Howe-Lee, ASCAP) (2:35). MERCURY 71909

JEFF GORDON

★★★★ Peter Gunn (Northridge, ASCAP) (2:37)—★★★★ Freeway (Champion, BMI) (2:22). DECCA 31375

RALPH MARIERIE

★★★★ Caravan Twist (American Academy of Music, ASCAP) (2:30)—★★★★ Dry Marterie With a Twist (Judy, ASCAP) (2:05). UNITED ARTISTS 447

EARL HOOKER

★★★★ Blue Guitar (Melva, BMI)—★★★★ Swear to Tell the Truth (Melva, BMI). AGE 29106

ARLANE SHAW

★★★★ Lotia Lovin' (Song-Stoddard, BMI) (1:55) — ★★★★★ Disappointment (Song-Stoddard, BMI) (2:10). MIST 1016

JACK MERLIN

★★★★ I Beat the Blues (Tikl, BMI) (1:49)—★★★★ Girl of My Dreams (Mills, ASCAP) (2:48). DOT 16332

CLIFTON WHITE

★★★★ Dance What You Wanna (Kags, BMI) (2:15)—★★★★ Theme of Tomorrow (Kags, BMI) (2:12). SAR 128

LEANNE LEYDEN

★★★★ And Laura Was Her Name (Meadowlark, ASCAP) (2:16) — ★★★★★ Crazy Joe (Meadowlark, ASCAP) (2:19). DORE 628

BETTY O'BRIEN

★★★★ Money Honey (Walden, ASCAP) (2:20) — ★★★★★ Why Me? (Eden, BMI) (2:25). LIBERTY 55434

CORNELL BLAKELY

★★★★ You Broke My Heart (Jobete, BMI) (2:35)—★★★★ Don't Do It (Jobete, BMI) (2:09). RICH 1747

HARVEY

★★★★ Whistling About You (Fugan, BMI) (2:36)—★★★★ She Loves Me So (Birdsong, BMI) (2:25). TRI-PHI 1010

THE NORTHERN LIGHTS

★★★★ All Alone (I Sit and Wait) (Eric Lowner, ASCAP) (2:10)—★★★★ Summer-time (Gershwin) (2:50). PATT 058

JO ANN CASTLE

★★★★ Honky Tonk Twist (Harry von Tilzer, ASCAP) (1:47)—★★★★ I Want a Girl (Harry von Tilzer, ASCAP) (1:45). DOT 16342

THE CORDIALS

★★★★ The International Twist (Garpax-Janel, BMI) (2:39)—★★★★ Eternal Love (Garpax-Trinity, BMI) (2:50). REVELLE 106

TERRY MILLER

★★★★ Open Sesame (Fairway, BMI) (2:15)—★★★★ For Stealing Her From Me (Garpax, BMI) (2:05). REVELLES 105

THE DIAMONDS

★★★★ The Horizontal Lieutenant (Robbins, ASCAP) (2:07) — ★★★★★ Vanishing American (Bennie Benjamin, ASCAP) (2:25). MERCURY 71956

ROBIN LEE

★★★★ An Angel With a Broken Wing (Symbol, BMI) (2:45) — ★★★★★ Gambling Man (Argo, BMI) (2:09). REPRISE 20068

LARRY COLLINS

★★★★ T-Bone (Vidor, BMI) (2:12)—★★★★ Wild and Wicked Love (Metric, BMI) (2:15). COLUMBIA 42394

JUDY THOMAS

★★★★ I'll Leave Him Tomorrow (Earl Barton, BMI) (2:06) — ★★★★★ Welcome Home (Aldon, BMI) (1:50). PHILLIPS 48011

FRANK DUBOISE

★★★★ Chicken Scratch (Unart, BMI) (2:22)—★★★★ 'Cause We Couldn't Get Along (Unart, BMI) (2:27). UNITED ARTISTS 444

JERRY CAPEHART

★★★★ Theme for the Young and Blue (American, BMI) (2:20)—★★★★ Song of New Orleans (American, BMI) (1:55). CREST 1101

FORD EAGLIN

★★★★ Don't Slam That Door (Travis, BMI) (2:10)—★★★★ Nothing Sweet as You (Travis, BMI) (2:10). IMPERIAL 5823

THE CORVELLS

★★★★ He's So Fine (West-Higgins, BMI) (2:25)—★★★★ Baby Sitting (Lupine, BMI) (2:25). LUPINE 1004.

ARMANDO SCIASCIA

★★★★ Tiger Twist (Sweco, BMI) (1:58) — ★★★★★ Bi-A-Bi Chuca (Sweco, BMI) (2:00). KC 101.

CHUCK DALLAS

★★★★ Come On Let's Go (Lyndale, BMI) (2:27) — ★★★★★ Image of You (Lyndale, BMI) (2:04). KC 102.

H. B. BARNUM

★★★★ Call On Me (Cedarwood, BMI) (2:45) — ★★★★★ Oh! My Achin' Back (Hidle-Film & TV, Ultead, BMI) (2:43). RCA VICTOR 8014.

HUGO MONTENEGRO

★★★★ Tarantella (Brent, BMI) (2:03)—★★★★ Nenella Bella (Admont, ASCAP) (2:08). TIME 1048.

LENNY JOHNSON

★★★★ Am I Still Your Fool (O-Cal, BMI) (2:32)—★★★★ Gettin' With The Twist (Lols, BMI) (2:10). BETHLEHEM 3005.

"J" AND THE SABERS

★★★★ Twist Mary Sue (Marquette, ASCAP) (2:24)—★★★★ Little One (Marquette, ASCAP) (2:43). VAVRAY 1003.

TAMMY MONTGOMERY

★★★★ Voice of Experience (Ludl, BMI) (2:18)—★★★★ I Wanna' to Be Sure (Sea-Lark, BMI) (2:04). WAND 123.

JOHNNY SPENCE AND ORK

★★★★ The Doctor Kildare Theme (Robbins, ASCAP) (2:22)—★★★★ The Midnight Theme (Tin Pan Alley, ASCAP) (2:27). KING 5622.

R. DEAN TYALOR

★★★★ I'll Remember (Republic-Aim, BMI) (2:24)—★★★★ It's a Long Way to St. Louis (Republic-Aim, BMI) (2:07). MALA 444.

THE DIVIDENDS

★★★★ Sugar Babe (Maverick, BMI) (2:18) — ★★★★★ If Dreams Come True (Mary, BMI) (2:08). BONANZA 3457.

MARINO MARINI

★★★★ Jessica (Unhart, BMI) (2:06)—★★★★ It Is Better To Love (Unhart, BMI) (2:36). LONDON INTERNATIONAL 10703.

BONNY BROOKS

★★★★ In America (Sea-Lark, BMI) (2:22) — ★★★★★ Going to Church on Sunday (January, BMI) (2:50). MUSICOR 1019.

BOBBY GONZALES

★★★★ Got My Jo-Jo Working (Dare, BMI) (2:17)—★★★★ That Lucky Old Sun (Robbins, ASCAP) (2:46). KAPP 453.

DOROTHY BERRY

★★★★ The Girl Who Stopped The Duke Of Earl (Hidle-Pam, BMI) (2:29)—★★★★ I'm Determined (Hidle-Pam, BMI) (2:29). LITTLE STAR 111.

STU PHILLIPS

★★★★ One Day Early (BMI Canada Ltd., BMI) (2:03)—★★★★ This Heart of Mine (Cigma, BMI) (2:19). COLUMBIA 42393

THE SOLAR TONES

★★★★ Yesterday's Love (Fabulous, ASCAP) (2:19)—★★★★ Rumbling (Fabulous, ASCAP) (2:46). SOLAR-TONE 2200

SMILEY BURNETTE

★★★★ It's My Lazy Day (Golden West, BMI) (2:33) — ★★★★★ Old Fishin' Pole Starday, BMI) (2:46). STARDAY 586

MELVIN GAYLE

★★★★ Khrushchev Twist (Glad, BMI) (2:00) — ★★★★★ You're in Love (Grand Prize, BMI) (2:37). CASTLE 1664

BOB BAIN

★★★★ Soft Guitar (Montclare, BMI) (2:29) — ★★★★★ Experiment in Terror (Southdale, ASCAP) (2:20). RADIANT 1509

JACK BARTLEY

★★★★ What Does a Dream Mean? (Tucson, BMI) (2:00)—★★★★ Once in a Lifetime (Tucson, BMI) (2:17). INDIGO 140

THE CONES

★★★★ Treasure in the Sand (Carrie Biggs, BMI) (2:09)—★★★★ Pink Umbrella (Carrie Biggs, BMI) (2:36). DIAL 2231

JONI DAVIS

★★★★ Too Lonesome to Cry (M. Bernstein, ASCAP) (2:30) — ★★★★★ Somewhere There Is Someone (M. Bernstein, ASCAP) (2:15). FINER ARTS 1006

JERRY DYKES AND WESTERN RAMBLERS

★★★★ Twilight Zone (Pamper, BMI)—

New...Latest Release! New...Latest Release!

BRUCE CHANNEL

“NUMBER ONE MAN”

coupled with

“IF ONLY I HAD KNOWN”

SMASH S-1752



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Trend Points to Distrib Retail Outlet Operation

Continued from page 4

"Where does this leave the distributor? He's squeezed between the rack operator with his exorbitant demands and the small independent retailer whose credit is often bad and who can only take a limited amount of product anyway. Then, too, none of these people will take catalog items and sell them. There's only one answer. Open up your own store, or at least a leased department in a big chain or department store—where the traffic is—and you can do yourself a big favor.

"You are selling to yourself and you don't have to worry about collecting bills or taking returns. You're on top of everything and you can run a real tight operation. You can also buy right, because you are buying big."

The swing to the distant owned store or leased department has also brought about an increased focus on the one-stop in the local areas. Whereas the distributor will ship packaged product to his retail outlets, more often than not, singles will be handled through a local one-stop. This is because of the often wide variation in hit singles from market to market, and the necessity of having the hot ones when they're hot. "Singles for us are a small profit item but they are important in keeping customers happy so we stock them in depth," one distributor noted, "but we let a one-stop take care of the whole singles situation."

Biting the Hand

The movement of distributors and in some cases, one-stops, into the retail business poses distinct problems of customer relations. "It's rough because you are often moving right into direct competition with one of your dealer accounts," explains one distributor. "Believe me, nobody likes to do that. But the fact is that so many of the little stores only order in dribs and dabs, that you can't make enough from them to support your overhead. And if you don't move in on the good locations in the territory, you can bet that some out-of-town guy is going to beat you to it. There's little choice."

All of these developments make the problem of the small dealer a pressing and sometimes critical one. Many, in the words of distributors, "just get mad about conditions and stop ordering except when they have a special order. But they will never change the trends that way. They are just digging their own grave. The only answer for them is to diversify with other products, move

into a better traffic location or simply study what's happening and do the same thing before somebody else does it."

Portnoy Does It

At least one well-known New York dealer, Eddie Portnoy, of the Record Shack, has done just this. Noting the growing trend toward the leased department, Portnoy himself has contracted to run such departments in four of the new Floyd Bennett stores in Long Island shopping centers. Beyond this, he recently opened a new store at 59th and Lexington Avenue here.

Portnoy points out, as do the distributors who have opened their own stores, that such record men as themselves who know the business, can do a much better job than the non-tended rack which operates solely on an impulse basis. They also feel that

RELEASE 24 MUSIC TAPES

CHICAGO — Twenty-four tape packages are included in the initial release put out by Music Tapes, Inc., newly formed tape producing firm here, headed by Pete Fabri. Fabri was formerly sales manager of Bel Canto and left to form his own firm about a month ago.

The release includes tape versions of a number of hot-selling LP disk entries from the catalogs of United Artists and Vee Jay Records. These releases include such names as Ferrante and Teicher, Suater and Finnegan, Eddie Harris, Al Caiola, the Highwaymen, Steve Lawrence and Eydie Gorme, Cowboy Copas and George Jones. The tapes range in price from \$7.95 to \$9.95.

catalog items, almost totally overlooked by racks, can be sold effectively by the knowledgeable people who place good sales personnel in charge.

PICK UP THE PHONE

Dial-A-Disk System Lets Customer Hear & Order

MIAMI—A method of allowing record customers to audition new LP's on a phone circuit from the store to the living room is undergoing pilot tests here. The system, known as "Dial-A-Disk," carries a number of patents taken out by George R. Dodaro, president of Dial-A-Disk, Inc., and tests throughout Dade County were kicked off two weeks ago.

The system employs a special, compact amplifier-speaker unit which the store places in the customer's home near his phone upon payment of \$10 deposit. This is returned if the buyer wants to discontinue the service.

When the customer wants to hear some disks, he simply dials Dial-A-Disk headquarters on his phone and names the records he wishes to audition. The clerk then spins them with the sound coming out of a loudspeaker adjacent to the store phone mouthpiece. It's stressed that there is no physical contact made with the phone.

The customer on his end, hangs the phone in a handy cradle adjacent to the amplifier unit. The unit, it's claimed, transforms the telephone sound into a sound comparable to that of a radio.

When he has heard enough of the disk, and if he wants it, the buyer places his order over the phone and the disk is mailed the same day. It is received normally

within 24 hours. Each \$3.98 list record carries a discount of \$1 and comparable discounts are offered on higher-priced sets.

Thus, in the words of Dodaro: "We combine the convenience of the record clubs, the selectivity of retail stores, and the prices of a discount house, and, of course, the most important feature of all, the customer does not have to leave his home."

The company plans to continue its pilot studies in the Miami and Dade County areas for several months. If the tests are regarded as successful, the plan will be offered on a franchise basis in various parts of the country.

EIA Reports Phono Drop

WASHINGTON — Phono sales took a sharp nose-dive in January from December totals, according to a report last week from the marketing data department of the Electronics Industry Association. The dip applied to both monaural and stereo sales. The totals for the month were also below those of January 1961.

Monaural factory sales for January were 73,200 as against 132,822 in December and 80,366 in January 1961. With stereo, sales in January totaled 186,359, compared to 314,086 in December and 211,383 in January 1961. In the radio field, factory production was down in January compared to December totals but ahead of the figures for January of last year.

Superior Opens Win One-Stop

NEW YORK—Superior Distributors, New York, one of the strong indies here, opened its own one-stop last week called Win Records. The new one-stop, according to chief Sam Weiss, will specialize in Latin American and r.&b. disks to take care of specialty dealer accounts.

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

BEST SELLING TRANSISTOR RADIOS

Pos. This Issue	Pos. 1/6/62	Brand	% of Total Points
1	2	Motorola	16.1
2	1	Zenith	10.6
3	4	RCA Victor	7.6
4	5	Magnavox	6.6
5	3	Channel Master	5.7
6	—	Matsushita	4.7
7	—	Westinghouse	4.0
8	10	Toshiba	3.8
Others			40.9

BEST SELLING CLOCK RADIOS

Pos. This Issue	Pos. 1/6/62	Brand	% of Total Points
1	1	RCA Victor	31.9
2	2	Zenith	15.1
3	3	Motorola	14.2
4	4	General Electric	9.4
5	8	Emerson	6.1
6	—	Olympic	4.4
7	—	Magnavox	3.7
8	5	Westinghouse	3.5
Others			11.7

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.

CANADIAN-AMERICAN—Expires April 15, 1962. Started March 19, 1962.

New Santo and Johnny LP, "Come on In," is being offered on a plan of 20 free on 100 purchased.

MERCURY—Expires April 15, 1962. Started March 1, 1962.

David Carroll Month Plus 2. One album free for every six purchased on complete Carroll catalog of 18 LP's plus his latest package, "Dance to the Movie Themes." One for nine on the 14 new March album release, including two new F:35D "PPS" LP's. Fifteen for 100 on 35 albums in the "Highlight" series. See page 4, March 10 issue, for details.

RCA VICTOR—Expires April 15, 1962. Started March 15, 1962.

"Once-a-Year Discount Days." Discount an entire album catalog, including March and April releases, is available through Victor distributors. New York distrib is offering 20 per cent.

DOT—Expires April 30, 1962. Started April 1, 1962.

Spring Bonus Plan. Label is offering 2-for-10 on complete mono and stereo LP and EP catalog. See separate story, current issue, for details.

CAMEO-PARKWAY—Expires August 31, 1962. Started March 1, 1962.

Plan features a prepack of 80 LP's assorted of best-selling catalog and new releases, with minimum quantities of both mono and stereo, in a browser box. Dealers may purchase complete package initially at "unusual discounts and under stipulated conditions and may earn 12½ per cent reorder privilege for six months." Specific details are available through distributors.

MONITOR—No expiration date. Started January 31, 1962.

Five LP's are specially priced to the distributor at \$1 and \$1.98 to the consumer. The Oistrakhs, Gilels, Kogan, Rostropovich playing Bach, Mozart and Beethoven; The Oistrakhs playing Bach, Sarasate, Hindemith; Rachmaninoff Third Piano Concerto played by Merzhanov; Richter plays Schumann, and Franck, Let's Dance the Pachanga and Charanga.

SONODOR—Limited time only. Started March 31, 1962.

One LP free for every five purchased.

ALBUM COVER OF THE WEEK



GUYS & DOLLS—The Kirby Stone Four, Columbia CL 1714/CS 8514. Henry Parker, of Columbia's Photo Studio, does it again with most attractive, full-color photos on a double cover depicting scenes from Frank Loesser's hit Broadway show. A prime package for display in show sections and windows.

For the first time...true Stereo-High Fidelity from a REVOLUTIONARY POWER TRANSISTOR PORTABLE.

No tubes to replace...no record or stylus wear...records can last a lifetime!



the magnificent
Magnavox

The Stereograph Deluxe—all components in one case; nothing to set-up, just plug in and play. Looks like fine luggage—variety of beautiful colors, \$125

Never before—such deep, resonant bass—such beautiful, distortion-free music from a portable! Previously, the power output of portables has been limited by the size and the heat of tube amplifiers.

The exclusive new Magnavox POWER TRANSISTOR AMPLIFIERS not only give 5 times the distortion-free power of tube amplifier portables . . . but they also permit use of bigger, high-efficiency Magnavox speakers. Here is performance so amazing, that to demonstrate it is to sell it!

The most reliable portable ever! Engineered and ruggedly built to the highest standards of Magnavox excellence. No chassis heat to shorten the life of components . . . all parts are guaranteed for two years, customer carry-in service for one year.

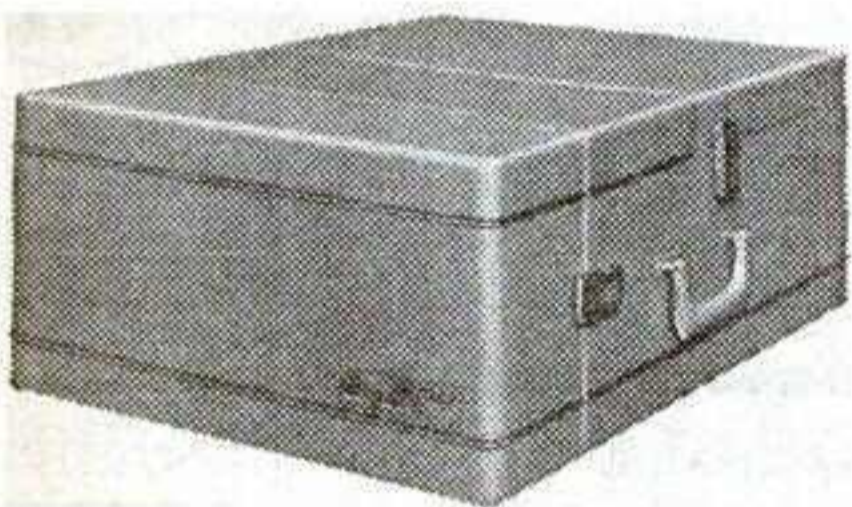


. . . includes the fabulous Micromatic Record Player—the same precision mechanism as in fine Magnavox consoles. Because it eliminates discernible record and stylus wear, the Diamond Stylus is guaranteed for 10 years!

Extensively advertised to your best prospects—in Holiday, Saturday Evening Post, National Geographic, Sunset, Sports Illustrated, New Yorker and the Scholastic magazine group.

Many other fast selling Magnavox portables, too!

Two-piece POWER TRANSISTOR Stereo Portable



The Quartette—with four speakers—two 8", two 5". Closed, it's beautiful luggage. Open, the second stereo channel removes easily from front hinges. In sparkling two-tone leather look colors, \$139.90.



