

BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS

BILLBOARD MUSIC WEEK PAGE ONE RECORD

South Holds Firm As Disk Sales Dip

NEW YORK—Generally speaking last week was a poor one for the disk business in most sections of the country. Dealers checked from coast to coast, especially in the New England, Middle Atlantic States and the Midwest, said business, for both singles and LP's, ranged from so-so to poor.

Areas that reported good business were Los Angeles, Houston, Dallas, New Orleans Washington, and a sprinkling of Southern cities. In these Southern areas the good sales of country and r.&b. wax made up for the drop-off in pop items.

In cities where the kids had last week off for their Easter or spring vacations, business was still swinging. Some dealers attributed the slump to the beginning of warm weather, although most felt that it was too early for the perennial summer slump.

The sluggish state of the singles business was reflected in the fact that there were only four "Regional Breakouts" picked up by BMW across the country last week, the lowest number of breakouts so far in any one week this year. Poor business held down many strong new releases to a crawl. The BMW "Hot 100" chart showed much fluctuation last week, a condition that always prevails when business is off, when even slight activity is magnified. In good business weeks it takes powerful sales activity to move up the chart.

Post-Easter Slump in Baltimore

BALTIMORE—Sales here reflected the dismal status of disk sales throughout most of the Eastern and Midwestern States last week. However, key radio and TV stations reported a local turntable hit with "Air Travel" by Ray and Bob on Ledo Records.

The disk was cited as a prime programming item by Buddy Deane, WJZ-TV; WCAO and WWIN. Other records listed as strong (among the newer releases) by all three outlets were Johnny Crawford's "Cindy's Birthday," "That's Old Fashioned" by the Everly Brothers, Gene Pitney's "The Man Who Shot Liberty Valance," Connie Francis' "Second Hand Love," "Playboy" by the Marvelettes, "Colinda" by Rod Bernard, and "It Keeps Right on Hurtin'" by Johnny Tillotson.

Milt Berson, buyer for Musical Sales, a key one-stop here, said that singles sales last week were virtually at a standstill, with only operators buying. His own sales, said Berson, were 35 to 45 per cent off normal purchases. For example, even a sure-fire hit such as Ray Charles' "Born to Lose" was moving at a rate of 300 to 500 a day, as compared to the usual rate of 800 to 900.

"Everybody bought heavily the previous week," said Berson, "in anticipation that sales would pick up sharply after Easter week." Interestingly, Berson said that country and western and rhythm and blues sales had held up, with only pop sales dropping off.

The strongest (among the newer releases), according to Berson, were "The Man Who Shot Liberty Valance," the Drifters' new vocal version of "Stranger on the Shore," Tillotson's "It Keeps Right On Hurtin'," and Dinah Washington's "Where Are You."

Frances Jordan, record librarian at WCAO, said that Vicky Tasso's "Sound of the Hammer" was the most-requested disk at the station last week; while Jack Gale of WWIN, opined that "The Man Who Shot Liberty Valance" was the "hottest record in town," noting that the disk (a WWIN "Pick" three weeks ago), had jumped from No. 14 to No. 2 on WWIN's top-record sheet in two weeks. A WWIN "Pick" is played at least once every two hours for seven days.

On the distributor scene here, Nat Lapatin, heretofore promotion man for Marnel Distributors, moved over to Warner Bros. Records. He will represent the label in this area.

Pittsburgh Hit Stature Grows Anew

PITTSBURGH—The steel hub of the nation is gradually re-emerging as an important center for exposing new records, according to a survey of dealers and distributors here. Beyond this, the city has recently seen a substantial number of local hits, indicating a generally swinging record market.

Business is good here, thanks at least in part to such

(Continued on page 8)

SINGLES

★ NATIONAL BREAKOUTS

- FOLLOW THAT DREAM, Elvis Presley, RCA Victor EPA 4368 (Extended Play)
- IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418
- PALISADES PARK, Freddy Cannon, Swan 4106

★ 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.

- QUEEN OF MY HEART . . .
Rene and Ray, Donna 1360 (Maravilla, BMI) (Los Angeles)
- JOHN BIRCH SOCIETY . . .
Chad Mitchell Trio, Kapp 457 (Valando, BMI) (New York)
- WEST OF THE WALL . . .
Toni Fisher, Big Top 3097 (Music Productions, ASCAP) (Seattle)
- THEME FROM BEN CASEY . . .
Valjean, Carlton 573 (Marfran, ASCAP) (New York)

NEW ON THE HOT 100

- 58. FOLLOW THAT DREAM . . .
Elvis Presley, RCA Victor EPA 4368 (Extended Play)
- 64. IT KEEPS RIGHT ON A-HURTIN' . . .
Johnny Tillotson, Cadence 1418
- 69. PALISADES PARK . . .
Freddy Cannon, Swan 4106
- 71. THAT'S OLD FASHIONED . . .
Everly Brothers, Warner Bros. 5273
- 73. STRANGER ON THE SHORE . . .
Drifters, Atlantic 2143
- 75. SECOND HAND LOVE . . .
Connie Francis, MGM 13074
- 83. THAT'S MY DESIRE . . .
Sensations, Argo 5412
- 84. WALK ON THE WILD SIDE . . .
Jimmy Smith, Verve 10255
- 86. HOW IS JULIE? . . .
Lettermen, Capitol 4746
- 87. YOU'RE NOBODY 'TIL SOMEBODY LOVES YOU . . .
Dinah Washington, Roulette 4424
- 88. BORN TO LOSE . . .
Ray Charles, ABC-Paramount 10330
- 89. CINDY'S BIRTHDAY . . .
Johnny Crawford, Del Fi 4178
- 90. THE STRIPPER . . .
David Rose and His Ork, MGM 13064
- 92. IMAGINE THAT . . .
Patsy Cline, Decca 31377
- 94. MY REAL NAME . . .
Fats Domino, Imperial 5833
- 97. LET ME BE THE ONE . . .
Paris Sisters, Gregmark 12
- 98. OPERATOR . . .
Gladys Knight and the Pips, Fury 1064
- 99. I'LL TRY SOMETHING NEW . . .
Miracles, Tamla 54059
- 100. DREAM . . .
Dinah Washington, Mercury 71958

ALBUMS

★ NATIONAL BREAKOUTS

MONO

- STATE FAIR, Sound Track, Dot DLP 9011
- DINO—ITALIAN LOVE SONGS, Dean Martin, Capitol T 1659

STEREO

- 'S CONTINENTAL, Ray Conniff, His Ork & Chorus, Columbia CS 8576
- STATE FAIR, Sound Track, Dot DLP 29011
- STRANGER ON THE SHORE, Mr. Acker Bilk, Atco SD 129

★ NEW ACTION LP'S

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

MONO

- HEY! BABY & 11 OTHER SONGS ABOUT YOUR BABY . . .
Bruce Channel, Smash MGS 27008
- BLUES CROSS COUNTRY . . .
Peggy Lee, Capitol T 1671
- BEYOND THE REEF . . .
Earl Grant, Decca DL 4231
- DUET . . .
Doris Day-Andre Previn, Columbia CL 1752
- ITALIANO . . .
Frankie Avalon, Chancellor CHL 5025
- MR. BROADWAY . . .
Tony Bennett, Columbia CL 1763
- TWISTIN' 'N' TWANGIN' . . .
Duane Eddy, RCA Victor LPM 2525
- TWISTIN' THE NIGHT AWAY . . .
Sam Cooke, RCA Victor LPM 2555
- CHAPEL BY THE SEA . . .
Billy Vaughn, Dot DLP 3424
- I CAN GET IT FOR YOU WHOLESALE . . .
Original Cast, Columbia KOL 5780
- ORIGINAL MOTION PICTURE HIT THEMES . . .
Various Artists, United Artists UAL 3197
- CLOSE UP IN SWING . . .
Erroll Garner, ABC-Paramount ABC 395
- THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCHESTRA . . .
Eugene Ormandy Conducting, Columbia PHM 1
- COME ON IN . . .
Santo and Johnny, Canadian-American CALP 1006
- ETTA JAMES . . .
Argo LP 4013

STEREO

- MODERN SOUNDS IN COUNTRY & WESTERN MUSIC . . .
Ray Charles, ABC-Paramount ABCS 410
- EL CID . . .
Sound Track, MGM SE 3977
- PETER, PAUL AND MARY . . .
Warner Bros. WS 1449
- THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCHESTRA . . .
Eugene Ormandy Conducting, Columbia PHS 1
- UP A LAZY RIVER . . .
Si Zentner, Liberty LST 7216

NEW ON THE TOP LP'S

MONO

- 99. STATE FAIR . . .
Sound Track, Dot DLP 9011
- 121. DINO—ITALIAN LOVE SONGS . . .
Dean Martin, Capitol T 1659

(Continued on page 8)

RCA VICTOR FLASH!



NEW MAY 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.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 150 monaural LP titles and their chart performance.

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Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 150 stereo LP titles and their chart performance.

50 Best Selling

STEREO LP's

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 50 top-selling stereo LP titles and their chart performance.

BIG **HIT** SINGLES



1. * SHE CRIED

JAY and the AMERICANS

UA 415

2. * Village Of Love

NATHANIEL MAYER

UA 449

3. * THE MAN WHO SHOT LIBERTY VALANCE

GENE PITNEY

MU 1020

4. * I'm On My Way

The HIGHWAYMEN

UA 439

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NEW POSTS

Gold Import Co-Ordinator, Bruce Rack Mgr. at Mercury

CHICAGO — Two distinct but increasingly important trends in record merchandising are illustrated by a pair of Mercury Record Corporation appointments last week.

Don Gold, well-known music writer and public relations consultant, was named co-ordinator of imported music, and Richard (Dick) Bruce was named national rack sales manager.

Both are newly created posts and both men will serve on all three labels in the organization—Mercury, Philips and Smash.

Areas Change

In announcing the appointments, Mercury executive vice-president, Irwin Steinberg, took cognizance of changes in both areas.

He noted the appointment of Bruce is part of Mercury's recognition of an extension of those areas through which records can be sold. "The rack phase of the business requires special attention and special knowledge which Mercury has acquired through this appointment," Steinberg said.

The Gold appointment reflects Mercury's increased activity with foreign music. Steinberg said the vast foreign library of music now

available to Mercury through its licensee agreement with Philips Phonographic Industries of Baarn, Holland, has created a need for such a staff position.

Varied Duties

Among Gold's duties will be reviewing of imported tapes, research, recommendations on marketing and artwork, and serving as consultant on album liner and sleeve copy.

Gold was formerly an editor with Show Business Illustrated, associate editor with Playboy, and managing editor with Down Beat. He has his own radio program on WFMT, Chicago's "fine arts" FM station, has conducted classes in music appreciation at Columbia College here, and has written numerous articles on music for magazines and newspapers.

Bruce has been national promotional director of Mercury albums and is former Midwest regional sales manager. He will work closely with the sales managers of the three labels, Kenny Myers, Mercury; Lou Simon, Philips, and Charlie Fach, Smash, and co-ordinate with the field staffs of all three.

Hi Records Signs 5-Yr. Pact With London Distrib Network

By SAM CHASE

NEW YORK — The changing position of the independent record producer was underlined this week when Hi Records of Memphis re-pacted London's American Group as its distributor. The new five-year contract renews after three successful years under the expired contract.

Significantly, in a simultaneous deal, Hi re-signed its leading artist Bill Black. The two deals run parallel and are inter-related.

In today's hard-sell record market, the indie producer has a much harder job profiting from his product than five years ago. When releasing his own product, he is faced with the fact that it is tougher to make a local hit break nationally and, if it does, to realize a sale near the size that was common half a decade ago. Under the circumstances, selling masters has been the easy way out for many.

Others, like Joe Cuoghi of Hi, who had confidence in their product, looked for a way in which they could retain an interest in their recordings through a reciprocal deal with a national distributor, in which both parties has responsibilities and rights clearly spelled out. The success of Hi's deal with London thus marks a significant step forward that may point the way to a further evolution in producer distributor relationships.

Advances & Guarantees

The new London deal, for example, covers guarantees and advances to Hi that run over six figures, while providing London with exclusive world-wide rights.

Barksy, MGM Philadelphia distributor and program chairwoman for the local AWRT arranged for Maxin's appearance. His topic will be: "Phonograph Records' Contribution to the Culture of the World."

Abramson Opens A-1 Studios

Herb Abramson, vet record man, has opened the A-1 recording studio in New York City. It is located in the old Atlantic Records headquarters on West 56th Street. Studio can handle musical aggregations up to 14 pieces, and is equipped with facilities for 14 mikes on four channels.

Johnson Columbia Ed. Mgr.

Frederic Johnson has been appointed to the post of manager, educational department of Columbia Records Sales Corporation. (Continued on page 30)

Obviously, the exact amount offered producers would vary with the track record. But the result is a certain financial security for the producer which enables him to concentrate on getting out product; in fact, the terms of the contract obligate him to turn out a stipulated number of sides in a given period. This, in turn, assured the distributor of a consistent flow of product from a proven source.

Another aspect of the contract calls for a payoff on a straight royalty off the top on every record sold, based on gross. This eliminates the usual method of paying off only after evaluating profits per record following deduction of overhead, advertising and similar items which are subject to many kinds of interpretation by accountants and have led to innumerable suits.

Leon Hartstone of London and Walt McGuire, head of the American group, were particularly proud, in this situation, of the fact that their kind of deal avoids any danger of violating the deal between producer and talent, as emphasized by Cuoghi's re-pacting of Bill Black. Because the American group produces no records of its own, McGuire has no reason to inter-

fere with or get involved in producer-artist relationships.

Distrib Himself

Cuoghi commented that he made his first distributing arrangement with London very carefully, with the benefit of experience he had himself as a distributor up to that time. Cuoghi, a sparkplug on the Memphis music-record scene, also operates the Royal Recording Studio; the city's largest one-stop (Poplar Tunes); a 75-box juke route (Poplar Tunes Music Company); one of the largest retail record stores in town (Poplar Tunes Record Company), and, of course, Hi Recording Corporation.

London moved into the distributing area for indie producers in 1957, since which time they have signed over 130 different producer agreements resulting in the release of some 400 singles and 25 LP's on about 30 labels, accounting for sales to distributors on U. S.-produced indie records of over \$10 million.

There are three primary deals that McGuire makes. These range from acceptance of individual masters for distribution, through exclusive deals covering all product of specific artists, to the ultimate—exclusive distribution of all product turned out by a producer. This flexibility permits him to pact veterans as well as newcomers.

G. Wallichs Elected RIAA Prexy; New Officers Installed

NEW YORK — Glenn Wallichs, Capitol Records chief, is the new president of the Record Industry Association of America, Inc. He was elected at the annual meet last Wednesday (3) of the RIAA, whose membership accounts for more than 80 per cent of all the records sold in the U. S.

Also elected to office were David Kapp (Kapp) first vice-president and assistant treasurer, and — as vice-presidents—Sam Clark (ABC-Paramount), Archie Bleyer (Candace), Jac Holzman (Elektra) and Ira Moss (Synthetic Plastics).

Re-elected to office were John Stevenson (Young People's Records) as treasurer; Henry Brief, executive secretary, and Ernest S. Meyers, general counsel.

The new RIAA board of directors — expanded this year from seven to nine — includes Moses Asch (Folkway), Irving Green (Mercury), Leon Hartstone (London), Goddard Lieberson, (Columbia), George Marek (RCA Victor), Arnold Maxin (MGM), Wallichs, Paul Wexler (Colpix), and Randy Wood (Dot).

MANUFACTURERS' BRIEFS

Artia Inks Russian Pact

Artia-Parliament have renewed its exclusive contract with Mezkniga, the USSR trade company responsible for the export of all recorded music. The contract negotiations were carried out by Artia executives J. Jay Frankel, Peter Sutro and Howard Singer during a recent visit to Moscow. The contract calls for the exclusive import on tapes or records for a period of five years of all recorded music produced in the Soviet

Union as well as control of recordings made by Soviet artists on a world-wide basis. The deal also provides for the importation of American recordings into the Soviet Union tentatively scheduled to start at the end of 1962. Firm also carried out a similar deal with the Czech record industry.

Premier Opens N. J. Plant

Premier Albums has opened a record pressing plant in Clifton, N. J. Premier, headed by Phil Landwehr, makes budget albums under the Coronet, Celebrity, Parade and Twinkle labels, as well as the regular price lines Directional Sound and Baronet. Plant contains modern pressing equipment, and was designed by John Halko, vice-president in charge of plant operations.

Maxin to Talk to AWRT

Arnold Maxin, president of MGM Records, will be guest speaker at the dinner meeting Tuesday (15) at the Philadelphia Chapter of the American Women in Radio and Television. Fran Murphy, executive assistant to Ed

"Big Bad John" by Jimmy Dean on Columbia, was responsible for more dimes in automatic phonograph coin boxes than any other record during 1961, according to Billboard Music Week's 1962 Music Machine Survey, but the margin over Chubby Checker's "The Twist" on Parkway was a narrow one. For complete details and other top juke box tunes, See Page 57.

IT WAS EASY!... The Dealers saw our Ad in BMW. Checked it with BMW's weekly Record Reviews & Chart Action... AND THEY CALLED ME!!



BILLBOARD MUSIC WEEK The Music-Record Marketer

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United Recordings Studios Following Expansion Plans

HOLLYWOOD — United Recordings Studios last week bought San Francisco's Sound Records, Inc., branching its studio operations into a third market. Bill Putnam's United is affiliated with Chicago's Universal Recording Corporation. In addition, Putnam has purchased land in Las Vegas where he expects to start constructing a studio within three months.

San Francisco studio was purchased from Wayne Stahmer and the estate of the late Jack Hawkins, recently killed in a private plane crash. Purchase price was approximately \$50,000. Deal was concluded by Putnam and United treasurer, Tony Parri. United's chief engineer, Bud Morris, will head the operation for the time being. No one has as yet been named to handle sales.

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"THE NATION'S BEST SELLING RECORDS"

Dot BEST SELLING SINGLES

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16349	Willing And Eager/Quando, Quando, Quando	PAT BOONE
<input type="checkbox"/> 16333	Cinderella	JACK ROSS
<input type="checkbox"/> 16309	You Better Move On	ARTHUR ALEXANDER
<input type="checkbox"/> 16336	Runaway	LAWRENCE WELK
<input type="checkbox"/> 16329	Chapel By The Sea	BILLY VAUGHN
<input type="checkbox"/> 16331	Twistwatch	THE STRING-A-LONGS
<input type="checkbox"/> 16346	Stranger On The Shore/Memories Of Maria	BUDDY MERRILL
<input type="checkbox"/> 16355	I Can't Stop Loving You/Born To Lose	TAB HUNTER
<input type="checkbox"/> 16343	Too Young To Love/Hello, Lonesome	DALE THOMAS
<input type="checkbox"/> 16344	Take These Chains From My Heart It's Hard But It's Fair	WARREN STORM
<input type="checkbox"/> 16347	The World's Greatest Man Sweet Little Loveable You	WINK MARTINDALE

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16320	Glad Rag Doll	JOHNNY MADDOX
<input type="checkbox"/> 16338	Confidential/How Deep Is The Ocean	KEELY SMITH
<input type="checkbox"/> 16337	People Will Say We're In Love (The Answer To) You Better Move On	DEBBIE REYNOLDS
<input type="checkbox"/> 16312	I'll See You In My Dreams	PAT BOONE
<input type="checkbox"/> 16339	Dancing On The Ceiling/I Cried	DODIE STEVENS
<input type="checkbox"/> 16345	Theme From Parkwood/The Parkwood Twist	THE STARLITERS
<input type="checkbox"/> 16342	Honky Tonk Twist/I Want A Girl	JO ANN CASTLE
<input type="checkbox"/> 16341	I Wanna Boogie/Angel Please	JIMMY ANDERSON
<input type="checkbox"/> 16350	Do Yourself A Favor/We're Go'n' Back	JACK LARSON
<input type="checkbox"/> 16351	Where Is The Boy Tonight/On The Wagon	THE CHARMAINES
<input type="checkbox"/> 16352	Show Boat/I Need You	FLOYD ROBINSON



Billy Vaughn

NEW RELEASES

CONTINENTAL MELODY

B/W

BORN TO BE WITH YOU

#16359



Arthur Alexander

WHERE HAVE YOU BEEN

B/W

SOLDIERS OF LOVE

#16357

BEST SELLING ALBUMS

MONO	STEREO	ARTIST
<input type="checkbox"/> 3434	<input type="checkbox"/> 25434	YOU BETTER MOVE ON • Arthur Alexander
<input type="checkbox"/> 3431	<input type="checkbox"/> 25431	HIS GREATEST HITS • Vaughn Monroe
<input type="checkbox"/> 3430	<input type="checkbox"/> 25430	12 GREAT HITS • Thurl Ravenscroft Singers
<input type="checkbox"/> 3429		CINDERELLA • Jack "Happy Jose" Ross
<input type="checkbox"/> 3428	<input type="checkbox"/> 25428	YOUNG WORLD • Lawrence Welk
<input type="checkbox"/> 3425		MILLION \$ MUSIC • Various Artists
<input type="checkbox"/> 3424	<input type="checkbox"/> 25424	CHAPEL BY THE SEA • Billy Vaughn
<input type="checkbox"/> 3423	<input type="checkbox"/> 25423	TWIST WITH KEELY SMITH
<input type="checkbox"/> 3422	<input type="checkbox"/> 25422	TWISTIN' TWELVE GREAT HITS • George Cates
<input type="checkbox"/> 3417	<input type="checkbox"/> 25417	CAN'T HELP FALLING IN LOVE • Lennon Sisters
<input type="checkbox"/> 3415	<input type="checkbox"/> 25415	BECAUSE YOU'RE MINE • Keely Smith
<input type="checkbox"/> 3412	<input type="checkbox"/> 25412	MOON RIVER • Lawrence Welk
<input type="checkbox"/> 3410	<input type="checkbox"/> 25410	DOIN' THE TWIST • Louis Prima
<input type="checkbox"/> 3409	<input type="checkbox"/> 25409	GREATEST STRING BAND HITS • Billy Vaughn
<input type="checkbox"/> 3406	<input type="checkbox"/> 25406	THE ANDREWS' SISTER'S GREATEST HITS
<input type="checkbox"/> 3403	<input type="checkbox"/> 25403	BIG BAD JOHN • Wink Martindale
<input type="checkbox"/> 3400	<input type="checkbox"/> 25400	TAKE FIVE • George Cates
<input type="checkbox"/> 3399	<input type="checkbox"/> 25399	I'LL SEE YOU IN MY DREAMS • Pat Boone
<input type="checkbox"/> 3398	<input type="checkbox"/> 25398	SAD MOVIES • The Lennon Sisters
<input type="checkbox"/> 3396	<input type="checkbox"/> 25396	BERLIN MELODY • Billy Vaughn
<input type="checkbox"/> 3389	<input type="checkbox"/> 25389	YELLOW BIRD • Lawrence Welk
<input type="checkbox"/> 3384	<input type="checkbox"/> 25384	MOODY RIVER • Pat Boone
<input type="checkbox"/> 3368	<input type="checkbox"/> 25368	GREAT HAWAIIAN HITS • The Mills Brothers
<input type="checkbox"/> 3366	<input type="checkbox"/> 25366	WHEELS & ORANGE BLOSSOM SPECIAL • B. Vaughn
<input type="checkbox"/> 3363	<input type="checkbox"/> 25363	SAN ANTONIO ROSE • The Mills Brothers
<input type="checkbox"/> 3360	<input type="checkbox"/> 25360	TONY MARTIN—HIS GREATEST HITS
<input type="checkbox"/> 3359	<input type="checkbox"/> 25359	CALCUTTA • Lawrence Welk
<input type="checkbox"/> 3355	<input type="checkbox"/> 25355	POLYNESIAN PERCUSSION • George Cates
<input type="checkbox"/> 3352	<input type="checkbox"/> 25352	WONDERLAND BY NIGHT • Louis Prima
<input type="checkbox"/> 3350	<input type="checkbox"/> 25350	LAST DATE • Lawrence Welk
<input type="checkbox"/> 3349	<input type="checkbox"/> 25349	THEME FROM THE SUNDOWNERS • Billy Vaughn
<input type="checkbox"/> 3342	<input type="checkbox"/> 25342	CHAMPAGNE MUSIC • Lawrence Welk
<input type="checkbox"/> 3338	<input type="checkbox"/> 25338	YELLOW BIRD • The Mills Brothers
<input type="checkbox"/> 3322	<input type="checkbox"/> 25322	LOOK FOR A STAR • Billy Vaughn
<input type="checkbox"/> 3314	<input type="checkbox"/> 25314	MORE MILLION SELLERS • Johnny Maddox
<input type="checkbox"/> 3309	<input type="checkbox"/> 25309	DUTCHMAN'S GOLD • Walter Brennan
<input type="checkbox"/> 3302	<input type="checkbox"/> 25302	POLKAS • Lawrence Welk
<input type="checkbox"/> 3295	<input type="checkbox"/> 25295	AM I THAT EASY TO FORGET • Debbie Reynolds

MONO	STEREO	ARTIST
<input type="checkbox"/> 3292	<input type="checkbox"/> 25292	THE LENNON SISTERS SING 12 GREAT HITS
<input type="checkbox"/> 3289	<input type="checkbox"/> 25289	CRAZY OTTO PIANO • Johnny Maddox
<input type="checkbox"/> 3288	<input type="checkbox"/> 25288	GREAT GOLDEN HITS • Billy Vaughn
<input type="checkbox"/> 3280	<input type="checkbox"/> 25280	GOLDEN WALTZES • Billy Vaughn
<input type="checkbox"/> 3276	<input type="checkbox"/> 25276	THEME FROM A SUMMER PLACE • Billy Vaughn
<input type="checkbox"/> 3270	<input type="checkbox"/> 25270	MOONGLOW • Pat Boone
<input type="checkbox"/> 3251	<input type="checkbox"/> 25251	SONG OF THE ISLANDS • Lawrence Welk
<input type="checkbox"/> 3250		BEST-LOVED CATHOLIC HYMNS • Lennon Sisters
<input type="checkbox"/> 3249	<input type="checkbox"/> 25249	RAGTIME PIANO GAL • Jo Ann Castle
<input type="checkbox"/> 3241	<input type="checkbox"/> 25241	BE MY LOVE • Keely Smith
<input type="checkbox"/> 3210	<input type="checkbox"/> 25210	LOUIS AND KEELY! • Louis Prima, Keely Smith
<input type="checkbox"/> 3208	<input type="checkbox"/> 25208	LET ME CALL YOU SWEETHEART • The Mills Brothers
<input type="checkbox"/> 3205	<input type="checkbox"/> 25205	GOLDEN SAXOPHONES • Billy Vaughn
<input type="checkbox"/> 3201	<input type="checkbox"/> 25201	GOLDEN HITS • Billy Vaughn
<input type="checkbox"/> 3200	<input type="checkbox"/> 25200	VOICES AND STRINGS • Lawrence Welk
<input type="checkbox"/> 3170	<input type="checkbox"/> 25170	PETITE FLEUR • Bob Crosby
<input type="checkbox"/> 3165	<input type="checkbox"/> 25165	BLUE HAWAII • Billy Vaughn
<input type="checkbox"/> 3164	<input type="checkbox"/> 25164	MR. MUSIC MAKER • Lawrence Welk
<input type="checkbox"/> 3157	<input type="checkbox"/> 25157	THE MILLS BROTHERS GREAT HITS
<input type="checkbox"/> 3156	<input type="checkbox"/> 25156	BILLY VAUGHN PLAYS • Billy Vaughn
<input type="checkbox"/> 3155	<input type="checkbox"/> 25155	WHEN YOU'RE SMILING • Eddie Peabody
<input type="checkbox"/> 3140	<input type="checkbox"/> 25140	LA PALOMA • Billy Vaughn
<input type="checkbox"/> 3122	<input type="checkbox"/> 25122	JOHNNY MADDOX PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3119	<input type="checkbox"/> 25119	BILLY VAUGHN PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3118	<input type="checkbox"/> 25118	STAR DUST • Pat Boone
<input type="checkbox"/> 3100	<input type="checkbox"/> 25100	SAIL ALONG SILV'RY MOON • Billy Vaughn
<input type="checkbox"/> 3098		GALE'S GREAT HITS • Gale Storm
<input type="checkbox"/> 3086	<input type="checkbox"/> 25086	MUSIC FOR THE GOLDEN HOURS • Billy Vaughn
<input type="checkbox"/> 3071	<input type="checkbox"/> 25071	PAT'S GREAT HITS • Pat Boone
<input type="checkbox"/> 3068	<input type="checkbox"/> 25068	HYMNS WE LOVE • Pat Boone
<input type="checkbox"/> 3064	<input type="checkbox"/> 25064	MELODIES IN GOLD • Billy Vaughn
<input type="checkbox"/> 3054D	<input type="checkbox"/> 25054D	THE TEN COMMANDMENTS • Sound Track
<input type="checkbox"/> 3016	<input type="checkbox"/> 25016	THE GOLDEN INSTRUMENTALS • Billy Vaughn
<input type="checkbox"/> 3001		SWEET MUSIC AND MEMORIES • Billy Vaughn
<input type="checkbox"/> 110	<input type="checkbox"/> 110S	THE MAN WITH THE BANJO • Eddie Peabody
<input type="checkbox"/> 9011	<input type="checkbox"/> 29011	STATE FAIR • Sound Track
<input type="checkbox"/> 9500	<input type="checkbox"/> 29500	THE FIVE PENNIES • Sound Track

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

BILLBOARD MUSIC WEEK

See Korvette's Catalog Depth As Key to Discount's Future

NEW YORK—The forthcoming opening of Korvette's new Fifth Avenue store here with its large record department is looked on by a number of key executives as a major portent for the future. For the new Korvette disk department, it is reliably reported, will carry much more than cream items, and will have a broad catalog selection.

Over the past year there has been a gradual widening of the type of records carried by discount shops. Korvette's stores in New Jersey and Pennsylvania have expanded their stock from best sellers only to catalog LP's. The expectation that the Fifth Avenue establishment will have an even broader record stock than other Korvette stores, is looked upon as a spur to an expansion of stock by discount houses across the country.

The reason for this is the great growth of the Korvette chain as a retail record merchandiser over the past few years. According to many record executives, Korvette is now one of the big three among record merchandisers, the other two being Woolworth's and Sears. More than that, it is understood Korvette record departments are being run at a profit.

Manufacturers have long been concerned about their catalog merchandise as discount houses have grabbed a large share of the retail record market. Until recently these stores, either run internally, or as leased departments by rack jobbers, have stressed the cream items and by-passed or ignored much of the

catalog merchandise. The tough competitive situation for many of the old line dealers, who always sold catalog items, also disturbed the larger LP manufacturers. The possibility that the large chains and discount houses may spread out to carrying broader stocks is a pleasant vista for these firms.

Another ramification of Korvette's growth, is that the firm has done it with its own disk operation, which is headed by Dave Rothfeld. There are many trade observers who feel that more and more department stores, and discount houses, will in the future

turn to their own operation, rather than use rack jobbers or lease out their record departments. As an indication of this, one very large department store chain, which has not been in recent years a factor in the disk business, is looking right now for a man to head a new retail record operation for its chain of stores in New York. There is a feeling on the part of sales managers of the large firms, that the more large outlets become successful with record departments run by outside personnel, the more they will consider operating their own disk departments.

Indie Disk Makers Purchase Key Hot Masters Getting Local Action

NEW YORK — A lot of hot master purchases have been made over the past few weeks, with one of the master sales reportedly bringing the producer an estimated \$9,000. This large sum was reportedly paid by Morris Levy of Roulette, to Tim Tormey of Artists Producer's in Pittsburgh for the disking "Need You," by Johnny Jack on Ricky Records, a BMW "Breakout" in Pittsburgh in April.

Larry Utall of Mr. Peacock purchased a master from Bolo Records of Seattle called "J.A.J." by the Dynamics. United Artists purchased a new disk that was a Philadelphia "Breakout" in the BMW April 28 issue. Record is "Just One Kiss," by Shelton Duna-way on Lyric. It was made by Phil Khoury of Lake Charles, La. UA also made a deal with Jesse Snyder of Renner Records in San Antonio to buy the master "Linda Lou," by the Traits.

Capitol picked up the master of "Life's Problems" by Elton Anderson on the Lanor label, from Lee

Lavergne of Port Church, La. Kapp Records bought a master, "King of Wealth" by Mike Joseph from the Tara label of Chicago. Southern Sound bought the master by the Red Ryders from the B-w Music firm in Wooster, Ohio. And Chess purchased a master by the Golden Teardrops from Charles and Opal Lantz of Lantz Productions of Canton, Ohio.

'GOOD LUCK CHARM'

Gladys Sues Arch Over Hit

NEW YORK — The simmering dispute over the publishing rights to Elvis Presley's current smash "Good Luck Charm" reached the courts this week. Gladys Music started an infringement suit against Aaron Schroeder and Wally Gold and Arch Music over the answer tune to "Good Luck Charm," called "Don't Want to Be Your Good Luck Charm." This version of the tune was issued on Capitol Records, who was also enjoined in the suit. Suit was filed in Federal Court last Friday (27).

Meanwhile, Schroeder and Gold, who wrote "Good Luck Charm," initiated a suit in State Supreme Court against Gladys Music, Presley Music, Elvis Presley, ASCAP and RCA Victor for a declaratory judgment for the establishment of Arch Music's title to the song "Good Luck Charm." Gladys Mu-

COLUMBIA GETS '1/2 PAST WED.'

NEW YORK — Columbia Records picked up the recording rights last week to the original-cast album of "Half Past Wednesday," the kid show which recently played off-Broadway. Show, based upon the fairy tale "Rumpelstiltskin," features a score with music by Bob Colby, lyrics by Colby and Nita Jonas, and a book by Anna Marie Barlow. Diskery started cutting the show last weekend, and it is expected to be released soon.

UA's Matthews to Musicor Records

NEW YORK—Eddie Matthews, a member of United Artists' records' a.&r. department, is reported to be moving over to Musicor Records, the record label owned by Aaron Schroeder and distributed nationally by the UA organization.

Principals could not be contacted, but it's known that Schroeder, who also is a publisher with major BMI and ASCAP holdings, has temporarily lost his right-arm man, Wally Gold, to a long siege of sickness, and Matthews may fill in both Gold's slot and a new position of his own overseeing the accelerated a.&r. activities at Musicor.

MGM Mounts Singles Drive

Includes Records on
Verve, Choro, Parker

NEW YORK — MGM Records has embarked on an all-out singles drive with current releases encompassing four different labels, all distributed through the MGM distributor set-up. These include new releases on the parent label as well as on Verve, Choro and Charlie Parker Records.

The disks include new product by Connie Francis, Conway Twitty, David Rose and Richard (Doctor Kildare) Chamberlain, all on MGM; Jimmy Smith on Verve and Elmer Bernstein on Choro. The Charlie Parker label singles include sides by Cozy Cole, Joe Carroll and Mundell Lowe and his band.

Sales chief, Andy Miele, announced that all disks are getting heavy local promotion, while national promotion men, Julie Rifkind and Buzzy Willis, are making the radio station scene around the nation, setting up contests and promotions. It was also announced

(Continued on page 51)

April '62 Best Ever for Epic

NEW YORK—Epic Records had the greatest month in its history in April according to Len Levy, national sales manager for the firm. The high volume, says Levy, was due to the strong sales of the firm's George Maharis single, the Lester Lanin Twist LP's, the Dr. Feelgood (Piano Red) Okeh single, and the response to Epic's current classical sales program.

Levy said that Maharis' single, "Teach Me Tonight," was selling solidly, and the initial orders for the TV star's new LP broke all records for initial sales of an Epic LP. The special 20 per cent discount on classical LP's and the 10 per cent discount on April pop items also helped rack up heavy orders.

Meanwhile, Epic has been busy signing new artists. Jimmy Breedlove has been signed for Okeh; Thumbs Carlyle and wife Ginny O'Boyle were signed for Epic. Les Paul is producing the Carlyles' first Epic disk.

Coral Designates Pete Fountain Day

NEW YORK — Coral Records has selected Friday (11) as Pete Fountain Day. A special promotion surrounding the day will serve to introduce Fountain's newest album, "Pete Fountain's Music from Dixie. Dealers are being offered an incentive plan covering the new release and Fountain's 13 catalog albums.

Coral field men are being equipped with sales kits and will service customers with cut-out display pieces, mounted album cover lithos and four-color display arrangement suggestions. A sampler of selections from each Fountain album is also to be made available to key radio outlets for saturation programming on the special day.

Merc Summer LP Sales Plan

Consumer Guarantees,
15 for 100 Features

CHICAGO—Mercury launched its summer album sales program last week including:

- A May release of 16 LP's, ranging from popular through jazz and classical and featuring such artists as Brook Benton, the Gaylords, Damita Jo, Buddy Morrow, Antal Dorati and others.

- A guarantee plan on all Mercury's 35mm. magnetic film products, including its f:35d Perfect Presence Sound series.

- A series of merchandise deals on the entire Mercury catalog.

The 35mm. guarantee plan extends through June 15. Mercury is issuing a certificate stating that if the 35mm. album does not have the best sound the customer has ever heard on a record, he may return the album direct to Mercury and get any two albums in the Mercury catalog in exchange.

The May release includes a discount of 15 albums free with the purchase of every 100.

A new merchandising kit backs up the entire summer sales program. Included is a full-color framed display, 32 by 43 inches, broadcasting the guarantee message. Additionally, there is a full-color banner, browser box index cards, die-cut easels and a 16-page consumer brochure on the 35mm. recordings.

The nation's juke box operators have voted Connie Francis as the artist whose records brought in the most revenue for them last year, according to the 1962 Music Machine Survey conducted by Billboard Music Week. For complete details, see Page 57.

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Special MOA Convention Section

Plus Billboard Music Week 1962 Music Machine Survey, Starts on Page 52.

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We're on your side—
supplying you with

- Hall of Fame Series
- Playtime Records
- Special Operator Packs

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THE RIGHT SERVICE
COLUMBIA RECORDS 

This One



NLJ8-6FJ-6206

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Distributors Seek New Means To Combat Truck 1-Stops

Peddler's License a Potent Weapon, But Situation Continues as Serious

CHARLOTTE, N. C.—Peddler's licenses, or the lack of them, have become a factor of substance in the disk distribution activities here. The scene, which finds local distrib pressing hard to figure out ways and means of knocking out out-of-State competition, is reminiscent of a similar situation which obtained for a time last year in Richmond, Va., when out-of-State rack jobbers became especially active in that area.

According to Phil Dolberg, head of Bertof Distributors here, a Pittsburgh one-stop with a truck fleet has been making serious inroads on the operator and dealer business here. "But," says Dolberg, "it's really just a sign of the times, I guess. Our territory is already being serviced by a whole flock of out-of-Staters from such places as Richmond, Detroit, Providence, Atlanta and probably others too."

The truckers reportedly call on a number of operators and dealers at their homes and sell merchandise out of the back of the vehicle. "This has made possible in some cases moving the guys out because

they don't have a peddler's license," said Dolberg. "A new license costing from \$3 to \$10 is required each time a seller returns to the area. That has been a help to us, not so much in the city itself, where we distributors are doing all right with our accounts, but in the outlying areas where it's more difficult to maintain service."