The Saratoga—Budget-priced two-piece stereo. Second channel in removable lift lid. Two 6" speakers with coax tweeters. In two-tone colors, \$79.90.



The Troubadour—Sounds so big, costs so little. Monaural high fidelity—plays stereo records, too. Complete with Micromatic record player and 10-year Diamond stylus guarantee. In two-tone colors, only \$69.90.

The Magnavox Company, Bueter Road, Fort Wayne, Indiana. World leader in Stereophonic High Fidelity and quality Television

Magnavox means PROFITS!

The Magnavox Franchise is today's most profitable way of doing business in TV and Stereo. For Magnavox instruments are unequalled in quality, performance and value . . . and they sell in volume as proven at right. The small family of franchised Magnavox dealers enjoys \$142,300,000 in annual sales—all at full profit—without price-cutting—and without profitless "dumps!" Below, are more advantages that only the Magnavox Franchise gives you:

Actual Sales Averages of Magnavox dealers in 1961, by dollar volume ranking . . . at full profit per sale.

Top 10 Dealers . . . each averaged	\$1,635,294
Top 25 Dealers . . . each averaged	1,139,706
Top 50 Dealers . . . each averaged	823,529
Top 100 Dealers . . . each averaged	545,588

1. Only Magnavox limits number of dealers in each market.
2. Product superiority, demonstrable performance, style selection and value make Magnavox outsell all other brands in franchised stores.
3. Only Magnavox provides profit margins up to 20% higher than competition.
4. Only Magnavox guards your margins against discounters—no vicious price-cutting.
5. Magnavox is the only prestige line that sells in volume.
6. Magnavox list prices—actual selling prices—are from 20% to 50% lower than comparable models of other brands.
7. Only Magnavox continually keeps its dealers ahead of competition with significant product developments as shown above:

● **Reviews of New Singles**

● *Continued from page 82*

(2:25) — ★★ The Trakey-Doo (O-Cal, BMI) (2:45). BETHLEHEM 3004.

COASTALEERS

★★★ Don't Cry On My Shoulder (Diamond Jlm, BMI) (2:06) — ★★ Ernie's Special (Diamond Jlm, BMI) (2:00). DIAMOND 201.

MARTY BALIN

★★★ Nobody But You (Jat, BMI) (2:22) — ★★ You Made Me Fall (4-Star, BMI) (2:04). CHALLENGE 9146.

JOEY COOPER

★★★ This Heart Of Mine (Jat, BMI) (2:10) — ★★ I'm A Fool (American, BMI) (2:20). CHANCELLOR 1103.

AMES BROTHERS

★★★ Good Fellow Medley (Parts I & II) (Part I 3:04-Part II 3:14). CORAL 65554.

BOB AZZAM ORK

★★★ Amen Twist (Blem, ASCAP) (2:43) — ★★ Kill Watch (Zodiac, ASCAP) (2:19). LONDON INTERNATIONAL 10802.

THE DEMOTRONS

★★★ The Pretzel Twist (Jamac, BMI) (2:22) — ★★ Meet Mr. Calahan (Leeds, ASCAP) (1:45). RADAR 2616.

JOHNNY OTIS

★★★ It Must Be Love (O-Cal, BMI) (2:31) — ★★ She's All Right (Sonlo-O-Cal, BMI) (2:20). KING 5606.

TANI JONES

★★★ Mu Other Me (Nasta, BMI) (1:54) — ★★ Half Past Love Time (Nasta, BMI) (2:20). MOSAIC 1005.

LONNIE SATTIN

★★★ Who's Gonna Mention My Name (Ludix, BMI) (2:27) — ★★ I Believe (Cromwell, ASCAP) (3:15). SCEPTOR 1229.

DICK DEWAYNE COMBO

★★★ Unknown Riders (Forever, BMI) (2:24) — ★★ Witchcraft (Forever, BMI) (1:55). ADONA 1446.

Spiritual three star record revs 4-7 rk

KINGDOM BOUND SINGERS

★★★ A Few Words About Jesus (Avenue, BMI) (2:50) — ★★ I'll Wait On Jesus (Sonlo, BMI) (2:25). FEDERAL 12459.

THE GALATIANS

★★★ He Said He Would Deliver Me (Avenue, BMI) (2:28) — ★★ Holiday Religion (Tannen Ent, BMI) (2:36). KING 5624.

PETER COLUMBO

★★★ Mighty John Glenn (Pun-Jon, BMI) (2:00) — ★★ Ain't Cha Gonna Miss Me (Pun-Jon, BMI) (2:10). ORCHID 226.

RICHIE WYNN

★★★ You're Too Late (Sloma, BMI) (2:08) — ★★ Spookin' (Sloma, BMI) (2:10). SOMA 1182.

AL MICHAEL

★★★ Twist Every Witcha-Kinda-Way (Red-Stack) (1:50) — ★★ Say You're Mine (Red Stack) (2:20). MONTEL 101.

★★★★ STRONG SALES POTENTIAL

JAZZ

SUNNY HARRIS

★★★★ Sad Sacks — CHEROKEE 778—There's some nice tender sax blowing from Harris on this medium tempo swinger. Side, if it gets around might find a place in the hearts of juke box fans. (Lunsford, BMI) (2:50)

★★★ Friendship Seven—(Lunsford, BMI) (2:50)

★★★★ SATIN IN HIGH HEELS

Sound Track. Charlie Parker PLP 406—Although the flick that this sound track comes from did not get very good reviews, Mundell Lowe's music can stand on its own feet as a jazz album. The music has a good melodic feeling and a group of top jazzmen play it in bright style. Musicians include Lowe himself, Clark Terry, Don Costa, Al Cohn, Ernie Royal, and George Duvivier. Good wax.

COUNTRY & WESTERN

JUSTIN TUBB

★★★ Walking the Floor Over You—STARDAY 582—Justin sings his Dad's great hit and he does it with verve and feeling. The side could grab good play. (American, BMI) (2:53)

★★★ They Painted a Picture for Me—(Starday, BMI) (2:07)

BOBBY AUSTIN

★★★★ Put Me Back Together Again—CAPITOL 4733—This is a bouncy tune that's very pop in presentation. Austin sings the lyric with feeling while the chorus chants in the background. The side has a fine lyric idea. (Central, BMI) (2:11)

★★★★ Look Out Heart (We're Going to Lose Again)—This weeper is set in a

bright tempo with the new boy turning in a fine singing performance. Chorus and combo backing adds to the side. (Central, BMI) (2:17)

WYNN STEWART

★★★★ I Don't Feel at Home—CHALLENGE 9142—This is a country weeper that the boy sings with feeling. Story tells of how he misses the lass. Country backing contains electric guitar and rhythm. (4-Star, BMI) (2:51)

★★★ I Done Done It — (4-Star, BMI) (2:01)

SPIRITUAL

R. H. HARRIS AND GOSPEL PARADERS
★★★★ Pass Me Not—SAR 127—A slow, soulful and expressive hunk of wax. Harris has a fine, moving sound and the group contributes solid support. This can do well in the market. (Kags, BMI) (2:35)

★★★★ Tronblin' Mind—A powerful side, in the hand-clapping, upbeat rhythm pattern. More solid chanting by Harris and his colleagues. Two strong efforts. (Kags, BMI) (2:18)

SISTER ROSETTA THARPE

★★★★ This Is a Mean Old World to Live In—VERVE 10249—Gal packs plenty of passionate conviction into a dramatic gospel theme that builds. Strong item for market. (Mills, ASCAP) (3:04)

★★★★ That's All—This is a swinging gospel item with jazz-flavored backing and fervid reading by the artist. Both sides are from her album "The Gospel Truth."

SACRED

JIMMY MARTIN

★★★★ God Guide Our Leader's Hand—DECCA 31376—This is a plea for heavenly guidance for world leaders. The country performance is very strong. Backing by banjos, guitars and such is fitting. (Champion, BMI)

★★★★ God Is Always the Same—God's unchanging light is the subject matter of this inspirational side. Martin does a fine job of projecting the tune while the country chorus and combo back him up. (Champion, BMI) (2:05)

★★★ MODERATE SALES POTENTIAL

JAZZ

LARRY FRAZIER

★★★ Before Six (Curton, BMI) (2:40) — ★★ After Six (Curton, BMI) (2:38). IMPULSE 205.

FOLK TALENT & TUNES

By BILL SACHS

Columbia artist George Morgan has been engaged to join the vete-getting entourage of Tennessee's ex-governor, Frank G. Clement, and Alabama's George Wallace late this summer. On the tour for Clement, who had previously served two terms as Tennessee governor and who long has been a great friend of country music, Morgan will be accompanied by Johnnie Adams with his Ko-Ko the Clown act. Morgan will travel eight weeks in Alabama with Wallace, who is being opposed by ex-governor Jim Folsom. Meanwhile Morgan is preparing for a three-week tour of Europe in June to entertain men in the Armed Services. . . . Station WSM, Nashville, last week issued an attractive booklet, liberally illustrated, commemorating "Grand Ole Opry's" appearance at New York's Carnegie Hall last November 29. The souvenir booklet, in addition to the photos, contains the story of the show's New York appearance, quotes from the metropolitan dailies and trade press, and a general plug on the "Opry."

Veteran c.&w. deejay and country music personality Parker Willson, 53, whose colorful broadcasting career stretches back to the 1920's, died in a San Antonio hospital March 27 of cancer. Willson, who spent many years as a staff announcer for several

COUNTRY & WESTERN

BASHFUL BOBBY WOOTEN

★★★ The Image of You—The White Rose (R. J. Wooten, BMI) (2:15, 2:09) — ★★ This World Is Full of Troubles—Golden Bells (R. J. Wooten, BMI) (1:58, 2:41). GRC 105

JOHNNIE COOK

★★★ Talking In My Sleep (Stone & Cook, BMI) (2:47) — ★★ Blues Coming On (Stone & Cook, BMI) (2:35). FIDELITY 4052

★★★ MISTER GUITAR

Arthur (Guitar Boogie) Smith and his Crackerjacks. Starday SLP 173

FOLK

JEAN DURAND

★★★ Crawfish (2:38) — ★★ Horizon Chant (1:12). HORIZON 4501

RHYTHM & BLUES

DANNY BROWN

★★★ Standing on the Corner (C. Shaw, BMI) (2:45) — ★★ Chewing Gum (C. Shaw, BMI) (2:17). EARTH 702

SPIRITUAL

FLORENCE ROBERTS

★★★ Come Ye Disconsolate (Consolidated, ASCAP) (4:06) — ★★ Just as I Am (Consolidated, ASCAP) (3:14). AR-RAWAK 100

SACRED

BETHELAIRES QUARTET

★★★ It's Different Now (2:43) — ★★ I'm Bound for That City (3:22). ECHO 5006

LIMITED SALES POTENTIAL

POPULAR

BEN TATE

Paint Horse, Old Pal Of Mine (Winslows, ASCAP) (2:11) — You Ought to Take a Little Time Out (Winslow, ASCAP) (2:16). RONNIE 2002.

COUNTRY & WESTERN

BOB MEADOR AND THE VIRGINIAN ENTERTAINERS

The Old Dominion Waltz (Powhatan, BMI) (2:38) — Dancing With the Blues (Powhatan, BMI). DOMINION 1011

SACRED

THE BETHELAIRES QUARTET

Too Near Home (P. D.) (2:12) — He Will Lead His Children Home (P. D.) (1:39). ECHO 5005.

BILLBOARD MUSIC WEEK HOT C & W SIDES

This Week	Last Week	By special survey for week ending 4/7		Weeks on Chart
		TITLE, ARTIST, LABEL & NUMBER		
1	1	SHE'S GOT YOU, Patsy Cline, Decca 31354		6
2	2	MISERY LOVES COMPANY, Porter Wagoner, RCA Victor 7967		13
3	8	CHARLIE'S SHOES, Billy Walker, Columbia 42287		6
4	4	A WOUND THAT TIME CAN'T ERASE, Stonewall Jackson, Columbia 42229		12
5	11	ALLA MY LOVE, Webb Pierce, Decca 31347		9
6	3	A LITTLE BITTY TEAR, Burl Ives, Decca 31330		10
7	7	THAT'S MY PA, Sheb Wooley, MGM 13046		13
8	6	WALK ON BY, Leroy Van Dyke, Mercury 71834		31
9	5	ACHING, BREAKING HEART, George Jones, Mercury 71910		7
10	17	TEARS BROKE OUT ON ME, Eddy Arnold, RCA Victor 7984		4
11	21	WILLINGLY, Shirley Collie & Willie Nelson, Liberty 1343		4
12	14	NOBODY'S FOOL BUT YOURS, Buck Owens, Capitol 4679		7
13	10	UNLOVED, UNWANTED, Kitty Wells, Decca 31349		6
14	16	THREE DAYS, Faron Young, Capitol 4696		3
15	22	IF A WOMAN ANSWERS, Leroy Van Dyke, Mercury 71926		2
16	12	LONESOME NUMBER ONE, Don Gibson, RCA Victor 7959		16
17	23	WHERE I OUGHT TO BE, Skeeter Davis, RCA Victor 7979		5
18	9	LOSING YOUR LOVE, Jim Reeves, RCA Victor 7950		17
19	15	CAJUN QUEEN, Jimmy Dean, Columbia 42282		9
20	19	SOMETIMES I'M TEMPTED, Marty Robbins, Columbia 42246		10
21	25	TO A SLEEPING BEAUTY, Jimmy Dean, Columbia 42282		5
22	24	AIR MAIL TO HEAVEN, Carl Smith, Columbia 42222		13
23	13	HAPPY JOURNEY, Hank Locklin, RCA Victor 7965		13
24	18	GO ON HOME, Patti Page, Mercury 71906		8
25	27	BIG BATTLE, Johnny Cash, Columbia 42301		2
26	—	JUST AIN'T, Lester Flatt & Earl Scruggs, Columbia 42280		1
27	28	ANYWHERE THERE'S PEOPLE, Lawton Williams, Mercury 71867		23
28	26	WHAT I FEEL IN MY HEART, Jim Reeves, RCA Victor 7950		16
29	20	DEAR IVAN, Jimmy Dean, Columbia 42259		10
30	29	CRAZY, Patsy Cline, Decca 31317		21

March 17. Previous record was held by Hank Thompson. . . . Ferlin Husky and Smiley and Kitty Wilson were joined last week by the Husky band for dates in Colorado Springs, Colo.; Albuquerque, N. M., and Amarillo and San Antonio, Tex. Promoter Bob Smith, of KHVH Radio, Honolulu, reports that Husky played to huge crowds on his recent swing around Hawaiian military bases.

Carl Smith makes his first appearance at Heiser's Shadow Lake Ballroom, near Seattle, with Jack Roberts and the Evergreen Drifters April 7. Carl's new Columbia album is titled "Easy to Please." . . . Red Foley and Tex Ritter will co-star on a Midwestern tour arranged by Harry (Hap) Peebles, Wichita, Kan., promoter. Trek begins Wednesday (4) at the Coliseum, Sioux Falls, S. D., and will include stops at Omaha, Neb., April 5; Lincoln, Neb., 6; Topeka, Kan., 7, and Kansas City, Mo., 8. Package will also spot Hank Morton, Kathy Perry, Shauna Lawrence, Bobby Lord, Wilma Lee Cooper, and Merl Lindsay and His Western Swing Band. . . . Hubert Long reports

that a package booked by him and featuring Jim Reeves, Ernest Tubbs, Patsy Cline and Don Reno and Red Smiley played to 7,500 patrons at Greensboro, N. C., March 16, and to more than 10,000 at Charlotte, N. C., March 17.

April bookings find Smiley Burnette in Bonham, Tex., April 6; Gatesville, Tex., 7; Corsicana, Tex., 10; McKinney, Tex., 12; Weatherford, Tex., 13; Belton, Tex., 14, and Georgetown, Tex., 28. . . . Shirlee Hunter has been set as a feature of the Shenandoah Apple Blossom Festival, Winchester, Va., May 3-5. A show and dance on the final night will highlight Miss Hunter, Buck Owens and his unit plus other talent. R. J. Alford Jr., festival manager, has designated May 5 as Country Music Day, with a c.&w. talent contest being held from 12 noon until 6 p.m., the winner to get a \$100 prize and an audition with one of the leading record companies. Miss Hunter jumps to Winchester from Harrison, Tenn., where she will be featured at the opening (Continued on page 91)

THE HOTTEST NAMES ON RECORDS!

**MARY
WELLS**

**"THE ONE
WHO REALLY
LOVES YOU"**

MOTOWN #1024

**THE
MIRACLES**

**"I'VE BEEN
GOOD
TO YOU"**

TAMLA #54053

Thanks, disk jockeys, for all those spins...

**THE
TEMPTATIONS**

**"DREAM
COME TRUE"**

GORDY #7001

**LITTLE
OTIS**

**"I OUT DUKED
THE DUKE"**

TAMLA #54058

TAMLA / MOTOWN RECORDS

2648 West Grand Blvd. Detroit, Michigan

TV Rate Report Headlines ASCAP Meet

Continued from page 5

activity in the concert and recital field, and urged the Society to give more recognition to this. He also discussed the educational field and the possibility of license income therefrom. A treasurer's report by Frank Connor brought the membership up to date on pertinent financial matters.

Notes Injustices

Fred Fox, head of Sam Fox Music, reporting for the Publishers' Advisory Committee, complimented the members of that group for suggestion which had resulted in changes in the weighting formula, which in turn mean a more equitable distribution. Fox noted that injustices still remained to be corrected — terming the logging system unjust and the voting system undemocratic. He also posed the matter of users dominating publishers, and pointed out that many changes were needed to ensure the existence of the indie publisher. He hoped that the spirit of the committee would help all publishers.

A request by Pinky Herman that ASCAP hold a special meeting in the near future, at which members could ask questions of the executives, developed into a colorful colloquy between Herman and Adams. Herman alleged the members were "in the dark" about many matters and urged that a motion to hold such a meeting be voted upon immediately. "It's time we illuminated them," Herman said. This was defeated. Herman may submit the request to the board.

Charles Tobias castigated Herman as overstepping the bounds of propriety "in assuming the right to speak for every member of ASCAP." The chair cautioned Tobias not to engage in criticism of personalities. Tobias apologized,

then proceeded to make all his points by talking about the tactics of "some members." Plainly meaning Herman, he said "Some members have assumed the right to speak for every member . . . they villify . . . they browbeat . . . No man is big enough to tell off ASCAP."

Sees Disaster

The most impassioned talk was made by Redd Evans, who boldly assailed the ASCAP leadership for what he termed ASCAP's present crisis. Evans stated the Society was approaching disaster, was dying. He attacked the philosophy of offering a rate cut to broadcasters, pointing out that other groups consistently draw more income. He charged that since 1952, activities of the board of directors were aimed at introducing gimmicks and nullifying the Consent Decree of 1950. The gimmicks, he charged, were calculated to deliver performance money to a self-perpetuating board. He charged that 70 per cent of the distribution was allocated to background music. He termed this a "hoodwinking" of the Justice Department.

Evans quoted trade paper statistics tending to indicate that BMI was virtually as big a music source as ASCAP. "That's enough to shake you up," he said. Evans stated that only encouragement for writers, and proper remuneration, would solve the Society's problems—this rather than "overprotection of the old against the young." In describing the Society's philosophy Evans at one point charged it with "embalming the past in order to frustrate the future."

Larger Ad Budget For Packard-Bell

LOS ANGELES—Packard-Bell is earmarking an ad budget 35 per cent greater than last year for its annual spring tonic promotion on its AM-FM stereo phono combination console line. The move toward heavier schedules was prompted by advance distributor and dealer orders 23 per cent higher than expected, according to ad and promotion director, Bill Reedy.

Starting two weeks ago, 89 national ads had already been scheduled, with a heavy trade promotion also planned to back the effort. Home products division vice-president, Ken Johnson, predicted a 60 per cent unit volume increase in the sales of the consoles.

Attendance Gain At L. A. Hi-Fi Show

HOLLYWOOD — The Los Angeles High-Fidelity Show, which closed here last week, showed a 26 per cent increase in attendance over the previous year, pulling 27,500 persons to its exhibits at the Ambassador Hotel. The show was staged by the Institute of High-Fidelity Manufacturers.

According to IHFM president, Ray Pepe, the show was a sellout as far as exhibitor space was concerned. Pepe attributed the heavy turnout, despite rainy weather, to a concentrated use of TV plugs. In addition, a full-page ad was used in The Los Angeles Times announcing the show and listing the various exhibitors.