The situation has grown so serious, that at least one of Dolberg's prime salesman, Harold Hansen, quit his job recently to take a position with WBT, leading local radio station. Hansen was known to have quit because of what were called "encroachments on our business from out of the Carolinas."

The Pittsburgh firm, known as Mobile Records, has been selling singles for 65 cents, but in some cases the price was 58 cents when an old single was traded in against the new one. Some of the local distributors have retaliated by cutting their price to 55 cents per record. Some truckers were reportedly selling singles as low as 40 cents.

Radio Fanfare for Big Band Revival

NEW YORK—The "Big Band Era" of the '30's and '40's may be due for a revival this year. At any rate, a flock of stations across the country are doing their best to bring about such a trend, via a flock of special big band shows and promotions.

Stations participating in promotions designed to "bring back the bands," include WIND, Chicago; WAVI, Dayton, Ohio; KTTV, Hollywood; KFI, Los Angeles; WGBS, Miami; KPHO, Phoenix, Ariz., and WRCV, Philadelphia. At the same time, the current trend toward more "good music" programming and the growth of stereo FM means that more and more big band sides will garner air exposure, since this kind of wax is a basic component of both "good music" formats and stereo FM libraries.

Big Band Contest

Station WAVI, Dayton, Ohio, is currently conducting a big band contest. Local high school bands from 30 high schools are competing for prizes, including a one-night stand in a local club, and \$500 to the best instrumentalist. Finals will be held Tuesday (13). Ralph Marterie and his orchestra will perform during the event, and Marterie will "sit in" with the winning band.

Station WAVI has programmed big band music for the past seven years, and music librarian Fran Williamson reports: "We find at

Ruth Brown Bows on Philips

CHICAGO—Ruth Brown, former Atlantic artist, bows on Philips Records with a new album titled "Along Came Ruth." Miss Brown spent some 12 years with Atlantic, recording such hits as "Momma, He Treats Your Daughter Mean," "This Little Girl's Gone Rockin'," "Jack O'Diamonds," and "Daddy, Daddy."

times it is hard to replace some of our treasured records because they are being replaced by rock and roll." In keeping with its format, WAVI co-sponsored a Harry James contest at Memorial Hall March 1.

A couple of weeks ago, WIND, Chicago, staged a 30-hour "Big Band Bash," during which time it played only "Big Band" hits from the swing era. Also on a big band kick is WGBS with its monthly musical spectaculars, featuring "Big Band" greats. Benny Goodman wax was featured April 23. Count Basie and Glenn Miller are among those slated for "spectacular" treatment shortly.

Big Band outlet WRCV, Philadelphia, sponsored another live big-band remote May 1, with a two-hour show (8-10 p.m.) from the stage of the Wayne Theater in Wayne, Pa. The show (featuring Bob Eberle, Jackie Davis, and the Eddie Bigham orchestra) was emceed by WRCV deejays Wally Kinnan and Pat London, both former sidemen with name bands. Kinnan was with the Dorseys.

Starting July 5 and running through the summer, WRCV will carry band remotes from the Four Chefs Restaurant, with Jack Pyle as emcee. The Thursday (10-11 p.m.) broadcast will feature such bands as Ray McKinley and the Glenn Miller orchestra, Sy Zentner, and Buddy Morrow.

Remember When

Name bands and vocalists are the feature attraction of a new format adopted by KPHO, Phoenix, Ariz., last month. "The Sound of Music" at KPHO features big bands (15-minute segs for each orchestra) and with "The Sound of Remember When," spotlighting "music characteristics of various eras of the music world."

Video Station KTTV is readying a new series of monthly hour-long specials, "Music of the 60's," which will be syndicated (on videotape) to stations across the country. The series will spotlight 12 top bands, with Stan Kenton and Lex Baxter starring in the initial segments.

NEW ON THE TOP LP'S

Continued from page 1

- 126. ALL AMERICAN . . . Original Cast, Columbia KOL 5760
- 144. BOBBY DARIN SINGS RAY CHARLES . . . Atco 140
- 146. THE MIDNIGHT SPECIAL . . . Harry Belafonte, RCA Victor LPM 2449
- 147. MOON RIVER & OTHER GREAT MOVIE THEMES . . . Andy Williams, Columbia CL 1809
- 149. KING AND I . . . Sound Track, Capitol W 740

STEREO

- 40. 'S CONTINENTAL . . . Ray Conniff, His Orchestra and Chorus, Columbia CS 8576
- 42. STATE FAIR . . . Sound Track, Dot DLP 29011
- 48. STRANGER ON THE SHORE . . . Mr. Acker Bilk, Atco SD 129

Houghton, Mifflin Education'l Distrib For Caedmon Co.

NEW YORK—Caedmon Records has worked out an agreement with the book publishing firm of Houghton and Mifflin for the book firm to be exclusive distributor for the spoken word diskery in the educational and book field. Houghton-Mifflin will handle the Caedmon LP line for sales to schools, colleges, libraries and book stores in the U. S.

The agreement was negotiated by Barbara Holdridge and Marianne Montel of Caedmon, and William E. Spaulding of Houghton Mifflin. It commences May 21, 1962. The Caedmon line consists of spoken word waxings of poetry, plays and literature, and the firm is expanding into the foreign language field as well. Total LP line is over 200 recordings. Caedmon is sold in Europe by Philips, and by sales agents in Asia, South Africa and South America.

Col. Midwest Meet

MILWAUKEE—A sales clinic, April 30, at the Morley-Murphy Company drew a full complement of Columbia Records Midwest distributors and regional sales and promotion executives. Purpose of the session was to discuss the label's spring and early summer promotional plans.

Larry Owens, Chicago, Columbia's regional manager, outlined the plans. Others attending included Dale Payton, Detroit, Columbia Records sales manager; Rich Lionetti, also Detroit, district manager; Gene Patch, Minneapolis, Columbia Midwest Distributors; Elliot Greenberg, Chicago, regional promotional manager; Paul Smith, Chicago, Columbia Distributors, Inc., and Don Cooper, Quad-States Distributors, Des Moines, Ia.

Host of the one-day conference was Bill Farr, Morley-Murphy Company phonograph record department sales manager. Morley-Murphy staffers on hand included Henry Aubuchon, Jack Freeman, William Broege, Gordon Krahn and Les Lerche.

The nation's juke box operators have a mind of their own when it comes to programming. Instead of buying blindly from the pop charts, they use the charts as a guide to program for adult audiences. And they blend standards with adult pop releases. Although the Twist is still a big money-maker for the operators, the pendulum has swung sharply away from rock and roll and toward ballads. For a detailed report on what operators are buying and why, see Page 52.

WEEKLY MARKET ANALYSIS

Continued from page 1

deejays as Porky Chedwick on WAMO (also known here as Whammo); Mel Hall and Larry Aiken on KQV, and Clark Race, who does a teen hop-type TV ainer weekly on KDKA.

Highlighting the single record consciousness of the city, deejay Chedwick, who plays a generous amount of rock and r.&b. material on his show, along with his manager, Tim Torme, former distributor, will put on a hefty offering of in-person rock talent Friday (11) at the Civic Arena.

The talent roster, which strongly resembles that of one of Irving Feld's touring Super Shows, includes Jackie Wilson, the Coasters, the Drifters, Jerry Butler, the Shirelles, the Flamingos, the Skyliners (a local group that made good), the Marvelettes, the Carousels, Ketty Lester, the Castels, Bo Diddley, the Angels, Gene Pitney, the Jive Five, the Turbans, the Five Satins and Hank Ballard.

New records getting strong local action include "A Woman Is a Man's Best Friend" by Teddy and the Twilights on Swan; "Soft Guitar" by Bob Rain on the Radiant label and "I Love You Sherry" by the Enchantments on the Gone label. Business is good out of town for at least one local operator, Mobile Records, now covering the Southern territories with a fleet of trucks which call on juke box operators and dealers (see separate story). The firm is also said to have the local operator scene well in tow.

Miami Craves Unreleased Disk

MIAMI—The motion picture "Rome Adventure," which opened here last week, has set up a hefty demand for a dishing which was not yet available in stores at press time. Tune is "Al Di La," and the wanted version is the sound-track dishing by Emilio Pericoli on the Warner Bros. label.

Singles in the Greater Miami area were noted last week as having dipped somewhat from strong sales pattern developed during March and April. According to Dave Shedd of Southern, leading distributor and one-stop in the sector: "It's traditional for us. The tourists are lightest here in May and September and that's the time the record business is at its lowest ebb."

The Miami area has, until now, been unusually free of rack interests, particularly those from out of State. There is some indication now that this may soon change, with rumors circulating last week that rack operators from such faraway places as New York, Washington and Detroit may soon be moving in.

Mike Spector, local dealer in nearby Coral Gables, who has long urged on dealers the idea of expanding through their own leased department in other outlets, did just that himself last week. Spector's initial move into the field came via a complete record department, including a staff of three in the giant Farmer's Market in West Palm Beach. Spector said: "I've got my eyes on a number of other spots and I hope to make some additional moves soon."

L. A. Sales Showing Surge

HOLLYWOOD—Record sales rallied here last week, paced by a healthy surge in singles business, to continue this market's slow but sure upward climb. Sales here had reached the year's peak during March, but buckled under the one-two punch of Easter and taxes during April, and now appear to be edging back to the March level.

Singles business, according to a BMW dealer survey, already has reached March proportions, thanks to a much-needed shot in the arm from a new crop of strong sellers. These include David Rose's "Stripper," which broke here first several weeks ago, and now has become the top seller in the area. Others are Johnny Crawford's "Cindy's Birthday," Elvis Presley's "Follow That Dream," Rene and Ray's "Queen of My Heart," the Metalics' "Need Your Love" and the Everly's "How Can I Meet Her." These, coupled with the chart riders, are creating traffic building excitement for the retailers.

LP's are climbing back in sales, but the return is slower. The combination results in the healthiest sales picture here since the pre-Easter period.

Victor Album Soap Premium

NEW YORK—RCA Victor has worked out a disk promotion deal for the Purex Soap Company, whereby the soap manufacturer will introduce one of the biggest disk premiums ever offered by the soap industry. Details of the offer, an RCA Victor Highlighter Album, will be printed on wrappers of 50 million Sweetheart Soap boxes sold in the U. S.

The Highlighter LP is called "Great Songs of Romance," and it will feature tracks by Peter Nero, Al Hirt, Henry Mancini, Lena Horne, Norman Luboff, Three Suns, Ann-Margret, the Boston Pops, Melachrino Strings, Della Reese and Morton Gould. A dollar and a coupon from a two-bar Sweetheart wrapper will enable consumers to receive a copy of the LP by mail.

The offer will be advertised on

Name NAB Radio Comm. Members

WASHINGTON—Seven leading FM broadcasters were named by NAB President LeRoy Collins last week as members of the National Association of Broadcasters' 1962-'63 FM Radio Committee.

Ben Strouse, president of WWDC-FM, Washington, was named chairman. Other members will be N. L. Bentson, WLOL-FM, Minneapolis; Everett L. Dillard, WASH-FM, Washington; Merrill Lindsay, WSOY-FM, Decatur, Ill.; Fred Rabell, KITT, San Diego, Calif.; Henry W. Slavick, WMC-FM, Memphis, and Harold Tanner, WLDL, Detroit. Strouse and Rabell are members of NAB's Radio Board of Directors.

TV commercials featuring Peter Nero, as well as in national consumer magazines. There will also be point-of-sale material advertising the offer in supermarkets, etc.

A NATIONAL SMASH!

WESTERN UNION

L CA238 PD-CHICAGO ILL 27 130P CST-
 MEL BLY. CHALLENGE RECORDS-
 1556 NORTH LABREA AVE HOLLYWOOD CALIF-
 CHAMPS LIMBO ROCK FASTEST BREAKING RECORD FOR US
 IN OVER YEAR. 10,000 SOLD AFTER TWO WEEKS PLAY.
 THANKS FOR A HIT THAT SHOULD LAST MOST OF SUMMER.
 BEST REGARDS-
 DICK GASSEN SUMMIT DISTRIBUTORS CHICAGO.

WESTERN UNION

DE LLF232 NL COLLECT-DETROIT MICH 30-
 MEL BLY, CARE CHALLENGE RECORDS-
 1556 NORTH LABREA AVE HOLLYWOOD CALIF-
 CHAMPS "LIMBO ROCK" 9131 TOP TEN IN DETROIT.
 UNDOUBTEDLY THE MOST PLAYED AND TALKED ABOUT RECORD
 IN THE AREA. AN ALL OUT SMASH-
 LEO CHESLAK THE CADET DISTRIBUTING CO INC
 DETROIT.

LIMBO ROCK

#9131

Both The SINGLE And The ALBUM!

Challenge Records

**THE CHAMPS
 GREAT DANCE HITS**

FEATURING

LIMBO ROCK

THE PONY CORRIDO
 BRISTOL STOMP CHA CHA CHA CHALYPSO
 THE STROLL BUNNY HOP HOKEY POKEY

#2513 Stereo

#613 Mono.

CHALLENGE RECORDS
 Distributed Nationally by
 Warner Bros. Records

ROCKIN' THE CHARTS &

PATTI BELL

AND THE **BLUE BELLES**



I SOLD MY HEART TO THE JUNKMAN

NT #5000

ORDER NOW FROM YOUR DISTRIBUTOR

Albany DELTA Bob Deneri	Buffalo BEST Joe Pinter	Chicago ALL-STATE Paul Glass	Indianapolis WHIRLING	Milwaukee JOHN O'BRIAN	New Orleans CENTRAL RECO Tony Ponitto	Phoenix SUNLAND Oswaldo Venzor
Atlanta DIXIE Howard Ball	Charlotte MANGOLD	Detroit MUSIC MERCHANTS	Los Angeles BUCKEYE Russ Regan	Minneapolis D & G Dick Gruenberg	New York BETA DISTR. John Halonka	San Francisco ACME SALES Olan Harrison
Baltimore GENERAL DISTR. Henry Nathanson	Cincinnati A & I Ike Klayman	Hartford TRINITY Ed DiNallo	Memphis MUSIC SALES	Nashville SOUTHERN Howard Allison	Pittsburgh FENWAY Nick Cenzi	Seattle C & C Stan Jaffee
Boston DISC Jack Sager	Cleveland M & S Dennis Gannin	Hawaii ERIC Earl Woalf	Miami TOPPS DISTR. Fred Morron	Newark APEX-MARTIN Joe Martin	Philadelphia SOL LAMPERT	St. Louis RECORD MERCH. Skip Gorman • Al Chotin

ROLLIN' UP THE HITS!

**RICKY
DEE**

AND THE EMBERS



Harold B. Robinson, former DJ,
WIBG, "Radio 99," recommends
this record as a Top 10 record
in the coming months.

WORKOUT

NT #5001

Best Wishes to the Music Operators of America
for a Successful Convention, and Thanks, OPS,
for all those plays . . .

Harold B. Robinson

THE IMPERIALS, THE CHANTELS, THE CAPRIS, THE FOUR
SPORTSMEN, RITCHIE THOMPSON, AND RICHARD ROME.

BOOKINGS:
MCA

EXCLUSIVELY:
NEWTOWN RECORDS

MANAGEMENT:
HAROLD B. ROBINSON

TOP LP's BY CATEGORY

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

VOCAL LP's

Title (Label)	Top LP Rank (Stereo) Mono
Male Vocalists	
● ALBUM 7 BY RICK (IMP)	68
● ALWAYS YOU (COL)	86
Paul Anka Sings His Big 15 (ABC).....	46
Belafonte at Carnegie Hall (RCA).....	118
Big Bad John (Col).....	50
Chubby Checker/Bobby Rydell (Cameo).....	105
● NAT KING COLE SINGS/GEORGE SHEARING PLAYS (CAP)	(39) 94
● CRYING (MONU)	49
Danny Boy & Other Songs I Love to Sing (Col).....	36
● BOBBY DARIN SINGS RAY CHARLES (ATCO)	144
● DINO-ITALIAN LOVE SONGS (CAP)	121
Do the Twist (Atl).....	121
Do'n't the Twist at the Peppermint Lounge (Rou) ..	(46) 8
● DUKE OF EARL (V-J)	85
● FOR TEEN TWISTERS ONLY (PARK)	26
For Twisters Only (Park).....	26
Heavenly (Col).....	56
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● HONKY-TONK MAN (COL)	104
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Johnny's Greatest Hits (Col).....	30
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● LIVE IT UP (COL)	(23) 20
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● MOON RIVER & OTHER GREAT MOVIE THEMES (COL)	147
● POINT OF NO RETURN (CAP)	(27) 61
Portrait of Johnny (Col).....	135
Jimmy Reed at Carnegie Hall (V-J).....	127
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● SINATRA AND STRINGS (REP)	(10) 13
● JOHNNY TILLOTSON'S BEST (CAD)	150
Twist (Park).....	12
Twist With Bobby Darin (Atco).....	64
● TWISTIN' ROUND THE WORLD (PARK)	96
Versatile Burl Ives (Dec).....	82
● ANDY WILLIAMS' BEST (CAD)	114
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Female Vocalists	
All the Way (Dec).....	106
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Joan Baez, Vol II (Van).....	19
● THE CLASSIC DELLA (RCA)	140
● PATSY CLINE SHOWCASE (DEC)	133
Connie's Greatest Hits (MGM).....	101
● DO THE TWIST (MGM)	63
Ella in Hollywood (Var).....	130
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● LENA ON THE BLUE SIDE (RCA)	107
● GLORIA LYNNE AT BASIN STREET EAST (EVER)	58
Never on Sunday (MGM).....	98
Roaring 20's (WB).....	122
● SINCERELY BRENDA LEE (DEC)	(44) 48
Duos and Groups	
● BABY IT'S YOU (SCEP)	97
● CAMPUS ENCORE (CAP)	40
● COLLEGE CONCERT (CAP)	(6) 4
Encore of Golden Hits (Merc).....	69
Kingston Trio (Cap).....	113
Kingston Trio Close Up (Cap).....	103
Lion Sleeps Tonight (RCA).....	137
● MIGHTY DAY ON CAMPUS (KAPP)	47
● PETER, PAUL AND MARY (WB)	75
Sing Out! (RCA).....	(19) 18
Slightly Fabulous Limelitters (RCA).....	143
● A SONG FOR YOUNG LOVE (CAP)	(28) 6
● STANDING ROOM ONLY (UA)	115
Twist With the Ventures (Dolt).....	32
Choruses	
Happy Times Sing Along With Mitch (Col).....	128
Rhythm Sing Along With Mitch (Col).....	53
Sentimental Sing Along With Mitch (Col).....	123
Sing Along With Mitch (Col).....	62
Your Request Sing Along With Mitch (Col).....	116
Mixed Voices	
Oldies But Goodies, Vol. I (OS).....	54
Oldies But Goodies, Vol. III (OS).....	88
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● BRAHMS: CONCERTO NO. 2 (RCA)	(43) 129
My Favorite Chopin (RCA).....	109
● NIGHTFALL (CAP)	(38)

Positions in parentheses indicate relative sales strength of stereo LP's

INSTRUMENTAL LP's

Title (Label)	Top LP Rank (Stereo) Mono
Mood and Dance	
● AFRIKAAN BEAT AND OTHER FAVORITES (DEC)	102
● BOUQUET OF LOVE (COL)	(36)
● DOWN HOME (RCA)	(32) 59
● DRUMS ARE MY BEAT (IMP)	66
Ebb Tide & Other Instrumental Favorites (Dea).....	79
Golden Piano Hits (UA).....	100
● GREATEST STRING BAND HITS (DOT)	(22)
Italia Mia (Lon).....	142
Let There Be Drums (Imp).....	(33) 34
Let's Twist Her (Hi).....	132
● MARIA (KAPP)	(9) 21
Melody and Percussion for Two Pianos (Lon).....	(47)
Moon River (Dot).....	(11) 25
New Piano in Town (RCA).....	76
Persuasive Percussion, Vol. I (Com).....	(18)
● ROMAN GUITAR (COM)	(41)
● 'S CONTINENTAL (COL)	(40) 119
So Much in Love (Col).....	(14) 16
Stereo 35/MM (Com).....	(3)
Stereo 35/MM Vol. II (Com).....	(12)
● STRANGER ON THE SHORE (ATCO)	(48) 117
● TONIGHT (UA)	(30) 41
Twistin' in High Society (Epic).....	134
● UP A LAZY RIVER (LIB)	131
● ROGER WILLIAMS' GREATEST HITS (KAPP)	(49) 124
Yellow Bird (Dot).....	(29) 37
● YOUNG AND WARM AND WONDERFUL (RCA)	(34) 84
Jazz	
Combol (RCA).....	(45)
Horn A-Plenty (RCA).....	(50) 80
● MIDNIGHT IN MOSCOW (KAPP)	(31) 15
Midnight Special (B-N).....	55
● SOMEDAY MY PRINCE WILL COME (COL)	120
Time Further Out (Col).....	(24) 72
Time Out (Col).....	(16) 10
What'd I Say (Atl).....	74
● NANCY WILSON/CANNONBALL ADDERLEY (CAP)	89

SHOW MUSIC

Original Cast	
● ALL AMERICAN (COL)	(26) 126
Camelot (Col).....	(5) 11
Carnival (MGM).....	93
Flower Drum Song (Col).....	45
How to Succeed in Business Without Really Trying (RCA).....	42
Milk and Honey (RCA).....	31
Music Man (Cap).....	91
My Fair Lady (Col).....	27
● NO STRINGS (CAP)	(20) 43
Sound of Music (Col).....	(8) 14
South Pacific (Col).....	67
● SUBWAYS ARE FOR SLEEPING (COL)	81
West Side Story (Col).....	(13) 7
Sound Track	
Babes in Toyland (Vista).....	145
Blue Hawaii (RCA).....	(4) 3
Exodus (RCA).....	112
Flower Drum Song (Dec).....	(21) 29
G. I. Blues (RCA).....	125
Hey, Let's Twist (Rou).....	33
King and I (Cap).....	149
King of Kings (MGM).....	108
Never on Sunday (UA).....	95
Oklahoma! (Cap).....	(15)
South Pacific (RCA).....	(17) 65
● STATE FAIR (DOT)	(42) 99
West Side Story (Col).....	(1) 1
Music From Musicals, Films and TV	
Breakfast at Tiffany's (RCA).....	(2) 2
Great Motion Picture Themes (UA).....	90
● GREAT THEMES FROM HIT FILMS (COM)	(35)
West Side Story (UA).....	(25) 60

COMEDY LP's

The Astronaut (Kapp).....	57
Behind the Button-Down Mind of Bob Newhart (WB).....	110
● THE BICKERSONS (COL)	87
Jose Jimenez in Orbit/Bill Dana on Earth (Kapp).....	83
Knockers Up (Jub).....	22
● MOMS MABLEY AT GENEVA CONFERENCE (CHESS)	28
Moms Mabley at the UN (Chess).....	92
Mike Nichols & Elaine May Examine Doctors (Merc).....	38
Sinsational (Jub).....	148
Songs for Sinners (Jub).....	136
Rusty Warren Bounces Back (Jub).....	73
Woody Woodbury's Saloonatics (Stereo).....	141

MUSIC AS WRITTEN

ARCH GETS "CALIGARI" SCORE...

Aaron Schroeder's Arch Music firm, the ASCAP affiliate, has secured its first picture score. Flick is "The Cabinet of Dr. Caligari," with music by Gerald Fried. Main theme, called tentatively "Jane's Theme," will have a lyric penned by Johnny Mercer.

TOPPER-BENNETT TO JUNGnickEL...

Sid Topper and Roy Bennett, the hot songwriting team, have signed an exclusive contract with Ross-Jungnickel, the Aberbach Freres ASCAP music firm. Topper and Bennett currently have five songs in the Elvis Presley flick "Blue Hawaii"; they just had a smash with Connie Francis with "When the Boy in Your Arms Is the Boy in Your Heart," and the English hit "The Young Ones."

FACE LIFTING FOR ACADEMY...

The Academy of Music, Philadelphia's major concert hall used for everything from housing the Philadelphia Orchestra and operatic performances to jazz concerts and folk festivals, has already received from the public \$1.6 million in contributions since its restoration program started in 1957, it was reported by Academy President Stuart F. Loucheim, one-time distributor here for Columbia Records.

During the summer, concert hall will build locker rooms and lounge rooms for the musicians of the Philadelphia Orchestra, and dressing rooms backstage will be completed, among other physical renovations to the building itself.

JUBILEE ARTISTS TO NEW QUARTERS...

Jubilee Artists, Gary Kramer's booking and management agency specializing in gospel talent, has moved to larger quarters on Seventh Avenue in New York. Kramer, since leaving Atlantic Records last year, has pacted a flock of top gospel artists. Kramer has added to his staff Lois Van Duynes as general manager, Maurice Dopp as his executive assistant, Joe Muranyi as director of publicity, and Audrey Williams and Carol Walker as assistants to Miss Van Duynes.

ELLIOT LAWRENCE'S KID DISKS...

Elliot Lawrence, who won a Tony last week as Best Musical Director of a Broadway show for "How to Succeed in Business Without Really Trying," has been signed by the Magellan Sounds Corporation as musical director of a series of children's records titled "Sounds of Knowledge." He has penned the words, music and the narration for the series which consists of four albums. Covers have pictures that can be synchronized with the sound via dials. Disks are being produced by Magellan in co-operation with the Book of Knowledge.

LA VIOLA IN NASHVILLE...

Emil La Viola, general professional manager of Aldon Music, is visiting Nashville this week. It is the first visit of the Aldon Music chief to the country music capital. He will visit with record executives, artists and others in the business. La Viola will be staying at the Hollywood Inn in Nashville.

New York

Norman Rubin, promotion man for Atlantic, married Val Strum of New York last week. . . . Secco has signed Luis Perez Meza, Damiron and Chapuseaux, Lucy Fabery, Los Casanovas and Raffi Munoz. Secco presented a show at the Puerto Rico Theater, New York, last week, featuring a line-up of Secco artists, including Celia Cruz, Cello Gonzalez and Willy, and the Vicentico Valdes ork, plus Alfredo Sadel. . . . Fabian is off on a tour of South America. . . . Jerry Vale opens at the Frolic, Revere, Mass., May 13 for two weeks. . . . The Ray Rivera Trio is back in the U. S. after six months in Montreal. . . . Norman Malkin, husband and manager of Margie Rayburn, recorded the thrush last week for Dot. . . . Superior in New York, Chips in Philadelphia, and Records, Inc., in Boston are distributing the first release on Mike Todd Jr.'s Liza label, featuring the Cliff-Dwellers.

Leroy Holmes has formed a production company, Leroy Holmes Productions, Inc., to produce singles and albums on an independent production basis. His first commission is for sides for Everest Records' thrush Gloria Lynne. . . . Mike Clifford is set for Freddy's, Minneapolis, and Le Bistro, Chicago, in July. . . . The Friars Four, formerly the Rover Boys, are set with Decca. . . . A. & L. Distributors, Philadelphia, are handling Tradition, Candis, Electrola, Pathe, Odeon and Reliable labels. . . . Liberty has signed Lou Dana and the Furys. . . . Arranger Mort Garson has opened his own office in New York to do free-lance producing, arranging and writing. . . . Harry and Bertha Lewis, of Stanley-Lewis distribribs here, became grandparents last week. Grandchild is Melanie Sloane Lew. . . . Bobby Darin, with comic George Kirby, opened at New York's Copa last week.

N. B. Mayhams, of the Little Shirley label, has signed thrush J. M. Abreau. . . . Composer Ernst Toch is being honored on his 75th birthday by a special edition of a complete

(Continued on page 36)

LATE ALBUM SPOTLIGHTS

ALL OF YOU



Ahmad Jamal. Argo LP 691—Ahmad Jamal is back with another exciting album of jazz improvisations. The pianist is in top dramatic form building each of the seven selections with an eye to drawing the most out of not only the tune but the listening audience, which, on this album, was comfortably settled in Jamal's own club Alhambra in Chicago. The trio swings at a fine medium tempo through most of the set with "All of You," "Star Eyes" and "Angel Eyes" emerging as three of the better tracks.

"MR. CONSISTENCY" Does It Again!



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NAME"**

**"MY HEART IS
BLEEDING"**

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THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING MAY 12

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	SOLDIER BOY	By Luther Dixon-Florence Green—Published by Ludix (BMI)	6
2	3	MASHED POTATO TIME	By Mann-Lowe—Published by Rice-Mill (BMI)	8
3	5	STRANGER ON THE SHORE	By Bilk-Young—Published by Mellin (BMI)	5
4	2	JOHNNY ANGEL	By Pockriss-Duddy—Published by Post (ASCAP)	9
5	4	GOOD LUCK CHARM	By Aaron Schroeder-Wally Gold—Published by Gladys, (ASCAP)	8
6	13	SHE CRIED	By G. Richards-T. Daryll—Published by Trio (BMI)	5
7	7	SHOUT	By Isley Brothers—Published by Wemar-Nom (BMI)	6
8	6	SLOW TWISTIN'	By Jon Sheldon—Published by Woodcrest (BMI)	9
9	16	OLD RIVERS	By Crofford—Published by Glo-Mac-Metric (BMI)	3
10	11	TWIST, TWIST SENORA	By Guida-Barge-Royster—Published by Rock Masters (BMI)	5
11	18	SHOUT! SHOUT! (KNOCK YOURSELF OUT)	By E. Maresca-T. E. Bogdany—Published by Broadway (ASCAP)	2
12	10	P. T. 109	By Wilkin-Burch—Published by Cedarwood (BMI)	4
13	8	LOVER, PLEASE	By Bill Swan—Published by Lyn-Lou (BMI)	7
14	21	EVERYBODY LOVES ME BUT YOU	By R. Self—Published by Champion (BMI)	3
15	15	FUNNY WAY OF LAUGHIN'	By Cochran—Published by Pamper (BMI)	3
16	9	YOUNG WORLD	By Jerry Fuller—Published by Four Stars (BMI)	8
17	28	CONSCIENCE	By Mann-Weil—Published by Aldon (BMI)	2
18	12	DEAR ONE	By Finneran-Finneran—Published by Maureen (BMI)	6
19	—	THE ONE WHO REALLY LOVES YOU	By Robinson—Published by Jobete (BMI)	1
20	14	LOVE LETTERS	By V. Young-E. Heyman—Published by Famous (ASCAP)	9
21	—	I WISH THAT WE WERE MARRIED	By Weiss-Lewis—Published by Joy (ASCAP)	1
22	26	UPTOWN	By B. Mann-C. Weil—Published by Aldon (BMI)	2
23	—	LOVERS WHO WANDER	By DeMucci-Maresca—Published by Disal (ASCAP)	1
24	17	SOUL TWIST	By Curtis-Robinson-Robinson—Published by Dan-Kelyn (BMI)	4
25	29	CATERINA	By Earl Shuman-Bugs Bower—Published by Rancom (ASCAP)	2
26	22	JOHNNY JINGO	By Manning-Twomey—Published by Dickson (ASCAP)	4
27	—	I SOLD MY HEART TO THE JUNKMAN	By Leon Rene-Otis Rene—Published by Mills (ASCAP)	1
28	23	LOVE ME WARM AND TENDER	By Paul Anka—Published by Spanka (BMI)	8
29	—	YOU ARE MINE	By Marcucci-DeAngelis—Published by Debmar (BMI)	1
30	—	TWISTIN' MATILDA	Published by General-Pickwick (ASCAP)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- SOLDIER BOY**—Shirley, Sceptor 1228.
- MASHED POTATO TIME**—Dee Dee Sharp, Cameo 212.
- STRANGER ON THE SHORE**—Mr. Acker Bilk, Atco 6217; Drifters, Atlantic 2134; Sammy Gardner, Norman 517; Buddy Merrill, Dot 16346.
- JOHNNY ANGEL**—Shelly Fabares, Colpix 621.
- GOOD LUCK CHARM**—Elvis Presley, RCA Victor 7992.
- SHE CRIED**—Jay and the Americans, United Artists 415; Ted Daryll, Utopia 1003.
- SHOUT**—Joey Dee and the Starlitters, Roulette 4416; Isley Brothers, RCA Victor 7588.
- SLOW TWISTIN'**—Chubby Checker, Parkway 835; Clark Dale, Operators 2009.
- OLD RIVERS**—Walter Brennan, Liberty 55436.
- TWIST, TWIST SENORA**—Gary (U. S.) Bonds, LeGrand 1018.
- SHOUT! SHOUT! (KNOCK YOURSELF OUT)**—Ernie Maresca, Seville 117.
- P. T. 109**—Jimmy Dean, Columbia 42338.
- LOVER, PLEASE**—Clyde McPhatter, Mercury 71941; Dennis Turner, Louis 2002.
- EVERYBODY LOVES ME BUT YOU**—Brenda Lee, Decca 31379.
- FUNNY WAY OF LAUGHIN'**—Burl Ives, Decca 3137L.
- YOUNG WORLD**—Rick Nelson, Imperial 5805.
- CONSCIENCE**—James Darren, Colpix 630.
- DEAR ONE**—Larry Finnegan, Old Town 1113; Darrell McCall, Philips 40015.
- THE ONE WHO REALLY LOVES YOU**—Mary Wells, Motown 1024.
- LOVE LETTERS**—Ketty Lester, Era 306; Val Palmer, Operators 2011.
- I WISH THAT WE WERE MARRIED**—Ronnie and the Hi-Lites, Joy 260.
- UPTOWN**—Crystals, Phillies 102.
- LOVERS WHO WANDER**—Dion, Laurie 3123.
- SOUL TWIST**—King Curtis, Enjoy 1000.
- CATERINA**—Perry Como, RCA Victor 8004.
- JOHNNY JINGO**—Haley Mills, Vista 395.
- I SOLD MY HEART TO THE JUNKMAN**—Blue-Bells, Newtown 500; Silhouettes, Ace 608.
- LOVE ME WARM AND TENDER**—Paul Anka, RCA Victor 7977.
- YOU ARE MINE**—Frankie Avalon, Chancellor 1107.
- TWISTIN' MATILDA**—Jimmy Soul, SPQR 3300.

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'GLAD TO BE BACK'

Wein to Follow Jazz Purist Lines in '62 Newport Bash

BOSTON—"No matter what else I've done, I feel best about the festival. The festival is me." This was George Wein speaking, the man who produced the first Newport Jazz Festival in 1954. This summer, after a year's lapse, the ex-Storyville impresario and professor of jazz at Boston University, will run a "purist jazz festival" at Freebody Park in Newport, R. I., July 6 through 8. "It feels good to return. It's as though I had my identity back," said Wein.

This year's event, to be known as "Newport '62, the Meaning of Jazz," will have all of the jazz greats including Louis Armstrong, Duke Ellington, Gerry Mulligan, Count Basie, Dinah Washington, Dave Brubeck, Carmen McRae, Colman Hawkins, Pee Wee Russell, Ruby Braff, Paul Desmond, Marshall Brown and many others.

One of the things that makes Wein happiest is that peace and harmony will have returned this year in the persons of Charlie Mingus, Sonny Rollins and Max Roach, the musicians who started their own festival with the reported backing of Mrs. Elaine Lorillard, wife of Louis Lorillard, former

president of the original festival. Four major concerts will be presented—Friday, Saturday and Sunday evenings at 8:30 with a Sunday matinee at 2:30 p.m. Tickets are priced at \$3.40, \$4.30 and \$5.40.

"There's a warm feeling for the festival among the artists I contacted," said Wein. "Even those who aren't appearing were pleased about it. They realize what the festival means to jazz. There will be things this year that haven't been tried before," he continued. "We have Paul Desmond writing a score for Gerry Mulligan and we hope to have Thelonius Monk write for Duke Ellington's big band."

The original Newport Jazz Festival ended in disaster two years ago due to riots that received world-wide criticism. Last year's festival under Sid Bernstein and John Drew as producers was fairly well under control, "but," says Wein, "there were so many cops around it looked like a jail. People can't relax with a half dozen cops looking over their shoulders all the time." Control will be one of the vital things this year and no one will get near the park without a ticket.

M-W Volume Record Buying Puts Reliance on Distributors

By BENN OLLMAN

MILWAUKEE — Montgomery-Ward plans to move in on the disk business entail a heavier reliance on regional distributors to keep inventories alive and salable. According to an interview with M. W. Salak, district manager in 12 States for major appliances which includes phonograph records, the chain will continue to use racks in smaller stores.

"For big-volume stores," says Salak, "we plan to work closely with distributors—distributors who specialize in the independent labels can make the difference between a record department that swings and one that just hangs on."

ASCAP-TV Feud Boils Up

NEW YORK—A flock of big-name TV film producers were accused of conspiracy deals in briefs filed in U. S. Southern District Court here by lawyers for the All-Industry TV Licensing Committee and the American Society of Composers, Authors and Publishers.

The charges were a continuation of the All-Industry TV Licensing Committee's legal battle to have ASCAP music used in feature films and syndicated TV shows "cleared at the source," rather than by local stations.

Both sides charged restrictive practices in the briefs. ASCAP named 28 songwriters and listed amounts up to \$200,000, which it said the writers were paid to leave BMI and join ASCAP.

ASCAP also accused the stations of "conspiracy" deals with four TV producers—MCA's Revue, Four Star, Godson-Todman and Screen Gems.

The All-Industry Committee named 27 music publishing companies and 11 major film firms, which it said were affiliated with them. It also alleged restrictive practices favoring ASCAP were engaged in by the American Guild of Authors and Composers and the Composers and Lyricists Guild of America.

In a trip this week through the Wisconsin territory, Salak established personal contacts with Milwaukee and Madison disk distributors to set up supply channels for his outlets. Disks are being sought now from distributors, says Salak, for Montgomery-Ward outlets in Green Bay and Madison. Both of these stores have been building excellent disk volume. Also showing promise are recently opened Montgomery-Ward stores in Mount Clemens and Pontiac, Mich. "We have no objection to using racks for our smaller stores," says Salak. "They work out okay for departments that are limited to about \$1,000 worth of inventory. But when you get to the bigger volume outlets that can use a \$10,000 stock, it is to our advantage to deal with an alert distributor. They give us quicker coverage of hit tunes and are of great help to our sales personnel."

Salak's objections to use of racks in big volume outlets are (1) the markup is insufficient, and (2) selection is bad.

As further indication that Montgomery-Ward intends to promote its record departments, Salak points to recent personal appearances in its stores by such artists as Vic Damone and Anita Bryant.

To Pay 'Streets' Royalties

DALLAS — Royalty payments on the song, "Walking the Streets," which were held up for several months pending settlement of a lawsuit, now will be paid to the writers and publisher. BMI has notified the writers, Gene Evans, Jimmy Fields and Jimmy Littlejohn, that attorneys for Acuff-Rose, Nashville publishers, have dropped their suit, stating that they no longer laid claim to the song.

Acuff-Rose had stopped payment of mechanical and performance royalties in the suit, claiming the melody was similar to one of their copyrighted 12 years ago. Five years ago the writers' agent, Charles Wright, Dallas, placed the song with publisher Murray Nash, Nashville. It was cut by Littlejohn for Columbia Records. Last year it proved a big one for Webb Pierce on Decca Records both in an album and EP.

Thanks, Ops, for helping me
sell 100,000 records the first
week of my new release . . .

"Snap Your Fingers"

Joe Henderson

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BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

*Denotes local origin

- 1 1 LA BALADA DALLA TROMBA - Gastone Parigi (Microfon); Los Cincq Latinos (Columbia)-Fermata

AUSTRALIA

(Courtesy Music Maker, Sydney) *Denotes local origin

- 1 1 MOON RIVER - Henry Mancini (RCA)-Chappell

BRITAIN

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

- 1 1 *WONDERFUL LAND - Shadows (Columbia)-Frances, Day & Hunter

- 19 19 *DR. KILDARE THEME - Johnnie Spencer (Parlophone)-Robins

DENMARK

(Courtesy Quam Musikbureau, Copenhagen) *Denotes local origin

- 1 1 SCHWARZE ROSE ROSEMARIE - Peter Kraus (Polydor)-Multitone

EIRE

(Courtesy Dublin Evening Mail)

- 1 1 WONDERFUL LAND - The Shadows (Columbia)-Frances Day

FINLAND

(Courtesy Ilta-Sanommat, Helsinki) *Denotes local origin

- 1 1 *TIPI-TIL - Marlon Rung (Philips)-Scandia

FLEMISH BELGIUM

(Courtesy Juke Box Magazine) *Denotes local origin

- 1 1 LOVE ME WARM AND TENDER - Paul Anka (RCA)-Spanka

FRANCE

- 1 1 RETIENS LA NUIT - Johnny Hallyday (Philips)-Fench Music

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine, Mechelen) *Denotes local origin

- 1 1 YA YA - Joey Dee (Roulette)-World Music

HOLLAND

(Courtesy Platennieuws, Amersfoort)

- 1 1 THE YOUNG ONES - Cliff Richard (Columbia)-Basart

HONG KONG

This Last Week Week

- 1 1 TOWN WITHOUT PITY - Gene Pitney (UA)

ITALY

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

- 1 1 *QUANDO QUANDO QUANDO - Tony Renis (VdP)-Ricordi

JAPAN

(Courtesy Utamatic, Tokyo) *Denotes local origin

- 1 1 *ERIKO - Hashi Yukio (Victor)-Victor

MEXICO

(Courtesy Audiomusica, Mexico) *Denotes local origin

- 1 1 *EL LOCO - Javier Solis (Columbia)-Pham

NORWAY

(Courtesy Verdens Gang) *Denotes local origin

- 1 1 SAN'T AR LIVET (You Can Have Her) - Anita Lindblom (Fontana)-Sweden Music, Ivan Mogull, Ltd.

PERU

(Courtesy La Prensa, Lima) *Denotes local origin

- 1 2 *NORMA - Gustavo (Hit) Moreno (Sono Radio)

PHILIPPINES

This Last Week Week

- 1 1 HIGH NOON - Connie Francis (MGM)-Mareco

SOUTH AFRICA

(Courtesy Radio South Africa)

- 1 2 PEPITA - Los Machumbas (London)

(Continued on page 22)



WARNER BROS. WANTS YOU!

JOIN THE DOUGHBOYS\$ SELLING

5259	AL DI LA	EMLIO PERICOLI
5265	WHY'D YOU WANNA MAKE ME CRY?	CONNIE STEVENS
5270	DON'T TAKE AWAY YOUR LOVE	JOHNNY NASH
5272	BIG RIVER ROSE	BOB LUMAN
5273	HOW CAN I MEET HER • THAT'S OLD FASHIONED	THE EVERLY BROTHERS
5274	LEMON TREE	PETER, PAUL & MARY
5275	JOHNNY GET ANGRY	JOANNIE SOMMERS

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Classics May Get More Air In Hong Kong

By CARL MYATT

HONG KONG—There is a general move afoot here to have a radio station or network aimed at catering to the lovers of classical music and the more serious forms of entertainment. Pressure is being exerted from many sources and being backed by some of the Colony's most influential educationalists.

The three stations operating here at present — Rediffusion, Radio Hong Kong and Commercial Radio — cater to a great extent to the younger set. Approximately 70 per cent of air time (working on an average of the three stations) is taken up by the Presleys, Ankas, Boones, and the like.

The interest of the Chinese in classical music has deepened considerably in recent years, this being no doubt due to the increasing number of concerts being given here by internationally famous classical musicians and singers.

Internationally famous artists of popular music rarely if ever perform here although many of them visit these shores en route to engagements in Manila, Japan and Australia.

Record sales of classical LP's have always been at a constantly high level, so it isn't at all surprising that this section of the country is beginning to agitate for music on a more serious level on the air.

ARGENTINA

Politics Affects Record Business

By RUBEN MACHADO
Lavalle 1783, 3°, Izq.
Buenos Aires

The serious economical and political crisis through which the country is passing, reflects on the record business. The factories have stopped manufacturing and the sales have slipped off considerably. As a consequence of taxes, RCA Victor has already announced an increase of the 20 per cent in the sale prices of the whole line of records, and the other companies will make a similar move.

As a result, a 78 r.p.m. record will cost 90 Argentine pesos, a mono long-play 495 Argentine pesos and a stereo 550. Currency is now being quoted at about 100 Argentine pesos to one U. S. dollar.

BELGIUM

Fete Hammer Before Tour

By JAN TORFS
Stuivenbergvaart 37, Mechelen

Last week a big reception was given at the Martini Club in Brussels in honor of Jack Hammer, Ronnex' most outstanding recording artist. He will also undertake his first trip to Barcelona, Spain, and then Sweden will welcome him for six weeks. In Spain his records are distributed through Discophone and in Sweden through Gazell. His latest recording just came off press,

"Twist in the Morning" b/w "Come Twist Around the Clock." His LP, called "The Twistin' King," has been released.

One of the most remarkable facts in the record business remains the showing of Soeur Sourire, the little sister of the Dominican Order who continues to score with LP sales. The same disks here released by Philips will soon be released on the American market in stereo through Mercury Records.

This week Gramophone will release two unusual records. First of all, Conny Froboess singing in Dutch her famous hit, "Zwei kleine Italiener" (HMV), and then Helen Shapiro giving her German versions of "Tell Me What He Said" (Frag' mich nicht warum) and "I Apologize" (Komm, sei wieder gut) on Columbia.

On the RCA label we welcome the comeback of Perry Como with "Caterina." If we are not mistaken, this record should be ready for the hit parade in a few weeks. Bobbejaan Schoepen, Belgium's most famous recording artist, has made a very fine Flemish version of "Caterina" but the record has not yet been released.

Publishing Row

Belgian music publisher Peter Plum made a deal with famous French Belgian singer and composer, Jacques Brel, to publish his songs the whole world over excepting France. The new company, made by Plum and Brel, will be called Milord Music.

Maurice Chevalier made a new record for Barclay, "Momes de mon quartier," a song written by Charles Aznavour. Back side is "Moi, avec une chanson." And if you should thought that good old Maurice wouldn't know how to twist, then just listen to his other Barclay recording, "Le twist du canotier," on which he is backed by Les Chaussettes Noires, one of France's most famous twisting groups.

BRITAIN

Dealers Project Industry Council

By DON WEDGE
News Editor, New Musical Express

An exploratory meeting to discuss formation of a council representing the whole of the British disk industry has been called for May 22. Behind the move is the Gramophone Record Retailers' Association, which has been pressing for such a body for two years. Object is to co-ordinate the three main arms of the trade—manufacturer, distributor and dealer. All major manufacturers and distributors are expected at the initial meeting.

The GRR was being represented only by L. Robinson, Walter Woyda and Harry Tipple, president, chairman and secretary, respectively. Their plans embrace the eventual formation of an eight or 12-man council made up of representatives from the three trade branches.

New Prices

Decca group disks have again been repriced. The change is slight; all half pennies have been eliminated. They rose after last month's tax reduction and price increase. The coin is virtually valueless, and dealers felt it only had nuisance value. Other manufacturers will probably follow suit. Philips' singles were originally priced without the half penny.

Legit Business

Michael Dorfman announced he had obtained rights for English-speaking countries of the Italian musical "Enrico." Current Rome

production stars Renato Rascel, who wrote the score. Dorfman plans to produce it in London in the spring of 1963, with Rascel headlining.

The Musicians' Union has negotiated a new agreement with the ITV companies, which will mean a minimum session fee of \$34—double the previous one. Most ITV companies make high profits and can take it, but in London it is likely to have far-reaching consequences. BBC-TV policy is to pay similar rates. All top musicians will gravitate more and more to TV work. This may affect availability for disk sessions and will certainly hit radio broadcasts and the remaining touring bands.

Visitors

After attending the London launching of CBS, international executives Harvey Schein and Nat Shapiro went to Paris for talks on the label's French future before returning to New York. Stanley West, CBS' European co-ordinator, is expected to open a Paris office during the month.

Attending Philips' CBS launch party was Ariola's international chief, Nobby Varenholtz. During his stay the German executive had talks with Harry Walters, Cameo-Parkway's European director. . . . EMI a.&r. manager Norman Newell and musical director Geoff Love flew to Rome to supervise a Connie Francis recording session. (Newell is also waxing an album in London with current visitor Eartha Kitt. This will be for EMI, by arrangement with MGM.)

The Kenny Ball band was leaving May 5 for three weeks in the U. S. Kapp now has a five-year option deal with Pye for Ball's disks. . . . Louis Armstrong, here for a tour, presented Ball with a gold disk for world sales on "Midnight in Moscow."

Record Business

Decca has released the four-minute Bobby Darin version of "What'd I Say" as a single. Coupling is "Ain't That Love." In the U. S., "What'd I Say" was spread over two sides. . . . Jet Harris has left the Shadows and will record for Decca.

Noting interest in TV themes, EMI issued an album of 14 tracks on HMV; most are British series, nearly all of which are by the same artist as in the broadcast version. . . . After 22 weeks on the singles chart, Aker Bilk's "Stranger" was slumping; an appearance by the clarinetist on BBC-TV's "This Is Your Life" awakened interest and disk moved up from No. 25 to No. 12. It is now No. 11. On the strength of world sales, EMI presented Bilk with a gold disk May 3.

DENMARK

Only 2 Eurovision Entries Catch On

By ARNE HANSEN
11 Malerbakken, Holte.

Six weeks have passed since the Luxembourg finals of the Eurovision Melody Grand Prix, and almost all entries of the participating countries has been out on records in Denmark for some time now. None of them created sensational sales and only two have shown hit possibilities: The Swedish "Sol og var" (selling in both the original Inger Berggreen version on HMV and in a local one with Raquel Rastenni) and the German "Zwei kleine Italiener," where Conny (HMV) shares credits with Jan Og Kjeld (Ariola) and Liselotte, a Danish newcomer on Philips.

As was to be expected the Danish winning song "Vuggeviser" has hardly gotten any attention sales-

wise, and though the French winning song "Un premier amour" was presented on TV recently by charming Isabelle Aubret, it's doubtful that it'll show on the charts, since records in the French language are usually slow sellers.

The Norman Granz concert in Copenhagen a few weeks ago has helped the record sales of Ella Fitzgerald's album "Ella in Hollywood," Miss Fitzgerald's "Mr. Paganini" single and Oscar Peterson's LP "West Side Story."

"Walk on By" has entered the charts in the original version on Mercury by Leroy Van Dyke, who receives competition from the Cliffters on Philips as well as from Grethe Sonck on Sonet.

EIRE

Showband Cuts 'Katie Daly' Side

By KEN STEWART
Dublin Evening Mail

The Gramophone Company, Ltd., distributors for EMI in the Republic, issued "Come Down the Mountain, Katie Daly" by the Royal Showband of Waterford on the HMV label. The tune was taped by the group while they were in London recently. Although the original hit on Glenside by composer Eamon O'Shea is currently the biggest selling version (despite competition from the Rose Brennan Philips disk), the Showband's immense popularity is bound to notch for them a top sales figure.

In conjunction with Errol Garner's forthcoming European tour (May 10-June 15), Philips will rush release a special edition of his album for Octave, "Closeup in Swing." The world-wide Philips organization has contracted for exclusive foreign rights to the Garner-Octave disks for a seven-year term. The release of these disks marks the first foreign exposure in four years of new recorded works by the composer-pianist. There is always a steady demand for his records here. So far, there have been no reports that he is to tour over here, although it is widely rumored that he intends to make a special one-day trip to Dublin for promotional purposes.

FRANCE

Plan Promo Push With Garner Visit

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

Following the recent Octave-Philips foreign releasing deal, Errol Garner's records are being released in May, in conjunction with Garner's forthcoming concert tour of Europe (May 10-June 15).

First album to be rushed out as a special edition is latest Octave release, "Closeup in Swing," which will benefit from a great promotional campaign. A conference is planned for Garner by Philips in Paris, but no definite date has been given yet.

Visitors

Mercury's President Irving Green and a.&r. director Quincy Jones were in for talks with Philips' Louis Hazan concerning the releasing of certain French masters in the U. S. . . . Belgian publisher Vandenhout and Canadian publisher Archambault were in to discuss with Jean Pierard the recipro-

BUNNY GOES HOME AFTER KEY MEETS

NEW YORK—Bunny Lewis, English songwriter, manager, record producer, agent, TV personality and newspaper columnist, returned to England last week after a busy four weeks in the U. S. A. Lewis visited both Coasts of the United States, covering Los Angeles, Seattle, Las Vegas and New York, on his journey.

Lewis' trip was both business and holiday, involving American recording arrangements for some of the talent he manages, and setting up deals with American publishing firms for his and Fred Jackson's Tin Pan Alley Music firms in England. In addition Lewis picked up material here from E. B. Marks, Roosevelt, George Pincus, Hill & Range and Mike Stewart music.

Lewis appointed Lennie Dittson as American manager of English singing star Craig Douglas. The singer is playing the lead in the film "It's Trad, Dad." Lewis also manages the Mudlarks, the Avons and TV personalities Doug Sheldon, Jack Jackson, Alan Freeman, Don Moss, Katie Boyle and David Gell.

On his trip to the West Coast, Lewis set a deal with Jerry Moss, the indie recording and promotion man, to handle all of Lewis' interests in the U. S.

cal co-publishing of Belgian, Canadian and French authors and composers.

Pubber Row

"Le Tourbillon" from the French pic "Jules et Jim"—has been acquired by Mills Music for U. S. A. . . . Edith Piaf's latest song, "Falla-lait-il" has been selected for the musical score of the U. S. pic based on the French singer's life.

Disk Business

For Ray Charles' appearance at the Paris Olympic Theater, Odeon is releasing an LP featuring Charles' first recordings. These selections, originally cut for Swing Time, and never before available, are jointly released in the U. S. on Don Pierce's Hollywood label. . . . Pianist and blues singer Memphis Slim, and Chess a.&r. man Willie Dixon wound up a three-month engagement by coming to Paris. Dixon returned to Chicago after a short stay, but Memphis Slim made a concert tour of France and was signed up for the whole month of May at the Paris Trois Maillets nitery. Odeon released a boogie-woogie album recorded by him during his last visit to Paris.

GERMANY

Surprising Moves By Disk Toppers

By JIMMY JUNGEMANN
102 Ismaninger Street, Munich 27

The week was marked by surprising events in German business. Ariola reps Lutz Wellnitz and Von Berswordt quit with their firm. Then came the news that Rolf Engleder, who helped to build Electrola after the war, will switch over to Ariola, starting July 1 as chief exec. Rumors say that Ariola

(Continued on page 20)

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"JANE, JANE, JANE" b/w "SCOTCH AND SODA"—
The Kingston Trio #4740

"IF I CRIED EVERY TIME YOU HURT ME"—
Wanda Jackson #4723

"WORRIED MIND"—Ray Anthony #4742

"TELL ME WHAT HE SAID"—Helen Shapiro
#4735

"THE PART WHERE I CRY"—Jack Scott #4738

• Continued from page 18

producer Nils Nobach will quit to move to the Telefunken label. On May 8 Deutsche Grammophon boss M. Haertel and Polydor producer Gerhard Mendelson will hand over a de luxe album of recordings by the orchestra de l'Opera de Monte Carlo to Prince Rainier in Monte Carlo. These records will be issued in the States by MGM. The orchestra will guest star in the Vienna Music Festival June 17.

Record Sales

The hottest girl singer in Germany at the moment is Mina. Her Polydor disk "Heisser Sand" sold near 150,000 records in the first six weeks. . . . Israel's singer Carmela Corren and her song "Eine Rose Aus Santa Monica" on the Ariola label reached the 200,000 mark in sales in Germany, Austria and Switzerland.

when answering ads . . .
Billboard Music Week
Say You Saw It in

HOLLAND

'Close-Up' Erroll's First for Philips

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

Dutch fans looking forward to Erroll Garner's live performance in Europe which will be released here by Philips. His Octave recording "Close-Up in Swing" was released on the Philips label Wednesday, May 2. Outside the U. S. A. all new Garner recordings will be released on Philips (Phonogram L.C.). An interesting press portfolio including a sample record from "Close-Up in Swing" was distributed.

One of world's greatest entertainers, Maurice Chevalier, signed a contract with Barclay of France. His records will be released by Dureco L.C. Delta Records, youngest record firm in Holland, moved,

after a one-year existence, to a new home in Amsterdam, Korte Prinsengracht 48.

Frank Visser recently joined Phonogram's Press and Public Relations Department.

Honored Guests

Among the artists who come to Holland to perform at the Blokker Festival, May 31 to June 3, are British Helen Shapiro, Italian Robertino and German Kurt Edelhagen with his orchestra. It's almost certain teen-age stars Jan and Kjeld are joining the Blokker Festival too.

On May 26 Tom Manders, one of the leading Dutch entertainers, had an old (golden) Ford model from the '20's presented to him, marking his 500,000th sold record (Philips).

Disk News

A complete version of Verdi's opera "Rigoletto," starring Joan Sutherland and Cornell MacNeil, is Decca's latest triumph. Decca may record within five months seven complete operas. A unique performance.

Artone's Willy Schobben was presented with a Golden Record and a golden Conn trumpet, marking his 100,000th sold record of "Mexico." Bob Moore's version

reached over 70,000 copies.

Caterina Valente's latest Dutch sung single, with San Remo successes "Tango Italiano" and "Gondoli Gondola" (Decca), is selling like hot cakes. Also Conny Froboess' Dutch version of "Zwei Kleine Italiener" on HMW.

HONG KONG

Frank Sinatra Scores a Smash

By CARL MYATT

44 Mount Kellett Road, The Peak

Frank Sinatra's three concerts here evoked so much interest and enthusiasm that not even black market tickets were to be had. His three shows drew sellout crowds to the new City Hall where audiences heard the singer go through his repertoire of songs. So popular has the tour proved so far that Sinatra has indicated that we would like to make similar tours every year—an announcement which de-

JAPAN

Last P.A. Tour by Trio Los Panchos

By J. FUKUNISHI

108 Kakinokizaka, Meguroku, Tokyo

Trio Los Panchos, the most popular Latin group in Japan, is coming for a two-month concert tour in May. They are to present three performances at Sankei Hall on May 23 to 25 and five more at the same place from July 18.

Besides these concerts, they make an extensive tour in rural districts. This is their fourth but the last visit to Japan, because the trio is to be disbanded on return to Mexico. The members are giving up musical careers to settle down in their respective businesses. Their original recordings as well as Japanese popular songs etched in Japanese-Spanish in Tokyo are enjoying tremendous sales. They are expected to tape another new LP in Nippon, Columbia's Tokyo studio.

Frank Sinatra contributed \$27,000, proceeds from his three charity shows to Dr. Azuma, governor of Tokyo, for distribution to 66 Tokyo orphanages.

Diskeries

Borje Ekberg, export manager of Metronome Records, Sweden, arrived in Tokyo for further negotiations concerning the label's representation in Japan.

K. Hashimoto, president of the Tokyo Symphony, is taking its tape to European countries for introduction on May 2.

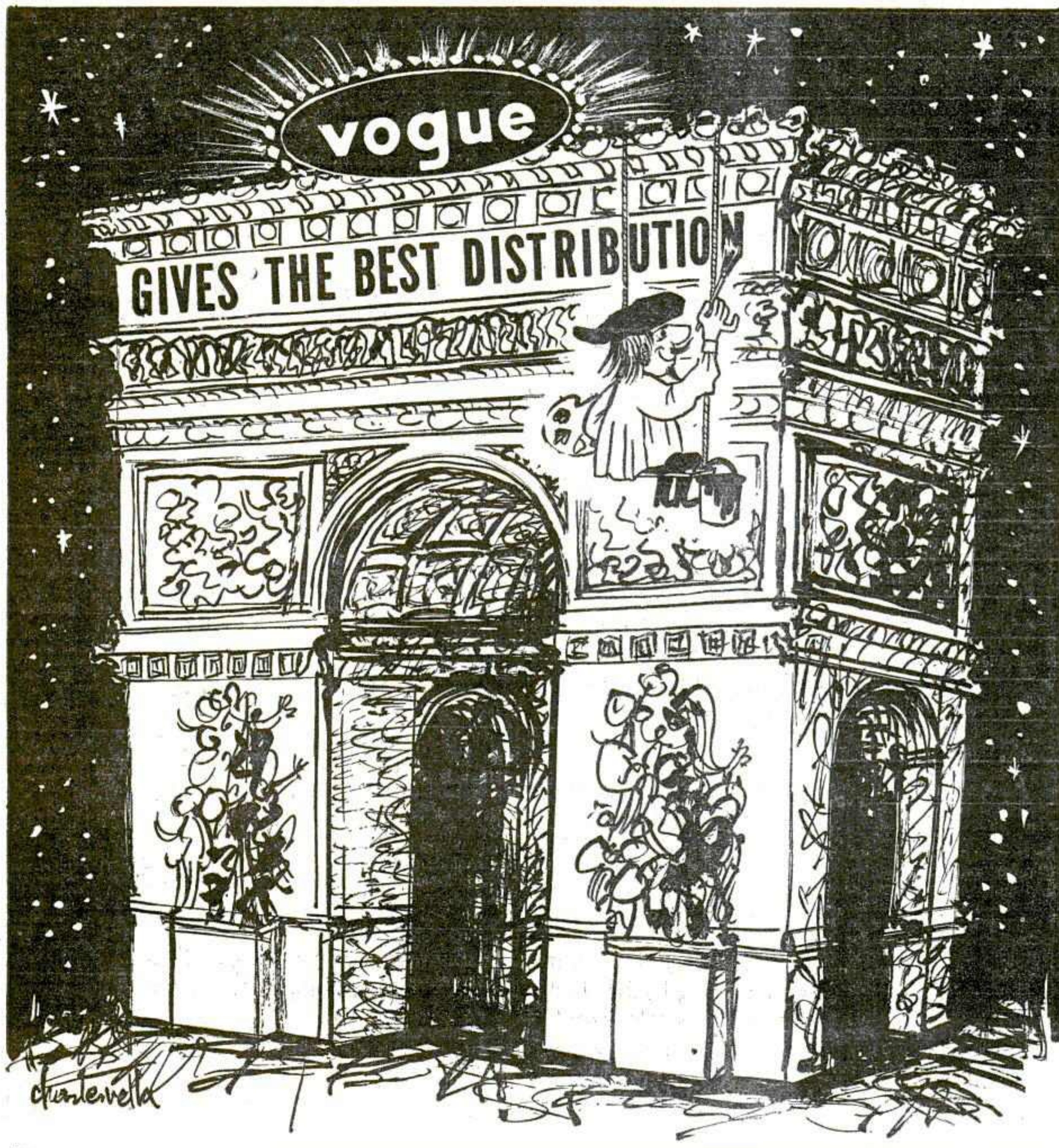
Nippon Victor is going to hold many colorful events in celebration of its 35th anniversary, including the release of an album of two LP's of complete Horowitz recordings and the marketing of a three-channel stereo phonograph specially designed for young people in apartment houses at a price of \$100. With the approach of summer season, Teichiku Records (Decca) is now offering prizes to lottery winners who buy Decca Hawaiian records (30 different kinds) until July 20 (one lottery chance per 45 single, three per 10" LP and five per 12" LP).

MEXICO

U. S. Disks Hit By Air Change

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

A severe blow to American music was dealt by Radio Mil, when this important radio station decided on a complete switch in their program format from U. S. music to Mexican music. Radio Mil
(Continued on page 22)



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Continued from page 20

claims that their ratings have improved considerably since. With only two exceptions, the 29 stations, functioning in Mexico City, broadcast nearly Mexican music exclusively or American selections sung in Spanish by the young Mexican balladeers and twisters.

Before leaving on a South American tour, Bill Haley recorded with his Comets his third and fourth LP of Twist for Orfeon. For the same company an American group, the High Hats, recorded an LP.

Augusto Sarria, president of Electric and Musical Industries of Peru, spent a few days in Mexico. He was specially interested in the young singers of the "new wave" in the Musart catalog, such as Manolo Munoz, Alberto Vazquez and Dyno, whom he hopes to popularize in Peru through his own catalog. . . . A guest of Peerless Records was Heinrich Keilholz, former chief recording engineer of Deutsche Grammophon and an authority on concert hall acoustics.

Boris Makarov, vice-president of the International Books and Records Agency in Moscow, arrived from Cuba and left for Brazil. He is trying to sell tapes of Russian recordings for exploitation by local companies. . . . Alberto Videz, assistant manager of Pham Publishing (Peer), was appointed sales manager of Discos Mexicanos (Orfeon-Dimsa).

Sam Taylor, the champion of the Limbo Dance, and the famous choral group, the Brothers Four, Higuchi is back home after traveling all over Asia with the Platters.

Also expected to visit the Philippines shortly is Arthur Lerner, president of Cardinal Export Company, who has been doing business with RCA for many years. Most recently, Lerner has branched out from normal export of U. S. production into an interesting side line of producing premium records. He has set up an entirely new operation to handle this and which is called Startime Records, Inc.

To date, his most successful premium promotion has been with the Pepsi-Cola Company, and after starting in the U. S., he has branched out into several foreign markets with Pepsi-Cola. Lerner, who has been utilizing many of RCA's pressing facilities around the world, will confer with Manuel Villar, president of Filipinas Record Corporation, licensee for RCA Victor records in this territory.

SPAIN

Hispavox Inks New Pact With Hickory

By Raul Matas
32 Av. Jose Antonio, Madrid 13
Belter Records of Barcelona reached an agreement with Cetrasaef to release its material. At the same time Belter has signed Manolo Escobar, good seller among flamenco talent in Spain.

Jose Manuel Vidal, Hispavox representative, recently signed a new pact with Hickory Records of the U. S. The local label will immediately release an EP by Sue Thompson singing "Sad Movies," "Norman," "Tonight" and "Oh Lonesome Me." Vidal will stay two months in Mexico where Hispavox has its own Gamma satellite-label. Hickory gave Hispavox the rights for Spain and Portugal.

On the Move
Baby Bell will fly Buenos Aires-Madrid-Milan to record "Le Redonda," the new dance which might be rival of the Twist. . . . Monna Bell will try a big comeback in Spain after almost three years of absence. . . . Bebo Valdes will inaugurate the new Hispavox's studios in Madrid. . . . The Candelijas went to Lisbon. . . . Jose (Pepe) Guardiola in Madrid. . . . The best crooner in Spain made a HMV platter with San Remo's hits. . . . Alfredo Alaria opened "El otro yo de Marcela" with Mariano Mores's "Viejo Madrid" (Old Madrid) tango, sung by Jovita Luna.

Connie Awarded
Connie Francis announced from Rome that she will sing in Barcelona the first week of May. She will also receive the Discomania (gold disk award) as the best female foreign star of 1961 in Spain by popular vote. The lass also sings "Mr. Twister" in Spanish on MGM.

VENEZUELA

Nacional Discos Distribbs Decca

By ALVARO PENALVER C.
Editor,
"Notidiscos" and "Canciones"
Apartado 3066, Caracas

Distribuidora Nacional de Discos (Velvet-Kubaney-Gema-Puchito) finished negotiations which give them the distribution of the Sonus and Decca labels. Sonus, produced by Sadel and Company, as well as the RGE (Brazil), Marvela (Puerto Rico), Chanteclair (Brazil), Disc-

Hits of the World

Continued from page 16

SPAIN

(Courtesy Discomania, Madrid)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LOVE ME WARM AND TENDER	Paul Anka (RCA)—Hispavox
2	3	*MARY CARMEN	Duo Dinamico (Voz Amo)—Del Sur
3	2	DANCE ON LITTLE GIRL	Paul Anka (Hispavox)—Hispavox
4	4	*EL TERCER HOMBRE	Duo Dinamico (Voz Amo)—Del Mundo
5	5	KISSIN' ON THE PHONE	Paul Anka (Hispavox)—Hispavox
6	7	THE GUNS OF NAVARONE	Rudy Ventura (Columbia)—Del Mundo
7	8	*CANTO DE UN FRACASO	Tonio Areta (Hispavox)—Hispavox
8	9	TOO YOUNG	Duo Dinamico (Voz Amo)—Del Mundo
9	15	EL ORGANITO	Mario Clavel (Phillips)—Del Mundo
10	12	HIT THE ROAD JACK	Ray Charles (Hispavox)—Hispavox

SWEDEN

(Courtesy Orkester Journalen, Stockholm)

This Week	Last Week	Title	Artist
1	1	WALK ON BY	Leroy Van Dyke (Mercury)—Ivan Mogull, Ltd.—Sweden Music
2	2	SOL OCH VAR	Inger Berggren (HMV)—Europa-Produktion
3	10	TINA OCH MARINA	Conny (Columbia)—Bens

4	3	HAPPY JOSE (CHING CHING)	Jack Ross (Dot)—Sonet
5	4	THE YOUNG ONES	Cliff Richard (Columbia)—Gehrmans
6	6	LOVE ME WARM AND TENDER	Paul Anka (RCA)—Bens
7	5	LET'S TWIST AGAIN	Chubby Checker (Columbia)—Mellin
8	—	GOOD LUCK CHARM	Elvis Presley (RCA)—Belinda
9	—	TINA OCH MARINA	Tina och Marina (Karussell)—Bens
10	7	MEXICO	Bob Moore (London)—Reuter & Reuter

VENEZUELA

(Courtesy Notidiscos, Caracas)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	*ES ILUSION	Nester Zavarco (Palacie)
2	1	*LA CINTA VERDE	Trio Venezuela (RCA)—Los Melodicos (Discomoda)
3	5	ADELANTE	Javier Solis—(Columbia); M. A. Muniz (RCA)
4	3	ATADA A UN GRANITO DE ARENA	Nico Fidenco (RCA)
5	8	LA PALOMA	Chubby Checker (Parkway)
6	4	LET'S TWIST AGAIN	Chubby Checker (Parkway)
7	6	MULTIPLICANDO	Bobby Darin (Atco)
8	7	CUANDO, CUANDO, CUANDO	—
9	10	VUELA LA PALOMA	Tito Rodriguez (UA)
10	8	EL LOCO	Javier Solis (Columbia)

Jockey (Argentina) and best-LP-selling item GM (Peru) labels.

Octavio Vargas Gil, general manager of the Insoveca-Llanero label, went to Santo Domingo for the installation of new pressing facilities there. Santo Domingo has always been an excellent buyer of Venezuela material and vice versa, but had been virtually cut-off during the recent and later Trujillo years.

American singer Nat (King) Cole will arrive in Caracas May 20 to debut in Radio Caracas Television and Hotel Tamanaco. . . . Discomoda label announced the formation of a new orchestra named Sonoramica for recording. . . . Los Cinco Latinos, Argentinian vocal group, announced visit.

Distribuidor Naciona del Disco has launched a new EP series labeled Velvet. The Favedica has acquired the new label Tikal of Guatemala. . . . Trying to share honors with the Twist craze, a local dance was started, called The Brush (El Cepillo), and in line with the trend, caused a near street riot as scores of couples started a dance

MERCURY SPORTS ITS OWN 'JFK'

CHICAGO — Mercury has a "JFK" and he'll represent the firm in Minnesota, both Dakotas and Northern Wisconsin. No relation to a similar initial-bearer in Washington, Mercury's man is John Francis Knodle. He's joining Chic Silver's swinging promotion staff and will work out of Coda Distributing Company offices in Minneapolis.

session in popular Sabana Grande Avenue.

Grams, until recently RCA Victor distributors-manufacturing for Venezuela, started a series to be issued under their heretofore inactivated label, Turpial. . . . Warner Brothers, another recent newcomer to the market, to be produced by Favedica, who in turn opened the Santo Domingo market for its own label.

CONCERT REVIEW

Bach's 'St. Matthew Passion'

There are eight versions of Bach's "St. Matthew Passion" in the catalog at the present time, of which three are in stereo. The only version in English is an old one available on the Richmond low-priced label, of which the most interesting aspect is the participation of the late Kathleen Ferrier.

The performance of this masterpiece offered last week by the New York Philharmonic under Leonard Bernstein is one worthy of consideration for recording. The fact that English is used makes it of special interest in this country. Soloists included soprano Adele Addison, tenor Charles Bressler, bass-baritone Donald Bell, and a tremendous job by mezzo soprano Betty Allen.

Bernstein has been criticized in some areas for the large size of the forces used, which tends to interfere with full audibility of Bach's contrapuntal lines. This, however, is less a problem than the conductor's approach to dynamics, with the work treated less as a full-blooded drama than as a churchly work, which it really is not. Some adjustments in both of these areas would go far toward making this a truly memorable and salesworthy set of disks for the English-speaking market. Sam Chase

MOVING? . . .

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NORWAY

Full-Color Disk Sleeves Starting

By ESPEN ERIKSEN
Verdens Gang, Akersgaten 34, Oslo
Norwegian record manufacturers have had an agreement that record sleeves for single records should not be printed in more than one color.

This agreement has been ended and diskeries are issuing records with more attractive and easy-to-sell sleeves. First in the field is Egil Monn Iversen A/S and Iversen & Frogh A/S, while Proton has issued a few colored sleeves and the other companies will follow.

Columbia Record
Diskery Iversen & Frogh set an almost unbeatable record on the Norwegian chart this week. Out of the 10 records on the VG charts no less than six are on the Columbia label.

Disk News
The fourth rendition of successful melody "Zwei kleine Italiener" (original version by Conny Froboess on Columbia this week moed from 6 to 3, and two local versions are No. 13 and 17) was issued as Norsk A/S Philips came out with a version by Sostrene Bjorklund (Bjorklund Sisters). . . . The newest Monn Keys record, "Mandalay," on Triola, was issued in Sweden on label Karussell, and by now the Norwegian vocal quartet has had a series of records issued in our neighbor country.

PHILIPPINES

Visitors Seeking Filipino Business

By LUIS MA. TRINIDAD
264 Ecolta, Manila
Philippines

Hisando Higuchi, president of Swan Promotions, Ltd., of Tokyo, who brought the Trio Los Panchos in the Far East last year, is expected to visit Manila next week for the purpose of booking some orchestra in Tokyo, and promoting

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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

OLDIES BUT GOODIES, VOL. 4



Various Artists. Original Sound OSR LPM 5005 (M)—This new "Oldies But Goodies," Volume 4 in the series, should be another solid seller to the teen trade. It contains such smashes of a while back as "Love Is Strange" with Mickey and Sylvia; "Silhouettes," by the Rays; "Blue Suede Shoes," by Carl Perkins; plus "Teen Beat," "Whole Lot of Shakin' Goin' On" and "To the Aisle." Strong items here.

AL HIRT AT THE MARDI GRAS



RCA Victor LPM 2497 (M); LSP 2497 (S)—Dan's Pier 600 in the French Quarter of New Orleans at Mardi Gras is the setting for this on-the-spot LP by the rotound trumpet man. The music swings along in hard-hitting Dixie fashion. Each of the boys in the group gets a chance at the solo spotlight, but it's Hirt who pulls in most of the applause naturally. The album provides a field day for Dixie fans with "That's a Plenty," "Basin Street Blues," "Yellow Dog Blues" and "Diga Diga Doo" just a few of the tunes included. One of the swingingest versions of "Brotherhood of Man" from "How to Succeed," is also tops on the album.

PETE FOUNTAIN'S MUSIC FROM DIXIE



Coral CRL 57401 (M); CRL 757401 (S)—The Dixie tootin' clarinetist is back with another swinging set here. He's got some pretty well known jazz musicians out of the Dixieland school along with him. Among those supporting Pete are Eddie Miller, Moe Schneider and Charles Teagarden. Fountain uses the combo to good advantage throughout with some of the great old Dixie standards emerging in fine shape. "Sister Kate," "High Society," "Shine" and "Struttin' With Some Barbecue," all come off well. "Chloe" and "Darkness on the Delta" emerge as two strong commercial sides.

IT'S MASHED POTATO TIME



Dee Dee Sharp. Cameo C 1018—Dee Dee Sharp, the lass who made "Mashed Potato Time" a national favorite, comes through warmly on her initial album effort. In addition to her own hit, the LP contains strong versions of other artists' hits — both old and new—like "Splish Splash," "Gee," "Eddie My Love" and "I Sold My Heart to the Junkman." Good teen item here.

THROUGH CHILDREN'S EYES



The Limelites. RCA Victor LPM 2512 (M); LSP 2512 (S)—This new Limelites album should appeal as much to adults as kids. The group is aided here by a children's chorus of 70, and they add much fun and very good singing to the Limelites' clever work. The tunes are aimed at the children set, including such items as "This Train," "Hey Jimmy Joe John Jim Jack," "The Riddle Song," etc. Lots of fun and happy listening here.

A TOUCH OF VELVET



Jim Reeves. RCA Victor LPM 2487 (M); LSP 2487 (S)—Wonderful, warm, moody waxing by the fine baritone of Jim Reeves, against the voices of Anita Kerr, Floyd Cramer-styled piano, and well-scored flutes, strings and saxes. Tunes include "Have You Ever Been Lonely," "Be Honest With Me," "Blue Skies," "Am I That Easy to Forget," and other goodies. Fine mood material for the broad range of country and pop buyers and some good bets for singles are here, too.

Jazz

GETTIN' THE MESSAGE



Johnny (Hammond) Smith with Lem Winchester. Prestige PRLP 7217 (M)—Johnny (Hammond) Smith has perhaps his best LP effort to date here. The formidable jazz organist has always been a swinger of the first rank, but on this set he also shows first-class showmanship and taste. The addition of the late Lem Winchester adds a touch of contemplation which gives the instrumental sound distinctiveness—much like a funky Modern Jazz Quartet. The album is neatly divided into a variety of moods with "Swanee River," "Gettin' the Message" and "Princess" among the top tracks.

GENE AMMONS! UP TIGHT



Prestige 7208 (M)—Tenor saxist Gene Ammons is back with another potent package, mixing standards and blues in his inimitable style. The set features the soloist backed by rhythm with bongos. There's some strong blowing here on seven tracks at a variety of tempos. Among the better tracks are "Moonglow," "I Sold My Heart to the Junkman" and "Jug's Jug Blues."

WHO'S WHO IN THE SINGING SIXTIES



Various Artists. Columbia CL 1765 (M); CS 8565 (S)—This album should receive exposure for the sheer power of the names included. While some of the tracks are not the best representation of the artists concerned, a set that includes Dave Brubeck, Louis Armstrong, Gerry Mulligan, Duke Ellington, Miles Davis and Andre Previn, along with a good many other top talents, is bound to draw radio play from both jazz and pop jockeys. It should also provide many pop fans with a taste of a number of artists they might not otherwise be exposed to.