IHFM Re-Elects Pepe; New Officers Named

HOLLYWOOD—Ray Pepe was re-elected president of the Institute of High-Fidelity Manufacturers during its sessions here last week, returning him to office for an additional two-year term. Pepe was unopposed on the slate. Pepe is vice-president of James B. Lansing Sound, Inc.

Newly elected members of the IHFM board of directors included Saul Marantz (Marantz Co., Inc.), Vic Pomper (H. H. Scott), Herb Horowitz (Empire Scientific) and Rudy Bozak (R. T. Bozak Manufacturing Co.). Wybo Semmelink (Norelco) was elected secretary. Walter Stanton (Pickering), Leonard Carduner (British Industries Corp.), Ed Miller (Sherwood) and Norelco's Semmelink will remain on the board to complete their elected terms.

Musitime Countersuit

Continued from page 10

er's name. All sheet music carries such designations.

When such designations are not employed on sheet music or a copy of a recording, it is claimed that the copyright, according to the Copyright Act, automatically becomes a property in the public domain. The claim is made that recordings of all the tunes involved in the case exist without such proper copyright designations, thus all the tunes are claimed to be in "pd." It is held that precedential decisions handed down in recent years by Federal Judges Igoe and Seibell, both uphold this contention.

The attack on the entity of the Fox office itself is contained in a countersuit lodged by National Musitime. It is claimed that all the publishers represented in the Fox suit and numerous others, have contributed to the establishment of a pool under the control of the Fox office. It is contended that such a pool is in violation of the Sherman Anti-Trust Act.

Tradesters familiar with copyright matters regarding the action with considerable interest since certain possible outcomes of the case could have wide ramifications

BILLBOARD MUSIC WEEK HOT R & B SIDES

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	By special survey for week ending 4/7	Weeks on Chart
1	1	TWISTIN' THE NIGHT AWAY, Sam Cooke, RCA Victor 7983	8	8
2	4	SOUL TWIST, King Curtis, Enjoy 1000	8	8
3	13	SLOW TWISTIN', Chubby Checker, Parkway 835	3	3
4	5	SOMETHING'S GOT A HOLD ON ME, Etta James, Argo 5409	6	6
5	9	LOVE LETTERS, Kefly Lester, Era 3068	5	5
6	17	CUTTIN' IN, Johnny (Guitar) Watson, King 5579	6	6
7	21	MASHED POTATO TIME, Dee Dee Sharp, Cameo 212	2	2
8	12	HEY! BABY, Bruce Channel, Smash 1731	7	7
9	7	LOST SOMEONE, James Brown & the Famous Flames, King 5573	16	16
10	22	AIN'T THAT LOVING YOU, Bobby Bland, Duke 338	4	4
11	6	ANNIE GET YOUR YO-YO, Little Junior Parker, Duke 345	4	4
12	15	OUR ANNIVERSARY, Shep & the Limelites, Hull 748	7	7
13	2	LET ME IN, Sensations, Argo 5405	10	10
14	3	TUFF, Ace Cannon, Hi 2040	10	10
15	11	DUKE OF EARL, Gene (Duke of Earl) Chandler, Vee Jay 416	12	12
16	19	WHAT'S SO GOOD ABOUT GOODBYE, Miracles, Tamla 54053	9	9
17	8	CRY TO ME, Solomon Burke, Atlantic 2131	7	7
18	28	MIDNIGHT SPECIAL, Jimmy Smith, Blue Note 1819	6	6
19	—	I FOUND A LOVE, The Falcons & Band, Lupine 1003	1	1
20	10	SMOKY PLACES, Corsairs, Tuff 3030	13	13
21	18	JAMIE, Eddie Holland, Motown 1021	13	13
22	23	ALWAYS A FIRST TIME, Earl King, Imperial 5811	4	4
23	—	THE JAM, Bobby Gregg & His Friends, Cotton 1003	1	1
24	25	TRA LA LA LA LA, Ike and Tina Turner, Sue 757	2	2
25	—	WHO WILL THE NEXT FOOL BE, Bobby Bland, Duke 347	1	1
26	16	I'M BLUE, Ikeettes, Atco 6212	13	13
27	20	DEAR LADY TWIST, Gary (U. S.) Bonds, LeGrand 1015	11	11
28	—	SAVE YOUR LOVE FOR ME, Nancy Wilson & Cannonball Adderly, Capitol 4693	1	1
29	14	LETTER FULL OF TEARS, Gladys Knight & the Pips, Fury 1054	15	15
30	26	BABY DON'T LEAVE ME, Joe Henderson, Todd 1066	10	10

New Decca Promo

Continued from page 4

Jan Garber, Warren Covington, Earl Grant, the Irving Fields Trio, Teresa Brewer, Big Tiny Little and Jackie Wilson.

The plan carries special incentives for dealers, who are also being furnished with two completely separate sets of mobiles for in-store display purposes. The "Music, Music, Music" promotion, according to Decca spokesmen, contains a broad sampling of material in the firm's catalog.

Liberty Sales Up

Continued from page 4

of stereo LP sales. Bennett also stated that the foreign market has grown in volume, and that Liberty's foreign royalty collections from EMI are expected to pass the \$200,000 mark, and the label's direct export of finished product during the year just closing totaled more than \$250,500.

in the structure of the music business as it is now constituted.

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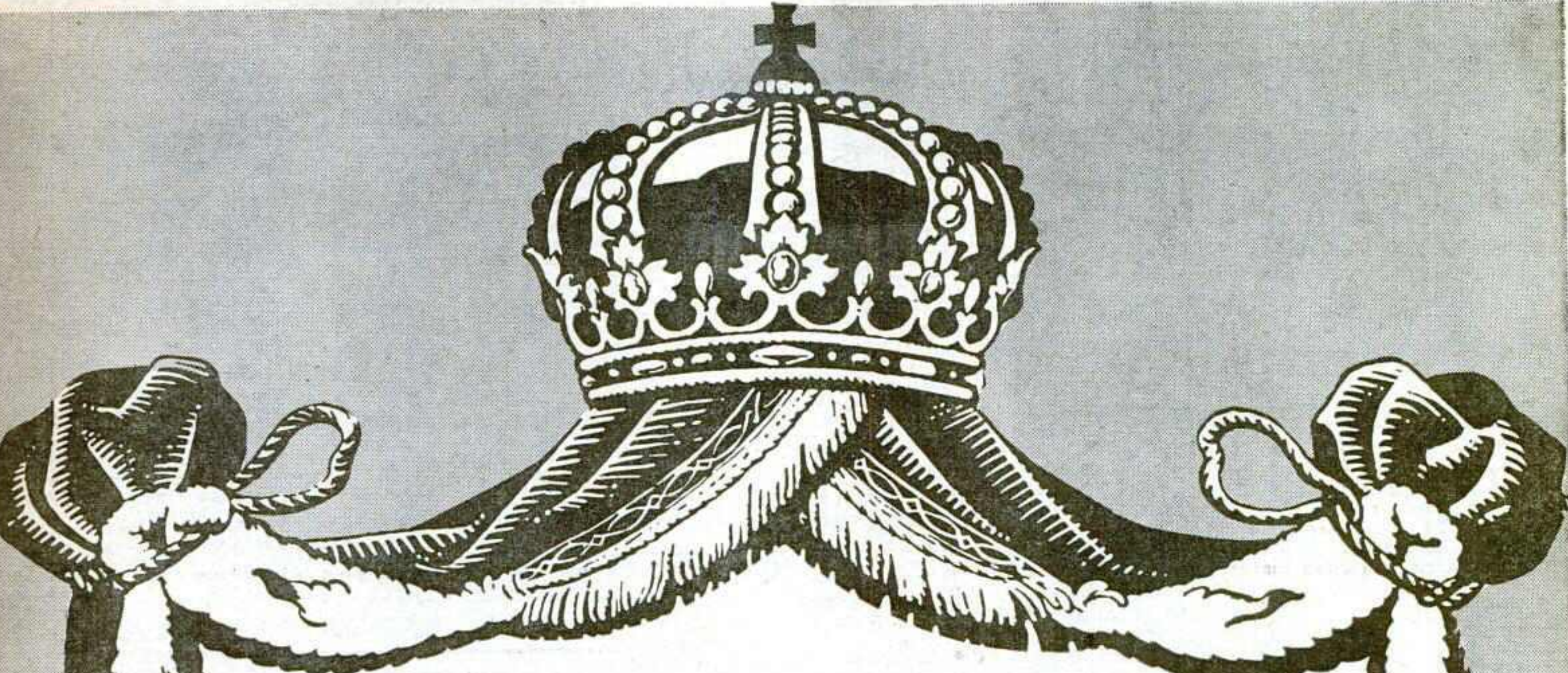
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The Duke Of Earl



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440

The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 26

Country & Western

RAY PRICE SINGS SAN ANTONIO ROSE

Billboard Pick
Columbia CL 1756 (M) CS 8556 (S)—Ray Price pays tribute to composer-ork leader Bob Wills on this fine new album that should sell well in the country and western fields, and the pop field too. Sides are arranged in the Bob Wills band style, and Price sings them with feeling. Tunes include "San Antonio Rose," "Roly Poly," "Home In San Antone" and "You Don't Love Me." A fine album.

SPECIAL MERIT ALBUMS

Pop

ALL AMERICAN

Billboard Pick
The Champs. Challenge 614—Here's a delightful recreation of the score of the new Broadway musical, "All American." Arrangements feature both the familiar rocking sound of the Champs; twin sax, guitar and rhythm lineup as well as sweeter readings of ballads, featuring a mixed vocal group. For contrast, jocks can spin "What a Country," as a rouser and "Once Upon a Time," a fine ballad. Set is worth a lot of spins.

Jazz

THE GREAT LESTER YOUNG

Billboard Pick
Imperial LP 9181A—A vote of thanks should go to the Imperial label for this indispensable collection of Lester Young recordings from a decade or more ago. The sides were originally issued on the Aladdin label and feature some of the most significant young tenor sax work available. Top-flight collectors' titles include "D. B. Blues," "Jammin' With Lester" and "Lester Blows Again."

SHELLY MANNE AND HIS MEN PLAY "CHECKMATE"

Billboard Pick
Contemporary M 3599—Shelly Manne and his quintet take seven of the themes from the "Checkmate" series on this set. The group gives the selections a highly literate reading with precise ensemble and ranging solo work. Russ Freeman, piano; Conte Candoli, trumpet, and Richie Kamuca, tenor sax are the soloists. The music is particularly suited for jazz interpretation. The composer, Johnny Williams, is a jazzman of some stature himself. The title "Checkmate," "The Isolated Pawn" and "The King Swings" rank as better tracks.

Spoken Word

CLEM McCARTHY: THE VOICE OF AMERICAN SPORTS

Billboard Pick
Special narration by Ed Sullivan. Riverside DLP 7522—This is one for sports fans. One of the pioneers of the sportscasters, Clem McCarthy, is caught in a number of memorable broadcasts of prize fights and horse races. The set is narrated by Ed Sullivan, who introduces the individual tracks. Among the monumental events included are the Schmeling-Louis fights, a number of Kentucky Derby runs and the Seabiscuit-War Admiral matched race contest that still stands as one of the biggest moments in the sport of kings. McCarthy's humor and naturalness comes across wonderfully.

Reviews of New Albums

Continued from page 26

The line-up, presented attractively by ork and young vocal chorus, includes such recent and current hit single songs as the title tune, "Dear Lady Twist," "Midnight in Moscow Twist," "The Twist," "Hit the Road Jack Twist" and "Twistin' the Night Away."

★★★★ STATE FAIR
20th Century Strings Ork. 20th Fox FOX 3057—The richly melodic Rodgers-Hammerstein score is wrapped up in a lushly arranged instrumental treatment by the 20th Century Strings ork. In addition to the old favorites ("It Might as Well Be Spring," "It's a Grand Night for Singing," "That's for Me," etc.) two new tunes by Rodgers (written for the new movie version starring Pat Boone and Bobby Darin) are included in this package. A solid jockey programming item.

★★★★ LOVE EMBERS AND FLAME
Jackie Gleason. Capitol W 1689 (M), SW 1689 (S)—All the familiar components of a Jackie Gleason mood album are here in abundance—soft, warm, moody arrange-

ments (this time by George Williams) featuring strings and tastily used horns, romantic, slow tempo ballads and a cover highlighting a romance-minded duo. Tunes include "Always and Always," "How About Me," "Where Are You," etc. Strong deejay wax.

★★★★ STARS IN OUR EYES
Four Freshmen. Capitol T 1682 (M), ST 1682 (S)—The Freshmen tip their collective hats to a flock of other popular vocal groups, by adapting the biggest hits of their friendly competitors to their own familiar styling. For example, they do "I Thought About You," (the Hi-Lo's); "Green Fields," (Brothers Four); "Tom Dooley" (Kingstons), plus tunes closely associated with the King Sisters, Four Aces, Andrews Sisters, Modernaires, DeCastro Sisters, Four Lads, Four Coins and the Ames Brothers. A good idea, carried off with the usual professional polish of the Frosh.

★★★★ JESSICA
Sound Track. United Artists UAL 4096 (M) USA 5096 (S)—United Artists has mapped out a big promotional tie-up be-

tween theaters and the UA label on this sound-track package which should help sales considerably. The movie, starring Maurice Chevalier and Angie Dickinson, spotlights a frothy Parisian-styled score with some personable warbling by Chevalier and several liting instrumentals penned by the late Marguerite ("Irma La Douce") Monnot.

★★★ MODERATE SALES POTENTIAL

★★★ LOVE IS A NECESSARY EVIL
Don Elliott and his Ork with Irma Curry. Columbia CL 1754 (M). CS 8554 (S)

★★★ TWIST WITH THE LIONS
Metro M 300 (Stereo & Monaural)

★★★ I'M ALWAYS CHASING RAINBOWS
Bill Cunningham. Choreo A-3 (Stereo & Monaural)

★★★ MAY YOU ALWAYS
Page Morton. MGM E 3994 (Stereo & Monaural)

★★★ COLLEGE HOP
Northern Lights. PATT LP 101

★★★ CHICKEN TWIST, VOL. 2
Paul Livert and the Lions. Metro M 318 (Stereo & Monaural)

★★★★ STRONG SALES POTENTIAL

JAZZ LP'S

★★★★ MOST MUCH!
Jimmy Forrest. Prestige PR 7218—A too long overlooked tenor saxist (except for his one flash of popularity as the soloist on "Night Train"), Jimmy Forrest comes through with a hard-driving and thoroughly professional album here. He has a vital and urgent style that should make him an instrumentalist to watch. It should appeal to those who find jazz satisfaction in the playing of Eddie (Lockjaw) Davis and Gene Ammons. Intelligent exploitation of this album and careful recording in the future could add to his salability immeasurably. "Annie Laurie," "Soft Winds" and "Robbins Next," are fine examples of his talent.

★★★★ SOUL PIONEERS
Milt Jackson Quartet. Prestige PR 7224—Prestige has re-packaged another of its fine jazz sets here. The set features three members of the Modern Jazz Quartet: leader Jackson on vibes, and the bass-drums team of Percy Heath and Connie Kay with piano star Horace Silver, in six easy swing and ballad sides recorded some seven years ago. Those who think of "Soul" jazz as being a biting, funky type will find this album much too tame. It is, instead, a wonderfully fluid, tasteful collection much in the MJQ groove. "Stonewall," "Moonray" and "Nearness of You" hit a high caliber of performance admirably.

★★★★ GLOOMY SUNDAY AND OTHER BRIGHT MOMENTS
Bob Brookmeyer Ork. Verve V 8455—Trombonist Bob Brookmeyer leads an all-star big band organization through eight fine tracks. Brookmeyer did much of the arranging and some composing for the date. In addition to Brookmeyer, there are tracks written by Eddie Sauter, Al Cohn, Ralph Burns, and Gary McFarland. Not only are the unison performances top-flight, but the tracks abound with swinging solos. The title tune, "Some of My Best Friends" and "Detour Ahead" are some of the better tracks.

★★★★ JACK QUIGLEY IN HOLLYWOOD
Sand C 28—Jack Quigley shows off his arranging, writing and piano work on this swinging jazz album. He is accompanied on an attractive collection of his own tunes by Frank Capp on drums and Chuck Berghofer on bass. Quigley shows off some meaningful piano work on the disk. Best sides are "Ode to Keats" and "Don't Go Now."

★★★★ MIDNIGHT IN MOSCOW
Teddy Buckner and His Trad Jazz Band GNP 68—Here's a six-man traditional lineup (trumpet by Buckner, plus clarinet, trombone and rhythm) applied to a reprise of the current smash single hit by Kenny Ball's British trade group, plus 11 other tunes identified to a greater or lesser degree with the Dixie scene. These include "Jada," "Sister Kate," "Bill Bailey" and others plus the title tune. A spinnable and listenable group of sides.

★★★★ 2° EAST, 3° WEST
Various Artists. Pacific Jazz PJ 44—This is a re-packaging of an album made some six or seven years ago. The set features an all-star organization drawn from both East and West Coasts—hence the title. John Lewis is responsible for most of the organization on the date, including writing the title tune. With him is his MJQ bass player Percy Heath, Chico Hamilton, drums; Jim Hall, guitar, and Bill Perkins, tenor sax. Nice, easy, swinging jazz.

★★★★ LES LIAISONS DANGEREUSES
Sound Track. Charlie Parker. PLP 813—Duke Jordan, who is credited as the composer of the score from the film, according to the liner, leads his own group

through an interpretation of the jazz-oriented background music. With the pianist are Charlie Rouse, tenor sax, and Sonny Cohn, trumpet as well as a fine rhythm section. Some of the better tracks are "No Problem No. 2," "Subway Inn" and "The Feeling of Love." A commendable performance of the score.

CLASSICAL LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ REGINA RESNIK: ON THE WINGS OF OPERA
London OS 25316 (Stereo)—Regina Resnik sings arias from "Carmen," "Die Walkure" and "Il Trovatore," among others, in splendid voice. The opera star interprets each of the roles (or rather portions of the roles), with deftness and emotion. She is admirably backed by Edward Downes conducting the Orchestra of the Royal Opera House, Covent Garden.

★★★★ HAYDN: THE SEVEN LAST WORDS OF CHRIST
Various Artists; Vienna State Opera Orchestra (Scherchen). Westminster WST 17006 (Stereo & Monaural)—Here is one of the most-performed of the pre-Easter oratorios and the new stereo package makes a welcome addition for dealers looking to the holiday trade. Dr. Kurt List did his usual top quality job in bringing off the recording, done in Vienna. Cast includes sopranos Virginia Babikian and Ina Dressel; alto Eunice Alberts, tenor John VanKesteren and bass Otto Wiener.

★★★★ BACH: ST. JOHN PASSION (3-12")
Various Artists; Phyllis Curtin, Waldemar Kmetz and (Scherchen). Westminster WST 319 (Stereo & Monaural)—The earlier of Bach's two settings of the Passion story, the "St. John Passion," is more dramatic than the "St. Matthew Passion," but the latter's music has become more familiar. There are but four other versions of this work available, and only one other in stereo. This new set, performed with devotion and sensitivity under Hermann Scherchen's baton, emphasizes its musicality. It should earn considerable enthusiasm from collectors and connoisseurs.

★★★★ STRONG SALES POTENTIAL

SPECIALTY LP'S

INTERNATIONAL

★★★★ GERMAN FAVOURITES OF THE EARLY '50'S, VOL. 2
Various Artists. Universe ULP 522—This is the second volume in the label's collection of favorite German tunes of the early 1950's. It spotlights Friedel Hensch, Bully Buhlan, and Rene Carol. Some of the tunes are familiar in the U. S. too, such as "O Mein Papa" and "Tango-Max." Sides are all performed well, and the collection is a good one for the German market.

★★★★ SONGS FROM VIENNA, VOL. 1
Various Artists. Universe ULP 523—This fine collection of songs from Vienna features a flock of top vocalists from Austria, including Heinz Contads, Paul Horbiger and Fred Kraus. They are played in good style by the orchestra, and the singers handle them with proper feeling and warmth. Good item for German and Austrian areas.

RELIGIOUS

★★★★ SONGS OF FAITH
Fred Waring Chapel Choir. Decca DL 74234 (Stereo & Monaural)—The label has put together a marketable packaging of hymns and anthem material, featuring one element—the vocal one—of the Waring organization. Conductor here is Lara Hoggard and organ accompaniment is by Robert Baker. Listeners will enjoy the Roy Ringwald arrangements of "Blest Be the Tie," "Rock of Ages," "Jesus Lover of My Soul," etc.

★★★★ IN A MONASTERY GARDEN
Jesse Crawford. Decca DL 74240 (Stereo & Monaural)—Jesse Crawford, veteran of the console, plays a group of inspirational favorites that include "The Rosary," "The Lost Chord," "The Lord's Prayer," "Ave Maria" (both the Schubert and the Bach-Gounod version), and Humperdinck's "Evening Prayer." The arrangements and interpretations are soothing and attractive.

SOUND

★★★★ THE BRILLIANT SOUND OF PIANOS AND PERCUSSION
Caesar Giovannini. Mercury PPS 6026 (Stereo)—Recorded on 35mm. magnetic film, this package features outstanding sound and capable performances by pianist Giovannini (in his debut as a solo LP artist) and some standout keyboard and percussion musicians, including Shelly Manne, Bobby Hammock and Ray Turner. Listenable standards are wrapped up in lush instrumental treatments, featuring three pianos, organ, novachord, celeste, tack piano,

(Continued on page 91)

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Reviews of New Albums

Continued from page 90

glockenspiel, harpsichord and a flock of different percussion instruments — bongos, gourds, cowbell, tuned log, etc.

COMEDY

★★★★ FROM THE SECOND CITY
Original Cast. Mercury OCS 6203 (Stereo & Monaural)—The satirical comedy of the "Second City" company was a big hit in Chicago, but only had a brief run on Broadway. However, the show has moved over to an off-Broadway theater-nitery in Greenwich Village, which could keep this package alive as a sales item. Performances are good, skits are funny and material is off-beat.

COUNTRY & WESTERN

★★★★ HARDROCK GUNTER PLAYS COUNTRY GUITAR
Gee Gee 162—This small seven-inch LP contains eight selections, displaying Hardrock Gunter's warm country guitar stylings. It should appeal to fans who enjoy real country guitar work. All of the tunes were penned by Gunter himself, the best tracks including "Rebel Guitar Picker" and "Guitar on the Mountain."

★★★ MODERATE SALES POTENTIAL

CLASSICAL

★★★ CAMPRA: REQUIEM
Jean-Pallard Orchestra; Philippe Cailland and Stephane Caillat Chorales (Fremaux). Westminster WST 17007 (Stereo & Monaural)

★★★ WALTZING IN VIENNA

more will LIVE
the more you GIVE

HEART FUND



Vienna State Opera Orchestra. Westminster WST 17010 (Stereo)

JAZZ

★★★ JACK QUIGLEY'S CLASS IN SESSION
Sand C 30

INTERNATIONAL

★★★ SONGS FROM THE HEIMAT, VOL. 1
Various Artists. Universe ULP 524

★★★ SONGS FROM GERMANY, VOL. 1
Various Artists. Universe ULP 525

★★★ PORTUGUESE POPULAR FADOS
Joao Tudella. Universe ULP 548

★★★ PORTUGAL: MUSIC FROM THE CABARET MOCAMBIQUE
Danny Baker's Ork. Universe ULP 545

COUNTRY & WESTERN

★★★ THE COLDSTREAM GUARDS GO WEST
The Band of the Coldstream Guards. Riverside RLP 7523 (Stereo & Monaural)

FOLK

★★★ FOLKLORE FROM HUNGARY
Orchestra and Chorus 'Duna' Ensemble Budapest (Vavrinecz). Westminster WST 17008 (Stereo & Monaural)

BLUES

★★★ GOOD FEELING BLUES
Dan Terry's Big Band. Cinema C 1001

COMEDY

★★★ HOW TO SPEAK HIP
Del Close and John Brent. Mercury OCS 6205 (Stereo & Monaural)

SEMI-CLASSICAL

★★★ WALTZING TO THE STRAINS OF STRAUSS
Vienna State Opera Orchestra. Westminster WST 17009 (Stereo)

SPIRITUAL

★★★ GLAD TIDINGS QUARTET
Echo EP 6003

FOLK TALENT & TUNES

Continued from page 86

of Lakefront Park along with Don Reno and Red Smiley and Their Tennessee Cut-Ups and Decca artist Barbara Allen. All the above bookings were arranged by Jim Gemmill, Richmond, Va., promoter.

After a month's swing through California, George Jones and Georgie Riddle are back in Nashville, where Jones is working on a new album for United Artists. While on the Coast, the lads guested on the "Country Music Time" TV-er in Los Angeles and on Cottonseed Clark's TV show in Oakland, Calif. Jones and Riddle are booked for the country music show to be held in New York's Carnegie Hall May 10. . . . Joe Richie, Buddy Records artist, was in Nashville March 26 for a waxing session at the Bradley Studios. . . . Country Johnny Mathis (United Artists) and the Teen Beats scored handily on their recent appearance on "Cowtown Jubilee," Fort Worth, with the result that they return there come Saturday (7).

Marvin Montgomery, leader of the "Big D Jamboree" band, Dallas, is producer of Bruce Channel's "Hey, Baby! . . . Tom Paul and the Glaser Brothers do the yodeling on Jimmie Davis' new Decca release, "Where the Old Red River Flows." . . . Marty Martin and His Rangers, now in their 17th month on KOLN-KGIN-TV, Lincoln-Grand Island, Neb., where they are heard daily with their hour-long "RFD 10" show, played

a benefit dance for the Cedars Home for Children at Antelope Park Pavilion, Lincoln, last Thursday (29). The Marty Martin Fan Club sponsored the affair. Marty and his lads have been doubling on dance dates through Kansas the last two months.

Slick Norris and wife Betty are back home in Highlands, Tex., after a 4,200-mile promotion and business trek to the West Coast, where Slick found time to cut a Toppa Records session with Wade Ray at the new Toppa recording studio in Los Angeles. Man behind the gun on the Ray session was Biff Collie, c.&w. jock at KFOX, Long Beach, Calif. Wade's first two sides for Toppa couples a Wayne Walker ballad with a novelty tune. Norris is personal manager to Adrian Roland and Warren Smith. The former is also skedded for an early release on Toppa. Early in April Norris hops to Beaumont, Tex., to cut a Toppa session on Smokey Stover. Smokey penned one side of the new George Jones release, "Sometimes You Just Can't Win."

Roy Drusky joined Sonny Burns, Slim Whitman and others in a big country spectacular at Austin, Tex., Monday (2). Show was produced by Clyde (Barefoot) Chesster, of KOKE, Austin's all-c.&w. outlet. . . . Cliffie Stone Associates, Hollywood, has signed Tex Williafs (Capitol) and Skeets McDonald (Columbia) to an exclusive management pact.

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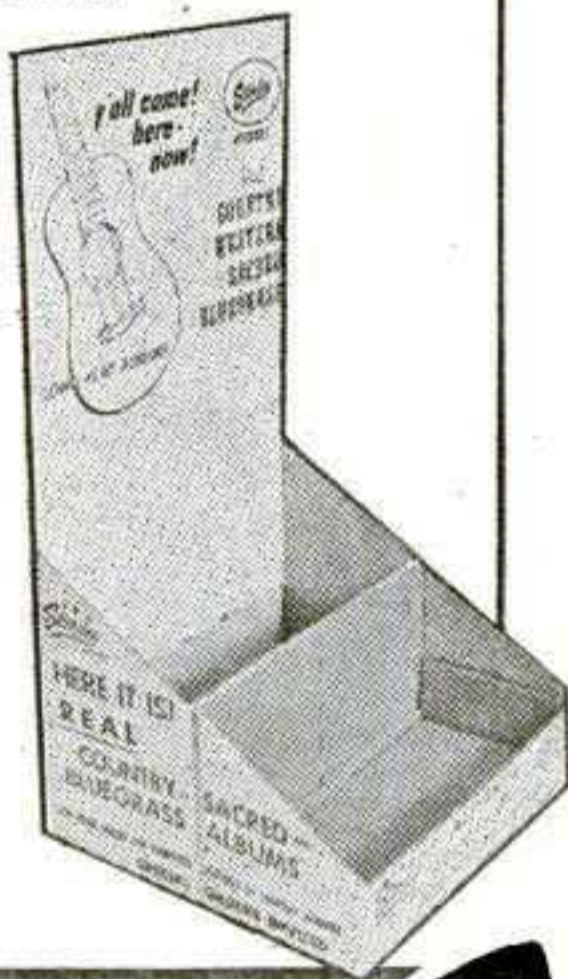
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RECORDS
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Country and Gospel International
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MOA Cracks Down on Non-Exhibitors; Limits Artists to Co-Operating Labels

By NICK BIRO

CHICAGO—Music Operators of America last week announced that only record companies who exhibit at the group's coming annual convention will be allowed to have artists participate in the floorshow at the association's traditional wind-up banquet.

The move is interpreted as a tightening of policy by the operator association toward the diskeries.

In still another move, MOA announced that winners of its first MOE Awards would have to be exhibitors to receive the award publicly at the banquet. "If a winner is not present as an exhibitor," MOA declared, "the award will be shipped to the record company involved. However, MOA does not intend to publicize non-exhibiting winners."

MOE Awards

The MOE Awards, inaugurated this year by MOA, are to be made

in three categories: (1) Outstanding juke box artist; (2) Outstanding juke box record of the year; (3) Record company producing the best juke box records for the year.

Six record companies have signed to date to exhibit at MOA's May 6-8 convention at Chicago's Morrison Hotel: Capitol, Columbia, Dot Jay Jay Polka Records, MGM and Plaza Records.

MOA added that, "Mercury Records, while not listed as an exhibitor, has graciously provided Griff Williams' band, under the direction of Bob Kirk, as the floor-show back-up orchestra.

Artists Named

"Jay Jay Records, an exhibitor, is providing a polka band, Li'l Wally and the Harmony Boys, in the

entertainment classification. MGM will send Tony Morell. Other artists will be announced as they are confirmed."

The MOA banquet has been one of the high points of the group's annual conclave. Record companies customarily vie for representation on the program.

Attendance by operators and guests is usually well over 1,000, limited only by the size of the ballroom. The program, which has had as many as some 40 or so acts, usually runs from three to five hours.

Ops Feel Slighted

In recent years there has been a tendency to cut down the length of the program, but this is usually

(Continued on page 101)

30 Exhibitors Set For MOA Confab

CHICAGO—Music Operators of America has come up with some 30 exhibitors and pre-registrations of some 450 operators as plans for its May 6-8 convention move toward completion.

Exhibitors include six record companies, one juke box manufacturer (AC Automatic Services, Inc.) and a variety of amusement game and vending firms. Another juke box manufacturer, United Music Corporation, is also expected to come into the show.

It appears almost certain that MOA will substantially beat both its exhibitor and attendance figures from last year. The 1961 show in Miami Beach, Fla., drew an estimated attendance of some 1,600 and some 37 exhibitors.

Last Year Off

In past years the exhibitor total has generally been around 60, with attendance pegged at around 2,000, representing traders and guests from all aspects of the coin machine and record industry.

MOA noted that the current total of 30 exhibitors accounts for some 49 booth spaces. In process, but not confirmed, says MOA, are 12 booth spaces involving five exhibitors. There are 10 booths still open in the equipment exhibit area, five of which are in the process of being sold.

MOA added there are six booths still open in the area historically assigned to record manufacturers. The association noted it has "reserved these booths for their traditional users up to this point . . . but that receiving no commitment, will open them to equipment exhibitors within the near future." (See separate story on diskeries.)

Predict High Attendance

MOA predicted that attendance would be helped because a number of game manufacturers were also planning distributor meetings in conjunction with the MOA conclave. The National Coin Machine Distributor Association is also planning to meet at that time.

Program plans for the convention include a welcoming address by George A. Miller, MOA president; a discussion on Internal Revenue Service (IRS) rules and regulations by Samuel J. Michaelson, chief of the IRS audit division, and an address by Congressman George P. Miller, chairman of the House Committee of Science & Aeronautics. Miller's address will cover in detail the U. S. space exploration program.

Exhibitors to date include AC Automatic Services, Inc.; American Shuffleboard Company, Bally Manufacturing Company, Billboard Music Week, Capitol Projectors Corporation, Capitol Records Distributing Corporation, Cine Sonic Sound Company, Columbia Records, Commercial Equipment Company; Continental-Apco, Inc.; Dot Records, Fischer Sales, Jay Jay Polka Records, Irving Kaye Company, Logan Distributing Company, MGM Records, McFadden Amusement Corporation; Nail-Tone, Inc.; National Rejectors, Inc.

National Shuffleboard Company; National Vendors, Inc.; Plaza Records, Star Title Strip Company, Strong-Arm Charley, Union Trust Life Insurance Company, Urban Industries, Valley Sales, Wico Products, Williams Electronic Manufacturing Company and Koin Equipment Distributing Company.

Peach State Opens Branch

COLUMBIA, S. C.—Peach State Music Company, Wurlitzer distributor with offices in Atlanta and Macon, will open a branch office at 729 Lady St. here, partners W. N. (Dyke) Hawes and Al Hawkins announced.

Open house will be held at the Columbia headquarters, April 15-16, with door prizes and drawings for other merchandise prizes.

In charge of the Columbia office will be veteran sales executive Jim Faulk. Faulk was formerly associated with Fletcher Blalock, New Orleans Wurlitzer distributor, and covered South Carolina when Blalock had that territory.

A. D. Palmer, Wurlitzer advertising and sales promotion manager, will be on hand for the opening.

Special Stacy Juke Box Disk Five-Pack

CHICAGO — Relatively new Stacy Records is putting out a five-pack for the juke box trade. It'll feature Al Duncan in a session recorded live at the Chicago Scene, local twist emporium.

Stacy's Lou Reizner said that plans call for additional juke box directed product to be released in the future.

The three-year label recently underwent some reorganization. Reizner assumed the post of national sales manager in addition to his job as a.&r. head. Barbara Mathys, formerly in the clerical department, takes over as production head. Jim Gaylord continues as the label's president.

Kansas Op Tests Pinball Tax

By ROGER MYERS

TOPEKA, Kan. — Final determination of a Topeka amusement firm operator's lawsuit against an Internal Revenue Service regulation on some types of pinball machines might come the first of next week.

The operator's attorney said he expects decision then from the federal judge who is trying the case.

The IRS regulation under attack states that pinball machines which possess certain characteristics are

automatically gambling devices. These machines must bear a special \$250 IRS tax stamp or they will be seized.

Under the regulation, IRS agents do not have to witness a payoff on the machines—they can seize them just as they stand, unless of course the machine has the tax stamp.

Tennant Case

The Topeka operator is Stanley Tennant who owns Melody Music, Inc., here and Stan's Amusement

Company of Fort Scott, Kan. His is not the only suit pending before Federal Courts, but it is the most promising in that it attacks the IRS regulation from a different angle.

To test the regulation, Tennant's attorney directed the Topeka operator to buy a tax stamp for one of his machines.

After buying the stamp, the attorney filed a protest with the Kansas IRS Director, alleging the

(Continued on page 99)

EUROPEAN NEWS BRIEFS

Monacans Dig Kelly Disk

MONTE CARLO — Monaco's juke box operators have ordered a series of special disks featuring sound tracks from Grace Kelly films. The disks are intended to provide a phonograph send-off to "Her Grace" on her return to Hollywood. Juke box operators report that Kelly is a magic name in the trade; any disk remotely connected with the Monaco royal family automatically zooms to the most-played list on Monegasque phonographs. There is special magic connected with the Kelly voice, which is described as having "hypnotic allure."

Coin Duties Down 40%

BRUSSELS—Customs duty on coin machines has been reduced 40 per cent from pre-Common Market levels as a result of the progressive creation of the European Economic Community or Common Market. The second four-year stage of the EEC's 12-year transition period (1958-1970) became effective as of January 1, 1962. In fact, agreement to go ahead with the second stage was not reached until January 14, after an all-night meeting which had successfully ended 200 hours of discussion and 45 working sessions. Entry into the second four-year phase puts the economic community at virtually the "point of no return" for the abolition of all tariffs among the member states.

Horst Wessel Disk Allowed

KIEL, W. Germany—Police have declined to confiscate juke box disks of the Horst Wessel Lied, the "anthem" of the Nazi Party. A Swedish firm produced the disk based on the Nazi roistering song, titling it "Alpenrose." The Swedish disk gives rock and roll treatment to the Horst Wessel song. Police say they have no authority to confiscate the record unless the disk can be proved an incitement to violence or can be linked to noxious neo-Nazi activity. Neither is the case so far. Operators report that the publicity has stimulated play, but most of them are wary of the publicity lest it backfire to the detriment of the trade.

Dutch Go for Bowlers

SCHEVENINGEN, Holland—Operators are calling 1962 the "bowler season" in Holland. More bowler games are being placed at Dutch resorts than ever before. It is estimated that a total of 500 or more bowlers will be in operation this season only at Dutch beach resorts, and that the operating elsewhere in the country may boost the total to 1,700 bowlers exclusively. The bowler is bowling big in Holland on the heels of the Continental bowling boom. Bowlers are particularly prized in weather-fickle Holland as "rain insurance"—a rain check against dreary days at the beach.

Berliners Dance by Juke Box

WEST BERLIN—A survey shows that 35 per cent of all West Berlin juke boxes are now used for dancing. Many of the boxes have replaced pianists and combos. Many more, however, are being used to expand small bistros and soft-drink parlors to dancing spots. Juke box dancing is being encouraged by city authorities as an inexpensive, practical way to increase rapidly the city's recreation facilities. It's no secret that Berliners are jittery about the city's future, and that the city authorities are trying to keep the citizens' minds off their trouble by giving them hard work by day and fun by night.

Dial M—for—Music

MUENSTER, W. Germany—Hill & Probst Gmbh & Company is promoting its new remote-selection juke box under the slogan "Dial M—for—Music." The Hill & Probst box, called Magic Music, is an 80-selection box with a telephone dial remote-selection mechanism. The Magic Music is described as "more a music system than a music box," a reference to its extreme flexibility. The remote-selection units can be distributed as desired, and the box proper can be displayed as prestige decor or concealed, according to the choice of housing.

Danes Settle Royalty Fight

COPENHAGEN—Danish operators apparently have settled their disputes with KODA and GRAMO, representing the composers-authors and performing artists, respectively. As is the case in West Germany, GRAMO has been demanding payment by the operators of a separate royalty to the performing artists. This would be in addition to the performing rights royalties, and parallels the demand of the GVL in West Germany for artist royalties. Danish operators have negotiated a settlement based on the German formula, whereby the operators will increase the total royalty paid the copyright society, this additional payment to be passed on by the copyright society to the performing artists organization.

Wichita Judge Decides Pinball Games Aren't Gambling Units

WICHITA, Kan.—Police Judge William Woodard has ruled that multiple-coin insertion pinball machines are not gambling devices as defined under the Wichita city ordinance. He dismissed charges of possessing gambling devices against eight defendants. As the result of the ruling, the machines are automatically restored to the defendants.

In response to a question by John Dekker, assistant city attorney, as to what constituted a gambling device, Judge Woodard, answered:

"A gambling device per se must preclude other pleasure or amusement and must pay off in money or property." He pointed out that the police had claimed that the machines were gambling devices

per se, without presenting any evidence of payoffs.

\$250 Federal Tax

The police had checked federal tax records and had raided those machines on which the \$250 federal gambling tax had been paid. They did not raid machines on which the \$10 amusement tax had been paid.

According to Kansas precedent, free games do not constitute gambling. Judge Woodard said he would not go beyond the precedent.

He added: "The Wichita ordinance goes beyond the State law in that the ordinance bans possession. But with both the ordinance and the State law, definition of what constitutes a gambling device is up to the city commission and the State Legislature."

Cow Town Takes Big City Phono Program

By BOB LATIMER

DENVER—Attempting to program for the small-town market with more country and western tunes is a definite mistake, according to Don Nichols, owner of Loveland Music Company, juke box route in Loveland, Colo.

Nichols, a comparative newcomer to juke box operations, went into phonograph operating with the theory that country music would be just the thing for this livestock-breeding, cattlefeed lot area. Consequently, in setting his first phonographs, he provided around 50 per cent of the music menu in country-type tunes.

"It was a real mistake all the way," Nichols said. "The play on country numbers was exactly what it would have been if I had only three or four on the menu, and

this pulled down the over-all take substantially. In fact, I soon found that it actually irritated people who wanted to hear new hit tunes to find the title strips crowded with country and western novelties."

Nichols then made an experiment. In shopping in a Denver one-stop, he picked a standard menu being used by a large-scale Denver operator for a typical metropolitan location, and bought the same records across the board for a Loveland tavern spot.