Classical

SCHONBERG: PIERROT LUNAIRE



Hona Steingruber. Vanguard VSD 2108 (S)—As a result of deletions, the only current competitive version to this new release is the old and historic Columbia issue conducted by the composer. Obviously, the new one is in a different class sonically. One of Schonberg's most striking and readily digestible works, it includes striking orchestral backing for a soprano's half-sung, half-recited renditions of poems. Fine performance of a prime musical document that will be a must to connoisseurs of 20th Century music, as well as to schools and libraries.

WALTON: BELSHAZZAR'S FEAST



Roger Wagner Chorale; Royal Philharmonic Orchestra (Wagner). Capitol P 8577 (M); SP 8577 (S)—A striking performance of William Walton's "Belshazzar's Feast" by the Roger Wagner Chorale, with the Royal Philharmonic Orchestra conducted by Wagner. Baritone John Cameron, one of England's foremost oratorio singers is also featured on the set. This package with its outstanding reading and splendid sound, could turn into a steady catalog seller.

Children

A CHILD'S INTRODUCTION TO THE AUTOMOBILE AND THE AIRPLANE



Barret Clark. Wonderland RLP 3401—An historical survey of the development of the automobile and the airplane, along with explanations of the scientific steps involved in developing them, the recorded sounds of the various parts and models described, and elementary descriptions of how they operate. Four pages of cartoons depict the key points and are bound into the album package. Barrett Clark, who wrote, narrated and produced, has turned out an item that is a fine gift suggestion, especially for teen-agers.

(Continued on page 38)

★★★★ STRONG SALES POTENTIAL

★★★★ CAN'T HELP FALLING IN LOVE

Lennon Sisters. Dot DLP 3417 (M); DLP 25417 (S)—The Lennon Sisters, who have a solid following because of their exposure on the Lawrence Welk TV show, chirp attractively on this collection of romantic oldies and originals. Selections include such current and/or recent pop hits as "Blue Hawaii," "Moon River," "Little Bitty Tear," "Michael," etc. Album has strong teen as well as adult appeal.

★★★★ TWIST WITH CUGAT

Xavier Cugat Ork. Mercury MG 20705 (M); SR 60705 (S)—Cugat serves up a tasty sampling of the Twist in Latin tempo, with the repertoire consisting of such standards as "Jazz Me Blues," "Johnson Rag," "In the Mood," "Hucklebuck," and Cugat's own "Patricia." A top quality dance LP, with excellent orchestrations lending color to the disk.

★★★★ YOU TOO CAN SING A HIT, VOL. 1

Jimmy Haskell and the Sing-A-Hits. Dot DLP 3414 (M); DLP 25414 (S)—Here's a sing-along package for nostalgic teen-agers and post-teens. Haskell and his mixed chorus sing out with sincerity and verve on a group of old hits—"Sixteen Tons," "Volare," "Blueberry Hill," "Love Me Tender," "El Paso," "Bye Bye Love," etc.

(Continued on page 38)

LP REVIEW POLICY

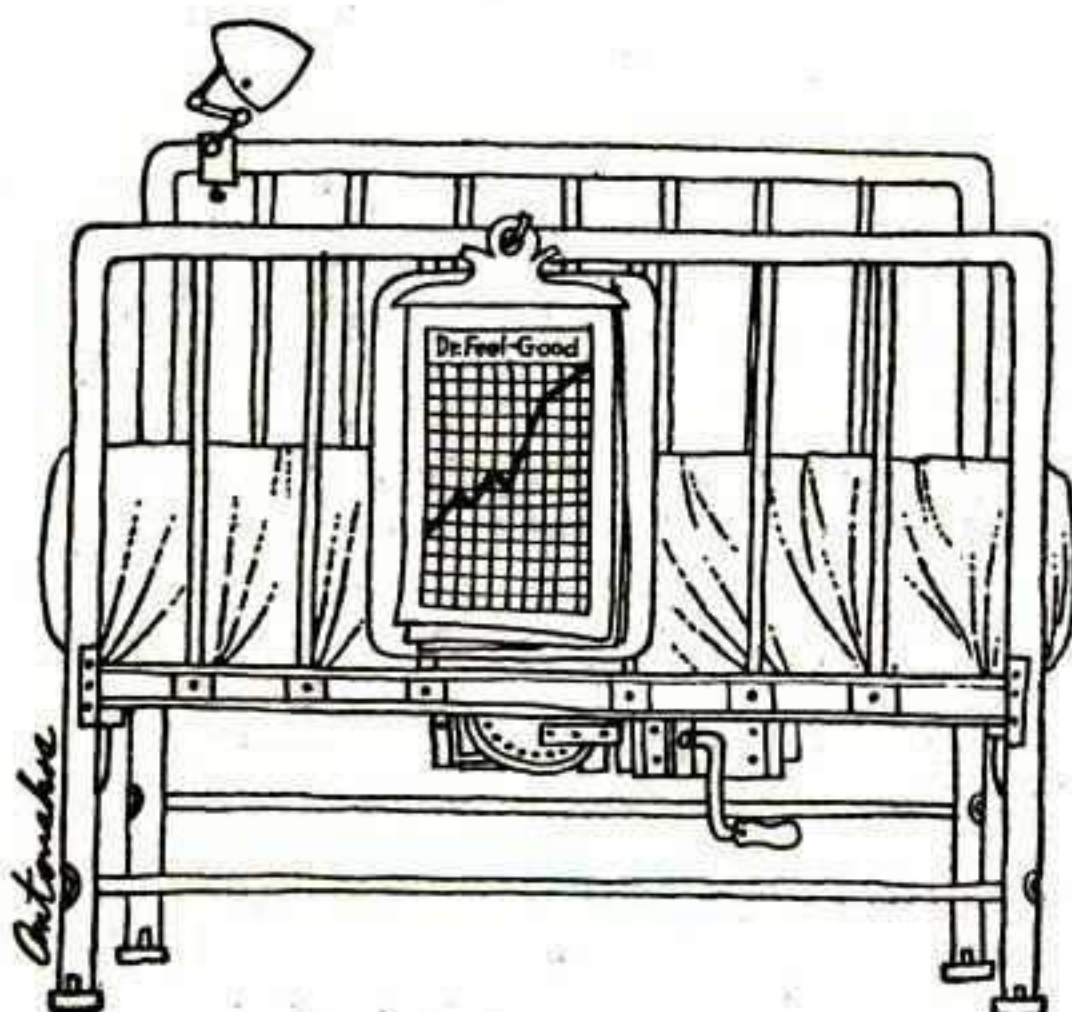
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SPOTLIGHT WINNERS are judged to have the strongest sales potential of all albums reviewed during the week and are picked to hit the Top LP chart. FOUR-STAR albums are those with strong sales potential. All Spotlights and Four-Star LP's have been evaluated 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.

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Everybody's recording doctors, but
the only doctor on the charts is
"Doctor Feel-Good"

4-7144

OKeh

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

SINGLES REVIEWS

Pop

BOBBY VEE



SHARING YOU (Aldon, BMI) (2:03)—**IN MY BABY'S EYES** (Aldon, BMI) (2:07)—Bobby Vee should have another strong two-sided hit here. "Sharing You" spotlights a feelingful unison multi-track vocal on a romantic theme that builds with bolero-like intensity. Flip is a lively rhythm rock item with sock multi-track chanting by the star. **55451**

ARTHUR ALEXANDER



SOLDIERS OF LOVE (Lowery, BMI) (2:18)—**WHERE HAVE YOU BEEN ALL MY LIFE** (Aldon, BMI) (2:43)—Alexander, who fared well on the charts with "You Better Move On," may have another click with this disk. "Soldiers of Love" is an emotion-packed theme with solid femme chorus work on the backing; while the flip is a melodic r.&r. item with an infectious tempo. Alexander warbles with feeling on both sides. **Dot 16357**

JACK JONES



GIFT OF LOVE (Arch, ASCAP) (2:17)—**PICK UP THE PIECES** (Quartet, ASCAP) (2:21)—Jones had a winner in "Lollipops and Roses," and his new one should step out briskly. "Gift of Love" is a pretty ballad, based on "O Tannenbaum," with solid support by strings and vocal chorus. The warbler is in a smart, Sinatra-type vocal groove on the flip, a hip ballad with a fine swinging beat. **Kapp 461**

RUTH BROWN



SHAKE A HAND (Angel, BMI) (3:16)—Ruth Brown bows on the label with a stirring performance of the familiar tune, sparked by a sock band arrangement. The style is churchy, and her vocal is mighty moving. Flip is "Say It Again" (Raleigh, BMI) (2:50) **Philips 40028**

THE TROPHIES



PEG O' MY HEART (Feist, ASCAP) (2:09)—A wild, gimmicky vocal performance of the oldie by the Trophies is exciting and light-hearted enough to attract a lot of teen attention. Group sells it with a truly individual style. Flip is "I Laughed So Hard I Cried" (4-Star, BMI) (2:42). **Challenge 9149**

RICHARD CHAMBERLAIN



THEME FROM DR. KILDARE (THREE STARS WILL SHINE TONIGHT) (Robbins, PRS) (2:36)—The star of the hot TV show "Dr. Kildare" comes through in warm style on his first disk effort. Familiar theme from the TV show should pull plenty of spins. Flip is "A Kiss to Build a Dream On" (Miller, ASCAP) (2:20). **MGM 13075**

SOLOMON BURKE



DOWN IN THE VALLEY (Progressive, BMI) (2:31)—**I'M HANGING UP MY HEART FOR YOU** (Progressive, BMI) (3:00)—The young singer has two mighty appealing sides here. The first is a bluesy treatment of the folk favorite that features a strong vocal effort against outstanding ork support. The flip is a moving rockaballad with piquant piano work as part of the background. **Atlantic 2147**

THE ANGELS



EVERYBODY LOVES A LOVER (Korwin, ASCAP) (2:03)—The girls have a potent item in this rendition of the Doris Day smash of some years ago. Girls will be remembered for their big one "Til." Arrangement for ork sets a fine beat. The flip is "Blow Joe" (Good Songs, BMI) (2:15). **Caprice 116**

JANIE GRANT



THAT GREASY KID STUFF (Gerl, ASCAP) (2:05)—Title here is culled from a hair preparation commercial which provides standout novelty material for a bright outing by the lass. Arrangement is a prominent ingredient in this disk. The side is backed with "Trying to Forget You" (Good Songs, BMI) (1:44). **Caprice 115**

ADVISE AND CONSENT



RCA Victor LOC 1068 (M); LSO 1068 (S)—The Otto Preminger movie has an all-star cast and will be backed by a heavy promotional campaign, all of which should add up to solid ballyhoo for this sound-track package. Jerry Fielding's score is subtle and sophisticated, in keeping with the film's political arena theme. Sides include the haunting title theme, "Young Illusions," "Samba Set," and "Washington Scene."

Country & Western

STONEWALL JACKSON



LEONA (Cedarwood, BMI) (2:45) — **ONE LOOK AT HEAVEN** (Cedarwood, BMI) (2:40)—Two fine sides for the chanter. On top is a powerful weeper, done with a fine touch. It's from the album "The Sadness in a Song." Flip is another weeper with top-notch fiddle and chorus support. Either side here with an edge to the first. **Columbia 42426**

FARON YOUNG



THE COMEBACK (Cedarwood, BMI) (2:00) — **OVER LONELY AND UNDER KISSED** (Vanadora, BMI) (2:36)—Young is in excellent form here. His first effort is a bright, bouncy rhythm ditty well handled while the flip is a neat contrast in the form of a slow, soulful weeper. Jordonaires add a solid backing in both cases. **Capitol 4754**

SPECIAL MERIT SINGLES

Pop Disk Jockey Programming

BILL BUTLER

★★★ **SOLDIER BOY** (Ludix, BMI) (2:36) Epic 9515

Jazz Disk Jockey Programming

COZY COLE AND HIS ORK

★★★ **COZY'S GROOVE (PARTS 1 AND 2)** (Marmaduke, ASCAP) (2:40) Charlie Parker 202

★★★★
STRONG SALES POTENTIAL

SKIP AND JOHNNY

★★★ **The Marathon—INVICTA 1000—**Bright Twist effort is handed a fairly exciting go by the boys on this swinging disk. It has a chance for juke loot, and store action. Watch it. (Kim Fowley-Tucson, BMI) (2:14)

★★★ **More Marathon** — This is really Part II of "The Marathon" and it's a good

second side. (Kim Fowley-Tucson, BMI) (1:58)

EYDIE GORME

★★★ **Yes My Darling Daughter—**COLUMBIA 42424—A highly unusual side for Miss Gorme's first for her new label alliance. The old standard is given a razz-

matazz traditional Dixie interpretation at a middle tempo. (Leo Feist, ASCAP) (1:48)

★★★ **Sonny Boy**—The old Jolson classic gets a fresh ballad reading here, with little or no hysterics. Eydie sings the tune in a nostalgic, quiet attitude while strings and vocal chorus fill the background. (Henderson, ASCAP) (2:55)

BILLY VAUGHN

★★★ **Born to Be With You** — DOT 16359 — The attractive country oldie is wrapped up in schmaltz ork treatment featuring solid harmonica and sax solo work. Watch it. (Mayfair, ASCAP) (2:15)

★★★ **Continental Melody** — Vivacious chorus chirping on gay Parisian-styled theme with bright, happy tempo. Fine, spinnable wax. (Remick, ASCAP) (2:05)

BUD DASHIELL AND THE KINSMEN

★★★ **In Tarrytown—**WARNER BROS. 5276—Plaintive folkish theme is sung wistfully by Dashiell and group. Pleasant jockey wax. (Stelen, BMI) (2:29)

★★★ **Big Manuel**—Strong folk saga with south-of-the-border-type guitar backing is sung with feeling and verve. (Leeway, ASCAP) (2:40)

JOE AND ANN

★★★ **How I Feel—**ACE 651—Exuberant rocking tune is sung with verve and enthu-

(Continued on page 26)

SINGLES REVIEW POLICY

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Jerry McCain's "Red Top" is spinning into orbit, and everything's A-OK with *Okeh*

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Connie Francis



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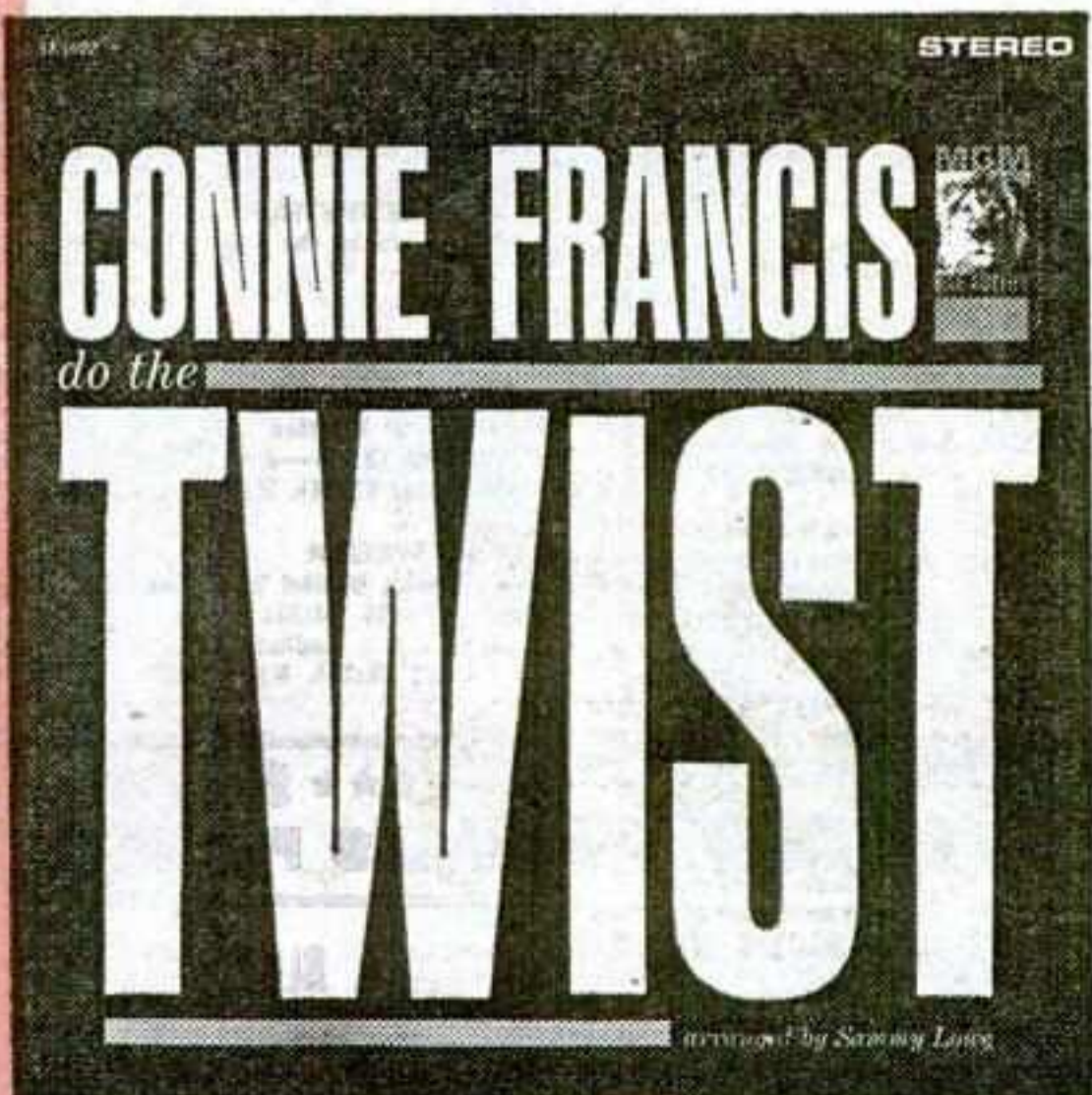
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b/w

**GOTTA GIT
THAT MAN**

K 13074

Latest chart albums:



DO THE TWIST E/SE4022



CONNIE FRANCIS SINGS IRISH FAVORITES E/SE4013



NOVELTY

Reviews of New Singles

Continued from page 26

doesn't find his baby soon he'll be very unhappy. Two for the r.&b. collectors.

ELTON ANDERSON
 ★★ ★★ Life Problem — CAPITOL 4762— This is a salty rock ballad that is sung by the young lad. Side features staccato combo backing that gets a good sound. (Excellence, BMI) (2:13)

★★★ Sick and Tired—(Travis) (2:19)

ARTHUR (BIG BOY) CRUDUP
 ★★ ★★ Rock Me Mama—FIRE 1501— Aficionados and blues historians will find these interesting. One of the great down home primitive singer shows he still has a compelling quality. (Wabash, ASCAP) (2:23)

★★★ Mean Ole Frisco—This side is more rapid in tempo, and is another example of Crudup's excellent blues style. Solid. (Wabash, ASCAP) (2:31)

ARTHUR (BIG BOY) CRUDUP
 ★★ ★★ Katie Mae — FIRE 1502 — Good down home blues by a master. Arthur Crudup returns to wax with a strong side for the market. (Wabash, ASCAP) (2:47)

★★★ Dig Myself a Hole—Another for those who choose their blues with discernment. A fine performance by blues singer Arthur Crudup. (Fast, BMI) (2:20)

COUNTRY & WESTERN

THE LOUVIN BROTHERS
 ★★ ★★ Broken Engagement — CAPITOL 4757—Ira and Charlie apply their fine, old-time hill harmonies to a pleasant medium-beater that moves nicely. A good thought here and the side should do well in the market. (Central, BMI) (2:49)

★★★ Time Goes So Slow—A waltz ballad, again done with considerable style by the Louvins. Fine harmony sound. (Moss Rose, BMI) (2:24)

JOHN JAY
 ★★ ★★ Red River Shore — NATIONAL SOUNDS 3792 — Interesting tale about a man who is unable to marry the lass he loves until her father approves. Lad shows

off a nice singing style here and is a talent to watch. (Central Songs, BMI) (2:30)

★★ Ballad of the Hounds — (Red Ball, BMI) (1:48)

COZY COLE AND HIS ORK
 ★★ ★★ Cozy Grove (Parts 1 & 2)—CHARLIE PARKER 202—Cozy lays down a pounding beat, featuring a lot of cymbal work, against a good big band and organ melody in medium tempo. The favorite of the Metropole cats beats out a good side for the fans here. Two good sides and listeners can take their pick. (Marmaduke, ASCAP) (2:48, 2:40)

GEORGE JONES
 ★★ ★★ Open Pit Mine—UNITED ARTISTS 462—The chanter tells the story of open pit mine and the trouble it led to between he and his Rosie. Listenable tragedy tale that could get spins in the field. (Glad, BMI) (3:05)

★★★ Geronimo—This saga song was inspired by the flick of the same title, and the chanter tells the dramatic tune with authority here aided by strong vocal group and combo backing. It could get pop and country action. (Glad, BMI) (2:00)

THE OSBORNE BROTHERS
 ★★ ★★ Five Days of Heaven — MGM 13073—Plaintive duo warbling stint on moving country weeper, with nice banjo backing. (Acuff-Rose, BMI) (2:21)

★★★ It Ain't Gonna Rain No Mo'—Lively country comedy treatment of the oldie with solid guitar picking on backing. Spinnable wax. (Forster, ASCAP) (2:22)

HUEY LONG
 ★★ ★★ Waiting for a Letter—FIDELITY 4054—Plaintive chant with feeling by Long on attractive country theme. Merits exposure. (Stone & Cook, BMI) (2:17)

★★★ How to Tell My Heart—(Stone & Clark, BMI) (1:44)

MICKEY SHORR AND THE CUTUPS
 ★★ ★★ Doctor Ben Basey—TUBA 8001—The TV medics come in for a lampoon on this funny side. The side is full of comic lines on a hospital motif with parts of hit records interpolated into the routine a la Dickie Goodman. This is one to watch. (Rambler, BMI) (2:35)

★★★ Roaring 20's Rag—(AdLib, ASCAP) (2:05)

CHILDREN'S

GOLDEN ORCHESTRA AND CHORUS
 ★★ ★★ Mister Ed Theme Song—GOLDEN 708—The voice of the talking TV horse, Mister Ed, sings the theme song from the show. Adults and kiddies addicted to the show might well find this to their liking.

★★★ Pretty Little Filly

JAZZ

MUNDELL LOWE AND ORK
 ★★ ★★ The Long Knife — CHARLIE PARKER 203—A swinger with Eddie Costa on piano sharing the lead with the maestro. Saxs join in with a good riff, then the brass moves up. A solid big band uptempo outing, taken from the sound track album of the film, "Satan in High Heels." (Knollwood-Marmaduke, ASCAP) (2:22)

★★★ The Lost and the Lonely—A slow and stinky theme, also from the "Satan in High Heels" score. A listenable and spinnable side. (Knollwood-Marmaduke, ASCAP) (2:38)

★★★ MODERATE SALES POTENTIAL

COUNTRY & WESTERN

REBERT HOWELL
 ★★ ★★ I Don't Want to Cry Over You (Tronk, BMI) (2:00)—★★★ I Love You (Tronk, BMI) (2:30). BRITE STAR 772

GRADIE O'NEIL
 ★★ ★★ Her Secret (Janell, BMI) (2:29)—★★★ I Don't Have Your Heart (Janell, BMI) (2:40). JAN ELL 1

MARTY MARTELL
 ★★ ★★ Wild Side of Life (2:35)—★★★

I'll Cry Tomorrow (Sage and Sand, SESAC) (2:14). JEWELL 409

JOHNNY CASH
 ★★ ★★ In the Jailhouse Now (Peer, Int'l, BMI) (2:20)—★★★ A Little at a Time (Johnny Cash, BMI) (1:55). COLUMBIA 42425

JAY PRESTON
 ★★ ★★ The Disco Twist (Happy Hearts-AME, BMI) (2:23)—★★★ Why Torture Me (Happy Hearts-AME, BMI) (2:15). HAPPY HEARTS 123

JIM HARDIMAN
 ★★ ★★ Abilene (River, BMI) (3:40)—★ A Cowboy's Dream of Love (Golden River, BMI) (1:52). RCM 7548

JAZZ

JOE CARROLL
 ★★ ★★ Oh, Lady Be Good (New World, ASCAP) (2:35) — ★★ Don't Mess Around (With My Love) (Mayhew, BMI) (2:23). CHARLIE PARKER 204

JOE CARROLL
 ★★ ★★ Anthropology (Consolidated, ASCAP) (2:33)—★★ Hi-Fly (Tatem, ASCAP) (3:23). CHARLIE PARKER 201

SPIRITUAL

THE NIGHTINGALES
 ★★ ★★ Blood for Me (Lion, BMI) (2:50)—★★★ Right Now for Jesus (Lion, BMI) (2:15). PEACOCK 1858

CHILDREN'S

GOLDEN ORCHESTRA AND CHORUS
 ★★ ★★ Top Cat Theme Song (Parts 1 & 2). GOLDEN 689

RHYTHM & BLUES

GOOD JELLY BESS
 ★★ ★★ You'll Have to (Come and Get It) (Ashna, BMI) (2:51)—★★ A Little Piece at a Time (Moss Rose, BMI) (2:12). HERMITAGE 775

POLKA

★★★ LAWN PARTY POLKAS
 Al Soyka and his Ork. Gio GLP 666

SOUND

★★★ LIMBO PARTY
 Southern Tropical Harmony Steel Band. Audio Fidelity AFSD 5967

LIMITED SALES POTENTIAL

POPULAR

DONN REYNOLDS
 No One Will Ever Know (Acuff-Rose) (2:11)—The Wild One (Filmusic) (2:20). CITADEL 3149

JAMES DUNCAN
 Since I Met You (Samuels, BMI) (2:33)—Twistin' Baby (Samuels, BMI) (2:42). GENE 0004

LANA STEVENS
 This Heartache (Rhythm Tamers, BMI)—This Hurt (Rhythm Tamers, BMI). KIN 1002

TOMMY MORELAND
 Love Wanted (Buna, BMI) (2:08)—Bang Bang (Buna, BMI) (2:18). SKOOP 1054

BOB STEWART
 Don't You Know? (Mate, BMI) (2:23)—Stomp'a Twist (Mate, BMI) (2:05). HI-G LO-C 101

BILL JOHNSON
 The Right to Love (Shelton, BMI)—You Better Dig It (Hey Day, BMI). TALOS 402

REMY TAY WITH THE TWISTMAKERS
 Goodnight Twist (BIEM, TM) (2:25)—Twistin' the Waltz (BIEM, TM). MARSHALL 10.051

GIUSEPPE'S FABULOUS DELAYS
 Now Is the Hour (Band Box, ASCAP) (2:57) — Giuseppe's Twist (Band Box, ASCAP) (3:00). BAND BOX 294

JACK CHILDS
 I Love a Piano; Till Tomorrow (Berlin-Volando) (4:20) — St. James Infirmary Blues (Mills, ASCAP) (5:58). JACOB-CARL 335

CAROL LYNN
 I'm So in Love (Mate, BMI) (2:36)—I'll Paint the Starlight (Mate, BMI) (2:31). HI-G LO-C 102

COUNTRY & WESTERN

PEE WEE DAVIS
 Why Did You Tell Me Lies (McClendon, BMI) — Tar-Heel Special (McClendon, BMI). TREPUR 1016

LEWIS SHELTON
 Dreaming of You (Golden River, BMI) (2:15)—Because of Love (Golden River, BMI) (1:59). RCM 7549

SWEETHEART OF THE JUKE BOXES

NORMA RIVERS

NEWEST RELEASE:

THREE MILLION TEARS

b/w

JEALOUS HEART

VASSAR #324

OTHER NORMA RIVERS SINGLES
 TAILORED FOR JUKE BOX PLAY:

SAN ANTONIO ROSE
 b/w I'LL HOLD YOU IN MY HEART
 V-3118

WHISPERING
 b/w MY HEART KEEPS CRYING FOR YOU
 V-3116

TILL WE MEET AGAIN
 b/w BEER BARREL POLKA
 V-3117

SEE, HEAR & MEET
 NORMA AT THE BIG MOA
 BANQUET, THE HIGHLIGHT
 OF THE CONVENTION

MANAGEMENT & BOOKINGS:
 JOHN BILOTTA
 Deerfield 1-2626
 Newark, New Jersey

EXCLUSIVELY:
 VASSAR RECORDS

best wishes and many thanks for the big play on...

CATERINA

b/w

Island of Forgotten Lovers

#8004



Perry Como



Direction
GENERAL ARTISTS CORPORATION
NEW YORK • CHICAGO
BEVERLY HILLS • CINCINNATI • DALLAS • LONDON



branch manager for Capitol. He'll headquarter in Los Angeles.

MANUFACTURERS' BRIEFS

Continued from page 6

Johnson will be responsible to Maurice Hoffman, manager of national sales for CRSC, for sales to the educational market and for recommending new products or services for this market. Johnson, who succeeds Marion Tulin, joined Columbia last year as a management development trainee.

Riverside, Jazzland, Wonderland, Washington, Offbeat, Popside and Battle labels. Prior to a two-year stint with the Caedmon, Drayson served as sales manager with MGM Records for 12 years. He is a veteran of 30 years in the record industry.

Riverside Names Palmer

Bill Grauer, head of Riverside Records and associated labels, has named John Palmer to the post of controller. Palmer has been with the New York office of Alexander Grant & Company for the past 11 years. He will co-ordinate the fiscal affairs of the Grauer labels throughout the world.

Swint Smash Western Mgr.

CHICAGO—Jay Swint, veteran record merchandising man, joins Smash Records as Western regional manager, Charlie Fach, Smash sales manager, announced last week. Fach said the post is newly created because of Smash's continued expansion.

Swint was formerly national promotion manager and, earlier,

Columbia Info Post to Reilly

Peter Reilly has been named manager of East Coast information services for Columbia Records. Reilly, who will be responsible for press contact in the pop and classical fields for Epic Records, is a vet free-lance publicist. He will report to John Kurland, head of the public relations and information service at Columbia.

Harold Drayson to L. P. Sales

Herman D. Gimbel, president of L. P. Sales Corporation, has appointed Harold Drayson to the post of vice-president in charge of merchandising. Drayson resigned as national sales director of Caedmon Records to join the national distributing firm which represents the

Alan Kayes to Europe

Alan Kayes, manager of Red Seal a.&r. for RCA Victor, is currently on a two-week tour of Europe. He is meeting with RCA Victor affiliates to discuss future recording plans and the artists on the Red Seal roster. He will cover London, Rome and Zurich on his trip.

New Record Merchants Hq.

Detroit's Record Merchants Distributors opened new offices on record row in the Motor City, on Woodward Avenue. Curley Dymtro was hired to head the promotion staff, and will work under general manager Sonny Carter. Firm is headed by Ed Paterson, president.

If you're a man who takes pride in his work, you're a man who reads his businesspaper carefully. Cover to cover. Advertising as well as editorial pages. Why? Because—as a man who gets a kick out of doing a great job—you know there's no better place to get so many good, practical ideas you can put to work with extra profits to yourself and your firm than in . . . your businesspaper.



PHOTO ON LOCATION BY SHREVESS

Where there's business action, there's a businesspaper

BILLBOARD MUSIC WEEK

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



more will LIVE the more you GIVE

HEART FUND



NIGHT CLUB REVIEW

Diller Is Dilly of a Comedienne

Phyllis Diller, the zany blonde star of Verve Records, was back at the Horizon Room, the plush night club at the Greater Pittsburgh Airport, as the star of the club's 10th anniversary show. Owner Andy Chakeres and his sons, Tony and Checkers, couldn't have made a wiser choice to launch the anniversary.

This is Miss Diller's third appearance at the Horizon Room, and she opened to the biggest Monday night opening in years. Word of mouth is sure to lure more and more patrons, and the Chakeres family reports an impressive advance for her entire run which ended May 5.

The uninhibited comedienne with the raucous laughter mugs and gags her way through 45 minutes of pandemonium. She plows her way through material, most of which is sure-fire, and she seems to be having such a good time that her high humor spreads to the audience from the opening gag to the very last piece of inspired material.

She had to beg off at her opening show, for if the audience had its way she could have stayed on for at least another 45 minutes. Incidentally, other artists could learn a lot from her in the way of graciousness, for her co-operation with the local press, radio and TV gang has made her their special pet.

Tenor Ed Scotti, who like Miss Diller zoomed to fame through his many Jack Paar appearances, belts across some fine tunes in the Lanza tradition, and the ballroom dance team of Carter and Lynn rounds out the bill. Gus Dolfi's music provides excellent support.

Following Miss Diller at the Horizon Room will be Al Alberts, Joannie Sommers, Rusty Warren and Jill Corey, in that order. Leonard Mendlowitz.

A Great New Star on the Horizon

PAT PARKER

90 Lbs. of Jr. High School Dynamite!



Sings

BOY WATCHER

Skyland #1000

Breakout in Atlanta!

D.J.'s, write me for those flirty "I'm a Boy Watcher Buttons" for your record hops.

Exclusively: SKYLAND RECORDS P. O. Box 127 Skyland, N. C.

Best wishes, MOA, for a Successful Convention.

Hot Polka Singles

LI'L WALLY POLKA TWIST

Jay Jay 254

POLISH POLKA TWIST

Jay Jay 258

Lil Wally

LUCKY-LUCKY

by

LOLITA

Jay Jay 262

MAMA PAPA TWIST

by

ED ZIMA

Jay Jay 255

Order from your Jay Jay Distributor or

JAY JAY POLKA RECORD CO.

2446-56 S. Kedzie Ave., Chicago 23 (Ph.: RO 2-6000)

See Us at the MOA, Booth 11

Broke Big!

"IF YOU WANT TO"

THE CAROUSELS

G-5118

GONE RECORDS

1650 Broadway New York, N. Y.

DON'T MOVE

until you send Postal Form 3573 to

Billboard Music Week

2160 Patterson St., Cincinnati 14, O.,

and you won't miss a single issue of your subscription!

Thanks for the plays!

BEN E. KING

Current Smash Single!

DON'T PLAY THAT SONG!

6222

Now, a Smash Album!

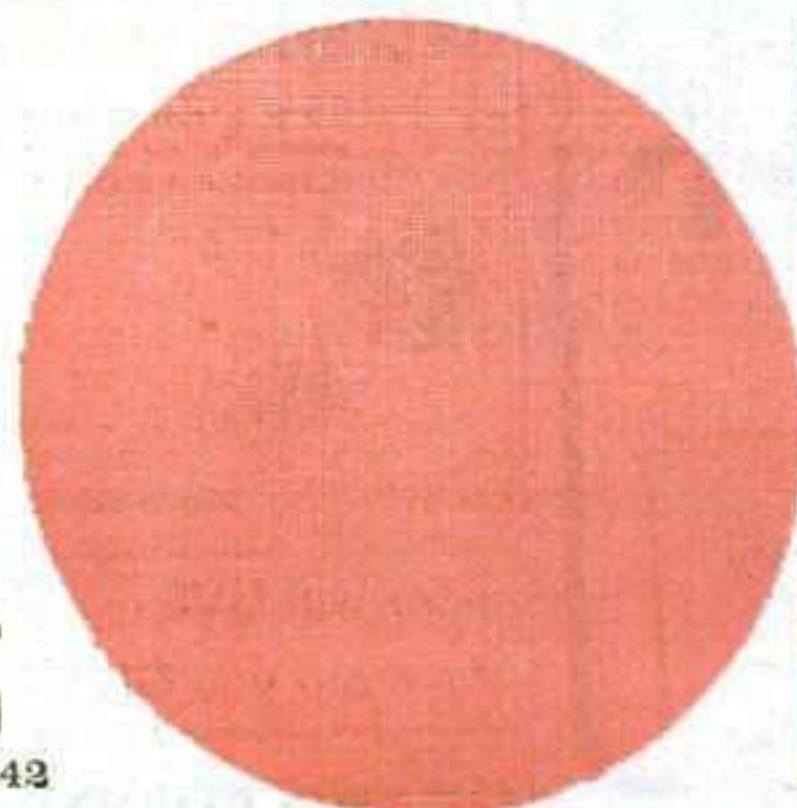
Includes
12
Ben E. King
Hits!

BEN E. KING

DON'T PLAY THAT SONG!



ATCO 33-142



Booking:

CIRCLE ARTISTS
48 West 48th Street
New York 19, N. Y.
Plaza 7-7100

Personal Management:

AL WILDE—MORT CURTIS
221 West 57th Street
New York 19, N. Y.
Circle 5-7450

Exclusively on



ATCO records

1841 Broadway, New York 23

ATCO
33-142

also
available
in stereo

ARTISTS' BIOGRAPHIES

NATHANIEL MAYER
(United Artists)



AGE: 19. **HOME TOWN:** Detroit. **EDUCATION:** High school. **HOBBY:** Sports. **BACKGROUND:** Mayer started singing five years ago and continued his vocal interest during high school, but only as a hobby. A few months ago, he visited the studios of a Detroit diskery and cut several sides, one of which was "Village of Love." This debut disk was heard by U. A. chief, Art Talmadge, who arranged to purchase the master and release the record. It seems to have been a good buy as the platter moves into the No. 63 slot this week on the Hot 100. Concurrent with Mayer's initial recording success, he is currently completing his first album and cutting several singles between personal appearances. The latter includes a summer date at New York's Apollo Theater, his first visit to the Big City. **OTHER MUSICAL INTEREST:** Songwriting.

LATEST SINGLE: "Village of Love."

GEORGE MAHARIS
(Epic)



PERSONAL MANAGER: Mimi Weber. **AGE:** 28. **HOME TOWN:** New York. **HOBBY:** Boxing. **BACKGROUND:** Actor Maharis began his show business career as a singer, working through the night club and band circuits. After touring the Midwest with a group called the Singing Mariners, he returned to New York to study acting, first at the Neighborhood Playhouse and then with the noted drama coach, Lee Strasberg. His first

professional appearance was in Wally Cox's TV show, "Mr. Peepers," playing a Marlon Brando-type character. Numerous appearances in off-Broadway, summer stock and TV shows followed. Maharis' big break came when he landed the leading role in the off-Broadway production of "The Zoo Story." From there he went to Hollywood where he was given a part in "Exodus." The role to really bring Maharis to public attention was, of course, as Buz Murdock in CBS-TV's "Route 66." Early this year, the handsome lad was signed to an exclusive contract as a vocalist with Epic Records and fulfilled a long-time ambition. Both sides of his debut disk are scoring well, with the "Teach Me Tonight" side currently garnering the most action.

LATEST SINGLE: "Teach Me Tonight" b-w "When the Lights Go Down Low." **LATEST ALBUM:** "George Maharis Sings."

**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 the most effective audience gimmick you or your station has used this year?

THE ANSWERS:

BUDDY MORRIS
KDAN, Eureka, Calif.

"Pandemonium" — a wild conglomeration of sound effects. When "Pandemonium" sounds, first listener calling receives a stack of records from us and chances on albums awarded each week by yearly sponsor, Maxon's Music Store. "Pandemonium" sounds many times daily, cutting into commercials, records, anywhere, anytime. Entire Northern California, Southern Oregon area participates, with specific days for local, out-of-town, out-of-State calls providing equal opportunities for all listeners. Result: happy sponsor, happy listener, happy KDAN!