"Here, the results were thoroughly satisfactory," Nichols said. "The same Twist numbers, the same top favorite novelties, and old favorites which Denver listeners wanted were equally popular with my small-town customers, and their ranch neighbors."

(Continued on page 99)

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.

GOOD LUCK CHARM AND ANYTHING THAT'S PART OF YOU	ELVIS PRESLEY RCA Victor 7992
SOLDIER BOY AND LOVE IS A SWINGIN' THING	SHIRELLES Scepter 1228
SHOUT (Part I) AND SHOUT (Part II)	JOEY DEE & THE STARLITERS Roulette 4416
JAM (Part I) AND JAM (Part II)	BOBBY GREGG & HIS FRIENDS Cotton 1003
WHAT'D I SAY (Part I) AND WHAT'D I SAY (Part II)	BOBBY DARIN Atco 6221
AT THE CLUB AND HIDE NOR HAIR	RAY CHARLES & HIS ORK ABC-Paramount 10314
SHOUT (Part I) AND SHOUT (Part II)	ISLEY BROTHERS RCA Victor 7588

Coin Machine Exports

December, 1961

Country	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
West Germany ..	694	\$ 428,076	11	\$ 2,080	377	\$ 115,461	1,082	\$ 545,617
Belgium	320	225,666	217	54,900	560	136,674	1,097	417,240
France	—	—	15	11,895	865	349,567	880	361,462
United Kingdom .	50	32,206	73	43,153	516	208,644	639	284,003
Switzerland	118	91,397	—	—	78	34,042	196	125,439
Canada	57	45,270	—	—	331	51,386	388	96,656
Nan Islands	63	42,180	50	23,475	6	3,000	119	68,655
Japan	—	—	161	28,760	138	29,710	299	58,470
Venezuela	48	39,995	—	—	91	18,424	139	58,419
Chile	55	33,223	—	—	23	8,846	78	42,069
Italy	—	—	—	—	141	32,630	141	32,630
Mexico	12	12,465	71	17,925	—	—	83	30,390
Peru	31	26,170	—	—	—	—	31	26,170
Ecuador	22	15,330	—	—	—	—	22	15,330
Other Countries ..	42	30,517	114	34,998	302	55,334	458	120,849
Totals	1,512	\$1,022,495	712	\$217,186	3,428	\$1,043,718	5,652	\$2,283,399

New Juke Boxes Account for Jump In December U. S. Coin Exports

By AARON STERNFIELD

NEW YORK—American exports of juke boxes and coin-operated amusement games last December hit \$2,283,399, an increase of more than \$500,000 over the previous month, according to statistics released this week by the U. S. Department of Commerce.

Biggest increase was in the shipment of new juke boxes—from \$547,804 to \$1,022,495, with unit sales jumping from 846 to 1,512. West Germany alone bought 694 new American juke boxes. The previous month, sales were only 236 units. Belgian new juke box purchases rose from 192 to 320 units.

Used juke box sales, too, increased—from 585 to 712 units, with dollar volume rising from \$181,956 to \$217,186.

New Machine Market

West Germany, which once was a prime market for used phonographs, appears to be a new machine market. Only 11 used units valued at \$2,080 were exported to West Germany, compared with 694 new units valued at \$428,076.

While the actual number of amusement games shipped from the U. S. declined (from 4,154 units to 3,428 units) in December, the value of these exports increased from \$979,090 to \$1,043,718.

The Department of Commerce does not break down new and used games as it does phonographs. However, it's a safe guess that foreign buyers are leaning more and more toward new games.

No Dumping Place

It is no secret that the days when an American distributor could use the export market as a dumping place for obsolete or improper-functioning equipment is long past.

Foreign buyers—particularly those in Europe—have achieved a degree of sophistication, and they won't buy merely because it comes from an American source.

Largest buyer of U. S. juke boxes and games in December was West Germany—which boosted its purchases from \$246,142 to \$428,076.

Belgium, which had been the largest overseas purchaser in November, was in second place, with total purchases of \$417,240, slightly more than its November purchases.

Viva La France

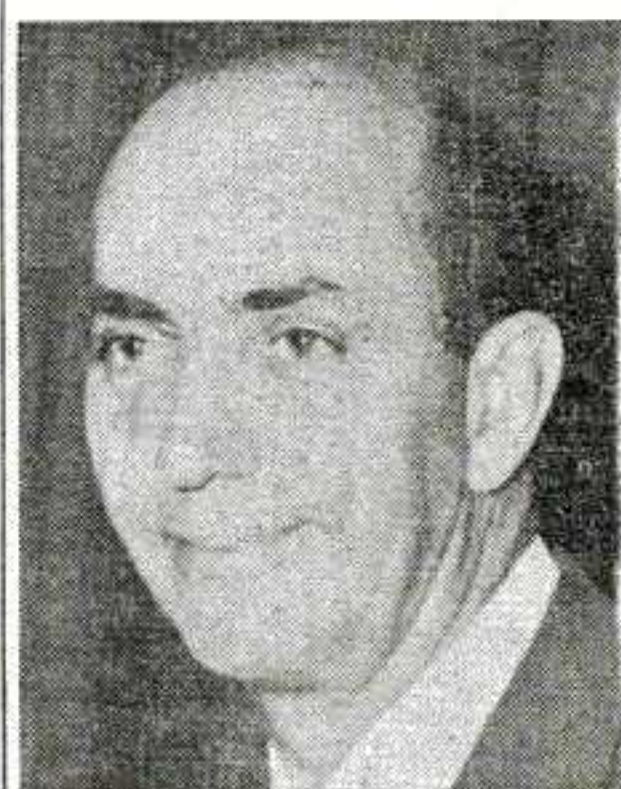
France replaced the United Kingdom in third place, with total purchases of \$361,462. The French bought no new juke boxes and only 15 used ones. But they did buy 865 games valued at \$349,567. French games purchased in December were far and away the largest made by any foreign country.

French purchases reflect the domestic juke box manufacturing growth and the sales of German boxes in the European Common Market. Their reliance on American games points out that the Europeans are still not able to challenge the Americans in this department.

Biggest surprise in the December figures was the emergence of Switzerland as a major buyer. The Swiss ranked behind the United Kingdom, with purchases of \$125,439. The previous month, they ranked 14th, with purchases of \$22,180.

As far as the U. S. is concerned, the coin machine export market is still oriented toward Europe. The five top buyers were West Germany, Belgium, France, United Kingdom and Switzerland—in that order. Among them, they account for more than two thirds of all U. S. coin machine exports.

C. V. McDowell Elected Prexy Memphis Assn. Hot Debate Precedes the Sending Of Miss. Pinball Bill to Committee



CHARLES V. McDOWELL

MEMPHIS — Charles V. McDowell, vice-president and general manager of Southern Amusement Distributing Company, was elected president of Memphis Music Association last week for a one-year

JACKSON, Miss.—A hot verbal dispute flared among legislators last week when the controversial bill which would classify pinball machines as gambling devices was called to the Senate floor.

The heated debate ended with the bill being sent to a committee where it is expected to die.

Sen. E. K. Collins of Laurel proposed the bill, which, by classifying pinballs as gaming devices, would outlaw them. Violators would be punished, on conviction,

owner of Or-Matt Amusement Company. McDowell served in the past year as treasurer of Memphis Music Association.

Guy Canipe, Canipe Amusement Company, was elected vice-president, succeeding Alan Dixon, general manager of S & M Sales Company.

Edward Bodenheimer, Bodenheimer Amusement Company, was elected treasurer, the office McDowell had.

The officers reappointed Klyce Perry, office manager of S & M Sales Company, secretary.

The election was at the monthly dinner meeting at Bill & Jim's Restaurant, 1835 Madison.

by a fine up to \$500 and three months imprisonment, or both.

A second offense, on conviction, would call for a prison sentence of from six months to two years.

Collins Challenged

Collins was challenged on the bill by several senators. One of them, Sen. Marion Smith of Natchez, said the present anti-gambling laws were sufficient and under present law any citizen "can make an affidavit against a pinball machine operator whom he sees making a pay-off to a pinball machine player."

Collins shot back: "And these citizens might have their houses burned and their cars blown up as has happened on the (Mississippi Gulf) Coast."

Sen. Stanford Morse of Gulfport, on the Coast, jumped up and declared:

"Those things had nothing to do with pinball machines."

"They had something to do with gambling," countered Collins.

Collins offered no evidence of any gambling or pay-offs on pinball machines. The Senate voted to send the bill to committee for study with no recommendation, which means it will in all likelihood, if precedent is followed, die there.

Legion Post Vending Gum for Charity

By IRINA MIHALEGA

CLEVELAND — American Legion Post 738, of suburban Fairview, has joined the ranks in the bulk vending field in the Greater Cleveland area.

The recently established operation, under the Fordway Plan, with a goal of 500 machines in the westerly suburbs of Lakewood, Fairview, North Olmstead, Rocky River, Westlake and Bay Village, is run for the benefit of the Society of Crippled Children.

The Society for Crippled Children operates a summer camp—Camp Cheerful—which is the only camp in this area specially designed for the needs of handicapped children, where they can enjoy unlimited outdoor activities, make new friends and learn a new kind of self reliance under the supervision of a specially trained staff.

Income from the bulk vending operation will send 15 or more children to Camp Cheerful each summer.

Written Contract

Under the Fordway Plan, at no cash investment by the Legion, the

Legion gets a written contract; public and products liability insurance; a kit of suggestions for press publicity and window displays; a certificate of appreciation for presentation to the location owner; and a list of over 50 approved and recommended locations, provided by a tailor-made survey conducted by Ford Gum.

The machines and fills are provided and servicing of the venders is done by Ford's servicemen, Don B. Irvin of Warren, Ohio, a direct factory representative.

The vending equipment, located mainly in entrance of retail outlets and banks, consists of a counter model; a bracket model, which can be secured to a wall; and a pedestal model. The 300 machines already placed by legionnaires are

mostly single installation with some doubles.

One fill, a chiclet-formed Ford brand gumball imprinted with the name "Ford," is used in all machines.

Legionnaires Get Locations

In charge of the new venture for the benefit of the Society for Crippled Children is Norman Bringman, commander of the post, who is assisted by Wayne Butler, chairman of the fund raising committee of legionnaires who are soliciting location owners.

Bringman claims most location owners, well aware of the charitable activities of the post, react favorably when asked to donate space.

"All the teams have to do," he (Continued on page 99)

Electric Toy & Capsule Vender Combined in Action Victorama

CHICAGO—Action Victorama, a new ball gum and capsule vending machine featuring an electrical-

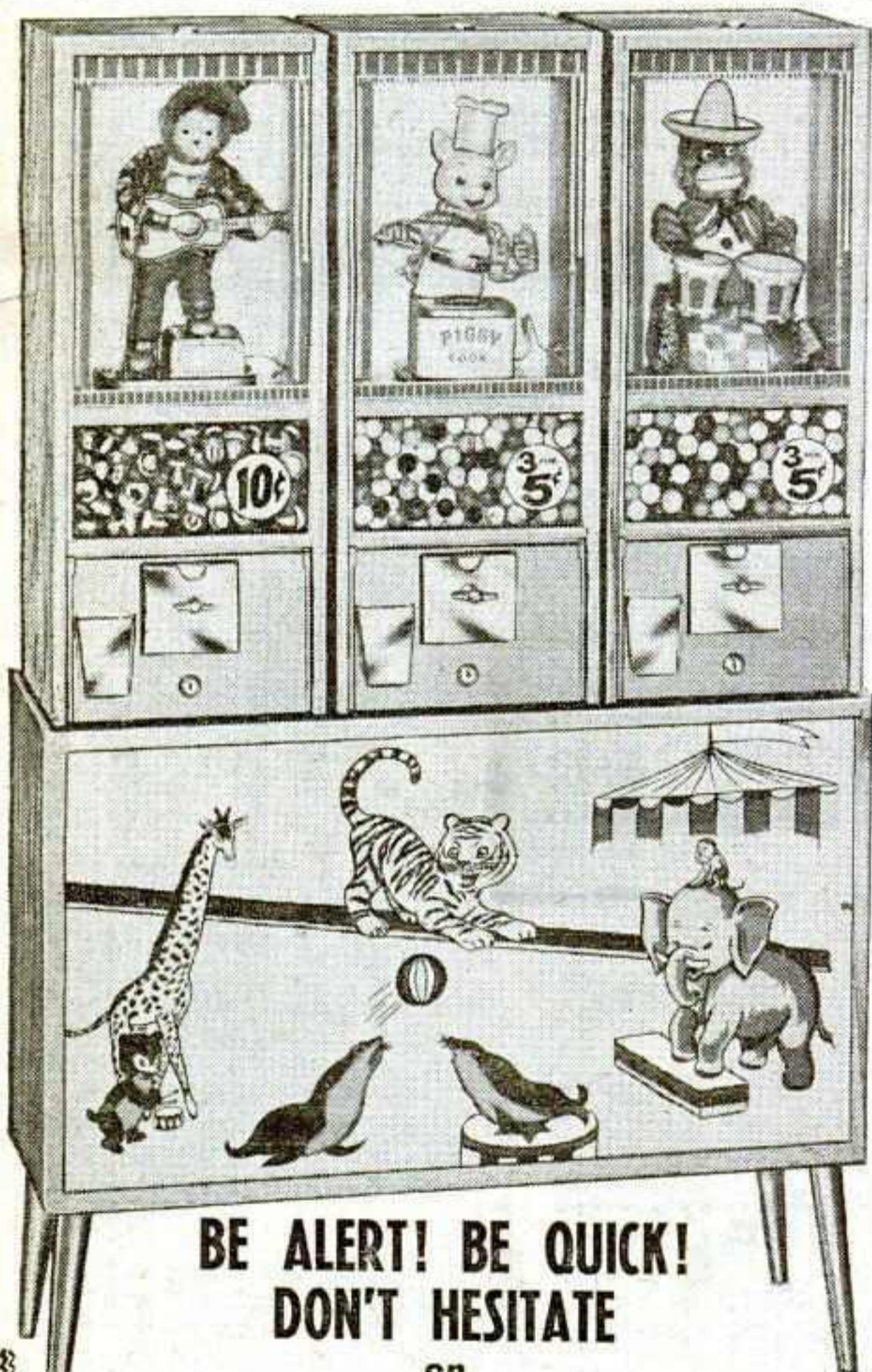
ly powered toy, was introduced to the trade by Victor Vending Corporation last week.

Highlight of the vender is the foot-high battery operated toy, a variety of which are available, including a banjo-strumming monkey, piggy cook, bongo-playing monkey and circus clown (above).

The unit vends V or V-1 capsules at 10 cents or 25 cents, or three balls of 100-count gum with or without rocket charms at a nickel.

Action Victorama holds 600 V capsules, 290 V-1 capsules or 1,800 balls of 100-count gum. The cabinet is housed in wood, with a clear window in the front to permit a view of the product.

The machine is priced at \$79.50, f.o.b. Chicago, and an accompanying single stand is \$12.75, f.o.b. Chicago.



**BE ALERT! BE QUICK!
DON'T HESITATE**

VICTOR'S

Most Fabulous Money-Maker

Action Victorama

The new twist in bulk vending—fabulous earning power—sustained play appeal—5c-10c-25c play.

Vends V Capsules or V-1 Capsules at 10c or 25c play . . . or 3 balls of 100-count gum with or without Rocket Charms at 5c.

ACTION VICTORAMA holds 600 V Capsules at 10c, gross \$60.00 . . . holds 290 V-1 Capsules at 25c, gross \$72.50 . . . holds 1,800 balls of 100-count gum 3 for 5c, gross \$30.00.

The mechanical battery operated toys are about a foot high and many different ones are available. SINGLE UNITS ARE ALSO AVAILABLE.

Don't fail to write or wire NOW for Beautiful Illustrated Circular and Prices.

VICTOR VENDING CORPORATION

5701-13 W. GRAND AVE.

CHICAGO 39, ILL.

Message Inside Gum Bursts Reds' Bubble

EAST BERLIN — Information Bureau, an anti-Communist organization based in West Berlin, is using pigmented bubble gum to rile the Reds.

The bubble gum is processed in red and yellow hues, and inside each ball is placed an anti-Communist message resembling the slips backed inside Oriental tea wafers.

The messages are restricted to pungent paragraphs pillorying the proletarians. A favorite message, referring to food shortages in East Germany and Nikita Krushchev's recent admission of an agricultural crisis in the Soviet Union, is: "Better Fed Than Red!"

Message Inside

Experimentation is going on with "two-tone" pigmented ball gum—red and yellow. Gum is smuggled into East Berlin and distributed to adults as well as moppets and teen-agers. When inflated, the gum seems a proper, loyal Red (or red and yellow), but when the bubble bursts, it releases the anti-Communist message.

Information Bureau West is



With the real, life-like feel . . . has real appeal.

No substitutes can compare, They'll empty machines faster And your profits will not be bare.

JR. SCARE EMS—Only \$30.00 per M Capsuled
LARGE SCARE EMS—Only \$50.00 per M Capsuled

Write for price list and many new items.

PAUL A. PRICE CO., INC.
55 Leonard Street New York 13, N. Y.
COrtlandt 7-5147-8

AMCO SANITARY VENDOR

The Finest for Vending Flat Pack Products

10c, 25c and 50c Operation

Vends flat packs up to 1/8" x 2" x 4 1/4". Advance coin detector with automatic coin return when machine is empty. Separate coin box.

For Details and Prices Write, Wire, Phone Today.

J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y.
PResident 2-2900

delighted with its chic propaganda, which has even been planted with the children of leading Red functionaries. Gum, and particularly bubble gum, is—or was—rarely seen in East Germany. It has a fascination in Red Germany paralleling that in capitalist chic countries.

Exasperated East German Red chieftains call the gum "booby-trap propaganda," and they are pressing a campaign to outlaw gum-chewing and—worse—blowing bubbles.

Until Information Bureau West started seeding the gum with anti-Red propaganda paragraphs, some gum-chewing Reds tried to dismiss the whole affair as a tempest in a bubble.

Anti-chic comrades figured out, however, that there is a nasty symbolism involved in the bursting of the bubble, not to mention the content of the messages thus released.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe 1¢ or 5¢ Comb.	12.00
N.W. 1¢-Col. 1¢ Tab Gum Machine	18.00
N.W. Model #33, 1¢ Porc. Converted for 100 ct. B.G.	6.50
Silver King 1¢ B.G. or Mds.	8.50
ABT Guns	30.00
Mills 1¢ Tab Gum	12.00
Model #33 Peanut, 1¢	6.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	44
Pistachio Nuts, Jumbo Queen, White	37
Pistachio Nuts, Large Tulip	42
Pistachio Nuts, Vendor's Mix	55
Pistachio Nuts, Sheik, Red	50
Cashew, Whole	65
Cashew, Butts	60
Peanuts, Jumbo	45
Spanish	35
Mixed Nuts	37
Baby Chicks	37
Rainbow Peanuts	32
Bridge Mix	32
Boston Baked Beans	32
Jelly Beans	28
Licorice Gums	28
M & M, 500 ct.	47
Hershey-ets	47

Rain-Blo Gum, 72 ct.	9
Maltette, 100 ct., per 100	32
Rain-Blo Ball Gum, 140 ct., 176 ct., 210 ct.	32
Rain-Blo Ball Gum, 100 ct., 300 lb. minimum prepaid on all Rain-Blo Ball Gum.	34
Adams Gum, all flavors, 100 ct.	45
Wrigley's Gum, all flavors, 100 ct.	45
Beech-Nut, 100 ct.	45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the Operator. One-Third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY VICTOR 2000



Vends Victor's V or V-1 Capsules: 100 Count Gum at 1c; 3 Balls 100-Count Gum for 5c, and now the fastest play of all, 3 Items 100-Count Gum mixed with Rocket Charms at 5c per play.

STAMP FOLDERS, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

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MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LONgacre 4-6467

Denver Juke Box Op Builds Bulk Trade in Supermarkets

By BOB LATIMER

DENVER—Can a busy phonograph operator diversify successfully into bulk vending?

The answer to that is a definite "yes," according to Don Akin of Continental Music Company, Denver—which currently is operating 198 1-cent and 5-cent bulk venders in a leading supermarket chain in the Colorado capital.

Akin and Bob Rothberg, who have become one of Denver's biggest phonograph operations in the past five years, didn't become bulk operators as well, until plenty of groundwork had been laid.

Akin had watched the success of Miller Super Market, a locally owned chain with the operation of its own vending machines, for more than two years, and as soon as it was convenient, broached the idea of a similar set-up to Safeway Stores, operating 33 stores in the Denver area, and as many in other locations through the State.

Surprisingly, it was found that the ultra-conservative chain, which, incidentally, is one of the most successful in the West, was not only in favor of bulk vending but was prepared to receive bids for the installation of six bulk venders in each of its 33 stores in the Denver area.

Requirements called for new

machines, a wide variety of vended products, and willingness on the part of the vending organization to pay a commission of 30 per cent. This last was something of a stopper, Akin and Rothberg found, inasmuch as the usual commission through the Denver area had been pegged at 20 per cent for many years.

However, taking into consideration the fact that most of the supermarkets are located in the same general area as juke boxes and amusement machines—such as shopping centers which contain a supermarket, and a large bowling alley, cocktail lounges, etc., all with Continental Music locations, the partners went ahead with the bid, and received the go-ahead.

That was a little more than a year ago. Since that time, with the exception of a single discount house into which several machines were placed in February of 1962, Continental Music Company has concentrated its vending operations entirely in the supermarket field.

Each location consists of six new machines, including one nickel capsule head, one or two machines vending 100-count gum, penny charms, and pan candy consisting of jelly beans, Boston beans, and other hard confections.

Very happy with sales results, Continental Music Company expanded its bulk operations as new

machines arrived, going as far as Boulder, 22 miles from Denver, and Golden, 15 miles away. The servicing operations are carried out by two panel trucks, entirely on an exchange basis.

Filling of heads, cleaning, machine maintenance, etc., is all carried out in the Continental office in Denver's lower downtown industrial district. Exchanges, whereby a full head is merely popped on a machine as the previous one is picked up has many advantages in saving time, keeps route men out at a supermarket for no more than a few minutes at a time, and presents other advantages, Akin has found.

"Incidentally, we pay the commission each month by checks, rather than on the basis of dividing up the pennies and nickels," Akin said. "This is a much more businesslike way of carrying on the operation, and, of course, checks are always more impressive than a bag of pennies."

Service, oddly enough, has never been placed on an automatic basis. Instead, Akins or Rothberg check the route books regularly and can determine after a full year just about what the turnover should be on each machine. Some machines are serviced as much as twice a week, most of them once a week, so that with 200 machines out, there is usually a bulk-vender service call on every phonograph or amusement machine servicing trip.

"Naturally, we schedule as many dual-purpose service trips as possible," Akin said, "so that the same serviceman who is changing records, making collections from phonograph and amusement machines can likewise take care of bulk venders located in the same area."

Incidentally, an important point which has created much goodwill between the supermarket chain and the bulk operator is the fact that all pennies are weighed on the supermarket scales which by law, are checked regularly for accuracy.

In this way, there will never be any question as to the net returns from the bulk venders, usually, the manager of each supermarket sits in on the weighing.

Original plans called for a slightly more generous portion for each penny or nickel dropped in, but when it was found that a 30 per cent commission would have to be paid, Continental Music cut back to standard amounts.

"Our volume stays about the same in stores according to type," Akin said, "Those in extremely busy shopping centers selling as much as twice as much as neighborhood stores, where the supermarket itself is the only traffic puller."

"We have found that in all locations we can build up volume by inserting a styrofoam block in the front of the globe to demonstrate new developments in charms, such as rings, varmint and wiggle worms. They naturally get more attention when mounted on a card than they do when simply poured into the head."

There are almost no problems developed "except those we cause ourselves," Akin said. "Probably the worst is not getting around to the stores often enough, slipping up on a call, which means that a machine will empty on location, with the result that the manager has to call us. Naturally, we don't like the fact that a highly trained, skillful electronic serviceman, who is on the job primarily to service juke boxes, must spend part of his time simply exchanging heads on bulk venders."

"Right now we're thinking of putting on another man who will concentrate entirely on the bulk vending route, either on a percent-

Customers Would Rather Spend Nickels Than Pennies for Nuts

OKLAHOMA CITY — A sharp trend toward combination 1-cent and 5-cent peanuts from the same machine has made itself felt in this area during the past year, according to John Archer, of Archer Nut Company, bulk vending machine distributor in the Sooner City.

Convinced that many people would drop a nickel into a peanut vending machine if the opportunity was there, Archer urged half a dozen operators to experiment with the idea early this year. In each case, he pointed out to the operator concerned that many people only have one or two pennies in their change, and that they actually feel like eating more peanuts than these pennies will deliver.

Offering a machine with both a 5-cent and a 1-cent slot is, of course, the apparent solution—and as experience worked out, peanut sales have as much as doubled on many routes.

"Most of the operators who are using 1-cent and 5-cent slots on Spanish peanut venders report that about one-third of the dollar volume sold is now in nickels," he said. "Which is, of course, a considerable increase."

The Oklahoma City nut distributor, who has been supplying bulk

vending machines in the city for more than two decades, originally thought that such typical customers as mechanics in large garages, customers waiting for their cars in the same locations, service station employees, would consume more 5-cent peanut orders than anyone.

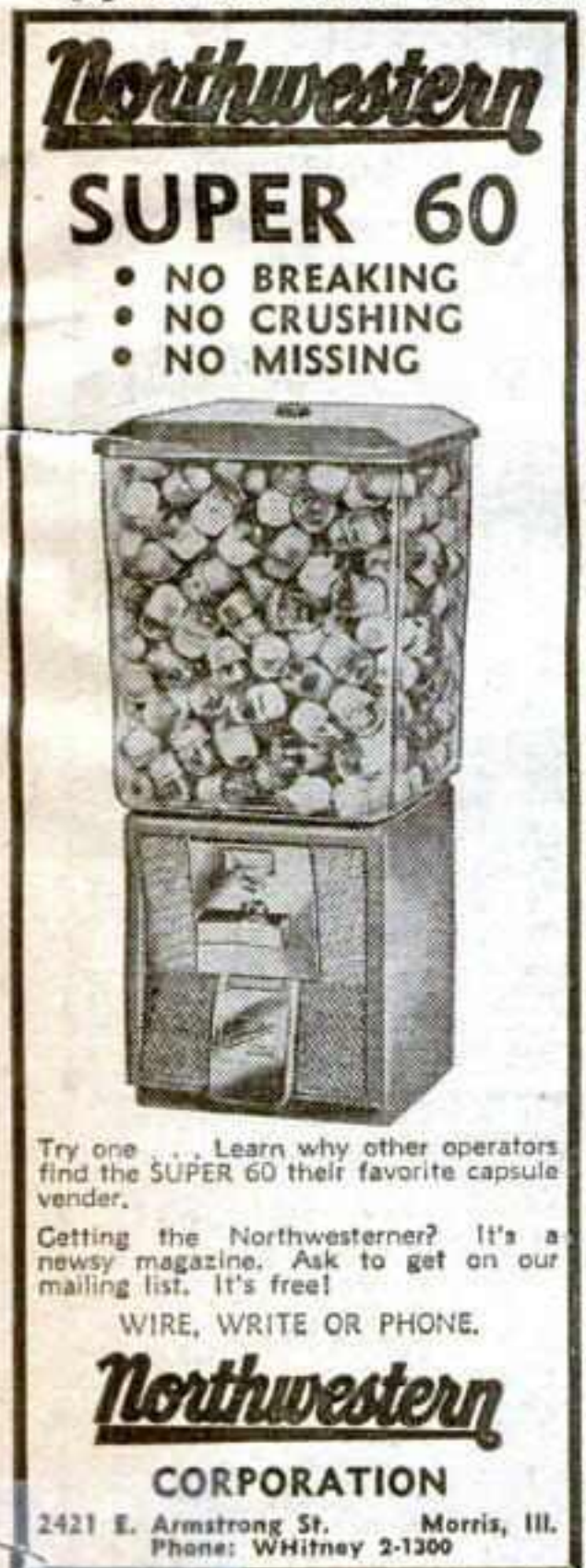
Experience has proven, however, that even in locations where children make up most of the market, 5-cent sales are numerous enough. "In other words, there is no rhyme or reason to the situation," he said. "It is simply that people who have only one or two pennies, and find a nickel slot available, will invariably dig for the larger coin."

Blue-Sky Promo Problem in Mpls.

MINNEAPOLIS — A problem for this area is the vending blue sky operations, Cecil W. Shirk, executive vice-president of the Better Business Bureau of Minneapolis, Inc., said here. The bureau is marking its golden anniversary this year.

Minneapolis has become a "hot-

(Continued on page 96)



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(Continued on page 96)

CARD GIVES PREVIEW; BUILDS CHARM VOLUME

EAST ST. LOUIS, Mo. — Giving juvenile customers a preview of things to come whenever he receives samples of new charms and novelties is a policy which has kept volume steadily building for Burt Lemaster, bulk vending route operator here.

Like other progressive vending operators, Lemaster uses a poster inside the heads of his machines to call attention to featured items. He has gone a step further, however, with another card, below the top card, which is lettered in bright red, "Watch for . . ." As samples of new charm ideas are received from manufacturers with whom Lemaster keeps up a brisk correspondence, he glues them on cards in some of his busier locations, near large schools and playgrounds.

Location owners are shown each of the new novelty items, with the suggestion that they inform youngsters that these same items will be available shortly. "It builds up suspense," Lemaster said. "The youngsters actually are making collections of varmints, for example, and keep a sharp eye on the machine for the appearance of each new one."

Lemaster has approximately 300 locations, and is extending out into small towns along the East bank of the Mississippi River, as accumulated profits permit purchase of new vending machines.

"I'm running a business which depends on showmanship as well as convenience," he said. "So, keep youngsters' interest up by showing them samples of what they can expect the vending machines to offer in the future is, in my opinion, an essential step."

Indiana Ops Forming State Group to Work With NVA

CHICAGO—Operators in Indiana are taking steps to organize a State bulk vending association that will affiliate with National Vendors Association, NVA's legal counsel Donald Mitchell announced last week.

Primary aim of the group will be to seek a general review of the State's tax and health statutes plus

providing a forum for exchange of operating ideas and techniques.

Otha A. Abbott, Abbott Vending Company, Brooklyn, Ind., is spearheading the initial organization assisted by Jason Koritz, president of the Missouri vending association.

First Meet

A meeting is being planned for Tuesday, April 24. Place will be announced later. Abbott has asked that all operators interested in such an association contact him.

NVA now has affiliate State associations in Florida, Massachusetts, North Carolina, South Carolina, Missouri, Ohio, New York and Canada. The associations in North Carolina, Florida and Missouri are 100 per cent affiliated with the national group.

Mitchell termed the setting up of State associations an important step for the industry.

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Jumbo Pistachios, Red	.30
Medium Pistachios, Red	.30
Small Pistachios, Red	.30
Leaflets (M&M Style Candy)	.25
Teeny Jelly Beans	.25
Candy Corn	.25
Hersheyettes	.25
Chicle Base Cub Chicks 520	.30
Chicle Base Cub Chicks 320	.30
Rainbow Tabby-Lets 520	.32
Sugar Peps (Bulk Candy)	.34
Maltettes (Ball Style, 100 Ct.)	.15

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Pack	Per Lb.
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Mills 5-Col. 1¢ Gum	14.50
Columbia Mod. A 1¢ Peanut	4.95
Atlas 1¢-5¢ Comb. Ball Gum	13.95
Victor Baby Brands, 5¢ Cap.	5.00
3-Col. 5¢ Trading Cards	22.50
Stands for Above, Ea.	5.00
Acorns, 1¢ or 5¢ Bulk	11.00
Silver King 5¢ Hot Nut	13.50
Ajax 5¢-10¢ 3-Col. Bulk	39.50
Premier 1¢ Card Vendors	14.50
2-Col. 5¢-10¢ Stamp (Folder)	15.00
Master 1¢-5¢ Bulk Vendor	10.00
Master 1¢ Bulk Vendor	7.50
Model V 1¢ Ball Gum	8.50
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6 Warehouses Added to Eppy & Guggenheim

NEW YORK — Six new Eppy-Guggenheim, Inc., warehouses were announced this week by Bob Guggenheim, bringing the total of the charm manufacturer's factory outlets to 11.

New warehouses will be operated by Oak Sales in Miami and Pittsburgh; Birmingham Vending Company, Birmingham, Ala.; Northwestern Sales and Service, Boston; Operators Vending Company, Los Angeles, and Standard Specialty Company, Oakland, Calif.

Warehouses have been operating in Dallas (Graff Vending), Houston (Star Vending), Chicago (King & Company), New York (Northwestern Sales and Service) and Philadelphia (Rake Vending Company).

The Eppy-Guggenheim sales policy entails uniform national prices and the same price per thousand no matter what the size of the order may be.

This policy replaces the former pattern of sales through distributors and direct from factory to operator.

Guggenheim said the firm has a large backlog of orders from the recent National Vendors Association convention in Miami Beach.

Denver Juke Op

Continued from page 95

age basis or a flat salary, so that we don't waste valuable phonograph and amusement machine technical skill on bulk vendors.

Because all of the machines are new, there has been little or no mechanical problem to contend with. "The more they're used the better they seem to operate," Akin said, enthusiastically, "and we have had no vandalism such as we had expected. Instead, these machines are regarded as a convenience by supermarket customers, who drop in pennies and nickels for charms for their youngsters, to appease a toddler's sweet tooth, or their own. There have been no complaints at all of machines failing to operate, or giving a customer less than expected."

Naturally, the combination of bulk vending, juke box and amusement machine operation has meant long hours, to the point that Akin and his two servicemen are often on duty until the late evening.

This will probably be reconciled by the hiring of a full-time serviceman. Meanwhile, supermarket operation of bulk vendors has been extremely profitable.

Blue-Sky Promo

Continued from page 95

bed" for promoters who sell vending routes and "junk" machines with the lure of "no selling required," Shirk declared.

"We had 33 such promotions going here five years ago until the postal authorities clamped down, but now the operators are wheeling again," he said.

This city claims to have the first Better Business Bureau in the country. Except for the period 1925-1932 when it closed down because of lack of funds, the bureau has been in continuous operation. It is now an associate of the Minneapolis Chamber of Commerce.

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Clor-o-Vend Chicks, 320ct.	41 1/2¢ lb.
Chicle Chicks, 320 & 520ct.	37 1/2¢ lb.
Bubble Chicks, 320 & 520 ct.	29 1/2¢ lb.
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Police Hit Coin Pool Tables

By GEORGE METZGER

PHILADELPHIA — Police here started a crackdown last week on coin-operated pool tables. Authorities called the amusement device "a threat to youth."

A ruling was handed down that any location with such a pool table must be licensed as a pool hall. This act calls for high fees and a criminal investigation of the location owner's background.

In commenting on the crackdown, Police Commissioner Albert Brown said he has received numerous complaints about the pool tables being an unhealthy magnet to the city's teen-agers.

Appeal Seen

The action brought a sharp attack from the attorney for the Amusement Machine Association of Philadelphia, Leonard L. Ettinger. He called the poolroom classification "unreasonable" and indicated the association of coin men might appeal the action to the courts.

The police followed a ruling by Barnet Lieberman, the city's commissioner of licenses and inspections. He held that a "pool table

was a pool table, regardless of its size." He said that anyone who has them around should be classified as a pool hall operator.

This would bring the candy store owners and taproom men under the jurisdiction of the Pool Room Act of 1911 which provides that no one under 18 be admitted to the premises, the location men must submit to a police check of their background and pay an annual fee of \$25 for an amusement device license plus \$25 for the first machine on location and \$15 for every other machine in their store.

No Arrests

Commissioner Brown has not ordered any arrests in the crackdown. He said he simply wants the coin-operated pool tables taken out of operation.

He said some of the places that have these tables which are used by youngsters "are not fit." Mayor James H. J. Tate added that such places "are a breeding place for juvenile crime."

The mayor said many of the places with the tables are open all night. He said the city was con-

cerned for the future of the youngsters.

Empty Stores

Ettinger said the trouble was started by "some wise guys" outside the Amusement Machine Association who rented empty stores and filled them with nothing but the coin-operated pool tables and set up shop as a pool hall in South Philadelphia.

Under the Act of 1911, notice must be posted before a pool hall is opened so the residents can be heard in protest. This was not done.

The legitimate coin machine operators of the city are hoping they can negotiate with the city officials and solve the problem.

Berger Unit Vends British Cig Package

NEW YORK — Harry Berger, national sales representative for the Precision Metalcraft line of vending machines, this week named the following distributors:

Taran Distributing Company, Miami; Fortress Industries, Ltd., Quebec; Max Winter Distributing Company, Honolulu; Lynch Associates, Long Island, and Suzo Distributing, Rotterdam.

Berger said that Precision Metalcraft is now in production on a cigaret machine for the Canadian and British markets. The machine will vend the British-type flat packs.

BON VOYAGE PARTY FOR HURVICHES

NEW YORK—Friends and business associates of Max Hurvich, partner with his brother Harry in the Birmingham Vending Company, gathered at the Statler-Hilton Hotel here Wednesday (28). The occasion was an open house held by Mr. and Mrs. Hurvich on the eve of their three-month visit to Europe and Israel. The couple flew to Lisbon, and will visit Copenhagen, Vienna and Athens before spending more than a month in Israel. Birmingham Vending Company, one of the oldest distributorships in the nation, is AMI distributor for Alabama and also handles several game and bulk vending lines.

Chi Airs Sides of 33 Single Dispute

By NICK BIRO

CHICAGO—The old 33 r.p.m. singles controversy took on new meaning, with two of the city's leading one-stops taking divergent positions in a special survey taken by BMW last week.

Fred Sipiora at Singer One-Stop said he was doing pretty good business with the Seeburg and AMI-sponsored packages, listing them as one of the better selling disks to the juke box trade.

Not so, said Russ DiAngelo at Music Box, who termed his sale of the 33 singles as only "fair." DiAngelo had some solid reasons why operators were shying away from the 33 r.p.m. product.

Mostly Standards

For one thing, he felt, the Seeburg and AMI-sponsored disks were comprised in the main of standards. "No new hits are available and there is little variety.

"This wouldn't be too bad if operators could buy 33 r.p.m. versions of the other new hits that come out—but they can't. Look at your own list," DiAngelo noted. "Only a handful of the 'Hot 100' are available on 33 singles." (BMW's Hot 100, March 31, had nine sides available on 33 r.p.m.)

"The comments I get from operators," DeAngelo continued, "is, 'if we can't buy everything on 33, why intermix?'"

Only Halfway

"If everybody had gone ahead with 33's and put everything on one speed, it would have been a good idea," he continued. "But they only went halfway."

DiAngelo noted he had done "great" with the special 45 r.p.m. packages aimed at the juke box market, citing in particular the Mitch Miller and Ken Griffin packs on Columbia and the Frank Sinatra pack on Reprise.

He sold close to 500 of the Griffin pack but was "lucky" if he sold 50 of the 33 singles packs."

Dukes Hot

Interestingly, Sipiora at Singer also said he was doing excellent business with the New Columbia "Dukes of Dixieland" juke box package which is a monaural 45 r.p.m. product.

Unlike other juke box packages, the Dukes of Dixieland package consists of five records, all of the same tunes: "If I Were a Bell" and "Lida Rose." Singer sells the package at \$1.75 (35 cents per disk) to the juke box trade.

Both Sipiora and DiAngelo noted that the juke box record business had picked up from last month, and both credited the same thing: "A lot of hot new singles available."

More Hot Sides

"Instead of just two or three hot sides moving up, we have 10 to 15," said DiAngelo.

Perez Prado's "Patricia Twist" on RCA Victor continued to be the big seller to the juke box trade, according to both one-stops.

At Singer's, Fred Sipiora also noted good action on "She Cried," by Jay and the Americans on United Artists; "Caterina," by Perry Como, RCA Victor, and "Soldier Boy," by the Shirelles, Scepter.

Pick of Week

At Music Box, Russ DiAngelo—whose picks have been hot the past few weeks—is picking "Village of Love," by Nathaniel Mayer on United Artists.

Other hot sellers at Music Box were: "Funny Way of Laughin'," Burl Ives, Decca; "Memories of Maria," Jerry Byrd, Monument; "Sunday," String Along, Dot; "You Are Mine," Frankie Avalon, Chancellor; "I Will," Vic Dana, Dolton; "Good Luck Charm," Elvis Presley, RCA Victor; "Stranger on the Shore," Acker Bilk, Atco; "Auf Wederseh'n Marlene," Bob Moore, Monument, and "Old River," Walter Brennan, Liberty.