KAL RUDMAN
WAAT, Trenton, N. J.

WAAT ran a deejay "Remote Bowling Marathon" for the benefit of the March of Dimes, featuring Frank X, Harry Newman and Ray Gilmore. They broadcast as they bowled non-stop for 48 hours which is a new national record. March

of Dimes Girls collected donations and top recording stars came over to bowl also. There were periodic medical checks and the boys were in excellent condition at the end except for sore thumbs. The impact of the marathon was tremendous.

ROGER CRACRAFT
KBOL, Boulder, Colo.

Our Halloween and holiday phone call contests. On Halloween, we had children carve Jack-O-Lanterns with our call letters in them. These were displayed in the windows of Boulder homes. On Halloween night, judging was held and the winner received \$10. All entrants received a pack of records. On the holiday phone contest a winner is selected through a drawing (from listener postcards) and gets to call anywhere in the 48 States for five minutes. We run this contest every holiday, including Mother's and Father's Day.



tions are invited to use promotional material of their own, if they prefer. Haverlin hopes there will be generous donation of free time to the cause. Other media will be invited to participate.

VOX JOX

By JUNE BUNDY

LONG AND SHORT DEBATE: George W. Hippisley Jr., WTBS, Cambridge, Mass., writes in reply to Gene Nelson's plea for manufacturers to issue shorter records (see "Vox Jox," April 21): "It's sorta discouraging to hear one of my favorite deejays advocating subordination of music for commercials. It seems to me that the primary purpose of a disk show is to play music. It is this steady increase (of commercials) which has driven teen-age listeners away from the radio. If they don't hear the records they surely won't be induced into buying them. Whenever I have a choice between the short and long versions of a song, I play the longer one. Not only is shortening a tune an insult to the listener, but, in the case of 'El Paso,' said shortening renders the lyrics nonsensical," concludes Hippisley.

GAB BAG: Sid Sirulnick, program director of WJRZ, (formerly WNTA) Newark, N. J., writes, anent BMW's recent special on jazz radio programming: "You say that most stations concentrate jazz programming in the late night-early morning hours. Well, for anybody near an AM or FM set on Saturday afternoons (3-6:30 p.m.) they can hear Bob Brown laying down some of the finest jazz sounds in town. Last month we created a new feature. From 4 to 5 p.m. each week, the entire hour is devoted to "Meet the Man"—the man being a literate, highly placed member of the jazz-playing community."

DEEJAY AWARDS: Dick Stewart, KPIX, San Francisco, has been appointed Northern California Honorary Chairman for the 1962 fund-raising drive of the National Cystic Fibrosis Research Foundation in September. . . . Herb (Oscar) Anderson, WABC, New York, is co-chairman of "Disk Jockeys for M.S.," the 1962 Multiple Sclerosis Hope Chest campaign, which will be conducted from May 13 to June 17. . . . William B. Williams, WNEW, New York, has been named "Man of the Year" by the Shomrim Society of the New York Police Department. He will receive a plaque at the Society's annual ball May 26.

CHANGE OF THEME: James C. Maleer is the program manager of WOR, New York. He reports to Bob Smith, programming vice-president for WOR and WOR-TV. . . . New assistant general manager of WJW, Cleveland, is James P. Storer. . . . Ken Dowe, ex-KDEO, San Diego, Calif., and Gary O'Shea have joined KBOX, Dallas. Dowe takes over the 5:30-9 a.m. slot and O'Shea pilots the midnight-5:30 a.m. all-night segment. . . . Veteran jockey Al Jarvis and his wife Marilyn have started a midnight to 1 a.m. show on KHJ, Hollywood. Format features music and interviews with Hollywood motion picture stars.

Mann Scharf has resigned as vice-president of Stars International, a subsidiary of the Peter Frank Organization of Hollywood and New York. His resignation is also effective with the Jerry Franken Company, the public relations arm of the Peter Frank Organization. He will announce his new affiliation shortly. . . . New staffers at KYOS, Merced, Calif., are Keith Allgood and Loren (Mike) Lunde. . . . Charles Murdock has been upped from program director to general manager post at WQAM, Miami. He will continue to emcee his nightly 4-7 deejay show.

Cathy Furness is starting her fifth year in record promotion with new offices on Market Street, San Francisco. . . . Bob Waller, WHNC, Henderson, N. C., who has a flock of jazz shows on that outlet, weds Pat Riley September 1 in Arlington, Va. . . . Jim Henderson, program director of WFAC, Farmville, N. C., has a new country and western deejay (name not given) and needs c.&w. wax for the show. . . . Station KFWB, Hollywood, has changed its policy on distribution of its

(Continued on page 34)

**Lend Support
To Symphony**

WASHINGTON — Broadcasters are expected to lend strong support to a drive to raise a million-dollar fund for a national headquarters for the American Symphony Orchestra League. A promotional send-off was launched here last week by Carl Haverlin, president of Broadcast Music, Inc., and chairman of the building fund committee for the symphony center.

Haverlin pointed out that broadcasters have a stake in symphony performance. The importance of serious music to broadcasting is evident in the increasing use of serious music in broadcast programming, he told an informal press gathering here. The names of all broadcasters who co-operate will be inscribed in bronze on a "Broadcasters' Gate" at the symphony center when it is complete.

Mrs. Jouett Shouse, chairman of the President's People to People Music Committee, has donated a site in Fairfax County, Virginia, near the nation's capital, for the center buildings.

Programming kits have gone out to radio and television stations to aid in the fund promotion. All sta-

**LABEL-DEEJAY
PROMOTIONS**

By NIKI KALISH

W. B. PLUGS PRUDDEN: Warner Bros. Records St. Louis promoter, Bob Lippert, tells of a recent promotion he held with deejay Jack Elliott on his early morning show at KWK, St. Louis, in conjunction with Bonnie Prudden's LP's, "Keep Fit and Happy." The contest, tagged "Exercise With Jack Elliott and Bonnie Prudden," was successful in all areas. Lippert reports, "Jack pulled ratings; the Bonnie Prudden LP's pulled sales; I pulled points in Warner Bros. promotion contest; and the contestants won prizes!"

BENTON BIG WITH GAR: Larry Gar of WLBG, Laurens, S. C., writes to say that Mercury Record's hot recording artist Brook Benton is wowing the Southerners with his new Mercury platter "Hit Record." Gar relates he "had a great talk with my friend Brook back stage and told him of my idea to use his great hit of not too long ago 'Boll Weevil Song' as a promo to help local Farm Agents Office to tell local Laurens County farmers about the pest. Brook flipped!"

YESTERYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land 5 years ago and 10 years ago this week. Here's how they ranked on Billboard's charts then:

- | POP—5 Years Ago
May 6, 1957 | POP—10 Years Ago
May 10, 1952 |
|---|--|
| 1. All Shook Up, E. Presley, RCA Victor | 1. Wheel of Fortune, K. Starr, Capitol |
| 2. Little Darlin', Diamonds, Mercury | 2. Blue Tango, L. Anderson, Decca |
| 3. Round and Round, P. Como, RCA Victor | 3. Blacksmith Blues, E. M. Morse, Capitol |
| 4. Come Go With Me, B. Vikings, Dot | 4. Guy Is a Guy, Doris Day, Columbia |
| 5. School Day, C. Berry, Chess | 5. Kiss of Fire, G. Gibbs, Mercury |
| 6. Gone, F. Huskey, Capitol | 6. Pittsburgh, Pennsylvania, G. Mitchell, Columbia |
| 7. Party Doll, B. Knox, Roulette | 7. I'll Walk Alone, D. Cornell, Coral |
| 8. Why, Baby, Why! P. Boone, Dot | 8. Forgive Me, E. Fisher, RCA Victor |
| 9. So Rare, J. Dorsey, Fraternity | 9. Blue Tango, H. Winterhalter, RCA Victor |
| 10. Rock-A-Billy, G. Mitchell, Columbia | 10. Cry, J. Ray, Okoh |

- RHYTHM & BLUES—5 Years Ago—May 6, 1957**
- | | |
|-------------------------------------|---|
| All Shook Up—E. Presley, RCA Victor | Lucille, Little Richard, Specialty |
| School Day, C. Berry, Chess | C. C. Rider, C. Willis, Atlantic |
| Little Darlin', Diamonds, Mercury | Party Doll, B. Knox, Roulette |
| Come Go With Me, B. Vikings, Dot | Next Time You See Me, Little Jr. Parker, Duke |
| I'm Walkin', F. Domino, Imperial | Just Because, L. Price, ABC-Paramount |

*Greetings MOA
Best Wishes for a
Successful convention
and thanks for all those plays
-Tony*

MR. MUSIC

TONY BENNETT

Current Best Selling Single:

**"I LEFT MY
HEART IN
SAN FRANCISCO"**

Columbia #42352

Current Best Selling Album:

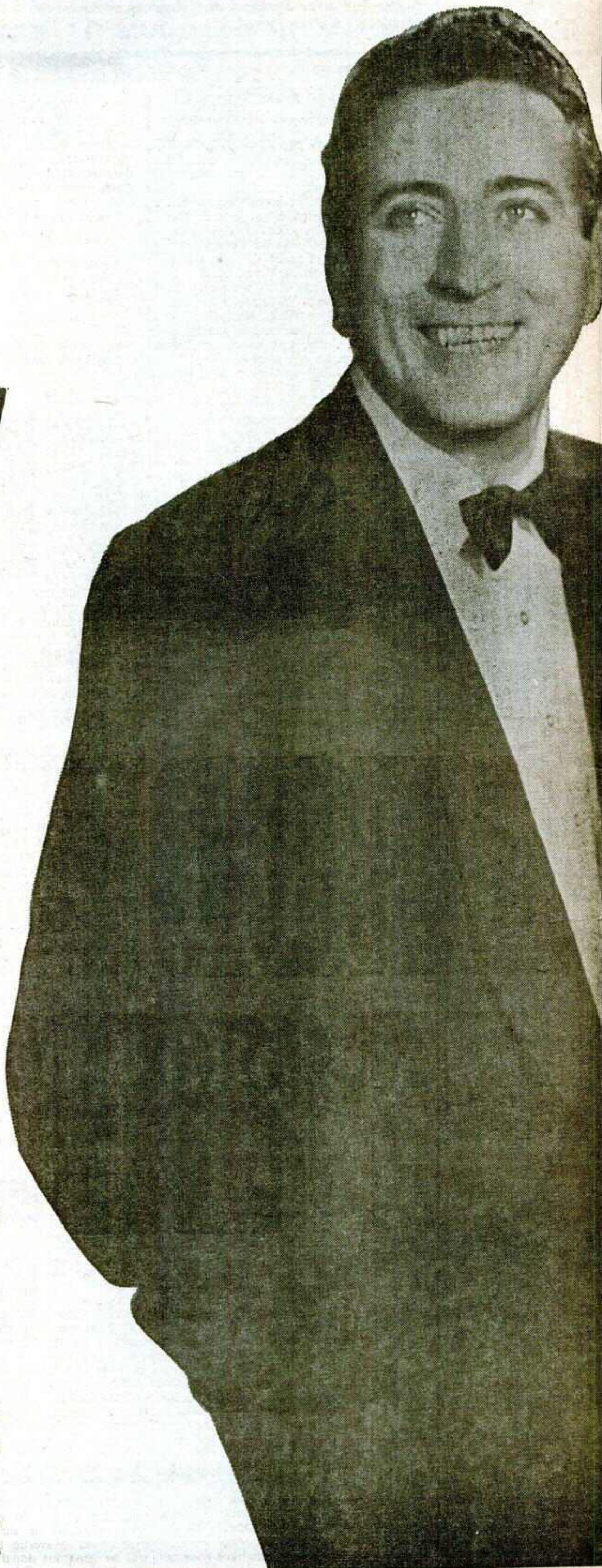
"MR. BROADWAY"

Columbia #CL 1763

CS 8563 Stereo

Exclusively:

Columbia Records



WITH THE COUNTRY JOCKEYS

By BILL SACHS

Virge Brown, chief announcer and c.&w. deejay at WGRP, Greenville, Pa., is back in harness after a six-week layoff resulting from injuries sustained in a recent auto accident. Virge invites artists and diskeries to send him their latest releases for instant exposure. . . . Al Rogers, c.&w. jock at KBUY, Amarillo, Tex., is set with his Rocky Mountain Boys on a long string of rodeo dates in Colorado, New Mexico, Texas, Oklahoma and Wyoming this summer. Others manning the turntables at KBUY are Gene White, Uncle Verg Bond, Ken Skelton and Ken Hightower. . . . Bill Anderson infos that d.j. samples of two of his songs, "Little Wheels," by George Kent on Dial Records, and "What's Fair About Farewell," by Billy Deaton on the Smash label, are available by writing on your station letterhead to Tree Publishing Company, 319 Seventh Avenue North, Nashville.

Jim Reddell, P. O. Box 611, Baytown, Tex., has available deejay samples of George Cooper's new "D" Records release, "I Finally Broke the Spell" and "The Ways of Life." Put your request on your station's letterhead. . . . Jimmie Skinner's Music Center, specializing in country music, has moved into new and larger quarters at 124 East Sixth Street Cincinnati 2. Firm manager, Lou Epstein, invites jocks to write in for a sample of Jimmie Skinner's new Mercury release, "100 Proof Heartaches" b.w. "I Know You're Married." . . . Deejays missed in the mailing on George Jones' new United Artists album, "The New Favorites of George Jones," may obtain a copy by writing to Gabe Tucker, Dee Music Company, Inc., 314 East 11th Street Houston.

"Thanks for entering my plea for country records," typewrites Tommy Boyles, of WJLK-AM-FM, Asbury Park, N. J. "Most of the companies came to my aid and my 'Rhythm Round-Up' is off to a good start. Listeners' response has been great, too, and I plan to start a Top 10 or 20 soon. I do my best to plug new artists and records, but I need the hits to hold the audience." . . . Les and His Western Playboys, popular in Northern Ohio, have a new release on the WelBurn label, "It's Rough" b.w. "Thing's That Might Have Been." A line to B-W Music, Inc.,

Box 337, Wooster, Ohio, will fetch you a sample. . . . Deejays needing a copy of Jim and Jesse's new Epic release, "My Empty Arms" b.w. "Stormy Horizons," drop a line to them on identifying stationery. Address: Box 425, Prattville, Ala.

Don Larkin is back on the air at WAAT, Trenton, N. J., with his "Hometown Frolics." Present schedule calls for two hours daily (10-12 noon), with more time to be added in the near future. Don says he's in need of records and taped intros of artists to be spotted throughout the day. Don and the "Hometown Frolics" have been prominent in the New Jersey-New York sector for more than a dozen years. . . . Gene Williams, producer and director of "Cotton Town Jubilee," presented each Saturday afternoon from the stage of the Rosewood Theater, Memphis, has just issued the first release on his own Cotton Town Jubilee label. The artist is Sonny Williams, who has recorded a pair of Hank Williams' old numbers. C.&w. deejays are invited to write for a sample. Address: Cotton Town Jubilee Record, Inc., P. O. Box 322, West Memphis, Ark.

Howie Promer, of Seacoast Patrol Radio, WHEB, Portsmouth, N. H., is in need of country and gospel records to replace those consumed by flames in a recent fire at the station. . . . Gov. Jimmie Davis and citizens of the State of Louisiana were given a salute by Col. Johnny Daume on "The Johnny Daume Show" on WJRL, Rockford, Ill., recently, when Daume played the new Jimmie Davis release, "Where the Old Red River Flows," currently the top c.&w. tune in the Rockford area. Colonel Daume recently received his honorary commission from Governor Davis. . . . Don Rhodes, president of National Sounds Records, Mincola, Tex., writes that he's happy with the reception the jocks have given the firm's initial release, "Red River Shores" b.w. "Ballad of the Hounds," by John Jay, and "Life of Another Man" b.w. "It's Money," by Mike Clay. Rhodes invites deejays to write in for a sample.

Don Williams of Station WEED, Rocky Mount, N. C., where he spins both pop and country, writes: "I recently attended the Flatt and Scruggs

BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
1	1	STRANGER ON THE SHORE, Mr. Acker Bilk, Atco 6217	9
2	4	OLD RIVERS, Walter Brennan, Liberty 55436	6
3	2	P.T. 109, Jimmy Dean, Columbia 42338	7
4	5	EVERYBODY LOVES ME BUT YOU, Brenda Lee, Decca 31379	5
5	3	FUNNY WAY OF LAUGHIN', Burl Ives, Decca 31371	6
6	6	CATERINA, Perry Como, RCA Victor 8004	7
7	7	YOU ARE MINE, Frankie Avalon, Chancellor 1107	8
8	11	MOST PEOPLE GET MARRIED, Patti Page, Mercury 71950	4
9	10	TWO OF A KIND, Sue Thompson, Hickory 1166	9
10	14	COUNT EVERY STAR, Linda Scott, Canadian-American 133	6
11	17	MOON RIVER, Henry Mancini, RCA Victor 7916	22
12	13	MOMENTS, Jennell Hawkins, Amazon 1003	8
13	—	FOLLOW THAT DREAM, Elvis Presley, RCA Victor EPA 4368 (Extended Play)	1
14	12	I WILL, Vic Dana, Dolton 51	7
15	18	TEACH ME TONIGHT, George Maharis, Epic 9504	4
16	19	IF I CRIED EVERY TIME YOU HURT ME, Wanda Jackson, Capitol 4723	4
17	—	LEMON TREE, Peter, Paul and Mary, Warner Bros. 5274	2
18	—	THAT'S OLD FASHIONED, Everly Brothers, Warner Bros. 5273	1
19	—	STRANGER ON THE SHORE, Drifters, Atlantic 2143	1
20	20	LOVE CAN'T WAIT, Marly Robbins, Columbia 42375	3

concert at the University of North Carolina. I wanted to see how the future leaders of tomorrow would accept this type of show. It was a most thrilling experience. Never have I seen a country show so well accepted. The audience response was tremendous. The police chief said he had never seen such response from the students, even for the rock and roll shows that had played there. If you have any doubts about the future of real country sound, catch Flatt and Scruggs and their Foggy Mountain Boys at one of their concerts."

Congressional Record Gets WNEW Praise

NEW YORK — Station WNEW here made the Congressional Record in both houses of the 87th Congress, Second Session.

On March 28, Senator Jacob Javits read a lengthy tribute to WNEW into the record, playing up the fact that the outlet had won the 1962 Brotherhood Award.

Two weeks later (April 10) Representative Emanuel Celler read an equally lengthy memo into the Record—saluting WNEW for furthering the cause of live music and the AFM with its series of live-music spectaculars.

Len Hensel Joins WSM

NASHVILLE — Bob Cooper, general manager of Station WSM here, has announced the appointment of Len Hensel as national sales manager for WSM Radio. Associated with Ziv-United Artists the last eight years, Hensel has had wide experience in the broadcasting field, having served as program director and commercial manager for WOWL, Florence, Ala., and as account executive for WAPI, Birmingham.



JEANNE LEE AND RAN BLAKE. "The Newest Sound Around." The rich, pure voice of Jeanne Lee coupled with the explorative piano of Ran Blake brings a new sound to the blues idiom. Power, dimension...and potent appeal for blues and jazz fans. "Lover Man," "Evil Blues" and 9 more!

THE NEWEST SOUND AROUND JEANNE LEE with RAN BLAKE at the piano

THE MOST TRUSTED NAME IN SOUND

VOX JOX

Continued from page 32

"Fabulous 40 Survey." Now only one special bulletin is sent to each dealer for display in the store itself, rather than as giveaways.

Bob Farrar is new director of custom production for PAMS Syndicated Productions, a Dallas jingle firm. Farrar was one of the founding stockholders of KVIL, Dallas. . . . Station KING, Seattle, has moved its entire 24-hour news and music programming operation over to the RCA exhibit at Seattle's World's Fair. . . . Dave Diamond, program director of WKGN, Knoxville, Tenn., is crowing over the latest Pulse and Hooper rating which again rate WKGN No. 1 in the market.

TEXAS: Station KONO, San Antonio, has introduced a new game tagged "Top Ten Tunde-Dex," whereby listeners are asked to select their top 10 tunes (current hits or new disks) for their favorite deejay to play. Prizes distributed on the Charlie Van show include a KONO radio. . . . Dave Godwin has joined KTRH, Houston. . . . Jim Tidgeway, KITE, San Antonio, is resting at home following a six-week stay at the Baptist Memorial Hospital. . . . Deejays at KONO, San Antonio, are originating their shows from the "Alamobile," a remote unit parked on Alamo Plaza near the historic Alamo cite.

Bob Gallion
OFF AND SELLING!
HICKORY 1164
SMALL TOWN GIRL

HEADED FOR HITSVILLE!
CHARLIE RICH
EASY MONEY
b/w MIDNITE BLUES
Phillips Int. #3576
639 Madison Memphis, Tenn.

AUDIO FIDELITY RECORDS
LIMITED TIME OFFER!
VOLUME 2
298 MONO OF STEREO
BONUS PRE-PAK
MORE BEST OF THE PHENOMENAL DUKE OF DIXIELAND
10 MONO + 10 STEREO + 2 FREE STEREO
FULL DEALER MARKUP!

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BUENOS DIOS, "OPS" -

**Muchos gracias por tocar
mis ultimos discos***



"ADIOS AMIGOS"


RCA VICTOR 8019

JIM REEVES

**which means many thanks for
playing my latest record
"Adios Amigos" and all my other records*

during my past seven years of

RCA VICTOR 
TRADE MARK RADIO CORPORATION OF AMERICA

 The most trusted name in sound

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PRODUCT OF PREMIER ALBUMS, INC.
356 W. 40 St., N. Y. C.

Their Next Hit!

"PLEASE HELP"

the **DUKAYS**

442

VEE-JAY

SPRING BOARD TO SPRING!

I SOLD MY HEART TO THE JUNKMAN

THE BLUE BELLS
Newtown

THAT'S MY DESIRE

THE SENSATIONS
Argo

LOVESICK BLUES

FLOYD CRAMER—RCA VICTOR
LES PARKER—T-K

MILLS MUSIC, INC.
1519 Broadway New York 19

Breaking Nationally!

DANCING THE STRAND

MAUREEN GRAY

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RECORDS 1330 W. Girard Ave.
Phila. 23, Pa. CH 2-3333

Don's Latest & Greatest!

RING DOWN THE CURTAIN

b/w

NIGHT TRAIN TO MEMPHIS

DON CORNELL

#5428

jubilee

JOHNNY TILLOTSON

His Newest Chartmaker!

"IT KEEPS RIGHT ON A-HURTIN'"

Cadence #1418

CADENCE RECORDS

119 West 57th St., New York City

Top-earning standard for the nation's juke box operators last year was Glenn Miller's "In the Mood," on RCA Victor, while the top-earning standard tune was "Stardust," with four versions getting votes. For a complete report on which standards earned most for juke box operators, see Page 57.

MUSIC AS WRITTEN

Continued from page 12

catalog of his works sponsored by publishers under whose imprint Toch's works have appeared. Catalog will be issued December 7, the composer's birthdate. . . . **Harry Belafonte** is in the midst of his seven-week concert tour, which ends with a two-week stand at Detroit's Fisher Theater, starting May 21. . . . **Sammy Kaye** and ork opens in Las Vegas' Riviera Hotel June 6 for a two-month stand. . . . **Thrush Julia Steele**, of the A-J label, was hospitalized recently after she fractured her ankle in a car accident. **Bob Rolontz**

Chicago

The 12th annual Music Operators of America convention at the Morrison Hotel here, May 6-8, is drawing record and juke box tradesters from around the country. One of the largest contingents is coming from Columbia and will include **Bill Gallagher**, vice-president; **Mort Hoffman**, national sales manager; **Jack Loetz**, general manager; **Don England**, sales manager; **Joe Lyons**, national field sales manager; **Bob Thompson**, national promotion manager; **Granville White**, national field promotion manager, and **Tom Catalano**, singles manager. All these plus a local contingent of **Paul Smith**, **Larry Owens** and **Paul Cook**, and artist **Jimmy Dean**, scheduled to appear at MOA's Tuesday night banquet. . . . RCA Victor's **Stan Pat** is throwing a giant bash for the press, radio-TV and record dealers, featuring **Al Hirt** and his sextette, at the Living Room May 9. Hirt opens at the boite the next day for two weeks, reportedly the highest paid act yet to appear in the club. Pat then takes to the road for a Midwest promo tour on RCA's new "soul singer," **H. B. Barnum**.

Kenny Ball opens Monday (7) at Bourbon Street here for two weeks, only American engagement for the English star. . . . **Jerry Allen**, of Allen Records, has settled his contract suit with singer **Tony Bellus** out of court for an undisclosed amount. . . . Aurora Records, new label in Northlake, Ill., headed by **Robert and Dolores Cores**, bows its first release, a rock and roll single by **Ron Jones**. Sheraton Records, New Milford, N. J., now has national distribution, with **Potter** handling the line here. . . . **Robert L. Bradford** is WGN's new program manager. . . . Radio-television personalities **Del Clark** and **Harry Ashack** are co-directing the Deerfield Stagers presentation of "You Can't Take It With You" May 10-12. . . . Following his May 6 stint on the **Ed Sullivan** show, Mercury's **Dick Contino** planed here for a May 8 opening at **Ray Colombo's** Supper Club. . . . **Col. Ben Wood**, Mercury's Midwest promotion director, was a robbery victim for the second time in recent weeks. He lost some 75 albums and twice as many singles when his car was broken into outside his Chicago residence. . . . A welcome to **Steve Schickel**, who takes over as BMW's Chicago correspondent, when this writer leaves after the MOA show for a new post in BMW's New York office. Also our thanks to the many friends made during the past several years here. **Nick Biro**

Philadelphia

Nate Fischer, owner of the chain of Record Marts, is off on another globe-girdling vacation trip. . . . Religious Records, Inc., and G. & G. Music Corporation to handle musical instruments and accessories at wholesale, were organized here. . . . **Al Small** returns his music to Friedman's Country Villa as social director. . . . **Eddie Newman**, WTEL deejay, leaves the station to take over operation of WRNJ, Atlantic City FM station. . . . Maestro-composer **Artie Singer** joins forces with music makers **Harold Singer** and **Walter Grigaitis** to create **Marchester Music**. . . . Record distributor **Ed Barsky** announces the launching of an indie label of his own, **Karen Records**, named for his new-born daughter. . . . Pianist **Jimmy Wisner** joined the **Hi-Los** for a European tour May 23 and will later join with **Mel Torme** in Stockholm. . . . **Bob Marucci**, boss-man at Chancellor Records, and **Pamela Burns**, former secretary at the waxworks, merged on May 5 at the Drake. Their honeymoon will be cut short to fly to L.A. for **Frankie Avalon's** new movie; but will continue in Spain and France in July when Frankie will be in Madrid to film "Valley of Swords," new Cinemagic spectacular. **Maurie Orodener**

Nashville

Biggest new local TV show is **Eddie Hill's** "Where Town and Country Meet" on WLAC-TV. Eddie has quite a line-up of artists, including **Jerry Byrd**, steel guitar great; **Fred Shumake**, **Scobey Dill**, **Joe Zinkan**, **Bun Wilson**, **Kay Golden** and **Billy Byrd**. Show is being videoed Saturday a.m.'s, 7-8, CST.

Les Rose, **Mel Foree**, **Wes Rose** and **Joe Lucus** attended the MOA convention in Chicago, with Les, Mel and Joe going on extended promo trips to major markets in behalf of **Kris Jensen**, Hickory Record artist. **Wesley Rose** went into New York on **Acuff-Rose** business.

Young femme song stylist **Anita McCune** was a big hit Saturday (5) at Donelson Arts Club annual gathering. . . . **Buddy Killen** (Tree Music) and bride **Sue** were off to Kentucky Derby over the weekend. . . . **Chet Atkin** has one of his rare single releases out. It is titled "Melissa." . . . The **Jordanaires** will hit the Coast again soon for more filming on the new **Elvis Presley** movie for Paramount. **Pat Twitty**

Pittsburgh

Bobby Rydell has canceled out of his Holiday House nightclub date May 18 to go into the Columbia Pictures movie version of "Bye Bye Birdie," so **Conway Twitty** is being paged to replace him. It would be Twitty's first Pittsburgh club date since he played **Lenny Litman's** Copa about 10 years ago. . . . **Guy Lombardo** is the latest name to sign for a Twin Coaches club date in late summer.

BILLBOARD MUSIC WEEK **HOT C & W SIDES**

By special survey for week ending 8/12

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	2	CHARLIE'S SHOES, Billy Walker, Columbia 42287	11
2	1	SHE'S GOT YOU, Patsy Cline, Decca 31354	11
3	6	SHE THINKS I STILL CARE, George Jones, United Artists 424	5
4	3	IF A WOMAN ANSWERS, Leroy Van Dyke, Mercury 71926	7
5	5	MISERY LOVES COMPANY, Porter Wagoner, RCA Victor 7967	18
6	9	P. T. 109, Jimmy Dean, Columbia 42338	4
7	14	MY NAME IS MUD, James O'Gwynn, Mercury 71935	4
8	8	UNLOVED, UNWANTED, Kitty Wells, Decca 31349	11
9	4	A WOUND THAT TIME CAN'T ERASE, Stonewall Jackson, Columbia 42229	17
10	7	THREE DAYS, Faron Young, Capitol 4696	8
11	11	TEARS BROKE OUT ON ME, Eddy Arnold, RCA Victor 7984	9
12	17	NOBODY'S FOOL BUT YOURS, Buck Owens, Capitol 4679	12
13	10	ALLA MY LOVE, Webb Pierce, Decca 31347	14
14	12	I GUESS I'LL NEVER LEARN, Charlie Phillips, Columbia 42289	5
15	18	FUNNY WAY OF LAUGHIN', Burl Ives, Decca 31371	3
16	20	GET A LITTLE DIRT ON YOUR HANDS, Bill Anderson, Decca 31358	4
17	26	OLD RIVERS, Walter Brennan, Liberty 55436	2
18	21	SOMETIMES YOU JUST CAN'T WIN, George Jones, United Artists 424	3
19	22	JUST AIN'T, Lester Flatt and Earl Scruggs, Columbia 42280	6
20	28	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	2
21	19	HONKY-TONK MAN, Johnny Horton, Columbia 42302	5
22	16	ACHING, BREAKING HEART, George Jones, Mercury 71910	12
23	13	A LITTLE BITTY TEAR, Burl Ives, Decca 31330	15
24	15	WILLINGLY, Shirley Collie & Willie Nelson, Liberty 55403	9
25	—	TROUBLE'S BACK IN TOWN, Wilburn Bros., Decca 31363	1
26	23	GO ON HOME, Patti Page, Mercury 71906	13
27	—	THE BEST DRESSED BEGGAR (In Town), Carl Smith, Columbia 42349	1
28	27	LONESOME NUMBER ONE, Don Gibson, RCA Victor 7959	21
29	29	WALK ON BY, Leroy Van Dyke, Mercury 71834	36
30	—	I MAY FALL AGAIN, Buddy Meredith, Nashville 5042	1

Coral has just released "You're My Everything," a platter featuring **Tiny Irvin**, a local songstress recently at the Horizon Room. . . . She was once a featured singer with **Dizzy Gillespie** ork. . . . **Peter Nero** came here for a three-day "World of Sight and Sound" show in Kaufmann's Department store. **Phyllis Diller** also appeared. **Leonard Mendlowitz**

Hollywood

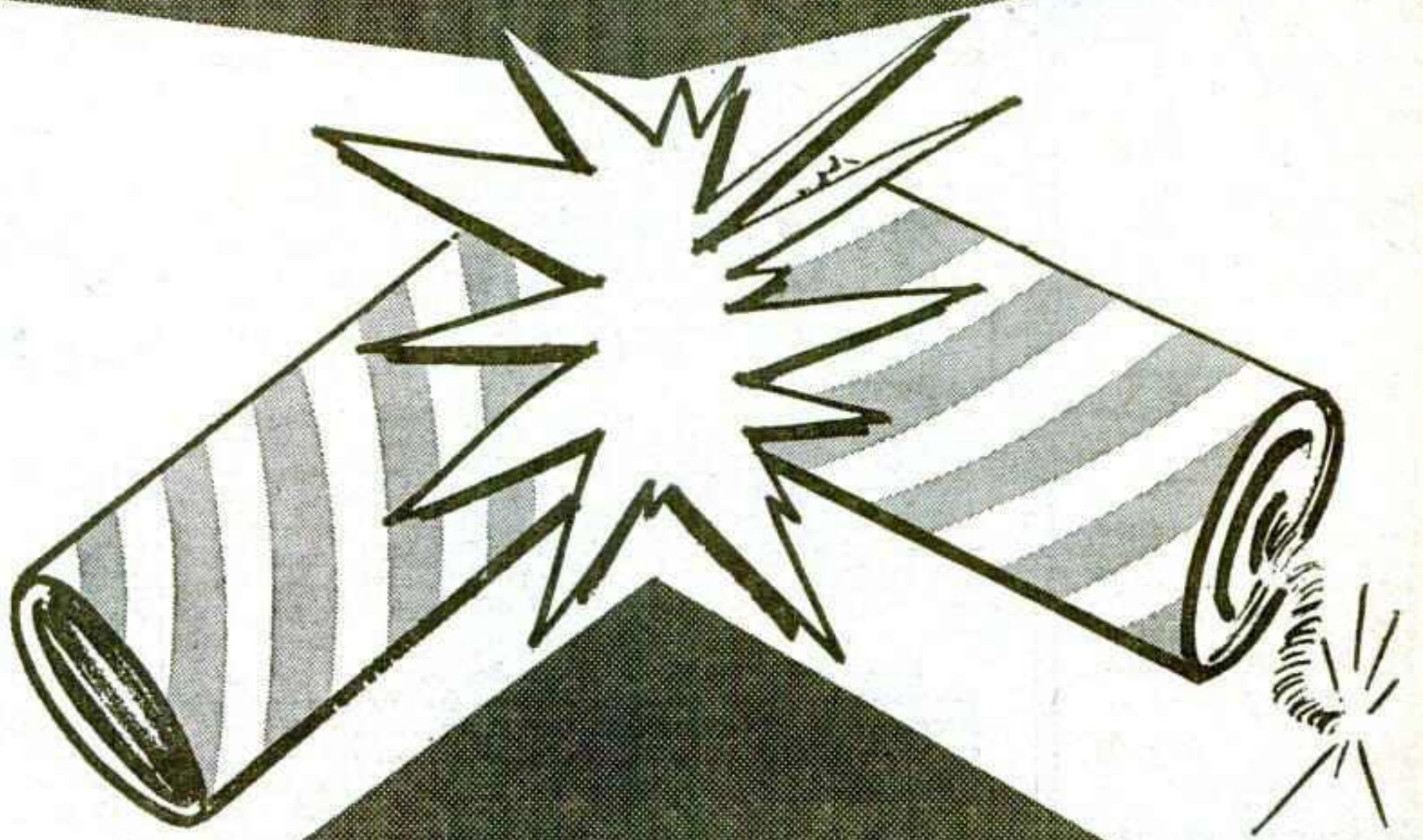
Capitol will issue a parody of **Walter Brennan's** Liberty hit, "Old Rivers," in a single recorded by the **Lettermen** to be called "Son of Rivers." The caricature cutting is scheduled for release in mid-May. Label copy, in an effort to cloak the identity of the Lettermen, lists **Tony**, **Bob** and **Jim** as the artists.

The Lettermen have been doing a **Walter Brennan** take-off as part of their night club routine for some time, using a character called **Walter Branflakes**. The parody platter was the brainchild of artist and repertoire producer **Nick Venet**. **Snuff Garrett** was a.&r. man on the Liberty original.

Cincinnati

Chuck Huesman, local Cosnat chief, squired **Freddie Cannon** around the deejay circuit here last week to aid in plugging the latter's new Swan Records' release, "Palisades Park." Accompanying Cannon on the trip here was **Bernie Bennick**, Swan boss-man. During their stay here they made the hops with deejays **Bob Braun**, **Ron Brittan** and **Dick Provo**, and departed Tuesday (1) for St. Louis. . . . **Sarah Vaughan**, accompanied by her own trio of musickers, moves into the suburban Surf Club here May 15 for a week's stand. . . . **Pat Panelli**, who has been singing at the **Rendezvous Bar** here, signed as vocalist with the **Ralph Marterie** band last week. He joins the Marterie crew in Denver in two weeks. **Bill Sachs**

JUKE BOX DYNAMITE!



JOEY DEE

& THE STARLITERS

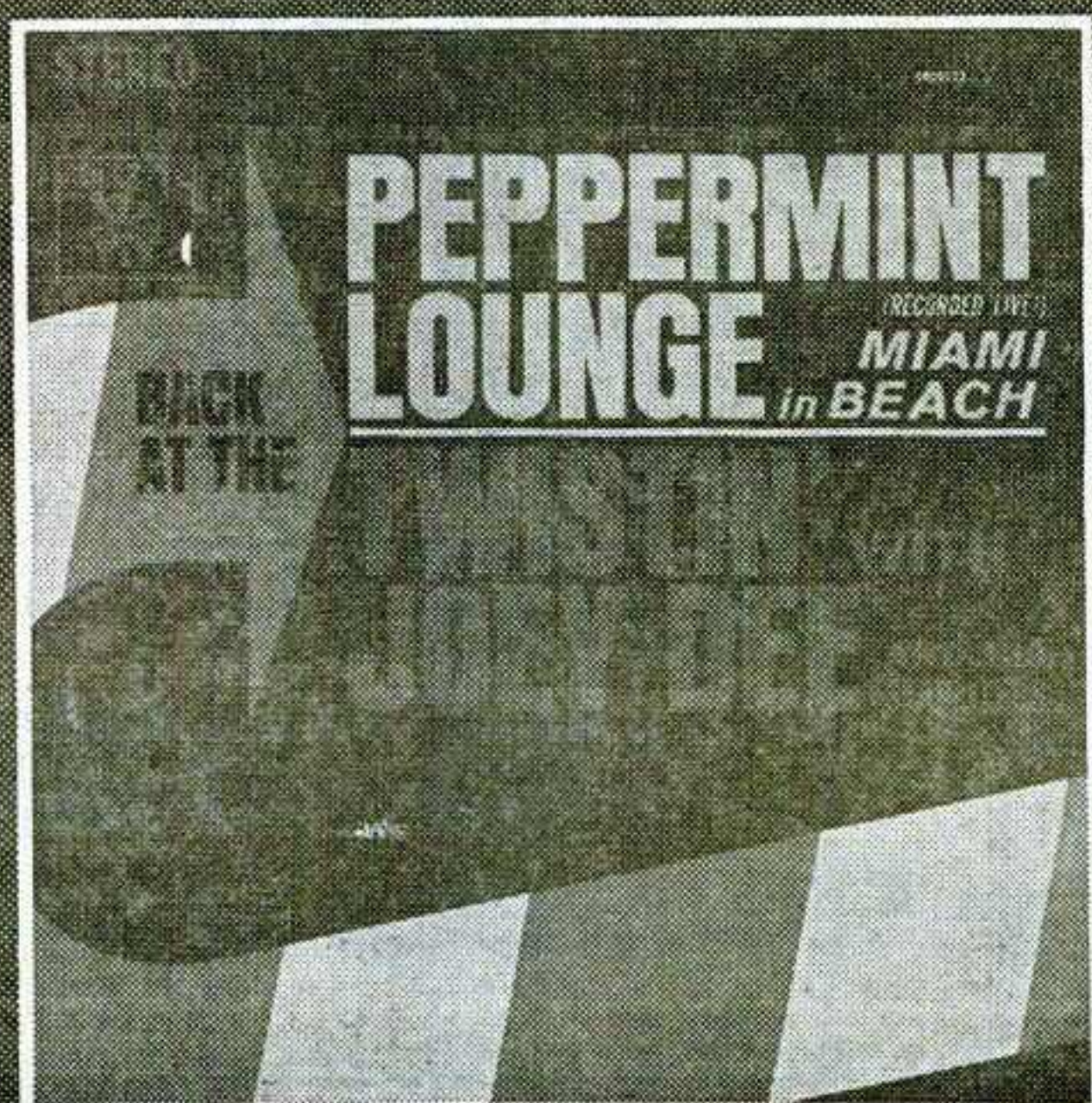
Thanks Ops For:
"PEPPERMINT TWIST"
"HEY, LET'S TWIST"

and now...

SHOUT

R-4416

exclusively on



**BEST
SELLING
ALBUM**

Reviews of New Albums

Continued from page 24

Lyrics of the songs are included with the package.

★★★★ KISS ME, KATE
Earl Wrightson, Lois Hunt, Mary Mayö. Columbia CL 1768 (M); CS 8568 (S)—Show music collectors will relish this performance of the great Cole Porter score. The performers are in rich, legit-styled voice on such memorable items as "Wonderbar," "Always True to You," "I Hate Men," "Another Op'nin' Another Show," etc. Mr. Wrightson and Miss Hunt have built a loyal following with their previous show albums.

★★★★ MORE RADIO'S GREAT OLD THEMES
Frank DeVol and the Rainbow Strings. Columbia CL 1778 (M); CS 8578 (S)—Here's a nostalgic package of old radio themes ranging from "Poor Butterfly" ("Myrt and Marge") and "Eleanor" ("Lum and Abner") to "Someday I'll Find You" ("Mr. Keen, Tracer of Lost Persons.") De Vol accords each selection a melodic instrumental treatment, which captures the flavor of the original theme. Sure-fire nostalgia for deejays and collectors. Album sleeve spotlights photos and data on the old radio shows.

★★★★ HAUNANI!
Capitol T 1700 (M); ST 1700 (S)—For those staunch fans of Hawaiian music here's the third set by the singer star of the Monarch Room of the Royal Hawaiian Hotel, Haunani. Her deep voice is used exquisitely on a series of 11 tunes, all of them identified with the Pacific islands. Besides native Hawaiian songs, she sings "Some Enchanted Evening," "Harbor Lights," "Song of the Islands" and "Sweet Lullaby," along with many others. She is accompanied by the usual Hawaiian instrumentation along with a mixed chorus.

★★★★ BANJO SPECTACULAR!
Banjo Barons. Columbia CL 1781 (M); CS 8581 (S)—The Banjo Barons have made a name for themselves via their previous albums on the label. This new set should add to their fame. It contains a flock of standards (37 in all) played in medley fashion by the combo, and performed with spirit and brightness that make the listener want to sing along with the familiar songs. There are such items as "I'm Nobody's Baby" and "Sweet Rosie O'Grady," and also fraternity house favorites as well, including "The Wiffenpoof Song."

★★★★ MAN WITH THE BANJO
Eddie Peabody, Dot DLP 110 (M); DLP 110-S (S)—Eddie Peabody has long been one of America's favorite banjoists, and his albums on the label have long been good sellers. This new set should also do well with his many fans. The selections include such standards as "St. Louis Blues," "Sweet Sue," "Baby Face," "Tea for Two" and "Bye Bye Blues." Peabody plays them in dazzling fashion.

★★★★ TWISTIN' TWELVE GREAT HITS
George Cates and Ork. Decca DLP 3422 (M); DLP 25422 (S)—George Cates and his orchestra proffer a flock of standards with the Twist beat, done in big band arrangements and featuring a driving piano. There are frantic renditions of tunes you thought would never Twist including, "In a Little Spanish Town," "Alexander's Ragtime Band," "12th Street Rag," "Star Dust," "Oh What a Beautiful Morning" and "Some Enchanted Evening." The set is in good stereo sound and could have wide appeal.

★★★★ MUSIC FROM THE BROADWAY MUSICAL ALL AMERICAN
LeRoy Holmes and his Ork. MGM E-SE 4034 (M)—LeRoy Holmes and his orchestra present a spirited and tasteful instrumental version of the Charles Strouse-Lee Adams score for the current Broadway hit show, "All American." Holmes brings out the best in the score and offers solid listening with "What a Country!" "I've Just Seen Her," "Once Upon a Time," "All American March" and "If I Were You." Also included is the lilting melody of "Back to School Again" which was dropped from the show before it opened. Prime programming material and top item for show music buffs.

★★★★ THE FABULOUS HITS OF DINAH SHORE
Capitol T 1704 (M); ST 1704 (S)—In another of its Star Line series, Capitol presents the popular songstress, Dinah Shore, in a showcase of her previous hits wrapped in new arrangements. Dick Reynolds provides solid backing with the orchestra and vocal group. Miss Shore should please her many fans with her solid readings of "Blues in the Night," "Chantez, Chantez," "I Ain't Down Yet," "Buttons and Bows" and "Blues in Advance." Package is potent programming for jockeys with sweet segs and a collector's item for the lark's many fans.

★★★★ MOMENTS TO REMEMBER
Jennell Hawkins. Amazon AM 1002 (M)—The thrush has been successful recently with a hit, "Moments," which is included here, along with a number of other neat styled ditties, both ballads and up-rockers. Tunes include "If I Loved You," "Lover Come Back" (a recent disk by Doris Day), and the old Johnny Ace hit, "Pledging

The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 24

Jazz

LES McCANN, LTD., IN NEW YORK

Pacific Jazz Stereo 45—The high-powered West Coast pianist is caught on location at Greenwich Village's Village Gate on this set with a complement of East Coast swingers. Blue Mitchell is on trumpet and the tenor sax chores are handled by Frank Haines and Stan Turrentine. It's a down home set with much excitement generated by the group and readily appreciated by the Gate audience.

Classical

LA BOHEME

Variou artists and Orchestra e Coro del Maggio Musicale Fiorentino. DGG 138764-5—A beautiful rendition of this favorite Puccini opera, performed in outstanding stereo fashion. Despite the presence of stout competition, few sets current can match this for sound. The standout cast includes Renata Scotto (Mimi); Jolanda Meneguzzi (Musetta); Gianni Poggi (Rodolfo), and Titi Gobbi (Marcello). Complete libretto is presented in German, Italian, French and English. This new offering can become standard wax merchandise.

PROKOFIEV: SONATA NO. 8; HAYDN: SONATA 44; CHOPIN: BALLADA NO. 3; DEBUSSY: SELECTIONS PRELUDES I

Sviatoslav Richter. DGG SLPM 138766—The Richter merchandise on the market consistently grows, yet each new offering has to be considered as strong potential wax. Here is another spellbinding performance of a variety of interesting works in the expressly for piano school. Package is one of the first of the new DGG-MGM releasing arrangement, and considerable promotion can naturally be expected. Good new material, well packaged in a new type, hard-cover liner.

SPECIAL MERIT ALBUMS

POP

24 DISTINGUISHED DANCE ARRANGEMENTS BY RAY NOBLE (2-12")

Capitol TBO 10312—This top-LP album contains some of the best known sides waxed by the Ray Noble band in the 1930's. Among the tunes that were smash hits for the English ork those days are such favorites as "The Very Thought of You," "Over My Shoulder," "Close Your Eyes," "Lazy Day," "Mad About the Boy," "Lying in the Hay" and many, many more. The sound is not today's, but the music is still as memorable as ever, and the band sound is warm and mellow. Good nostalgia item.

International

COLOMBIA!

Jesus Zapata and the Estudiantina Iris. Capitol T 10316 (M); ST 10316 (S)—As refreshing an LP as has come along in some time, this features an orchestra of plucked string instruments, mainly guitars, with rhythm accompaniment, playing folk dance music that is charming and unique. It's danceable, too, for Latin terp fans, but also makes striking listening and will provide outstanding programming for "good music" or FM stereo broadcasters.

Classical

BACH: SIX SONATAS FOR VIOLIN AND HARPSICHORD

Robert Gerle and Albert Fuller. Decca DXSA 7168 (S)—This two-LP album could turn out to be a connoisseur's delight. It spotlights Robert Gerle on violin (playing the "ex-Hubay" Stradavarius of 1726), and Albert Fuller on harpsichord. These are Sonatas 1 through 6, S. 1014 through 1019. The album is beautifully packaged and the liner notes are intelligent and rewarding.

My Love." All these sides have strong single potential. Album should get good reaction, especially in stores dealing with singles buyers.

★★★★ DAVE GUARD AND THE WHISKEYHILL SINGERS

Capitol T 1728 (M); ST 1728 (S)—Ex-Kingston Trio leader Dave Guard's first album with his new group, the Whiskeyhill Singers, is disappointing. The new group is much closer to a serious folk idiom than the Kingstons were or are, but the appeal of the Whiskeyhillers is less. They sing some traditional items here, as well as original-type folk efforts. They should

★★★★ SONGS FOR LOVERS YOUNG AND OLD

Belford Hendricks Ork. Wing SRW 16222—Real pretty mood wax here, offering the deft arranging skill of Belford Hendricks (who has done some of the backings for the biggest hits of Brook Benton, Dinah Washington etc.) as he applies it to strings and voices. Stereo too is particularly good as the ork plays "Some

(Continued on page 42)

BILLBOARD MUSIC WEEK HOT R & B SIDES

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	By special survey for week ending 5/12	Weeks on Chart
1	1	MASHED POTATO TIME, Doo Doo Sharp, Cameo 212	.....	7
2	3	SOUL TWIST, King Curtis, Enjoy 1000	.....	13
3	11	THE ONE WHO REALLY LOVES YOU, Mary Wells, Motown 1024	.....	3
4	4	SOLDIER BOY, Shirelles, Scepter 1228	.....	5
5	2	LOVE LETTERS, Keffy Lester, Era 3068	.....	10
6	8	I FOUND A LOVE, The Falcons, LuPine 1003	.....	6
7	14	AT THE CLUB, Ray Charles & His Ork, ABC-Paramount 10314	.....	5
8	6	SOMETHING'S GOT A HOLD ON ME, Etta James, Argo 5409	.....	11
9	7	SLOW TWISTIN', Chubby Checker, Parkway 835	.....	8
10	15	AIN'T THAT LOVING YOU, Bobby Bland, Duke 338	.....	9
11	16	NIGHT TRAIN, James Brown, King 5614	.....	4
12	21	JAMIE, Eddie Holland, Motown 1021	.....	18
13	10	HIDE NOR HAIR, Ray Charles & His Ork, ABC-Paramount 10314	.....	5
14	17	THE JAM, Bobby Gregg & His Friends, Cotton 1003	.....	6
15	23	THE TOWN I LIVE IN, McKinley Mitchell, One-Derful 2030	.....	5
16	6	ANNIE GET YOUR YO-YO, Little Junior Parker, Duke 345	.....	9
17	22	GONNA MISS YOU AROUND HERE, B. B. King, Kent 372	.....	2
18	9	TRA LA LA LA LA, Ike and Tina Turner, Sue 757	.....	7
19	27	CUTTIN' IN, Johnny (Guitar) Watson, King 5579	.....	11
20	—	DON'T PLAY THAT SONG, Ben E. King, Atco 6222	.....	1
21	20	TWISTIN' THE NIGHT AWAY, Sam Cooke, RCA Victor 7983	.....	13
22	13	OUR ANNIVERSARY, Shep & the Limelites, Hull 748	.....	12
23	—	ANY DAY NOW, Chuck Jackson, Wand 122	.....	1
24	18	MEET ME AT THE TWISTIN' PLACE, Johnnie Morissette, Sar 126	.....	4
25	19	CRY TO ME, Solomon Burke, Atlanfic 2131	.....	12
26	—	I'LL TAKE YOU HOME, Corsairs, Tuff 1818	.....	1
27	—	STRANGER ON THE SHORE, Mr. Acker Bilk, Atco 6217	.....	1
28	12	WHO WILL THE NEXT FOOL BE, Bobby Bland, Duke 347	.....	6
29	—	DREAM COME TRUE, Temptations, Gordy 7001	.....	1
30	25	HEY! BABY, Bruce Channel, Smash 1731	.....	12

Jazz

YOUNG BLUES



Larry Young. Prestige New Jazz 8264 (M)—Here's a great, young jazz talent on organ with an impressive collection of seven tracks featuring the organist with a top rhythm section. Thorne Schwartz is on guitar (he played for a long time with another top jazz organist Jimmy Smith). The set is beautifully paced, showcasing Young's fiery and tasteful style. "Young Blues," "Midnight Angel," "Little White Lies" and "African Blues," are all vehicles which show his top-flight talent. He's one to watch.

Spoken Word

THEODORE BIKEL



Elektra EKS 7220 (S)—Theodore Bikel, actor and folk singer, displays his versatility as a performer here in the area of oral interpretation. Reading various selections from the Scriptures, Bikel brings life to the works and uses his eloquent voice and acting background with great effectiveness. Dov Seltzer's musical score enhances the entire program. Miss Marion Seldes joins Bikel in "The Song of Songs" as Shulamait and scores well with her warm and expressive vocal qualities. A class item in its category and Bikel's name should draw sales.

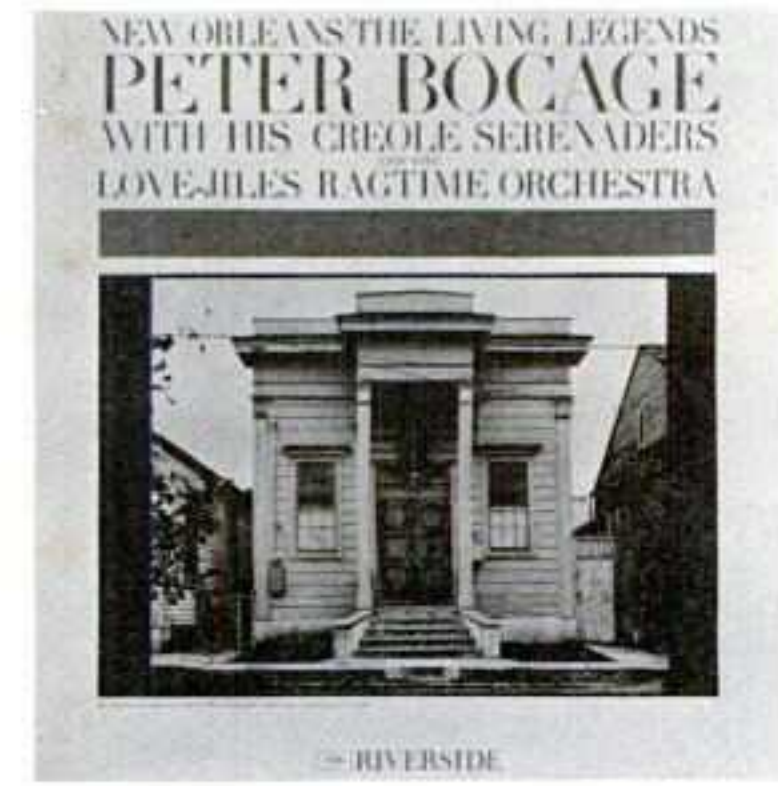
when answering ads . . .

Say You Saw It in Billboard Music Week

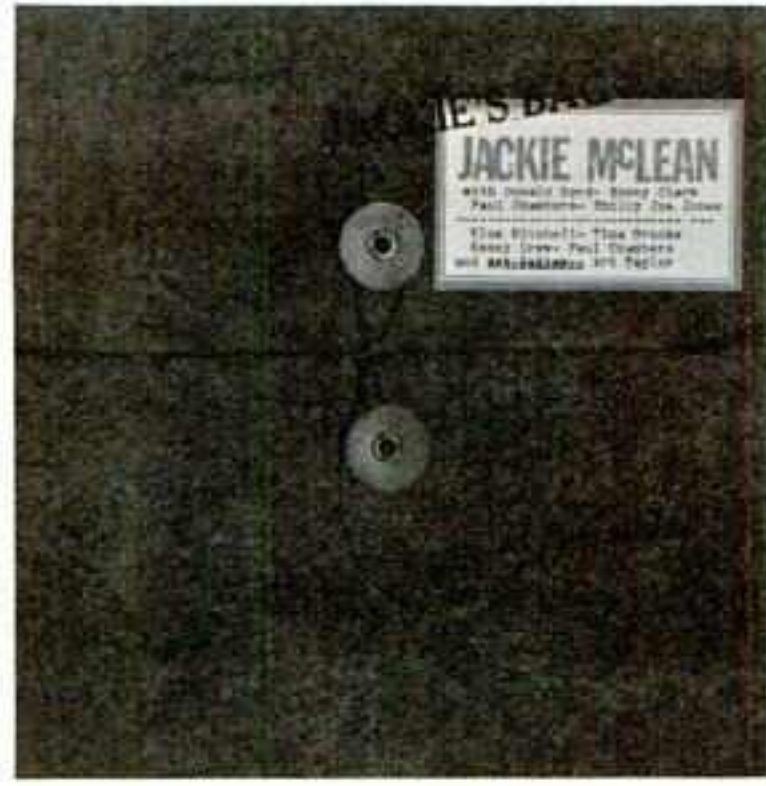
NARAS ALBUM COVER NOMINATIONS

Pictured below are the five albums that have placed as finalists in each of the two album cover categories. The winners will be determined by the voting of the NARAS membership.

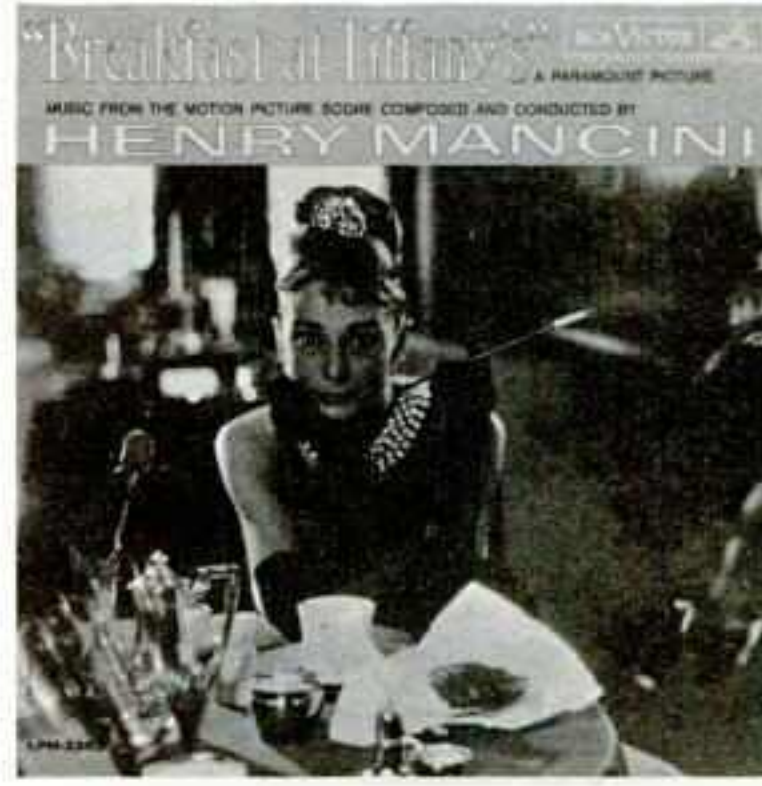
Best Album Cover (Other Than Classical)



New Orleans—The Living Legend



Jackie's Bag



Breakfast at Tiffany's

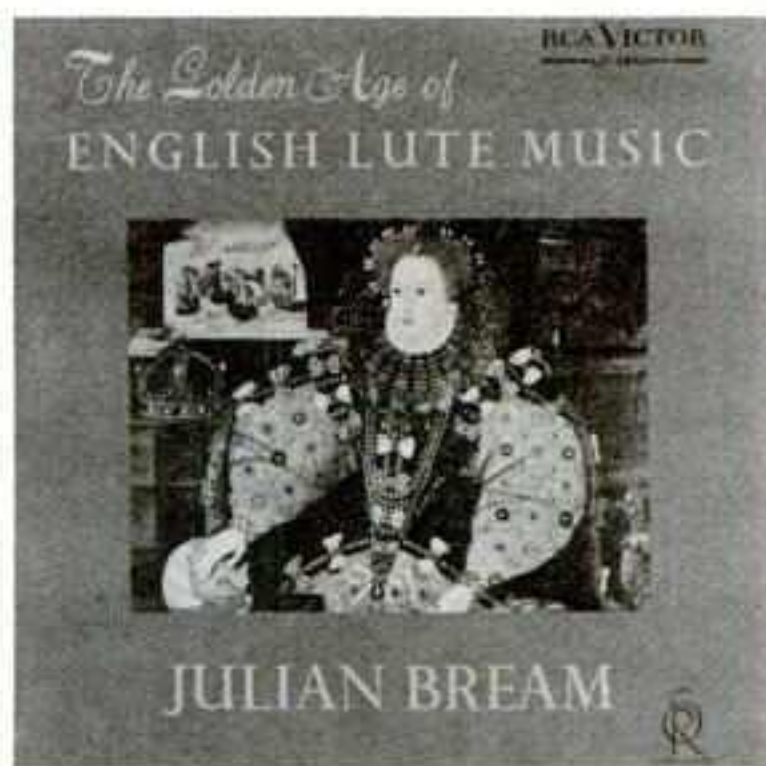


Judy at Carnegie Hall

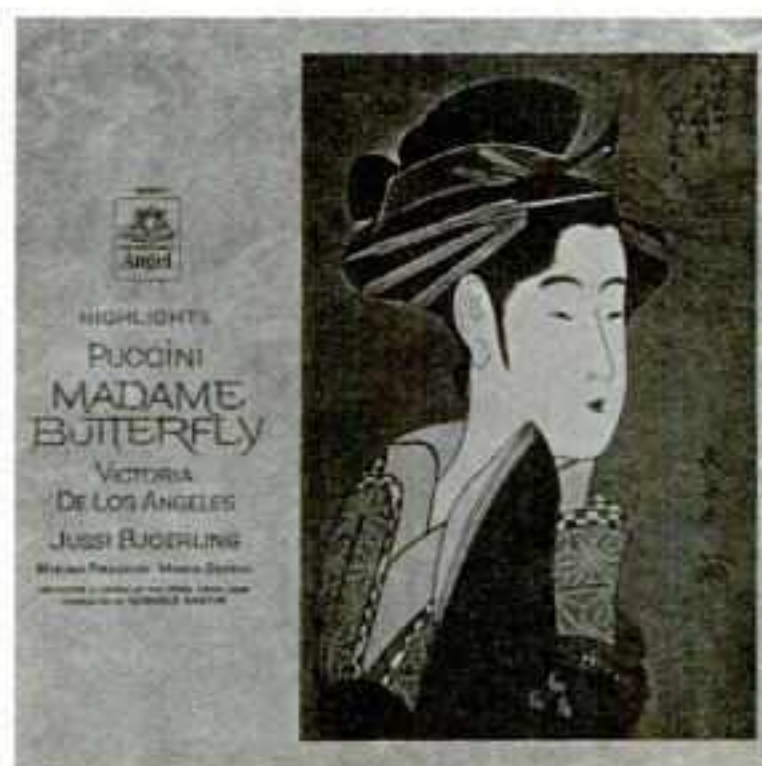
Best Album Cover (Classical)



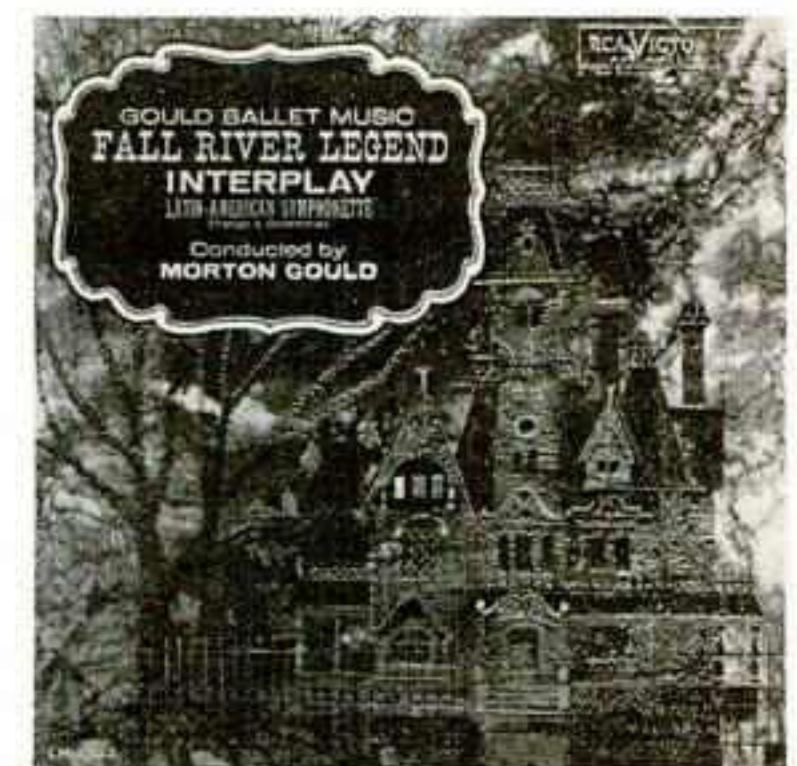
Albeniz: Iberia; Ravel: Rapsodie Espagnole



Golden Age of English Lute Music



Puccini: Madame Butterfly



Gould Ballet Music: Fall River Legend, Interplay, Latin American Symphonette

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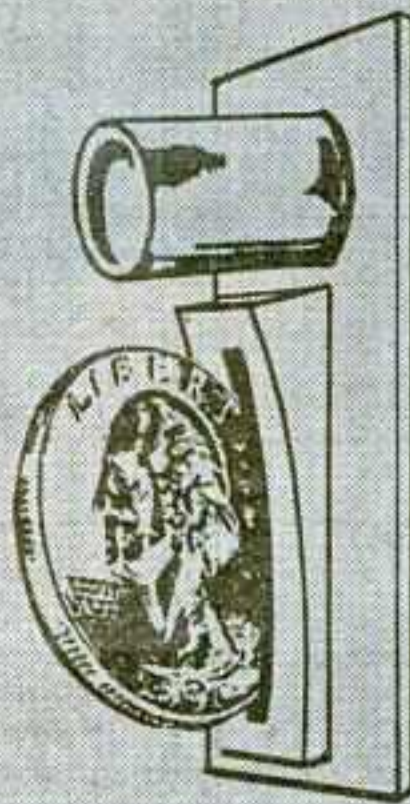
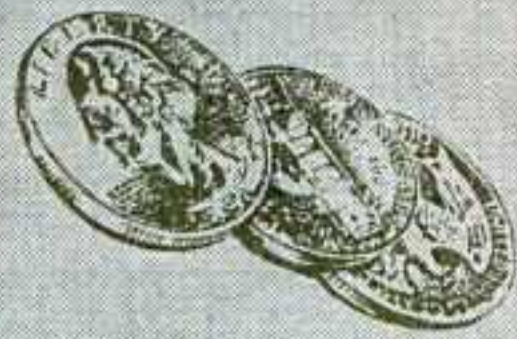
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Reviews of New Albums

Continued from page 38

Other Spring," "Polka Dots and Moonbeams," "Peg O' My Heart," etc. This can sell, because it's high quality at a low price.

MODERATE SALES POTENTIAL

- ★★★ HAVE GUN, WILL TRAVEL
Johnny Western. Columbia CL 1788 (M); CS 8588 (S)
- ★★★ LET'S DANCE ON BROADWAY: THE HITS FROM SIX GREAT MUSICALS
The Harry Arnold Ork. Riverside RLP 7526 (M); RLP 97526 (S)
- ★★★ FAVORITES: ORGAN AND CHIMES
Dr. Norman Soreng Wright, Organ; Dr. Charles S. Kendall, Chimes. DOT DLP 3420 (M); DLP 25420 (S)
- ★★★ SURFER'S STOMP
Vaughn Monroe. DOT DLP 3419 (M); DLP 25419 (S)
- DIXIE TWIST
Mike Simpson and his Raunch Hands. Mercury MG 20697 (M); SR 60697 (S)

★★★ MAHI
Mahi Beamer. Capitol T 1698 (M); ST 1698 (S)

★★★ HAWAII CALLS SHOW
Various Artists. Capitol TAO 1699 (M); STAO 1699 (S)

LOW PRICED POPULAR

★★★ GYPSY SONGS AND MUSIC
Sandler, His Violin and Ork. Wing SRW 16181

STRONG SALES POTENTIAL

CLASSICAL LP'S

★★★ THE VIRTUOSO RECORDER
Frans Bruggen. Decca DL 710049 (S); DL 10049 (M)—The scores of amateur recorder players, believed to run more than 500,000 in the U. S. today, will be interested in this new recording. The featured artist is the Dutch virtuoso, Frans Bruggen, who teaches recorder in The Hague. His work

is excellent, aided by Janny van Wering on harpsichord.

★★★ HAYDN: SONATA NO. 23; MOZART: SONATA NO. 10; BEETHOVEN: SONATA NO. 13
Leonard Pennario. Capitol P 8584 (M); SP 8584 (S)—The three sonatas collected here are not among the best known works of the composers, yet all are worth knowing and easy to absorb as an initial step off the beaten path for young collectors. Pennario offers sensitive and pleasing interpretations. His disks have won him a wide popular following, which will find him at the top of his form here.

★★★ MOZART: HORN CONCERTOS
Alan Civil, French Horn; Philharmonia Orchestra (Klemperer). Angel S 35689—Beautiful performances of Mozart's four concertos for French horn are provided by Alan Civil under the baton of Otto Klemperer. The latter's name alone lends sales glamor to this version which must compete with three other strong disks, two in stereo and the other the unmatched Dennis Brain waxing also on Angel. This new release has a slight sales edge over the others, however.

★★★ THE INTIMATE BACH
Laurindo Almeida. Capitol P 8582 (M); SP 8582 (S)—This album should be a must for serious classical collectors. It features guitarist Laurindo Almeida, along with violinist Virginia Majewski, and Vincent De Rosa on French horn on a selection of intimate Bach works. They include "Kumm Susser Tod," a deeply religious song, and the familiar "Jesu, Joy of Man's Desiring," the chorale-fantasia. There are selections

from the "Partita No. 1 in B Minor," and the complete "Partita in B Flat." The compositions are performed excellently by the trio, and the sound is fine.

SEMI-CLASSICAL

★★★ GILBERT AND SULLIVAN OVERTURES
Pro Arte Orchestra (Sargent). Angel S 36939 (S)—Spritely performance of six of G. & S.'s best-loved operettas, played by the Pro Arte Orchestra conducted by Sir Malcolm Sargent. Sir Malcolm, who has long been a G. & S. fan himself, turns in lovely readings of the overtures to "The Mikado," "The Gondoliers," "The Yeoman of the Guard," "The Pirates of Penzance," "H.M.S. Pinafore" and "Iolanthe."

STRONG SALES POTENTIAL JAZZ LP'S

★★★ TUBBY THE TENOR
Tubby Hayes Sextet. Epic LA 16023 (M); BA 17023 (S)—English tenorman Tubby Hayes turns in some strong blowing on this swinging new set, which also features Clark Terry on trumpet and Eddie Costa on vibes, along with Horace Parlan on piano, George Duvivier on bass and Dave Bailey on drums. The songs are all originals, the best of them being "You for Me," "Opus Ocean" and "A Pint of Bitter." Good wax here for modern jazz buffs.

GREAT BIG BAND AND FRIENDS

Various Artists. Jazzland JLP 965 (S)—Good blowing here by such names as Nat Adderly, Coleman Hawkins, Lucky Thompson, Toots Thielmans and Benny Bailey help make this set much better than the average jazz album. Adderly, Hawkins and Thielmans turn in solid solos in "Sister Sadie," "Tea for Two" and "That Old Black Magic" respectively. The ork is the Swedish crew lead by Harry Arnold, and the band backs the soloists solidly.

THE NEWEST SOUND AROUND

Jeanne Lee and Ran Blake. RCA Victor LPM 2500 (M); LSP 2500 (S)—A highly unusual sound from this piano and vocal team. Miss Lee as a filmy mysterious voice, somewhat in the Chris Connor groove, while Blake's piano stretches its influence from Gershwin to Monk with a good many stops with the French impressionists. The two-some should appeal to the sophisticated hip for their music has a sad worldliness to it. Among the better tracks are "Where the Flamingos Fly," "Church on Russell Street" and "When Sunny Gets Blue."

STRONG SALES POTENTIAL

SPECIALTY LP'S

INTERNATIONAL

★★★ HEIMAT, DEINE STERNE
Bruce Low, Fiesta FLP 1351 (M)—The number of old German favorites on this LP should make it a nostalgic and attractive set in German-American areas. Herr Low sings with a convincing baritone and the backgrounds are soft featuring string and mixed vocal choruses. "Heimatland," "Grun ist die Heide" and "Guten abend, gut Nacht" are a few of the titles.

COME TO THE CELLI: FAVORITE IRISH DANCES

Gallowglass Celli Band. Riverside RLP 7525 (M); RLP 97525 (S)—A wide variety of traditional Irish music here played by a band with typical instrumentation: accordion, sax, piano and drums. Included are Irish marches, waltzes, jigs and reels. The music should bring a tear to a thoroughly indoctrinated Irish soul. It's fine music for Irish dancin'.

SPIRITUAL

WHY ARE YE SO AFRAID O YE OF SO LITTLE FAITH

Rev. C. L. Franklin. Battle BLP 6108—This powerful sermon, preached with moving feeling by Rev. C. L. Franklin, could be of interest to all those who are fans of spiritual music. Rev. Franklin's sermon, which concerns the dangerous state of the world today, is answered by the congregation audibly and sincerely.

I WILL TRUST IN THE LORD

Various Artists. Battle BLP 6109—Aretha Franklin returns to her father's church in Detroit to sing spirituals, and on this album she shows she is as much at home with gospel songs as with her pop music as recorded on Epic. Along with Aretha on this disk are Sammie Bryant, and the thrush's father, the Rev. C. L. Franklin, pastor of the New Bethel Baptist Church. Selections include "He Will Wash You White As Snow" and "Yield Not to Temptation."

COUNTRY & WESTERN

ALL AMERICAN GOES COUNTRY STYLE

Various Artists. Mercury MG 20707 (M); SR 60707 (S)—This is an unusual album, a combination of country and Broadway that shows off Nashville singers handling the songs from the new Broadway entry, "All American." The featured singers are Margie Singleton, LeRoy Van Dyke, James O'Gwynn, Merle Kilgore, and the Merry Melody Singers. Some of the participants appear a bit out of their usual meter with the songs from the Broadway show, but it might have appeal to their fans.

FOLK

ROLLICKING SEA CHANTIES

Oscar Brand and David Sear-eric Weisberg. Audio Fidelity AFSD 5966—Seafaring songs have a goodly share of fans, and this disk will appeal strongly to them. Oscar Brand's folk style is well suited for such old timers as "Hullabaloo Belay," "Haul Away Joe," "Rio Grande," "Paul Jones" and "High Barbaree." Accompanied by banjo and his own guitar strumming, Brand gets a salty tang into his renditions that gives them an authentic ring.

RELIGIOUS

ABIDING LOVE

Anita Bryant. Columbia CL 1767 (M); CS 8567 (S)—Eschewing her usual pop selections, Miss Bryant sings out with purity of tone and reverence on a group of sacred themes. It should appeal to both pop and sacred buyers. Tunes, each presented with simplicity and sincerity, include "Abiding Love," "Whispering Hope," "Safe in His Hands," "Only Believe" and "So Great Salvation."

POLKA

WE LIKE POLKA MUSIC

Ted Maksymowicz. Riverside RLP 7534 (Continued on page 44)

memo to broadcasters

The combined cooperation of The Billboard Music Week and the Record Industry now makes it possible for RSI to bring you the best in recorded music.

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"Easy Listening"	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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Reviews of New Albums

Continued from page 42

(M); RLP 97524 (S)—A top-flight album of polka favorites from Ted Maksymowicz and his band here. The set should prove a good seller throughout the polka belt where the leader's name is well known. The repertoire can help sales, too, containing, as it does, such venerable chestnuts as "Beer Barrel Polka," "Hop Scotch Polka," "Pennsylvania Polka" and "Hoop Dee Doo" as well as other polka favorites.

BLUES

Little Brother Montgomery. Riverside RLP 9410—There is a great flavor to the Brother's 1920's Chicago blues styled piano and there is a generous offering of that sound here, both in solo as well as with a group, including coronet, clarinet, tenor sax and banjo. The material was recorded on location in Chicago's "Birdhouse" Club last year, but it has the authentic, old-style ring. Titles include "Home Again Blues," "Up the Country Blues," "Sweet Daddy (Your Mama's Done Gone Mad)." Real kicks here for collectors.

COMEDY

Davey Bold. Norman NC 103—Since blueness or a touch of the risqué has never seemed to impede an album's sales acceptance, this second set by St. Louis night club favorite, Davey Bold, could achieve a considerable audience, and in fact, with little offense to most grown-ups. He's a good stand-up type with a running series of gags that keeps his live audience at the Mound City's Celebrity Club, pretty well in stitches. Set should have good local appeal, but it's funny enough to break out of those metropolitan confines.

RCA Camden CAL 707—Here are the favorite Nashville clowners in a round-up of some of the best material in their catalog. These parodies range back five years or more but the fans will agree they're just as funny today as yesterday. Selections include "Mister Sandman," "Let

Me Go Blubber," "Oh My Pappy," "Battle of Kookamonga," "Too Young," etc. A lot of fun here.

SPECIALTY

Carlton LP 141; Carlton 142—Here are two sets which have a specialized appeal at both the undergraduate and alumni level. It features what has come to be known in collegiate circles as the college "octet sound," and offers a group of these acts all recorded at a live concert in Bushnell Auditorium, Hartford. A lot of color here and a good bit of fun by such as the Harvard Dunster Dunces, Yale Spizzwinks, Dartmouth Injunaires, Trinity Pipes, Amherst Zumbyes, Pembroke PDQ's, Mount Holyoke V-8's, Wellesley Widows and Vassar G-Stringers. Good material for the university and college sectors and with special interest in New England.