EDITORIAL

No Simple Answer

Most large cities are seriously concerned with the rising tide of juvenile delinquency and are taking steps to direct youthful energies in wholesome directions. Juvenile delinquency is a complex problem, and we will not attempt to offer a pat solution to the problem here.

Too many people have simple solutions for complex problems—among them the police authorities of the city of Philadelphia. Police Commissioner Albert Brown claims that he has received numerous complaints about coin-operated pool tables being an unhealthy magnet to the city's teen-agers, and he wants them taken out of operation (see separate story).

His action comes in the wake of a ruling by Barnet Lieberman, city commissioner of licenses and inspection. The ruling holds that locations with coin-operated pool tables be subjected to the same regulations as owners of locations with regular pool tables—namely, that no one under 18 be admitted to the premises. Other restrictions are dealt with in the news story.

The fallacy of this reasoning is that the coin-operated pool table is only an incidental adjunct to the premises. A YMCA with a coin-operated pool table is a fine place for youngsters to congregate. A tavern with such a device is not.

But existing laws prohibit youngsters from frequenting taverns. And conscientious parents should be able to bar them from spending their time in places which are not legally off limits, but are morally unhealthy.

In any case, the presence or absence of a coin-operated pool table does not determine the desirability of the meeting place.

Aside from the injustice done to Philadelphia amusement machine operators, the action of the police does even further harm. It lulls the parents of the community into thinking that the city is taking steps to reduce juvenile delinquency, when it is doing nothing of the kind.

Tuffy Tolliver Wins First Round Court Battle Over Ark. Sales Tax

By ELTON WHISENHUNT

LITTLE ROCK—C. E. Tolliver, a small, colorful veteran operator with the nickname "Tuffy," has got the State of Arkansas on the run in a court suit over whether music and game operators have to pay a 3 per cent sales tax on collections.

Tolliver, owner of Tolliver Amusement Company at Lepanto, beat the State in Circuit Court in Jonesboro and the State appealed to the Arkansas Supreme Court.

The high court is expected to hand down a decision sometime this month.

Here's how it all came about:

Tax on Collections

For years operators over the State have been paying the sales tax on collections under orders from the State Revenue Commissioner. They did it to get along with the State.

Tolliver always paid the tax under protest, contending that it was not taxable under the sales tax law because a product was not being sold.

But each month he would send the State a check for \$7 or \$8 or \$10 and write on the check "sales tax donation."

Auditors Sent

Some bright boy finally decided the State should

do something about it. Last year auditors were sent to Tolliver's business and audited all his books. They ended up by saying he owed them some money.

He told them he didn't. The State sued to collect. The Circuit Court at Jonesboro ruled with Tolliver, represented by Attorney Joe Barrett of Jonesboro.

The court ruled that a play on a juke box was an intangible a person paid for, not merchandise as the State sales tax law specified, and therefore Tolliver was not selling a product which could be taxed.

Untenable Position

The State's position is shaky and untenable now, and they probably wished they'd never took on Tuffy Tolliver.

For what they are mainly worried about is not so much Tolliver's tax, as the result State-wide if they lose in the Supreme Court.

For if they do, they would lose all the revenue they have been collecting from operators—and might even have to refund a great deal of money they have collected over the years since the law went into effect—1939. The State of Arkansas probably wishes now they had never heard of Tuffy Tolliver.

FOR REAL BARGAINS

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Coin Groups to Testify Against GEMA

By OMER ANDERSON

FRANKFURT — West Germany's antitrust agency, the Federal Cartel Office, has summoned two coin machine organizations as witnesses in the cartel complaint of German Operators against GEMA, the copyright organization.

The VDAI, representing German coin machine manufacturers, and the DAGV, representing distributors, will be asked for information on the operators' charge that GEMA's demands for royalty hikes imperil their solvency.

The operators, through the Central Organization of Coin Machine

Operators (ZOA), is seeking to have the German ASCAP twin declared a monopoly, and, as such, to have it brought under firm State control.

ZOA Charge

ZOA has marshaled facts intended to establish that GEMA has been operating in a legal twilight zone, subject to no real regulation by any government agency and free to charge what it feels "the traffic will bear."

GEMA is accused by German phonograph operators of having functioned since the war as a monopoly without being responsive to the usual controls imposed upon monopolies.

At issue, specifically, is GEMA's demand for a hike in phonograph royalties. GEMA demands a boost amount to about 20 per cent of current payments. The operators contend that they can't afford any hike in royalties at this time.

Royalty Recognition

Their argument is based mainly on royalty recognition just won by the GVL, the performing artists organization. ZOA has agreed to pay the GVL royalties amounting to 20 per cent of those paid GEMA.

Disposition of the GVL's claim against ZOA doesn't affect the royalty hike hassle between GEMA and ZOA, which is now in the hands of an arbitration panel.

ZOA is determined to brand GEMA as a monopoly and to subject it to the full regulatory authority of the Federal Cartel Office.

Study Economics

Government trust-busters, in summoning representatives of the VDAI and the DAGV, stated that they are seeking to develop in detail the economics of coin machine operation. ZOA contends that GEMA has been permitted to acquire a "life and death" hold on coin machine operation via the royalty device.

The operators accuse GEMA of establishing royalty demands capriciously and without regard to the capacity of operators to pay. ZOA also has under heavy and concentrated fire the fixed-fee royalty schedules imposed by GEMA, obligating operators to pay a fixed

royalty per box regardless of collections.

Meantime, GEMA has been squelched in efforts to levy royalties on music piped into hotel rooms. The federal court ruled that hotel rooms are private—not public—and therefore not subject to royalty.

The court's decision apparently ends GEMA's drive to bring background music under royalty control. However, GEMA strategists accept the ruling as applying only to hotel rooms, and not to background music piped into factories or other mass listener points.

Tavern Trade Builds Denver Phono Take

DENVER — Springlike weather sent collections up at almost every location last week, Denver operators report, particularly in neighborhood bars which had been in the doldrums all winter. One operator reported that both phonographs and amusement machines more than doubled collections in six days as better temperatures brought traffic into his bar and cocktail lounge spots.

A phenomenon which is increasing the take through the local industry has been the programming of more and more old favorites, as much as 50 per cent of the music menu.

Such operators as Sam and Dan Keys of Apollo Music Company feel that this gets results because few older people like the twist music which is featured at every stop, and search out old favorites instead.

Topping the spindles last week were "Good Luck Charm," by Elvis Presley; "Love Letters," by Kitty Lester; "Slow Twist," by Chubby Checker; "Dream Baby," by Roy Orbison, and "Young World," by Ricky Nelson.

Jones Names Cragan Mgr. Seattle Office

SEATTLE—Ralph Cragan, head of phonograph sales in the Los Angeles office, has been named manager of the new R. F. Jones Company office here. He assumed his duties Monday (26).

Leonard Galley, more recently of the Los Angeles office, has again been assigned to this office as service engineer.

Cragan joined the Jones organization in Los Angeles in May, 1961. He has been active in the coin machine industry since his discharge from the Navy in 1945 and served both in operating and distributing. His territory for the Jones' distributed products, AMI and Rowe, will be Washington, Oregon, North Idaho, West Montana, and Alaska.

Galley was formerly with the Jones organization here but was transferred to Los Angeles in March, 1961.

Prior to their leaving Los Angeles, a farewell party was given under the sponsorship of the JONCO Fun Club. R. F. Jones, his wife, and daughter, Sally, made the trip there from their home in San Francisco for the festivities. Among the going away gifts presented Cragan were six order blanks to get him started immediately in his new location.

SIREN ALARM TELLS OF COIN MONKEY BUSINESS



JACK HACKETT CHECKS OUT A SIREN ALARM SYSTEM

DENVER—Jack Hackett, head service mechanic for Apollo Music Company, here, has recently completed installing siren alarms on coin changers in the company's public arcade locations throughout the city.

Where coin changers are in unattended areas, such as a separated arcade at Denver's Stapleton Field airport terminal, there is no better protection, both psychologically and real, than an electrically powered siren which will go into action whenever the box is tampered with, Hackett believes.

As shown, sirens are being installed in plain sight above the coin changer, with a decal on the front of the changer indicating that the alarm system will be activated if any attempt is made to crack the changer enclosure.

Actually, the sign is superfluous, according to Hackett, who points out almost anyone can determine that the bell-shaped housing above the coin changer is some type of horn or alarm system.

Considerably expanding the amusement machine end of its operations, Apollo Music Company now has some of the largest arcades in the Colorado capital in operation, all unattended, and feels that siren alarms are worth their weight in gold from a protection standpoint.

Leslie One-Stop Tags Ed Greis as Manager

NEW YORK—Ed Greis has been named manager of the Newark, N. J., office of Leslie Distributors, New York one-stop. He replaces Ralph Schechtman, who resigned to take a job outside the industry. Schechtman had been manager of the Newark branch for several years.

Greis was formerly associated with Apex-Martin, Newark, and with Sam Goody, New York.

Lake City Firm Hit by Fire

CLEVELAND—A fire of undetermined origin recently caused \$18,000 damage to Lake City Amusement Company's plant here. Lake City is a leading Cleveland coin machine distributor. Most of the damage was to equipment. Firemen theorized that a bonfire started by children behind the one-story block structure might have been the cause.

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Onondaga Cops Raid Games

SYRACUSE—Some 17 locations in Onondaga County were raided by State Police last week and the pinball machines on the premises were confiscated. Police said they were acting under the State law which holds that machines which allow free games or "anything of value" as prizes are illegal.

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Oswaldo Pares Handles Seeburg In Puerto Rico

CHICAGO—Seeburg Sales Corporation has named Oswaldo Pares, Inc., Mayaguez, its distributor for Puerto Rico. The firm will handle Seeburg's full line of juke box, background music and vending equipment.

The 34-year-old Oswaldo Pares, president of the distributorship, is a native of the island and a veteran of the coin machine industry. His firm will expand its current sales, service and parts facilities.

Pares and his associate, Joseph Mangone, visited the Seeburg plant here earlier this year to work out details for their distributorship agreement. Edward Claffey, Seeburg sales manager, recently completed a week with Pares and his staff of 16, acquainting them with Seeburg policies.

NAMA All-Time Membership High

CHICAGO — National Automatic Merchandising Association membership last year hit an all-time high—1,754 operating companies—an increase of 10 per cent over the previous year, according to the recently released NAMA Annual Report.

The report, the first ever issued by NAMA, covers 1961 legislative, public health, public relations and other association activities. It also includes a chart explaining income and expenses.

Copies of the report may be obtained by writing NAMA Executive Director Thomas B. Hungerford at 7 South Dearborn St., Chicago 3, Ill.

Allegrazza Buys Out Suttle Amusement Co.

SHAW, Miss.—Johnny Allegrazza, owner of Ace Amusement Company, last week bought out Marvin Suttle, owner of Suttle Amusement Company of nearby Cleveland, Miss., for a reported \$25,000.

Approximately 35 pieces of equipment, phonographs and games, changed hands. The purchase made Allegrazza one of the largest operators in the cotton-rich Mississippi Delta.

Suttle said he was moving to Las Vegas, where he had a business deal arranged to purchase an interest in a night club.

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CURT SVENSON, of Abata Handels AB, Stockholm, celebrates the 25th anniversary of his entry into the coin machine business April 7. Svenson started as an operator and later acquired the Scandinavian distributorships for Williams games and Seeburg juke boxes.

Legion Post

• Continued from page 94

claims, "is identify themselves as Legionnaires. A number of the location owners said they'd seen our publicity over the years."

Bringman first learned of the Fordway Plan for fund raising through the Cleveland Junior Chamber of Commerce, who installed the plan in Cleveland proper early last year.

Twice a year location owners will be informed by newspaper releases to suburban and metropolitan papers of the number of children whose stay at Camp Cheerful was made possible by collections derived from the bulk vendors. Point-of-sale promotion—a card on top of each globe—states: "Space for this vender is donated. A helping hand is given local child welfare by the American Legion Post 738."

"The Fordway Plan," says Bringman, "appealed to me as a permanent source of funds. It doesn't cost us anything and we have no trouble placing the machines. We'll use this franchise 100 per cent for charity."

Test Pinball Tax

• Continued from page 92

tax was unjust. When the Kansas Director refused the claim, the attorney filed suit in Federal District Court claiming the 14th Amendment to the U. S. Constitution was being violated.

All other suits began by alleging the regulation was unconstitutional and most were thrown out of court. Tennant's attorney hopes to prove the regulation in violation of the 14th Amendment by showing the tax it requires is unjust.

If Federal Judge Arthur J. Stanley Jr. rules in favor of the attorney's arguments and Tennant gets his money back, pinball operators all over the country will have a valuable precedent with which to fight and the regulation conceivably could be scratched off the statute books.

Cow Town Program

• Continued from page 93

"I had only two country numbers on the menu, and these got so little play that they might just as well have been left off altogether. The important point was finding out for myself that the small-town market was just as set on hearing the latest numbers from the hit parade as a metropolitan market.

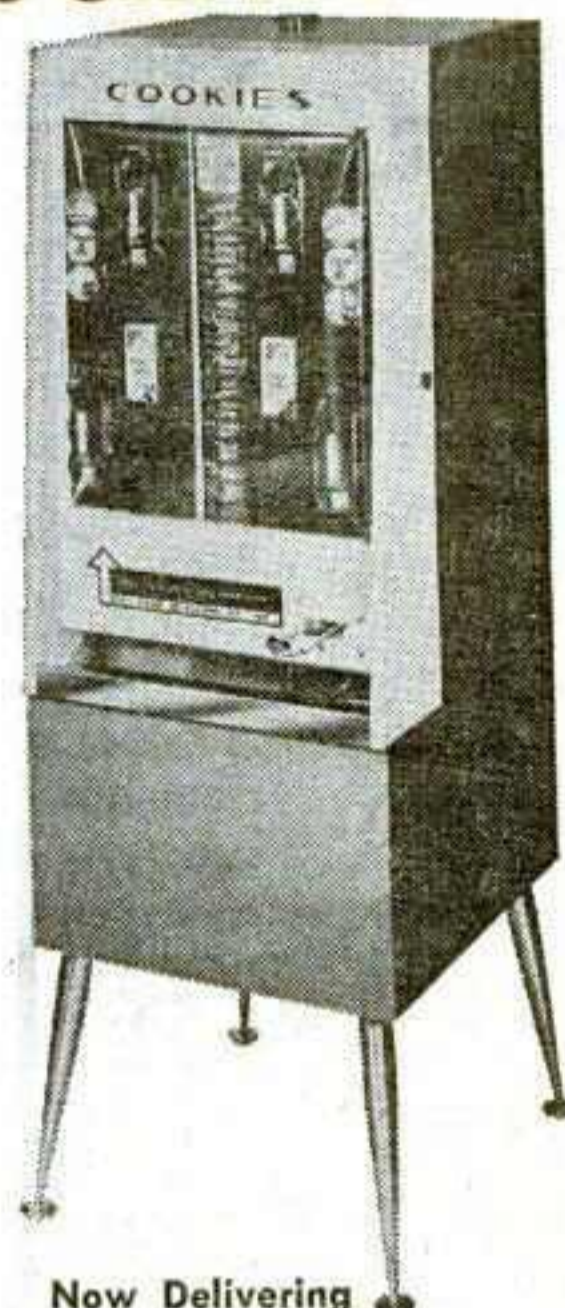
"Now, my programming has been simplified to the extent that I am merely copying the same music menus which are being used by operators with 200 and 300 stops in the Denver market," the operator concluded.

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Genco Champion 125
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Four Bagger 150
Evans Baseball 125
Pitch'm & Bat'm 125
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GUNS
Spook Gun \$175
Silver Bullet 150
Genco Big Top 225
Circus 250
Gun Club 350
Midway Shoot'g Gallery 285
Midway Deluxe Shoot- 375
Midway Rifle Gallery.. 450
Carnival Gun 125
Vanguard 250
Hercules 295
Crusader 325
Cops & Robbers 375

KIDDIE RIDES
Bally Champion \$395
C. C. Space Ship 250
Toonerville Trolley 475
Boat Ride 250
Donald Duck 250
Exhibit Big Bronco 325
Elsie the Cow 195
Ferdinand the Bull 195
Fire Engine 395
Merry-Go-Round 250
Motor Cycle Ride 395
Junior Jet 175
Red Nose Reindeer 225
Rocket Ride, new 725
Sandy Horse 375
Twirly Bird, new 725
Old Smokey 350
Pony Ride 195
Scientific Boat 295
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EUROPEAN NEWS BRIEFS

Italians Eye Nevada Mkt.

FLORENCE, Italy—It may be a case of carrying coals to Newcastle, but the Bernini Osvaldo firm of Florence intends to carry coin machines to Nevada—in this case fruit machines. Osvaldo is seeking a big Nevada market for its Check-Mate fruit machine, which is being promoted on the Las Vegas and Reno markets as a foreign precision product. The Osvaldo fruit is a lightweight machine with Italian racing car styling.

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COIN MACHINE EQUIPMENT is a vital part of the **BUYERS & SELLERS CLASSIFIED MART** in **BILLBOARD MUSIC WEEK**

Vendall Distrib Takes Over Ellingsworth Co.

MINNEAPOLIS—Vendall Distributing Company, Minneapolis, has acquired the Ellingsworth Supply Company of Minneapolis, distributor of Victor venders in the Upper Midwest.

The Ellingsworth distributing firm was operated by Leo Ellingsworth, who will continue to operate his route. Partners in Vendall are Earl Grout and William (Bud) Zuber.

Northwest Council Sets Meet

SEATTLE — The Northwest Automatic Retailers Council will meet April 14 at the Roosevelt Hotel here to elect officers. NARC is affiliated with the National Automatic Merchandising Association and is made up of Washington and Oregon vending executives.

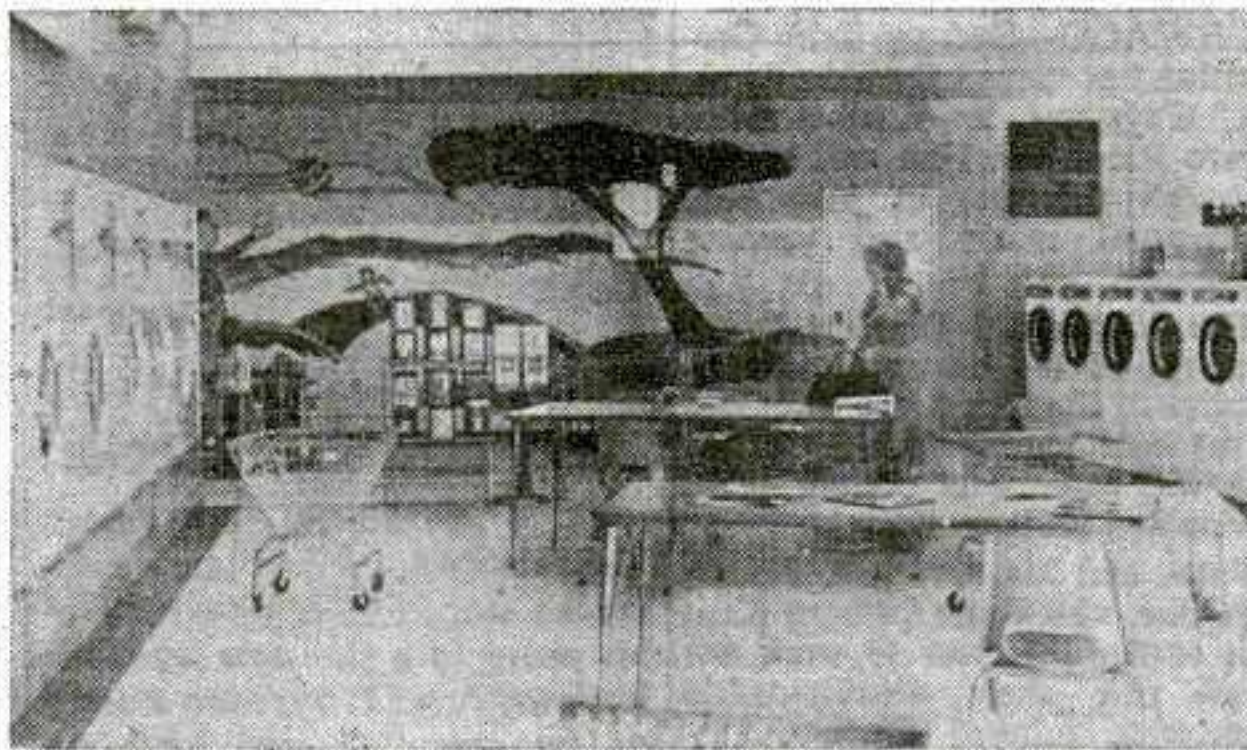
Cuskis Sells Bulk Route

OKLAHOMA CITY — Mike Cuskis, former bulk operator here, has sold his route, consisting of 200 stops in Southern and Southeastern Oklahoma City to W. H. McCormack. Cuskis specializes entirely in charm vending.