MODERATE SALES POTENTIAL

JAZZ

- ★★★ QUARTETTE TRES BIEN Norman NL 102
- ★★★ WHERE? RON CARTER With Eric Dolphy and Mal Waldron. Prestige New Jazz 8265 (M)
- ★★★ WALT DICKERSON, A SENSE OF DIRECTION Prestige New Jazz 8268 (M)
- ★★★ MODERN WINDOWS Savoy MG 12163
- ★★★ FUTURISTIC SOUNDS OF SUN RA Savoy MG 12169
- ★★★ SOMETHING ELSE Meg Welles Quintet. Columbia CL 1777 (M); CS 8577 (S)

INTERNATIONAL

- ★★★ I REMEMBER GERMANY VOL. 11 BIS FRUH UM FUNFE Die Echten Karlsruher, Die Tiroler Buam, und Die Musikanten vom Egertal. Fiesta FLP 1343 (M)
- ★★★ GOLDEN SONGS OF GREECE Spero Spyros and his Greek Ensemble. Prestige Near East 45001 (M)
- ★★★ MORE GOLDEN SONGS OF GREECE Spero Spyros and Grecian Ensemble. Prestige Near East 45002 (M)
- ★★★ I REMEMBER FINLAND Lasse Pihlajama. Fiesta FLP 1350(M)
- ★★★ PARIS IN THE SPRING Michele Arnaud. Capitol T 10317 (M); ST 10317 (S)
- ★★★ DING DONG DOLLAR Folkways FD 5444
- ★★★ SONGS OF ISRAEL TODAY Uri Zifroni, Chor. & Orchestra. Fiesta FLP 1351 (M)
- ★★★ CUBAN FESTIVAL: TRADITIONAL DANCE MUSIC OF CUBA Washington WLP 728 (M)
- ★★★ THE 37TH OLD-TIME FIDDLERS CONVENTION Various Artists. Folkways FA 2434
- ★★★ THE ENGLISH AND SCOTTISH POPULAR BALLADS (THE CHILD BALLADS) VOL. V Ewan MacColl and A. L. Lloyd. Washington WLP 719 (M)
- ★★★ THE GRASSHOPPER AND THE ANT AND OTHER FABLES OF LA

FOLK

- ★★★ YOU CAN SING IT YOURSELF, VOL. 2 Robin Christenson. Folkways FC 7625
- ★★★ THE RUSSIAN ALPHABET GUIDE (2-12") F. I. Nikanov. Folkways FI 8160

FOLK TALENT & TUNES

By BILL SACHS

Justin Tubbs, Starday artist and a regular on "Grand Ole Opry" since 1955, has signed an exclusive writers pact with Tree Publishing Company, Inc., Nashville. Among Justin's more recent penning are "Imagine That," by Patsy Cline; "Big Shoes," Ray Price; "Five Minutes of the Latest Blues," by Warren Smith and Jeanne and Janie Black, and "Thanks for Nothing," by Red Sovine. His latest Starday release is "They Painted a Picture for Me" b.w. "Walking the Floor Over You." . . . Wade Ray's first release in many years was shipped out last week. The Toppa disk couples "It's My Way" with "Little Ole Love Maker." . . . Deejay-entertainer Lee Moore, after six months on the Mid-Atlantic Network via WSIG, Mount Jackson, Va., is leaving there soon to make a free-lance tour for the summer through the Northwestern States and Canada.

Claude King displays his talents at Austin, Tex., May 8; Bandera, Tex., 12; Abilene, Tex., 17; Temple, Tex., 18-19, and Amarillo, Tex., 26. . . . Jim and Mary Reeves were in San Antonio last week for a little vacation and a whole lot of golf. Jim was chosen as one of the celebrities to play in the Pro-Am Tournament preceding the Texas Open. Club operators in the area were Jim's guests at the Texas Open. . . . Clyde Beavers (Decca) played the Oasis Club, Dothan, Ala., May 2-3, and Abbeville, Ala., May 4, for Tom Reeder. . . . Starday Records chief, Don Pierce, spent Sunday and Monday (6-7) at the MOA Convention in Chicago and then departed for New York to arrange for overseas exploitation of Starday masters and songs.

Station KZIP recently originated a new Search for Talent show at the Fair Park Sports Arena, Amarillo, Tex. Each week will feature a special guest artist. On deck to get the first show under way

FONTAINE IN ENGLISH AND FRENCH WITH SYLVIE ST. CLAIR Wonderland RLP 1462

LATIN AMERICAN

- ★★★ LATIN AND HIP Brothers Castro. Capitol T 1706 (M); ST 1706 (S)
- ★★★ ROBERT SANDERS: SYMPHONY IN A Knoxville Symphony Orchestra (Van Vactor). Composers Recordings. CRI 156 (M)
- ★★★ EDMUND HAINES: CONCERT FOR SEVEN SOLO INSTRUMENTS AND ORCHESTRA Oklahoma City Symphony Orchestra.
- ★★★ BERNARD ROGERS: VARIATIONS ON A SONG BY MUSSORGSKY Rochester Philharmonic Orchestra. Composers Recordings CRI 153 (M)
- ★★★ MOISEWITSCH PLAYS SCHUMANN Decca DL 710048 (S); DL 10048 (M)

★★★ THE RUSSIAN ALPHABET GUIDE (2-12") F. I. Nikanov. Folkways FI 8160

★★★ POLKAS Con Marlachi "Jalisco" De Pepe Villa. Columbia EX 5073

★★★ POLKA Con Marlachi "Jalisco" De Pepe Villa. Columbia EX 5073

POLKA

★★★ POLKAS Con Marlachi "Jalisco" De Pepe Villa. Columbia EX 5073

LIMITED SALES POTENTIAL

INTERNATIONAL

FREEDOM FIGHTERS OF ALGERIA Solists; Soldiers Chorus. Folkways FD 5441

Justin Tubbs, Starday artist and a regular on "Grand Ole Opry" since 1955, has signed an exclusive writers pact with Tree Publishing Company, Inc., Nashville. Among Justin's more recent penning are "Imagine That," by Patsy Cline; "Big Shoes," Ray Price; "Five Minutes of the Latest Blues," by Warren Smith and Jeanne and Janie Black, and "Thanks for Nothing," by Red Sovine. His latest Starday release is "They Painted a Picture for Me" b.w. "Walking the Floor Over You." . . . Wade Ray's first release in many years was shipped out last week. The Toppa disk couples "It's My Way" with "Little Ole Love Maker." . . . Deejay-entertainer Lee Moore, after six months on the Mid-Atlantic Network via WSIG, Mount Jackson, Va., is leaving there soon to make a free-lance tour for the summer through the Northwestern States and Canada.

Curtis Artists Productions, Goodlettsville, Tenn., last week announced the following bookings: Ernest Tubbs and His Texas Troubadours, Lawton, Okla., May 11; Riveria, Tex., 12; Midland, Tex., 13; Hattiesburg, Miss., 17; Prairiesburg, Ia., 19; Angola, Ind., 20; Roswell, N. M., 23; Phoenix, Ariz., 24; Farmington, N. M., 25; Tucson, Ariz., 26, and Idabell, Okla., 31; Ray Price and His Cherokee Cowboys, Austin, Tex., May 8; Fort Worth, Tex., 9; Corpus Christi, Tex., 10; San Antonio, Tex., 11; New Braunfels, Tex., 12; San Antonio, Tex., 13; Lynchburg, Va., 17; High Point, N. C., 18; Charlotte, N. C., 19; Idabell, Okla., 24; New Orleans, La., 25; Shreveport, La., 26, and Almoneson, N. J., 31; Jim Reeves and the Blue Boys, Oklahoma City, Okla., May 8-15; Buck Owens and the Buckaroos, Memphis, Tenn., 8; Lubbock, Tex., 10; Farmington, N. M., 11-12; Camden, Mo., 18; Corpus Christi, Tex., 24; Houston, Tex., 25; Dallas, Tex., 26, and Midland, Tex., 27; Carl Butler, Monticello, Ill., May 27.

The Jordanaires were featured on the Harvey's Record Depart (Continued on page 51)

HERE IS YOUR HANDY CLASSIFIED AD ORDER AND COPY FORM CLASSIFICATIONS

DISPLAY CLASSIFIED

Check the classification (and sub-classification, if any) in which you want your advertisement to appear.

- DISTRIBUTING SERVICES
 - Record Distributors
 - One-Stop Distributors
 - Phono-Radio-Tape Distributors
- SPECIALTY RECORDS
 - RECORD ACCESSORIES AND DEALER FIXTURES

- RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT
 - Containers, Shipping Supplies & Services
 - Designing, Printing, Lithography
 - Pressing, Plating
 - Record Promotion & Publicity
 - Recording Facilities & Supplies
- USED COIN MACHINE EQUIPMENT, PARTS & SUPPLIES
 - For Sale
 - Wanted to Buy

- BUSINESS OPPORTUNITIES
- MISCELLANEOUS
- EMPLOYMENT SECTION
 - Help Wanted
 - Situations Wanted
- MUSIC-RECORDS
 - Help Wanted
 - Situations Wanted
- RADIO-TV
 - Help Wanted
 - Situations Wanted

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 Every Other Week
 Once a Month
3. Issue Beginning _____ 4. Type of Ad Display Style
 Regular Classified

Per-line rates (figure 14 lines to the inch for display classifieds) for Regular or Display Classified Advertising. (Classified Advertising: Approximately six words per line.)

RATE PER LINE	1 Time	12 Times per year	26 Times per year	52 Times per year
STANDARD RATE	\$1.35	\$1.30	\$1.25	\$1.15
LOCAL RATE (For distributors, one-stops, etc., selling in limited areas.)	.90	.85	.80	.70
EMPLOYMENT RATES (For individuals seeking employment as well as for companies seeking qualified help.)	.75	.75	.75	.75

When BILLBOARD MUSIC WEEK box number is used, allow 8 additional words. Box number advertisements require 50c additional per insertion for handling and for forwarding replies. No deposits may be solicited in box number advertisements.

CASH WITH ORDER, PLEASE!

PAYMENT IN AMOUNT OF \$..... IS ENCLOSED

NAME.....

ADDRESS.....

CITY..... STATE.....

Classified Advertising closes on Wednesday 10 days prior to date of issue. Billboard Music Week's Buyers' & Sellers' CLASSIFIED MART Advertising Offices.

SEND YOUR ADVERTISEMENT TO NEAREST OFFICE

- | | | | | |
|---|---|---|--|---|
| NEW YORK
1564 Broadway
N.Y. 36, N.Y.
Plaza 7-2800 | CINCINNATI
2160 Patterson Street
Cincinnati 14, Ohio
DUbar 1-6450 | CHICAGO
188 W Randolph St.
Chicago 1, Ill.
CENTral 6-9819 | HOLLYWOOD
1520 North Gower
Hollywood 28, Calif.
HOLLYwood 9-5831 | ST. LOUIS
812 Olive Street
St. Louis 1, Mo.
CHEstnut 1-0443 |
|---|---|---|--|---|

**MONEY
TALKS**

—you'll believe it when you hear IT!

**"THE
SOUND OF
MONEY"**

b/w

"MOMMA, MOMMA, MOMMA"

(Both from the Smash
Broadway Musical, "I Can Get It
For You Wholesale")



THE J'S WITH JAMIE
★★★★ The Sound of Money—COLUM-
BIA 47422—Group sells this straightforward
song about money from the show "I Can
Get It for You Wholesale" with style over
strong backing from the band. Worth over
Lead thrush is very good. (Florence,
ASCAP) (2:35)
★★★★ Momma, Momma, Momma—(Flor-
ence, ASCAP) (2:02)

**THE MOST-LISTENED-TO VOCAL QUARTET ON RADIO/TV
MAKE THEIR FIRST RECORD FOR COLUMBIA . . .**

Millions hear the J's with Jamie Daily. This Chicago-based vocal group made more than 500 radio and TV spot commercials during the past four years. Their combined and solo voices are heard hundreds of times each day on network and local programming. A distinctive blend and versatility are evident on this first Columbia recording. Jamie and her cohorts truly have **THE SOUND THAT SELLS!**

*the
J's
with
Jamie*

COLUMBIA #47422

INTROS & ACTS

More Disk Jockeys Leading Double Lives in Record Biz

NEW YORK—Deejays are crossing over into the performer-manufacturer field at an ever-increasing rate. The latest deejays-turned-

artists (and/or manufacturers) are Bryce Bond, WJFM, New York; Joe Columbo, WGLI, Babylon, N. Y.; Ken Garland, WJAR, Providence, and ex-Detroit spinner Mickey Shorr.

Bond and Columbo have a comedy album about the "Beatnik Life of Greenwich Village" coming out on Strand. Shorr is represented by "Dr. Ben Basey," a new novelty single — satirizing the "Ben Casey" TV show—on the Tuba label.

The Garland deal is somewhat unusual in that WJAR management and the local Kiwanis Club are behind it. The album, "Sterling Mussman Almost Sings at Carnegie Hall," was produced "entirely with Rhode Island talent—ork, singer, and arranger." Even the jacket was designed, printed and manufactured in Little Rhody.

All proceeds from sale of the LP go to the Kiwanis Club Project for underprivileged children, and 39 Rhode Island dealers have agreed to put the album on sale at no profit to themselves. In addition, the local transit advertising company has provided 200 locations for car card advertising the LP. A local auto dealer has already purchased 400 albums.

Mussman's identity is being kept a secret, but Garland is his personal manager, wrote the liner notes, and—some say—may even be Mussman himself.

NO EXCLUSIVE 3 B COPYRIGHT

PHILADELPHIA — Anybody who wants to put Bach, Beethoven and Brahms on sweatshirts, undershirts or hairshirts and sell same can go right ahead. U. S. District Court Judge Alfred L. Luongo ruled here that, like their music, likenesses of the eminent "Three B's" are in the public domain and no one can make exclusive use of them.

Two firms that have been selling sweatshirts with the composers' faces prominently displayed thereon asked the court to prohibit another firm from selling similar shirts at lower prices. Judge Luongo said any copyright claim on such shirts was open to "serious attack."

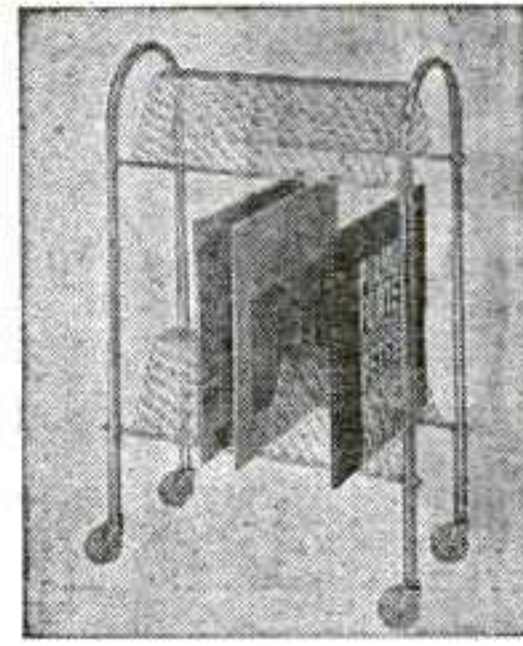
Leader in the r.&b. poll of 1961 top juke box earners was Chabby Checker's "The Twist" on Parkway, with no other disk even coming close. The record also came within a hair of being voted the top earner in any classification, according to Billboard Music Week's 1962 Music Machine Survey. Complete details are on Page 57.

when answering ads . . .

Say You Saw It in Billboard Music Week

NEW DEALER PRODUCTS

Storage on Wheels



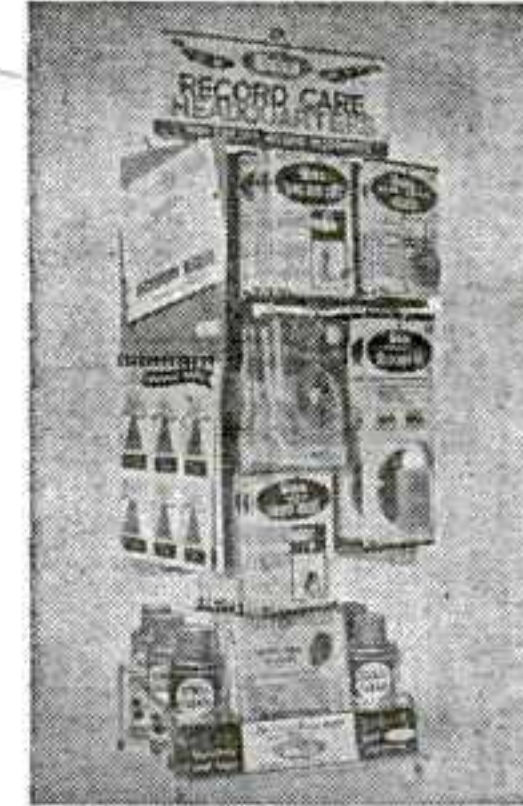
Replogle Globes of Chicago is currently merchandising this tubular, steel-frame record rack under the Lyric trade-mark. The double-deck unit holds 120 records. It takes a minimum of floor space, being only 17 3/4 inches by eight inches. The rack is shipped knocked down and ready for assembly. Retail selling price is \$9.95; slightly higher West of the Rockies.

Tape Meets the Eye

Handy display card shown here brings many of the Scotch brand recording tape and accessories to the eye of the public. Minnesota Mining and Manufacturing is making the display available to all dealers in 3M recording products. Interested parties should contact salesman or write Dept. Y2-143 at the firm's St. Paul address.



New Packaging Display



Walco, of East Orange, N. J., is adding to the promotion of its line of accessories, especially eight of a new line of 12. The packaging idea is called a transparent acetate blister, and its styled to be an eye-catcher. The company has also produced a compact rotary wire rack which is said to occupy 12 inches of counter space and displays the complete line. The racks come as part of a deal involving \$180 worth of merchandise at list.

ARD, Other Retailer Groups Push For Price Stabilization Proposal

NEW YORK—A law that would make possible the setting of an official retail price and holding to it is the goal of the Association of Record Dealers of New York and New Jersey. Working on the theory that "in union there is strength," ARD President Mickey Gensler met

last week with members of a number of other retailer trade associations here to map strategy in the campaign.

A Quality Stabilization Bill has already been introduced in the Senate under the designation, S. Resolution 159. The proposed legislation would have the effect of eliminating cutthroat discounting of record product, once a manufacturer sets a market price for value on the product. Such a law would also, it is believed, tend to eliminate transshipping, since the basis of the appeal of transshipped goods is usually a better price.

Gensler, along with the representatives of other retailer groups, decided on steps to be taken by dealers in advancing the campaign. First, all dealer members of all groups concerned, be they gasoline station operators, pharmacists, hardware or clothing stores or disk outlets, would write letters to Sen. Hubert Humphrey, sponsor of the bill.

Secondly, New York dealers would write Senators Keating, Javits, and Monroney, while New Jersey retailers would write Senators Case and Williams. All Congressmen would also be contacted. At a later date, the dealers hope to hold a mass meeting of retailers in all fields to stimulate interest in the drive to obtain passage of the bill. The latest planned measures are expected to be discussed at the next meeting of ARD chapter of SORU Tuesday evening (15) here.

Getting the Spins in Baltimore!
"INDIAN TWIST"
w/
"HIP, HIP"
THE KORDAIRS
Suite 16 #103
D.J.'S, LIBRARIANS & PROGRAM DIRECTORS: WRITE FOR YOUR FREE COPY!
SUITE 16 RECORD CO.
1497 Broadway New York, N. Y.

BRISTOL TWISTIN' ANNIE
THE DOVELLS
Parkway 838
CAMEO/PARKWAY RECORDS, INC.

Sleeper!
JOYCE SMITH
"LEAVIN' ON YOUR MIND"
Decca #31364

Another smash from
ACE CANNON
"BLUES"
(Stay Away From Me)
HI #2051
One of the LONDON GROUP of HI Labels

PLANNING TO MOVE?

Before you go send Postal Form 3573 to
Billboard Music Week
2160 Patterson St.,
Cincinnati 14, Ohio
Your Postman will give them to you gratis!

More will **LIVE** the more you **GIVE**

HEART FUND

Another Hit From **CLARENCE HENRY!**
"DREAM MYSELF A SWEETHEART"
b/w
"LOST WITHOUT YOU"
Argo #5414



"CONGRATULATIONS ON YOUR WEDDING"
Tuneweavers
Checker #1007
CHESS PROD. CORP.

"I'LL TAKE YOU HOME"
Corsairs
Chess #1818

"THE STORY OF MY LIFE"
Al Downing
Chess #1817

2120 S. Michigan Ave., Chicago 16



TAILOR-MADE FOR JUKE BOX OPERATORS

SILVER SPOTLIGHT

SERIES

Developed to assure the greatest possible exposure and public acceptance, the SILVER SPOTLIGHT SERIES features the top recording artists presenting the major money-making hit songs and million-seller records. Each record is designed to assure longevity in the nation's juke boxes, and to produce added sales for dealers on a consistent basis.

AVAILABLE FOR IMMEDIATE DELIVERY

NO.	ARTIST	TITLE	NO.	ARTIST	TITLE	NO.	ARTIST	TITLE
1500	Don Costa Ferrante & Telcher	NEVER ON SUNDAY EXODUS	1531	Ferrante & Telcher Ferrante & Telcher	TICO TICO QUIZAS, QUIZAS, QUIZAS	1560	The Modernaires The Modernaires	BOOGIE WOOGIE YES INDEED
1501	Ferrante & Telcher Al Calola	THE APARTMENT MAGNIFICENT SEVEN	1532	Terry Snyder Terry Snyder	BINGA BANGA BONGA SOFTLY AS IN A MORNING SUNRISE	1561	The Modernaires The Modernaires	OPUS #1 SONG OF INDIA
1502	Don Costa Sound Track	THE UNFORGIVEN THE WONDERFUL COUNTRY	1533	Terry Snyder Terry Snyder	THE MAN I LOVE DEEP NIGHT	1562	Gus Vall Gus Vall	MELINA KIKI
1503	Ferrante & Telcher Ferrante & Telcher	CANADIAN SUNSET WARSAW CONCERTO	1534	Terry Snyder Terry Snyder	ONCE IN A WHILE EV'RYTHING I'VE GOT	1563	Gus Vall Gus Vall	WHERE DID YOU GET THOSE EYES SEMRA
1504	Ferrante & Telcher Ferrante & Telcher	TSCHAIKOWSKY CONCERTO BEGIN THE BEGUINE	1535	Terry Snyder Terry Snyder	THE SOUND OF MUSIC I COULD HAVE DANCED ALL NIGHT	1564	Gus Vall Gus Vall	THE MAJOR BOOM BOOM
1505	Ferrante & Telcher Ferrante & Telcher	NEAR YOU QUIET VILLAGE	1536	Modernaires Modernaires	STRING OF PEARLS ADIOS	1565	Gus Vall Gus Vall	POLI KALA OUZO OUZO
1506	Ferrante & Telcher Ferrante & Telcher	AUTUMN LEAVES 'TILL	1537	Modernaires Modernaires	CARIBBEAN CLIPPER MOONLIGHT SERENADE	1566	Al Calola Al Calola	GUNS OF NAVARONE GUITAR BOOGIE
1507	Ferrante & Telcher Ferrante & Telcher	BEWITCHED, BOTHERED & BEWILDERED MISERLOU	1538	Modernaires Modernaires	SUNRISE SERENADE PENNSYLVANIA 6-5000	1567	Ferrante & Telcher Nick Perito	BEAUTIFUL THERE'S A ROOM IN MY HOUSE
1508	Tito Rodriguez Tito Rodriguez	NEVER ON SUNDAY PICNIC	1539	Modernaires Modernaires	SLEEPY TOWN TRAIN IN THE MOOD	1568	Burl Ives Burl Ives	GO WAY FROM MY HOUSE TWO MAIDENS WENT MILKING
1509	Tito Rodriguez Tito Rodriguez	THE APARTMENT GIGI	1540	Modernaires Modernaires	TUXEDO JUNCTION ST. LOUIS BLUES MARCH	1569	Burl Ives Burl Ives	WILLIE BOY IRISH ROVER
1510	Tito Rodriguez Tito Rodriguez	A SUMMER PLACE THE MAGNIFICENT SEVEN	1541	Modernaires Modernaires	LITTLE BROWN JUG STARDUST	1570	Burl Ives Burl Ives	ALEXANDER'S RAG TIME BAND WHAT'LL I DO
1515	Eydie Gorme & Steve Lawrence (Duet)	IT'S SO NICE TO HAVE A MAN AROUND THE HOUSE COZY	1542	Louis Armstrong	BATTLE ROYAL PART 1 AND 2	1572	Tito Rodriguez Tito Rodriguez	WEST SIDE BEAT ESTRAS VENCIDA
1516	Eydie Gorme & Steve Lawrence (Duet)	A FINE ROMANCE TWO SLEEPY PEOPLE	1543	Tito Rodriguez Tito Rodriguez	RITMO CHARANGA SI TE CONTARA	1573	Tito Rodriguez Tito Rodriguez	MATRIMONIO FELIZ HABLAME MI AMOR
1517	Eydie Gorme & Steve Lawrence (Duet)	WOULD YOU LIKE TO TAKE A WALK WOULDN'T IT BE LOVERLY	1544	Tito Rodriguez Tito Rodriguez	OYEME ANTONIA EL QUE SE FUE	1574	Tito Rodriguez Tito Rodriguez	PATAY MONDONGO NEGRAS CENZAS
1518	Eydie Gorme & Steve Lawrence (Duet)	BLUE ROOM SHE DIDN'T SAY YES	1545	Jimmy Forest Jimmy Forest	NIGHT TRAIN BOLO BLUES	1575	Country Johnny Mothlis James O'Gwynn	I'VE BEEN KNOWN TO CRY TALK TO ME LONESOME HEART
1519	Sauter-Finegan Sauter-Finegan	DOODLETOWN FIFERS MOONLIGHT ON THE GANGES	1546	Eydie Gorme Eydie Gorme	GRANADA FRENESI	1576	Claude Gray Claude Gray	FAMILY BIBLE HOMECOMIN' IN HEAVEN
1520	Sauter-Finegan Sauter-Finegan	A FOGGY DAY APRIL IN PARIS	1547	Ferrante & Telcher Ferrante & Telcher	THEME FROM GOODBYE AGAIN GONE WITH THE WIND	1577	Al Calola Al Calola	MIDNIGHT IN MOSCOW HINDUSTAN
1521	Ralph Marterie Ralph Marterie	ON GREEN DOLPHIN STREET SWEET AND LOVELY	1548	Al Calola Al Calola	BONANZA THEME FROM THE REBEL	1578	Al Calola Al Calola	SONG OF INDIA ISTANBUL
1522	Ralph Marterie Ralph Marterie	TRY A LITTLE TENDERNESS MOONLIGHT BECOMES YOU	1549	Frank Froba Frank Froba	ST. LOUIS BLUES BEETHOVEN BOOGIE	1579	Al Calola Al Calola	JAPANESE SANDMAN SHEIK OF ARABY
1523	Don Costa Don Costa	SONG FROM MOULIN ROUGE LAURA	1550	Ferrante & Telcher Ferrante & Telcher	LAURA LOVE IS A MANY SPLENDORED THING	1580	Al Calola Al Calola	UNDER PARIS SKIES AROUND THE WORLD IN 80 DAYS
1524	Don Costa Don Costa	AN AFFAIR TO REMEMBER INVITATION	1552	Nick Perito Nick Perito	WHO'LL BUY MY VIOLETS MALAGUENA	1581	Al Calola Al Calola	BRAZIL MEXICAN HAT DANCE
1525	Don Costa Don Costa	THIRD MAN THEME FROM HERE TO ETERNITY	1553	Nick Perito Nick Perito	ITALIAN STREET SONG VOLARE	1582	Al Calola Al Calola	LADY OF SPAIN ARRIVEDERCI ROMA
1526	Don Costa Don Costa	STELLA BY STARLIGHT PICNIC	1554	Tito Rodriguez Tito Rodriguez	BAILA LA CHARANGA EL RINCON	1583	Ralph Marterie Ralph Marterie	AT LAST CARAVAN
1527	Ferrante & Telcher Ferrante & Telcher	QUIEN SERA EL CUMBANCHERO	1555	George Auld George Auld	MANHATTAN HARLEM NOCTURNE	1584	Ralph Marterie Ralph Marterie	YOU MADE ME LOVE YOU MY REVERIE
1528	Ferrante & Telcher Ferrante & Telcher	AMOR OYE NEGRA	1556	Tito Rodriguez Tito Rodriguez	BACALO SALAO MAMA GUELA	1585	Ralph Marterie Ralph Marterie	I CAN'T GET STARTED OH MARIE
1529	Ferrante & Telcher Ferrante & Telcher	BRAZIL ADIOS	1557	Ferrante & Telcher Ferrante & Telcher	WEST SIDE STORY OVERTURE PART I WEST SIDE STORY OVERTURE PART II	1586	Ralph Marterie Ralph Marterie	SERANADE IN BLUE SENTIMENTAL JOURNEY
1530	Ferrante & Telcher Ferrante & Telcher	ANNA LA CUCURACHA	1558	Ferrante & Telcher Ferrante & Telcher	MARIA I FEEL PRETTY	1587	Ralph Marterie Ralph Marterie	SMOKE RINGS SKYLINER
						1588	Ralph Marterie Ralph Marterie	MOOD INDIGO GOODBYE

UNITED ARTISTS RECORDS • 729 SEVENTH AVENUE • NEW YORK 19, NEW YORK

Stereo 'Circus' Draws Crowds to K. C. Store

By BOB LATIMER

KANSAS CITY, Mo.—Though the stereo "boom" has tapered off here, a proper promotional approach can easily win the market back, according to Wes Cater, manager of the Burstein-Applebee Company here.

Burstein-Applebee has developed some thoroughly clever stunts to keep the public thinking of stereo phonographs, tape recorders and components. To add a bit of spice, during the year past, the big Kansas City firm has run a tent show for four days in a suburban Brookside location, using a tent, pitched outside of the store, for the event. A clever guessing contest encouraged people to study flash cards and register their guess at the maximum savings possible by shopping at the store, etc.

Biggest of the events was the stereo hi-fi tent show which offered 18 shows in a single day, all short, educational demonstrations of various types of stereo equipment for the home. A top local radio personality, Jim Newman, was hired to conduct the shows, and to create enthusiasm for the subject.

The tent show was advertised with two full-page ads, and smaller followups, enough to provide standing-room-only crowds during the entire event. During the four days of the tent show, better than 10,000 people were attracted to the store, all of whom were "exposed" at least temporarily to the three subjects of stereo phonographs, tape recorders, and stereo-home-system components. As the event went on, five radio stations were used to invite the public to the event, and

bus cards on 50 city buses repeated it.

"We were thoroughly pleased with our hi-fi fair and big top theater promotion," Cater said. "We were particularly pleased with the amount of interest which was developed in components, which had been a bit slow before."

Burstein-Applebee went ahead with still another novel stunt, in this case designed to convince the public that the Kansas City appliance dealership was maintaining prices below those of so-called discount houses which had opened up by the dozen in the city. In this case, potential stereo customers were invited to visit the store for an opportunity to win an all-expense trip for two to the World's Fair in Seattle.

Prizes offered in addition to the World's Fair trip were on FM car radio convertor, five stereo record albums, a complete stereo component ensemble for home installation, etc. In order to compete in the contest, customers had to circulate throughout the entire store and read carefully signs shown on each component, kit or cabinet set. Every sign showed the prices asked by Burstein-Applebee on each item, compared with typical prices elsewhere.

In order to qualify for a prize, it was up to the entrant to figure the total percentage which would be saved by buying all of the items in the store. Awards were made on the basis of the percentage figure, carried out to several decimal points, closest to the secret figure developed by the store. This got probably the most intense sign scrutiny in Burstein-Applebee history.

One point which helped to push stereo components effectively was a clever stunt in which a housewife, who had no previous experience with electronic components, tools, etc., was chosen from the crowd to put together an amplifier kit, simply snapping the connections together, and following a simple plan. Using one housewife after another, all merely chosen from the audience, Burstein-Applebee was able to convince even the most dubious visitor that it was actually possible to install a do-it-yourself home stereo system without a degree in electronic engineering.

This big Kansas City store has spent more than \$10,000 on its promotions along these lines, far more than the average, but in the months which followed, so much additional sales were run up that the high promotional cost dropped down to within a highly reasonable figure, according to Mr. Cater.

Stereo Console & Auto Radio Added To Clairtone Line

NEW YORK—Clairtone Sound Corporation, Canadian equipment manufacturer, has introduced a special, limited-run stereo console, Model S 351, for a spring season promotion. At the same time, the firm, through its arrangement with the German Braun firm, has brought out the new Model T 523 portable car radio. The company has also kicked off a special spring sales push to last through June 15.

The S 351 stereo phono resembles Clairtone's "Princess" model, largest seller in the line. The unit features a continuous front, unbroken by doors, handles or controls of any type. The set can also accommodate Clairtone's own plug-in stereo FM adaptor Model MA 310. Unit lists at \$399.

The auto radio is said to have great sensitivity for long distance reception. It's equipped with nine transistors and five diodes and will receive AM, FM and shortwave. List price is \$99.95.

Through the promotion program, all franchised dealers will be able to offer customers unprecedented discounts in the firm's line of merchandise in order to give stereo sales a "strong boost" according to Arthur Gaines, Clairtone director.

Admiral Debuts New Radio Line

CHICAGO — Admiral Corporation has debuted a new line of transistor radios highlighted by an FM-AM portable in addition to three-band and nine-band models.

First up are two shirt-pocket AM sets with six transistors each. One of these is competitively priced at \$16.95 while the other is slightly higher. Following this Y2230 series is the Y2300 series, pegged at \$24.95. Two other pocket portables are also offered, both with slide rule tuning, and with seven and eight transistors respectively.

Also included in the new line is a Y2330 series combination portable-table radio at \$16.95; Model Y2371 AM-FM portable with 11 transistors, at \$99.95; two luggage-type portables in the Y2347 series; a three-band, eight transistor portable, and a nine-band, all-world portable with nine transistors at \$275.

UST Releases 4 Tape Samplers

HOLLYWOOD—United Stereo Tapes has released four new twi-pak tape samplers, each featuring over one hour of playing time and each pegged at the \$7.95 price level. The new samplers include "The Sound of Vanguard/Bach Guild"; "The Many Moods of Kapp & Kapp/Medallion"; "Nostalgic Moods/Romantic Moods," from the Warner Bros. label, and "Moods Two," composed of material out of the UST catalog.

UST also has released 38 new tapes, taken from such representative catalogs as ABC-Paramount; Audio-Fidelity, Command, Kapp, London, MGM and Verve. Dealers purchasing at least 15 of these tapes will receive a free sampler tape. For the purchase of 50 or more tapes, dealers will get 10 per cent in free demo tapes.

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN \$81 AND \$100

Pos. This Issue	Pos. 2/10/62 Issue	Brand	% of Total Points
1	4	Webcor	20.9
2	2	Decca	16.1
3	3	Motorola	12.3
4	1	Magnavox	10.0
5	8	Voice of Music (V-M)	9.5
6	—	Philharmonic	5.0
7	6	Zenith	4.5
		Others	21.7

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.

CORAL—Starts May 11, 1962; for one day only. Pete Fountain Day. Dealers are advised to contact their Coral distributor for details of an incentive plan covering the new LP "Pete Fountain's Music From Dixie" and the entire Fountain catalog of 13 LP's.

ATLANTIC-ATCO—Expires May 10. Started April 10, 1962. New program entitled, "Spring Will Be a Little Great This Year." Features one free album for every seven purchased for distributors. Deal covers entire catalogs of both labels, plus two new Atco and five new Atlantic LP releases.

EPIC—Expires May 11, 1962. Started April 8, 1962. "Salute to Spring" program—20 per cent discount on complete April classical release, plus 30 other best selling classical catalog items. Also covers four-track stereo tapes of same items. 10 per cent discount on all new pop and jazz LP's.

JACOB-CARLE—Expires May 11, 1962. Started April 16, 1962. Special Spring Discount Sale. This Chicago diskery is offering dealers a 10 per cent discount on its complete line of singles; also a 20 per cent discount on LP's.

KAPP—Expires May 15, 1962. Started April 9, 1962. Ten per cent discount to dealers on all new Kapp and Kapp-Medallion releases, plus all items included in the special Jane Morgan "artist of the month" promotion.

MMO—Expires May 15, 1962. Started April 1, 1962. A 15 per cent discount on all MMO and Classic Edition LP's. Also samplers, UTC and Proscenium Comedy LP's.

STARDAY—Expires May 15, 1962. Started April 1, 1962. Label is offering a 15 per cent discount on a specified list of 100 packaged LP's and EP's. Browser boxes and streamers also supplied.

LIBERTY—Expires May 30, 1962. Started April 16, 1962. Fifteen per cent discount is offered on Julie London's new "Love Letters" LP.

LIBERTY—Expires May 31, 1962. Started May 1, 1962. Four is a Crowd-Puller. A 15 per cent discount on four new LP's.

RCA VICTOR—Expires May 31, 1962. Started April 16, 1962. Recorded Tape Program. Label is offering distributors a 10 per cent discount on purchases from their complete four-track reel and tape cartridge catalog, plus the new May releases.

LIBERTY—Expires June 8, 1962. Started April 30, 1962. Spring Sales Recipe. A 15 per cent discount on two new Bobby Vee and one new Timi Yuro LP, plus complete back catalog on each artist's LP's.

LIBERTY—Expires June 18, 1962. Started May 7, 1962. Chipmunk Profit Headlines. A 10 per cent discount on new Chipmunk, plus entire album catalog, LP's and EP's.

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.

PHILIPS—No expiration date. Started April 8, 1962. Label is offering one-for-nine in the same price category on their new "Encore" releases.

SONODOR—Limited time only. Started March 31, 1962. One LP free for every five purchased.

LIBERTY—No expiration date. Started April 9, 1962. Three LP's, "Percolator Twist and Other Twists," "Twisting the Country Classics" and "Surfer's Stomp," are available at a 15 per cent discount.

ROULETTE—No expiration date. Started April 30, 1962. A 15 per cent discount on new releases plus entire Roulette, Roost and Tico album catalogs.

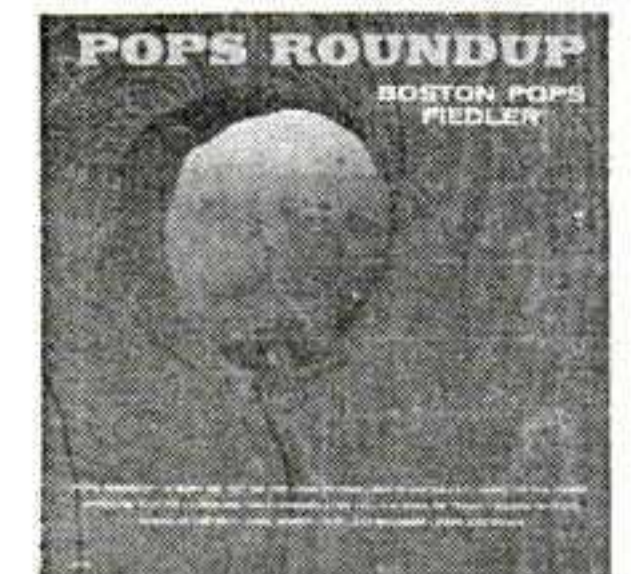
ROSE'S 'STRIPPER' LEFT FIELD HIT

HOLLYWOOD — The record industry is known for its out-of-left-field hits, and David Rose's "The Stripper" is true to that tradition.