Attending Service School

NEW YORK — Morris Rood of Runyon Sales announced that four local operators are attending the AMI service school at Grand Rapids, Mich. They left here Monday (2).

Laundry Location Comes Up Roses for Op Flowers



THIS COIN LAUNDRY AND DRY CLEANING LOCATION IS TYPICAL OF THE BATTERY INSTALLATIONS MADE BY CHARLES A. FLOWERS.

DENVER—Super bulk vending centers in big combination coin-operated dry cleaning and laundry plants are breaking all profit records for Charles A. Flowers, veteran bulk route operator here.

Flowers, slow to get into the coin-operated laundry and dry cleaning shop type of location, cannily watched and waited for a year before moving into this field.

Since then, he has found that big, elaborate machine layouts, which offer customers a choice for a penny, a nickel, or a dime, are the most practical approach to this specialized market—primarily because of the way in which the business has developed.

Flowers guessed correctly that heavy competition for coin-operated laundry and dry cleaning dollars would mean bigger and bigger, better-equipped shops, as competition grew more intense. Therefore, instead of spreading his bulk venders thin, with one or two free-standing machines at each location, he chose coin-operated laundry firms whom he felt would build big, elaborate stores, with room for many machines, and anxious, as well, to provide as many coin-operated services as possible.

The Denver bulk operator's estimate proved solid from every aspect, with the result that now he has 6, 8, and even 10 machines in big coin laundries which include large numbers of vending services along with dry cleaning and laundry. In every instance, these have worked out ideally.

A typical example is the Lake-

wood Sunshine Center in suburban Lakewood. Here, in a 2,800-square-foot building which includes 12 coin-operated dry cleaners, and 30 washers, Flowers has installed one stand with six machines, vending 10-cent charms, 5-cent charms, 5-cent and 1-cent peanuts, two choices of ball gum, and a penny charm unit.

Flanking the six-head stand are two 10-cent ring venders, doubled up simply because rings are first-class sellers, and single machines did not provide enough variety.

This installation, as pictured, is mounted directly against a decorative low iron railing, enclosing a children's play area which contains a pedal-operated Merry-Go-Round, three four-chair child size reading tables, and a variety of juvenile amusement devices.

In each location Flowers attempts to spot his machines where either the play area, or wherever magazines and reading facilities are provided.

Inasmuch as most housewives bring their children along on laundry and dry cleaning trips, there is a practically endless market, Flowers has found.

Servicing coin laundry locations twice a week, or oftener by call, Flowers is thoroughly glad that he waited for the big ones before going into the field. With attractive new machines, plenty of variety, and with an adequate supply of change being furnished by attendants on duty wherever dry cleaning machines are in use, one coin laundry location can be as profitable as a dozen ordinary stops.

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- BALL BOWLERS (LATE) CHICAGO COIN UNITED
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- AMI—F-80, F120, G-80, 6120
- GOTTLIEB PIN GAMES
- WILLIAMS HERCULES, CRUSADER, TITAN, SPACE GLIDE GUN
- UN. TRIPLE PLAY BINGOS
- BALLY CHALLENGERS

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- WMS. METRO 2P..... WRITE
- WMS. SPACE SHIP 1P..... WRITE
- WMS. JOLLY JOKER..... WRITE
- WMS. SKILL BALL 1P.....\$295.00
- WMS. HOLLYWOOD 2P..... 365.00
- GOT. BIG CASINO 1P..... 325.00
- WMS. GUSHER 1P..... 125.00

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- Gottlieb Hi-Diver 195.00
- Gottlieb Miss Annabelle 195.00
- Gottlieb World Beauties 225.00
- Gottlieb Race Time, 2 Pl. 225.00
- Gottlieb Mademoiselle, 2 Pl. 245.00
- Gottlieb Spot-A-Card 245.00
- Gottlieb Around the World, 2 Pl. 295.00
- Gottlieb Big Casino 295.00
- Gottlieb Flipper Parade 295.00
- Williams Four Star 65.00
- Williams Perky 65.00
- Williams Gusher 95.00
- Williams Sea Wolf 95.00
- Williams Rocket 125.00
- Williams Ten Spot 245.00
- Keeney Hi-Straight 145.00

UPRIGHTS

- Games Inc. Wild Cat\$195.00
- Games Inc. Super Wild Cat 325.00
- Games Inc. Twin Super Wild Cat... 445.00
- Games Inc. Trail Blazer 395.00
- Bally Sportsman 195.00
- Auto Bell Galloping Dominos 50.00
- Auto Bell DeLuxe HiLoah 145.00
- Keeney Big Roundup 125.00
- Keeney Twin Red Arrow 445.00

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- Bally Ball Park (Baseball) 345.00
- Genco Circus Rifle (Gun) 225.00
- Genco Gun Club (Gun) 345.00
- Williams Hercules (Gun) 265.00
- Bally ABC Bowling Lane, 11' & 14' 125.00
- Bally Lucky Alley, 11' & 14' 295.00
- Bally Club Bowler, 8 1/2' 365.00
- Bally Monarch Bowler, 8 1/2' 395.00
- Bally Jet Bowler, 8 1/2' 45.00
- United League Bowling Alley, 13' .. 395.00
- United Bowling Alley, 14' 125.00
- Keeney Two-Score Bowler, 14'.... 65.00

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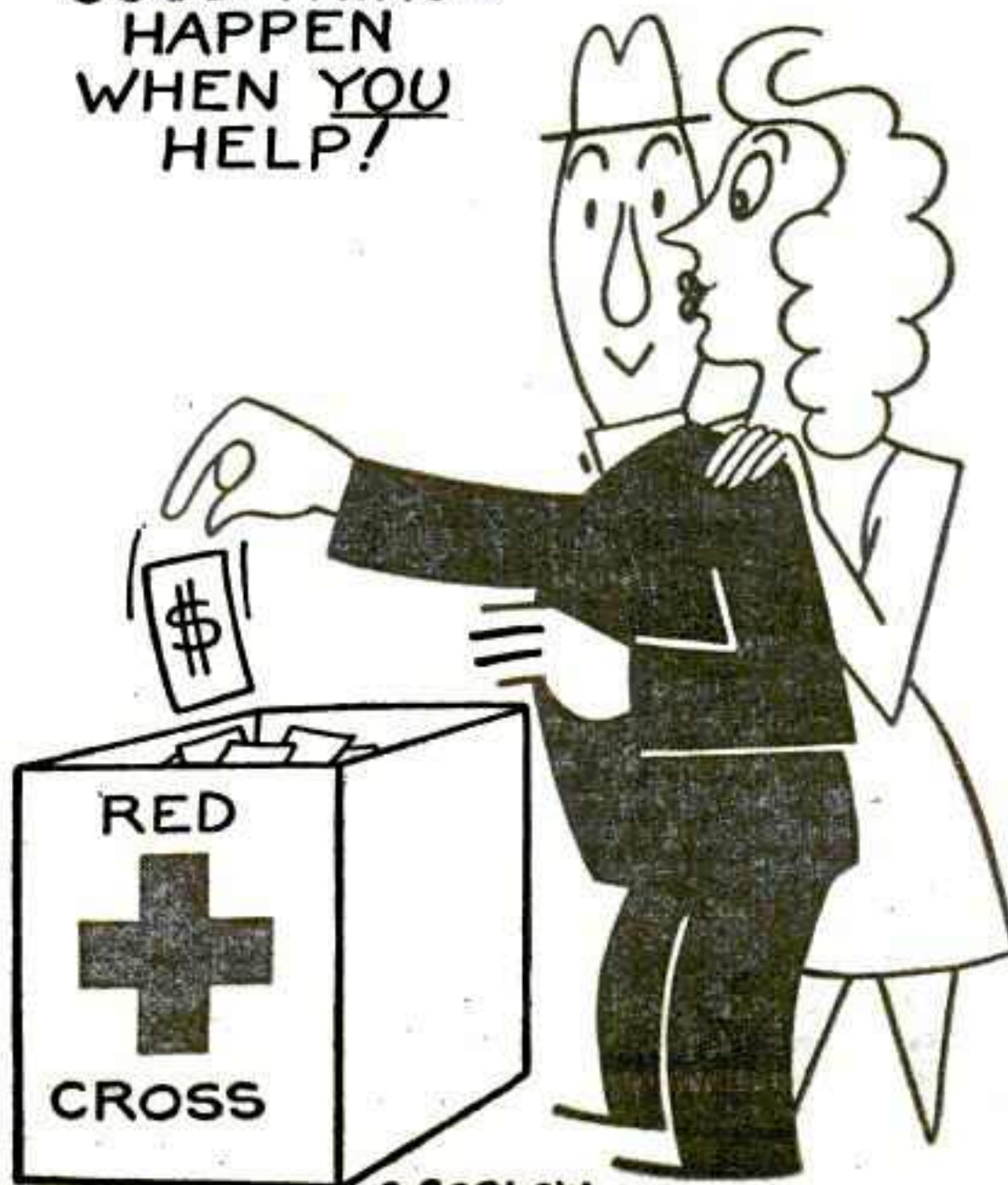
- Wurlitzer 1400\$ 65.00
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- Seeburg 201 D 595.00
- Seeburg 100 A, 45 rpm 95.00
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O. SOGLOW

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MOA Cracks Down on Non-Exhibitors

• Continued from page 92

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MOA, as well as other members of the juke box industry, have been

notably piqued of late by what they feel is indifference from the record companies.

They argue that juke box operators represent some 50 per cent of the singles market, not to mention the built-in promotion offered by juke boxes to the record industry.

Six Signed

Operators, they feel, are entitled to be heard. At last year's MOA convention in Miami, only six record companies were represented: Capitol, Columbia-Epic, Decca, Dot, MGM and RCA Victor. To date, RCA Victor and Decca are missing from this year's roles.

Not a few operators commented that last year, even some diskeries who did exhibit did so with a half-hearted effort. They cited one company as an example that set up its exhibit booth on the convention floor, but left a sign that representatives of the company could be contacted by the side of the pool. MOA officials felt this contributed little to the business-like atmosphere of the convention.

The diskeries countered that operator attendance at the convention was down and that after setting up elaborate displays, some record company officials were left talking to small knots of people.

No-Exhibit, No-Show

At this year's show, at least one record company indicated it would like to co-operate by sending artists to perform at the banquet, but that it would prefer not to set up an exhibit. Advised of the new MOA policy regarding "no-exhibit, no-show," the firm decided to come in.

MOA officials feel that one of the big strengths of the convention is a strong exhibit of equipment, records and supplies plus a meaningful business program. Participation by the diskeries, they feel, is an important part of the convention.

WANTED
Man to service Bally Bingo and Seeburg Music Machines. Call
JOHN WASSICK
LI 549-4307, Morgantown, W. Va., between 5 and 6 p.m.

WANTED
Juke Box Mechanic. No drifters, steady work, good pay, regular hours.
Write: The Billboard
BOX 156
188 W. Randolph Chicago 1, Ill.

"Profit-Makers" From
chicago coin

- LONG RANGE RIFLE GALLERY
- TRIPLE GOLD PIN
- VARIETY ROLL DOWN BOWLER
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1 Wurlitzer 2250 .. 175	1 AMI G-120 .. 150	10 Seeburg R's
10 Wurlitzer 1700 .. 90	5 Wurlitzer 2150 .. 150	(bad cabinets o.k.) 240
5 Wurlitzer 1900 .. 190	11 Wurlitzer 1800 .. 100	

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WE HAVE FOR SALE . . .

5 Western Trails—greatest Kiddy Ride ever built—new \$phone	
5 Rock-Ola 1455 .. @ \$195	10 Candid Camera, new .. @ \$ 50
35 AMI D-80, repainted .. 50	10 Skill Cards Counter Machine .. 50
5 Bally Sharpshooter Guns .. 295	15 Cole 3-Flavor Drink Machine .. 125

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- Beat previous high score, Super Home Run, High Score, Spell Name score replays.
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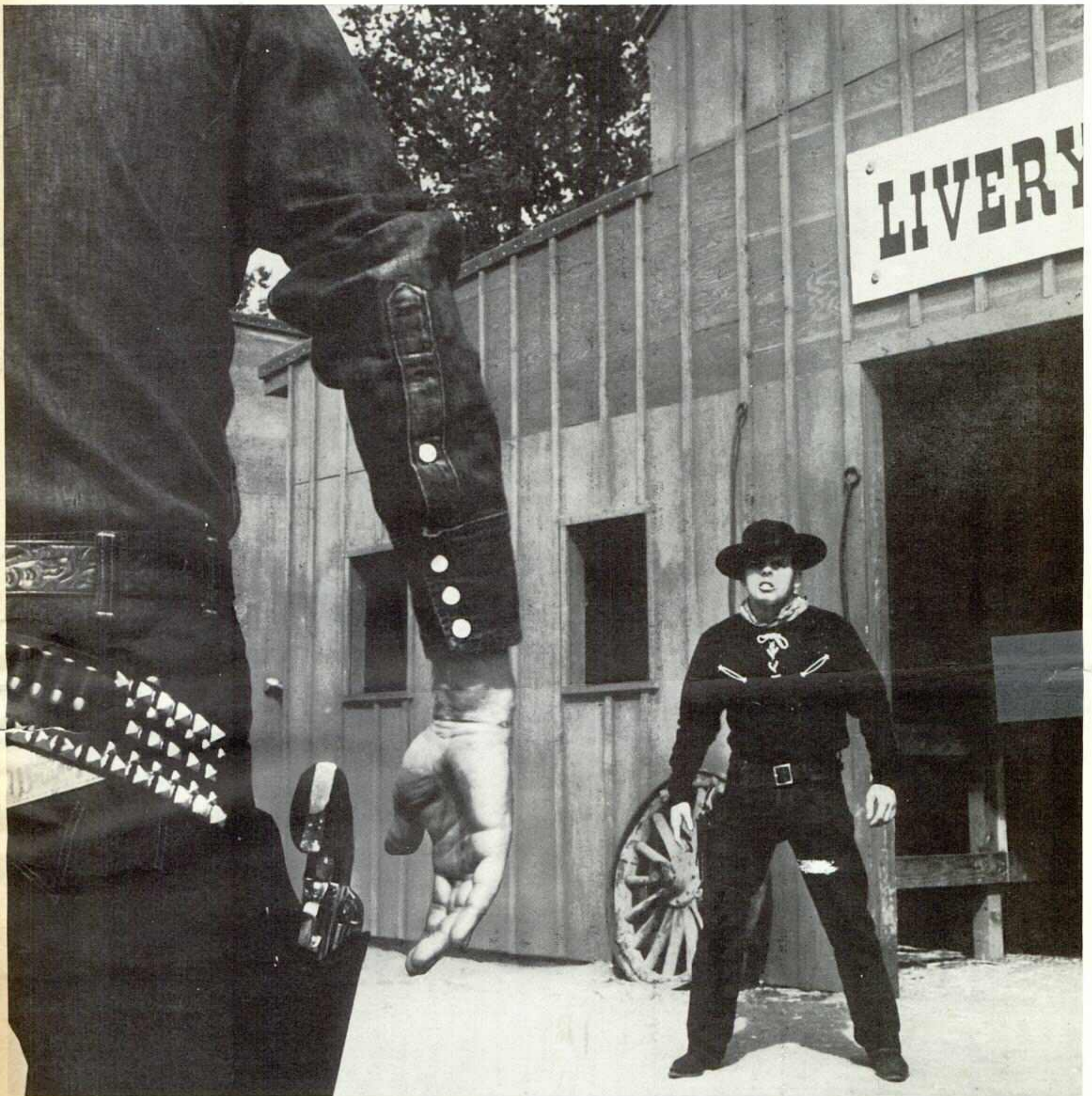
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URBIE GREEN (Command)
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RAY BRYANT (Columbia)

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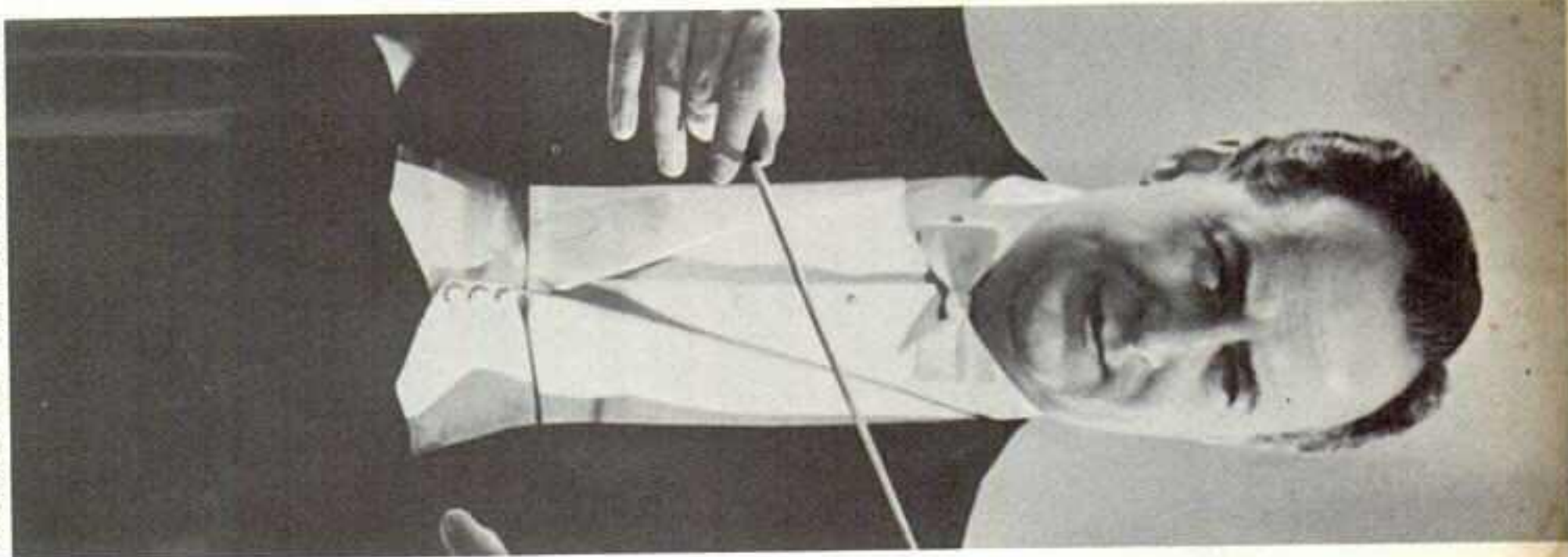
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RCA VICTOR

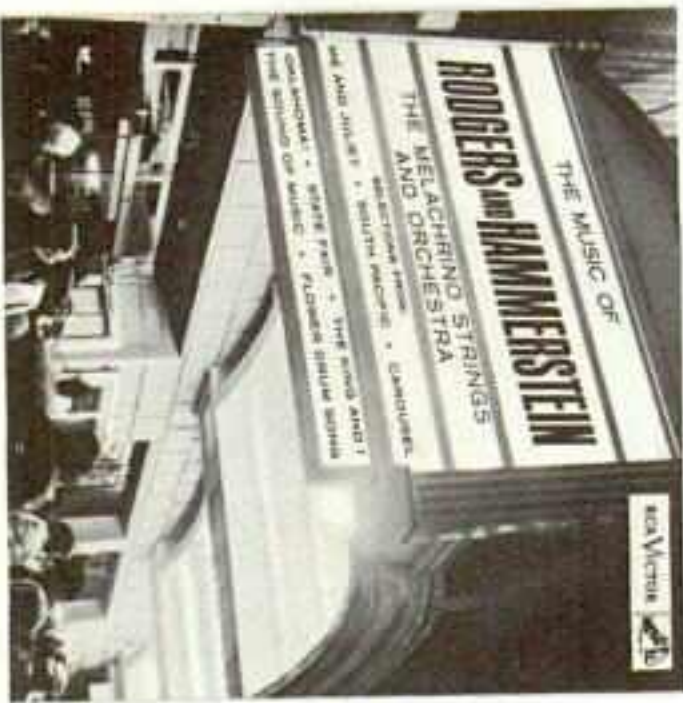


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