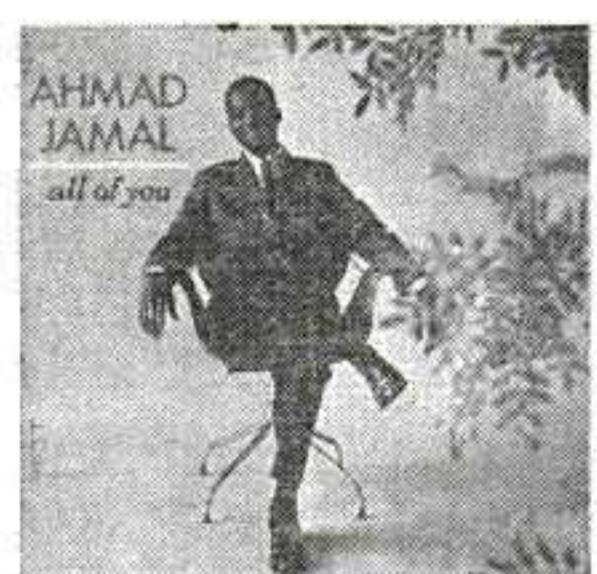
Rose penned it for a TV show some four years, and to round out a session, MGM's Jesse Kaye recorded. For four years the time or occasion never seemed right to slip it either into an album or as the flipside of a single. Recently it was decided to get rid of it by putting it on the backside of "Ebb Tide," which Rose recorded from Metro's "Sweet Bird of Youth" film.

"The Stripper" today is the Los Angeles market's top selling single (it broke here) and this week hits BMW's "Hot 100."

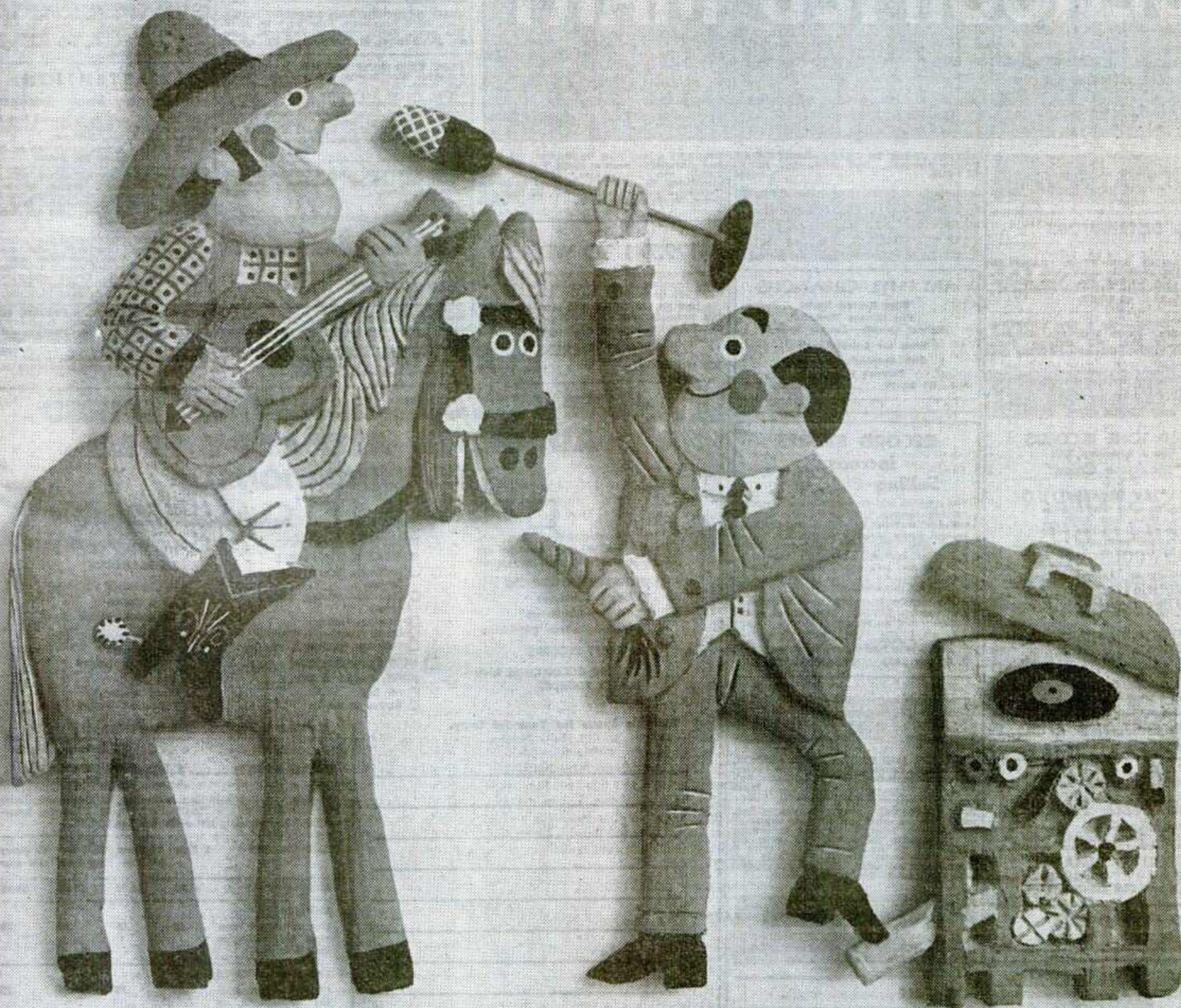
ALBUM COVER OF THE WEEK



POPS ROUNDUP—Boston Pops Orchestra (Fiedler) RCA Victor LM/LSC-2595. Here's a pretty cover with lots of eye-appeal depicting a roundup as seen through a knothole in the corral. The colors are warm shades of brown with yellow and white lettering.



ALL OF YOU—Ahmad Jamal, Argo LP 691. A very attractive, full-color photo of the artist should make this a solid display item for pop or jazz counters. Cover was designed by Don Bronstein.



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REDD EVANS

Attacks Celler Bill As 'Special Legislation'

WASHINGTON — In a surprise alignment, music publisher Redd Evans joined with the Justice Department last week to talk against the Celler Bill to add some five years of copyright life to musical

and other works due to expire by December 31, 1967.

Evans, stormy petrel of the American Society of Composers, Authors and Publishers, moved into the old ASCAP board feud during

last week's hearings on the bill. He called it "special legislation" to enable the big publishers like Warner Bros., MGM, Chappell, and Shapiro-Bernstein to keep their grip on high paying standards due to fall into public domain in the next five years. (The Motion Picture Association of America endorsed the bill via a letter, but reminded the Committee of the need for explicit "continuance" of contracts during the extended period, to be spelled out in the Committee report.)

The Justice Department, which annoyed the Copyright Subcommittee chairman Willis (D., La.),

by sending a letter but no spokesman, said it "strongly opposed" the bill. The Justice Department said the Celler legislation would prolong the author's present 56-year "monopoly" over his work and so run counter to public interest. The Justice Department classified copyright and patent as "forms of monopolies which should not be extended for periods longer than now provided by law."

The Justice Department use of the word "monopoly" aggravated the Subcommittee members, who were openly and in the majority in favor of the bill. Redd Evans interpreted the Justice Department's

which he said would once again strengthen ASCAP's old "self-perpetuating" publisher board. Evans said that out of 304 standard hit tunes affected by the copyright extension bill, Warner Bros. would own 77, or about 25 per cent.

Chairman's Views

Copyright Office chairman Abraham Kaminstein said his office endorses the principal of lengthening the copyright term, but he felt the Celler Bill needed to spell out the original author's right to share in money made out of the extension. Kaminstein pointed out that hundreds of music copyrights are held by a single corporation, and some

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have been bought outright from authors of works in the 1906 to 1911 period affected by the bill.

The outright buys should revert completely to the author or his heirs, under the bill, and royalties should be assured of continuance in cases where the author had contracted for it with his publisher on renewal.

Kaminstein estimated that some 47,000 works would be affected by the legislation of Judiciary Committee Chairman Celler. About 70 per cent of these would be in music, 15 per cent books, 10 per cent periodicals and 5 per cent miscellaneous.

Proponent's Side

Proponents of the bill pleaded for fair play for those authors who might just miss by a year or two the expected lengthening of the

copyright term in the general revision bill. Proponents included Julian Abeles for the Music Publishers' Protective Association; Richard Burton, vice president of BMI; Herman Finkelstein, general counsel for ASCAP; John Schulman, for the Committee on Copyrights of the American Bar Association, and Burton Lane, for AGAC.

Representative Lindsay (R., N. Y.) asked ASCAP's spokesman Finkelstein if he felt that publishers should be "divorced" from new extension royalties, since the avowed intent is to support original songwriters and their heirs in their old age.

FOLK TALENT & TUNES

Continued from page 44

ment portion of "Grand Ole Opry" over Station WSM, Nashville, April 28, to promote their Capitol album, "To God Be the Glory." The album was highlighted as Harvey's Album of the Week and was promoted for sale by mail order.

MGM Singles

Continued from page 4

that all Charlie Parker singles would be serviced through the MGM radio station subscription service.

The new single by Richard Chamberlain on the "Theme From Doctor Kildare," is getting an extra, all-out promotion. Facets of this include local distrib ads in daily classified sections inviting readers to call "Dr. Kildare" at a special number.

Advertisement for Peter Pan Records featuring 'don't forget the kids!' and 'SELL ON SIGHT' with prices like \$16.80 and 'FREE RACK'.

Advertisement for American Cancer Society with the slogan 'Give TO CONQUER Cancer' and 'AMERICAN CANCER SOCIETY'.

SUPREME COURT : NEW YORK COUNTY

IN THE MATTER of the Application of SAMUEL R. ROSENBAUM, as Trustee, for Leave to Compromise and Settle Certain Actions Pending in the Courts of California and New York

NOTICE OF HEARING

To all parties, claimants and interested persons, including all instrumental musicians, leaders, arrangers, contractors and copyists in any way affected by or interested in any of the series of trust agreements, establishing or contributing to the so-called Music Performance Trust Funds of the Recording Industries and the labor agreements, collective agreements and modification agreements between the respective settlors and the American Federation of Musicians of the United States and Canada in any way relating thereto,

PLEASE TAKE NOTICE that all persons interested have been ordered to show cause at Special Term, Part I of this court, to be held in and for the County of New York, at the County Court House in the City of New York, on the 18th day of June, 1962 at 10:00 o'clock in the forenoon of that day or as soon thereafter as counsel can be heard, why an order should not be made and entered in accordance with the petition filed with this court in this proceeding:

- 1. Approving the terms of the proposed settlement of four actions pending in the Superior Court of the State of California, in and for the County of Los Angeles, entitled John H. Anderson, Jr., et al., Plaintiffs v. American Federation of Musicians of the United States and Canada, et al., Defendants (Index No. 669,990), William (Bill) Atkinson, et al., Plaintiffs v. American Federation of Musicians of the United States and Canada, et al., Defendants (Index No. 670,348), Pete R. Beilmann, Sr., et al., Plaintiffs v. American Federation of Musicians of the United States and Canada, et al., Defendants (Index No. 678,768) and Robert Bain, et al., Plaintiffs v. American Federation of Musicians of the United States and Canada, et al., Defendants (Index No. 680,840) and authorizing said Samuel R. Rosenbaum, trustee, to appear in and settle said actions and to settle and compromise any and all claims arising out of the subject-matter of said actions, including the execution of a stipulation of settlement and for entry of modified judgment with the form of modified judgment attached thereto in said Anderson v. American Federation of Musicians, such stipulation to provide for its execution by the attorneys of record of all defendants who have appeared in said action;

- 2. Approving the proposed settlement of Samuel R. Rosenbaum, as Trustee, etc., Plaintiff v. Harry Melnikoff, et al., Defendants (Index No. 1017/57), an action pending in this court, and authorizing said trustee to settle and compromise any and all claims arising out of the subject-matter of said action, to execute a stipulation for entry of judgment with the form of judgment attached thereto, such stipulation to provide for its execution by the attorneys of record for all defendants named in the first and second causes of action set forth in the amended complaint who have appeared in said action, and to cause such judgment to be entered after hearing, trial or other appropriate proceedings; and
- 3. For such other and further relief as to the court may seem just and proper. It is proposed to settle the above actions upon the following terms: 1. In John H. Anderson, Jr., et al., Plaintiffs v. American Federation of Musicians of the United States and Canada, et al., Defendants, the California action relating to the phonograph record industry, all payments already held by the California receiver and any additional payments which the trust might collect under the so-called percentage-of-wage clause would be distributed to the class of recording musicians represented by the plaintiffs in said action. Provision will be made for filing of proofs of claim in the action within the time to be specified by the California court. Payments under the percentage-of-sales clause will continue to be received by the trustee and devoted to the purposes of the trust. In Samuel R. Rosenbaum, as Trustee, etc., Plaintiff v. Harry Melnikoff, et al., Defendants, an action in this court, a similar judgment will be entered declaring the right of said trustee to the receipt of all trust funds under the percentage-of-sales clause, foreclosing all further claims of the defendant recording musicians and the class represented by them under such clause, and authorizing payment to the California receiver and the class of phonograph recording musicians of all amounts payable under the percentage-of-wage clause.

PLEASE TAKE FURTHER NOTICE that the petition herein and all exhibits thereto have been filed in the office of the Clerk of the County of New York and may be examined there or may be examined and/or obtained upon request of an interested party at the office of the attorneys for the petitioner, Messrs. Satterlee, Warfield & Stephens, 460 Park Avenue, New York, New York.

SATTERLEE, WARFIELD & STEPHENS Attorneys for Petitioner Office and P. O. Address No. 460 Park Avenue Borough of Manhattan City of New York

Dated: April 26, 1962

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**BILLBOARD
MUSIC WEEK**

**1962
MUSIC MACHINE
SURVEY**

By **AARON STERNFIELD**

NEW YORK—The music machine industry is continuing its slow climb toward the healthy condition it enjoyed in the mid-1950's, according to Billboard Music Week's 14th Annual Music Machine Survey.

For the second successive year, operator income rose slightly, and per-machine collections were up a shade from the previous year. The survey reflects 1961 operating conditions. Regional reports from BMW correspondents, based on the first quarter of 1962, confirm the fact that collections are on the rise generally.

Some 43 per cent of operators responding to the survey reported that their 1961 income from juke box routes topped their previous year's totals. Another 22 per cent said that these collections were about the same as the previous year. The re-

maining 35 per cent reported a decrease in net income.

Average income from juke box collections per operator was \$11,059. This figure, however, must be compared with the median income—that point which separates the top from the bottom halves.

This median income figure is \$5,000, the same as it was in 1960. About 22 per cent of the operators netted between \$5,000 and \$10,000, compared with 29 per cent a year earlier. Another 10 per cent netted between \$10,000 and \$15,000, exactly the same as the previous year.

But 13 per cent had net incomes of more than \$15,000, as against only 11 per cent in 1960.

The number of juke box locations per operator declined from 66 to 56, but the total number of coin-operated pieces which the operator had on location rose sharply.

Basic Change

These figures reflect a basic change in the structure of the operating industry. The lesser number of juke boxes per operation does not mean a lesser number of juke box locations, nor does it mean that the average operator is losing locations.

This is what is happening: Juke box operators have stepped up their diversification tempo and are going heavily into cigaret machines and other merchandising vending. Cigaret and kiddie ride operators are adding juke boxes to their routes and are picking up locations which may have been by-passed by the juke box operator.

The result has been that the juke box operator is becoming more difficult to identify. The number of operators running 100 per cent music routes—or music and game routes—is shrinking.

An analysis of the survey figures bears this out. Some 93 per cent of those operating juke boxes also operate games (this figure is 1 per cent higher than the 1960 total). These operators average 56-game routes, a ratio of one game for each juke box.

Cigaret machines are operated by 40 per cent of juke box operators. But the average cigaret route

among this group consists of 84 units, with a median figure of 38.

Compare with 84-unit average with the average juke box route of 56 pieces. Undoubtedly, many cigaret-juke box operators have large music machine routes, with as many juke boxes as cigaret machines. But the figure also reflects operators who were originally in the cigaret business and who recently diversified into juke boxes. Diversification cuts both ways.

Food and Drink Units

Slightly more than 10 per cent of the juke box operators surveyed also operate food and drink machines, with an average of 10 machines per operation.

And nearly 15 per cent of the juke box operators surveyed had kiddie rides on location, with the average route consisting of 29 pieces.

On a per-machine basis, juke boxes did slightly better for their operators in 1961 than they did the previous year. The average machine took in \$15 a week before commissions, \$1 more than it did in 1960.

A shade less than 20 per cent of all machines grossed less than \$10 a week, while slightly under 40 per cent took in from \$10 to \$15 a week, before commissions. Another 20 per cent averaged \$16 to \$20 a week. Locations averaging more than \$20 a week accounted for the remaining 20 per cent.

Considering increased equipment and operating costs, juke box operating revenues represent only a slight gain from the previous year.

Taverns are still the prime juke box locations. The average 56-machine route has 30 tavern stops, representing about 53 per cent of the total. Some 21 more juke boxes in the average route are in restaurants. Between them, they account for 91 per cent of all juke boxes on location. Teen-age hangouts and soda shops account for most of the balance.

The average 56-machine juke box route had 44 monaural-only boxes and 12 which are capable

Adult Selections Boost Collections

NEW YORK—A quiet revolution is taking place in juke box programming—or more properly what is happening may be called a counter-revolution.

Juke box operators are paying less and less attention to pop charts themselves and more and more attention to the type of music appearing on pop charts.

The result has been that more and more operators are offering their locations a skillful blending of pop records which appeal to their audiences—mainly adult—together with a careful selection of standards.

This process, in part, explains the slightly increased per-machine takes indicated in Billboard Music Week's 1962 Music Machine Survey.

And reports from Billboard Music Week's network of field correspondents give further evidence to the fact that operators are not buying blindly whatever happens to be getting air play and moving over dealers' shelves.

Almost to a man, BMW correspondents report that operators are buying less and less rock and roll, playing a higher percentage of standards, and keeping their eyes on pop ballads and sweet stuff that will appeal to most of the customers in their locations. And these customers are mainly men and women old enough to be served alcoholic beverages at neighborhood taverns.

Operators are hungry for records which will put the tavern patron in a relaxed or nostalgic mood. Seeburg's policy of push-

ing the 33 single, while not changing the basis of the single business from 45's, has had a fair degree of success. And the reason for this success hasn't been because operators care much at what speed the records are played. It's merely that the programming available on 33's—plus the fact that the records are stereo—is calculated to reach the tavern patron.

From Denver, Bob Latimer reports that "one of the most significant changes to appear in Denver in phonograph operations in many years was the almost across-the-board decision of operators to go into old favorites more heavily. Most stops now program 25 and even 50 old favorites, where 10 or so was the limit two years ago, and find returns beefed up substantially."

Elton Whisenhunt, BMW's man in the Mid-South, notes that "operators have noticed a trend away from rock and roll to ballads," but he adds that they are also cashing in on "the tremendous popularity of Twist records."

Here are some of the quotes picked up by Sam Abbott, BMW's West Coast veteran:

"The more sedate music is gaining in popularity generally, and rock and roll is losing power.

"A calmer music is gaining on rock and roll."

Here's what Cameron Dewar, BMW's New England representative, found out:

"The teen-ager is still interested

in the Twist and some rock and roll, but the grown-ups prefer and demand stereo with its finer sound quality. . . .

"But while many operators still resist the 33's, there are quite a few like Denny Dolvin of Springfield, Mass., who believe that they are responsible for a swing to a better level of music. Dolvin attributes most of his increase in collections to five-pack albums like "Breakfast at Tiffany's" and "Stereo Action Unlimited" for putting business ahead of this period last year."

Milwaukee's Benn Ollman observes that "route disk buyers, while reporting a continuing interest in rock and roll, note that only the numbers that hit the first five or eight spots on the chart sell. The bulk of the route buyers still favor standards and soft music for cocktail lounge and restaurant programming."

In Detroit, Hal Reves comes up with a similar conclusion:

"Rock and roll still predominates in programming, but one large operator has concluded that "people at last want to hear music again." He added that rock and roll has experienced some drop-off, although marginal locations still require that type music."

"Adults are 85 per cent of our market potential, so why should we give them kid-type music? Whereas music boxes are playing in taverns every night now, they would probably be quiet if we had rock and roll records on them."

Music Operators of America

**1962
CONVENTION
SECTION**

of playing stereo. Of these stereo boxes, six can play 45 or 33 r.p.m. records interchangeably.

Stereo Swing

Juke box operators last year purchased an average of 10 machines, six new and four used. Virtually all of the new machines purchased were stereo units capable of playing either 33 or 45 r.p.m. speeds. About a third of the used machines purchased were stereo, and the balance monaural.

What are operators planning to buy in 1962?

Some 68 per cent said they will purchase dual-speed phonographs, with the average purchase seven machines for the year. Another 20 per cent said they would buy the single-speed 45, with the average purchase seven units per operator.

Nearly 27 per cent of the operators said they would buy cigaret machines, for an average of 16 machines per operator in that category.

Three of four operators said they will buy games during the year, with the average purchase 16 units.

Food and drink machines will be purchased by 6 per cent of the operators, and another 6 per cent will buy kiddie rides. Average purchases planned are six units for the former and five units for the latter.

Nine per cent plan to buy background music units, with nine the average purchase.

Record Purchases

During the course of the year, the average operator bought 6,078 records, with purchases ranging from 270 for the smallest operation to 39,000 for the largest. Median purchase figure—which divides the highest and lowest halves—was 4,160 records.

Monaural singles still account for the lion's share of the juke box operator's record purchases—more than 85 per cent. But last year 45 monaural singles accounted for 92 per cent of the total.

Rising from 2 per cent to about 8 per cent of the market were 33 stereo singles, while 45 stereo singles accounted for about 5 per cent of the market. EP's declined in importance, dropping

from 2 per cent to 1 per cent of the total juke box record market.

The predicted rise for both 45 and 33 stereo records simply did not take place. And while about 13 per cent of all records sold to juke box operators were stereos, virtually every new piece of equipment sold during the year was geared to play stereo.

Lack of Product

The explanation is simple—lack of available stereo product. Most of the stereo product available was the result of special packages contracted for and distributed by juke box manufacturers and their outlets.

Total records purchased by juke box operators edged over the 50,000,000 mark, a slight increase from the previous year.

One-stops continued to dominate the juke box record market. In 1960 these outlets accounted for 75 per cent of all sales to operators. Last year their share of market jumped to 83 per cent.

The distributor share of market dropped from 22 to 13 per cent, while retail record shops accounted for most of the remaining 4 per cent.

50/50 SPLIT IS THE RULE

NEW YORK—Four out of five locations get straight commissions, generally 50 per cent of the take, from juke box operators, according to the *Billboard Music Week's* 14th annual Music Machine Survey. The average 56-machine route has 45 locations on straight commissions, another eight on minimum guarantees, three on front money and one on rental. The total comes out to 57 machines because fractional percentages were rounded out.

Despite efforts of operators to get more front money and minimums, stiff competition for locations has been responsible for the continued prevalence of the straight commission arrangements.

PROFILE OF AN OPERATOR

If you are an average juke box operator, you earned \$11,059 from your music machine operation last year. You had 56 juke boxes on location, 44 of them monaural and 12 stereo, with six of the stereo machines capable of playing either 33 or 45-r.p.m. records.

Your average location took in \$15 a week before commissions, for a route total of \$840. However, about half of this went for commissions, so your gross after commissions was \$420 a week.

Out of this money you had to buy records—an average of 6,078 last year—and buy 10 juke boxes—six new and four used. Your new boxes are probably all dual-speed stereos, while three of your used machines are monaural and one is stereo.

You also operate games, about one game for every juke box on location, and there's a good chance you operate cigaret machines.

Of your 56 locations, 30 are tavern stops and 21 more are in restaurants and diners. The other four are in soda shops and teenage hangouts.

You're probably thinking seriously of expanding into merchandise vending, with cigarets at the top of your shopping list, followed by candy, then drink machines. You are also thinking of background music and kiddie rides, but not giving these items as much thought as merchandise vending.

1962 Juke Box Collections on Upswing

NEW ENGLAND

By CAMERON DEWAR

BOSTON—The first whiff of spring has brought with it a rising optimism in the local music business. Even those operators who feel that collections could have been better since the beginning of the year appear to have no doubt that the coming months should account for at least some moderate gains.

Boston's four key distributors report a brisk pick-up and predict that sales will be paced a good deal ahead of the last quarter. Bob Jones, of Redd Distributing Company (Seeburg) says the volume of business has increased substantially with sales and both new and used machines going well. He feels this trend will continue at least into June.

Sound Position

Said Marshall Caras, of Tri-mount Automatic Sales Corporation (AMI): "Distributors are perhaps selling somewhat fewer machines today than a few years back, but they are selling to operators who are making more money and are able to pay their bills. The average operator is actually in a sounder financial position and the over-all route is better today than it was six years ago—a little smaller maybe, but the equipment is infinitely superior."

Caras also sees most operators in a strong trend for better deals with locations, with many rearranging their routes and pulling out of unprofitable stops

This situation, he says, is similar to the period in 1956 when dime play was slowly coming about. It was spotty for a while, just as the present drive by operators is, but there seems no doubt that it will become a solid front soon.

A Maine operator put the collection picture this way. He talked about unemployment and general slackening in the area, but said his first two weeks' collections in April were 45 per cent of September last year, which means that he will probably do a little better than six months ago in spite of worsening conditions. On the high side was an operator from Rhode Island whose collections were up 22 per cent for the first quarter over the same 1961 period.

Used-Machine Demand

At the Wurlitzer Boston factory outlet, Manager Jim Hunter

reports business improving steadily, especially since the first of the year, with demands for used machines increasing due to a demand by operators who have summer routes. Hunter feels the months ahead should be better than last year, which he found to be satisfactory.

Dick Mandell, of International Vending Corporation (Rock-Ola), finds sales at this point on the upswing, although he admits that the firm has passed through a slack period. But business has definitely picked up and he feels that a marked upward trend will hold for some months to come.

Juke box collections for the first quarter are holding firm, according to Charles Tiernan, of National Music and Radio Company of Somerville. "The situation is pretty much like last year," he says. But the firm has no complaints. "There has been a low ebb in the outer line of the city,"

he adds, "but the inner belt locations have made up the slack."

Signed Contracts

Attesting to signed contracts as the best insurance against slumps, Arthur Agostinelli, also of National Music, says "there is nothing better for good will between operator and location owner than having it on the dotted line."

Agostinelli looks to summer collections to put the first half of 1962 somewhat ahead of 1961. The firm is sold on the value of stereo, and Joe Hayes maintains that the combination of stereo and 33's makes for a better level of music which the listening public appreciates. Joe Mason, who also runs a route for National, finds that adults want stereo and the better type of music it brings. "The teen-ager is still interested in the Twist and some rock 'n' roll, but," says Joe, "the grown-ups demand and prefer stereo with its finer sound quality."

But opinions among the operators differ, and Donald Foote, of Randolph, who finds collections ahead of last year, doesn't go in for contracts, although he says "they tell me I should." Foote says he's never found the need for contracts. He's also not too keen about 33's. "I don't go looking for them because I've never found much of a range in them," he adds.

Better Music Level

But while many operators still resist the 33's, there are quite a few like Denny Dolvin, of Springfield, who believes that they are responsible for a swing to a better level of music. Dolvin at-

tributes most of his increase in collections due to stereo, and points to five-pack albums like "Breakfast at Tiffany's" and "Stereo Action Unlimited" for putting business ahead of this period last year.

While some operators find both stereo and business not particularly good, one operator had this to say: "If business is as bad as some say, why is it that you can't buy a route? If one's for sale," he continues, "there are five guys ready to grab at it." There's always a good argument for and against stereo in the Boston area, but one distributor points out that there are at least upward of 3,000 stereo machines in use in the New England territory with the number increasing every week.

The upward or downward trend here is mostly a matter of the areas in which there have been industrial slumps. Unemployment, bad weather and income tax time are given as the reason where lower collections prevail. City redevelopment has also affected some city routes. Good programming, stereo and strict attention to business get credit for the upswing.

There are no significant changes in commissions or front money here, although there appears to be a definite rise in the number and size of loans to locations. The merger situation appears to be at a standstill. Those who have gone in with large concerns seem happy about the arrangement, but no new mergers have occurred in the last six months.

(Continued on page 54)

SURVEY SHOWS RECEIPTS RISE

NEW YORK—Juke box operators throughout the nation report that collections are on the rise, according to a survey conducted by *Billboard Music Week's* regional correspondents.

The survey, taken on the eve of the Music Operators of America convention in Chicago this week, indicates that during the first quarter of 1962, receipts were slightly ahead of the 1961 quarter, and that late April grosses were well ahead of the previous year.

Distributors generally report that sales are running ahead of 1961, and that operators are meeting payments on financed equipment. Delinquencies—a sure sign of bad business—are rare.

1962 Juke Box Collections on Upswing

Continued from page 53

MID-ATLANTIC

By GEORGE METZGER

PHILADELPHIA—The music business in this area has never been better.

This was the comment heard from most operators and distributors when contacted. A couple of coinmen admitted things could be better with them personally, but for music on a whole, it was going great guns.

"Philadelphia always has been a great music town," was the way one distributor put it. "While the 'fast' games might go over big in other areas, the juke box still prevails around here."

Record Quarter

Bill Adair, of Eastern Music Systems, the Seeburg outlet in this multi-State area, claimed the first three months of this year was the best quarter he has witnessed in 10 years. He backed this up by pointing to the fact that the Eastern shop was expanding due to the rush of business.

Adair said the reason for the boom in the music field was the 33 type of programming made possible by records. Several of the operators agreed with him. They said collections are up and believe the new kind of programming which is aimed at the adult market is responsible.

"Adults are 85 per cent of our market potential," a suburban operator pointed out, "so why should we give them the kid-type music? Whereas music boxes are playing in taverns every night now, they would probably be quiet if we had rock n' roll records on them."

Twist Still Strong

Everyone agreed that the exception to this trend to non-teenage music was the Twist. This is getting the big play in taverns and candy stores alike.

As for the method of paying the location, the guarantee method is widely used here. The 50-50 split is frowned upon.

"It took us a long time to educate these location people to the fact that if they let us keep the first \$12 or \$15 in the coin box and give them what's left it will work out better for them in the long run," one veteran of the music business said. "But it looks like we have done it. We tell them that if they do this for us, we will give them a new machine every year which will mean more plays. Now instead of getting half of say \$8 they are getting about the same as the operator with the \$12 or \$15 guarantee. I have a couple stops where I keep the first \$20. And the location still makes out well."

Diversification

There are very few operators left around these parts who are strictly music. They have diversified. Many have done so not because they wanted to or to make more money, but because location people prefer it this way. They would rather have one operator handling all the machines in their stores rather than one for the music, one for the pinball and a third for the cigaret machine.

And as is the case whenever collections soar, the purchasing of new equipment as opposed to old is on the upswing. The operators have a little more money and are putting it into their businesses.

As for the outlook for the rest of 1962, coinmen here are of the opinion they will be satisfied if things just stay the way they are—the music business is doing that well.

SOUTH

By ELTON WHISENHUNT

MEMPHIS—The first quarter of 1962 did not bring in as much gross income to operators as the same period in 1961, but operators generally expected a business pickup for the rest of the year and an increase by year's end over collections in 1961.

On the other hand, sales among distributors were up greatly—one reported a 25 per cent increase in sales and another 50 per cent.

These views were the result of a check of several operators and distributors on first-quarter business and anticipated business.

The survey also developed that an important trend is taking shape in the industry in Memphis and the Mid-South.

Enter Vending

More and more operators are entering the vending field. They're going into food, drink, cigaret, ice cream, candy, coffee and other vending.

Alan Dixon, general manager of S & M Distributing Company, noted that in his travels about the Mid-South much new industry over the years has provided locations which need various vending services and music and game operators are now more than ever finding this a fertile field.

"I have been noticing recently in Arkansas, Tennessee and Mississippi that many operators are entering vending," said Dixon. "Most of the locations are manufacturing plants."

One of the factors, also, is that Sammons-Pennington Company in Memphis has in the past year taken on several vending machine lines, in addition to music and games which it previously handled.

George Sammons, president of the company, said previously phonographs were his leading seller by far, but in the past year his vending machine sales are "running neck and neck" with phonographs. "Vending is here to stay," he said, adding that the over-all volume of his machine sales are up 50 per cent over what they were at this time last year.

Compact Model

Dixon, whose company does not sell vending machines, said his phonograph and game sales are up 25 per cent and attributes it to the new, compact model the manufacturer he represents brought out. He said it met with outstanding success with operators.

Parker C. Henderson, owner of Rainbow Amusement Company, predicted that this year will see "many operators going into vending" and felt that in a few years most all of them would be in some form of vending.

Henderson has a separate company he organized, General Vending Company. As to his music and game route, his collections for the first quarter are about the same as in 1961; he predicts 1962 will be a better year than 1961.

Increases Seen

Dixon, whose company is also an operator, reports a decline of 10 per cent in collections, but predicts an increase for the rest of 1962. Drew Canale, Canale Enterprises, Inc., reports a 20

per cent decrease, but also expects a better year for the remainder of 1962.

All operators interviewed did not use stereo records just to get stereo. None are using 33 singles much. All think they are coming in the future, but the change-over will take years—just as it took 45 r.p.m.'s about 10 years to replace 78's.

Trend to Ballads

The operators have noticed a trend away from rock and roll music to ballads, but also took note of the tremendous popularity of "Twist" records—which is similar, if not the same, as rock and roll music.

Operators have the same commission arrangement, 50-50. Also, some have minimum guarantees where necessary: on an average machine, \$5 a week; good used machine, \$10 a week; new machine, \$15 a week.

EAST CENTRAL

By HAL REVES

DETROIT—The first quarter of the year has been generally good for music operators here, a spot check of leading coinmen indicates, but nobody is overly optimistic. Reports of operators show an improvement of 5 to 25 per cent compared to the same quarter of 1961—coupled with the warning that a year ago the business was in serious depression and does not provide a safe basis of comparison.

The largest single source of depressive influence appears to be the long-range reconstruction going on in the central areas of the city. Highway construction continues to take large slices and sundry clearance and new building projects wipe out whole areas.

The result is that a significant number of locations have just vanished for operators who have long served the core of the city. At the same time, locations which remain have lost a large part of their regular patronage as apartments and homes have been torn down, and even industrial firms have moved out. This is a condition expected to continue, and pointing to a persisting depression likely until the areas are rebuilt.

Equipment Sales Up

Despite this mixed condition, operators are buying. Angott Distributing reports sales of both new and used juke boxes running way ahead of a year ago—solid proof of operator anticipations. This long-range investment in machines is the most substantial basis for optimism found in the survey.

The Detroit business has had a long period of quiescence and readjustment, with considerable turnover in owner personnel as well, but some evidence of an approach to stabilization is evident in the general attitude today.

Up-State operators are reported to be more optimistic than those in the city area. Reservations in the resort town sections are said to be heavy, forecasting a good resort business, which is very important to a large section of the State, with a boom condition possible.

Diversification

There is a spotty but evidently growing trend of operators toward broadening the type of route in order to make up for generally unsatisfactory music collections. This is taking the form chiefly of food and beverage vending, as well as candy units, in addition to the cigaret routes often operated by music men.

Symptomatic of this is the action of Angott, which recently

added cigaret machines for the first time after being a music distributor only for many years, in considering adding general vending distributorships.

Comparatively little change in major route ownership has taken place lately. The strong trend to big mergers of a year ago has stopped, but individual operators confide that a number may be in the offing.

Loan Problem

Financial arrangements continue to plague operators, with almost daily calls to larger firms by locations requesting loans—far more than a year ago. "With loan restrictions tightened, the demand is much greater," said Benjamin F. Davis, of Ray Music Company. "Operators try to discourage it, but up to this point we have to accept it as a part of the cost of doing business."

Commissions remain unchanged—usually at 50-50. Guarantees for the operator appear to be rare in the city now, but common up-State, with some operators there requiring it as a rigid policy before taking on a new location.

The nickel is still a common price in Detroit area juke boxes. Operators here have tried for 10 years to establish dime play, with considerable success, but many locations still will not accept it, and the lowly nickel finds good use. This is, of course, one significant contributing factor to the industry's parlous condition.

Legislative problems aren't too serious, despite the continuing long sessions of the Constitutional Convention as well as the Legislature. No renewed activity in the smaller towns in the way of license or other problems is reported in recent months.

Property Tax

One problem reported in Detroit itself is that of the personal property tax on machines. Machines which have long been scrapped are still being taxed by the assessors, according to Victoria Ferrell, of the Meltone Music Company, and it was necessary to file an appeal for which a hearing has been scheduled in an effort to get this situation corrected.

R & R still predominates in programming, operators agree, but Davis, whose firm operates in a good cross section of the city, says "People at last want to hear music again," noting some drop-off through the marginal locations still require R & R. Stereo is just about finished here, music men questioned agree, with the narrowness of selection available a contributing factor.

Single 33's are another story, occasionally doing very well, with every prospect of improvement if the range of selection is broadened. Ronnie Rogers, speaking for a major one-stop, reports much trouble getting records in 33's, but that the "artist of the week" promotion is doing well—when the disks are available.

MIDWEST

By NICK BIRO

CHICAGO—The story is told in France of the doctor roused from sleep to deliver a baby in the middle of the night. Upon returning home, he told his wife: "It was really worth while. Do you know who was born today? Victor Hugo!"

Perhaps no such sentiments accompanied the birth of the Twist, but without it, the entire juke box business, and perhaps even more so the singles business, would have been in much worse shape.

As it is, operators are continuing to come back from what was described as a mild recession in 1961.

Collections Rally

Although collections for the first quarter were down, due mostly to a severe winter, April was a good month and operators are expecting to finish the year well ahead of their previous year's gross.

The standard for commissions continues to be the 50-50 split, but there have been inroads. Earl Kies, head of Recorded Music Service Association, says that operators are making strides in getting minimum guarantees.

Kies notes the problem is not so much for newer equipment, which is usually in the top spots and pays its own way, as it is for the older machines.

Need Minimum

"We've tried to establish a minimum of from \$8 to \$10 for our own route, and find it usually permits us to break even. What a lot of people don't realize, it takes just as much overhead—service and new records—to keep up a machine making \$10 per week as it does one earning \$50."

Urban renewal was a big factor here about two years ago and still accounts for an annual decrease of from 200 to 300 taverns. As the population has gone to the suburbs, so have many operators. Kies estimates that during the past five years, Chicago has lost from 600 to 1,000 in total juke boxes, but the number has been equaled by a corresponding growth in the surrounding county areas.

A big factor with many operators here was the recent passage by city council of legislation prohibiting anyone with a liquor license from borrowing money from coin machine operators. Although still too new to be properly evaluated, the bill was looked upon by the trade as a good step toward ultimately ending the deadly "location loan" problem.

45 Single "It"

In the record department, the 45 single continues to be the industry standard. Neither stereo nor the 33-speed single has made any substantial inroad. Only exception is the "packs" put out by AMI and Seeburg, which operators have been buying at a steady pace.

For new hits, however, the 45-speed single is "it." In the words of one of the city's largest one-stop owners, "We don't even ask about stereo singles any more. We never really got them in any quantity and operators don't seem to want them either. Only the newer machines have the inter-mix feature, and operators feel, why should they buy a record that can go on only a percentage of their machines when they can buy one that will play on all?"

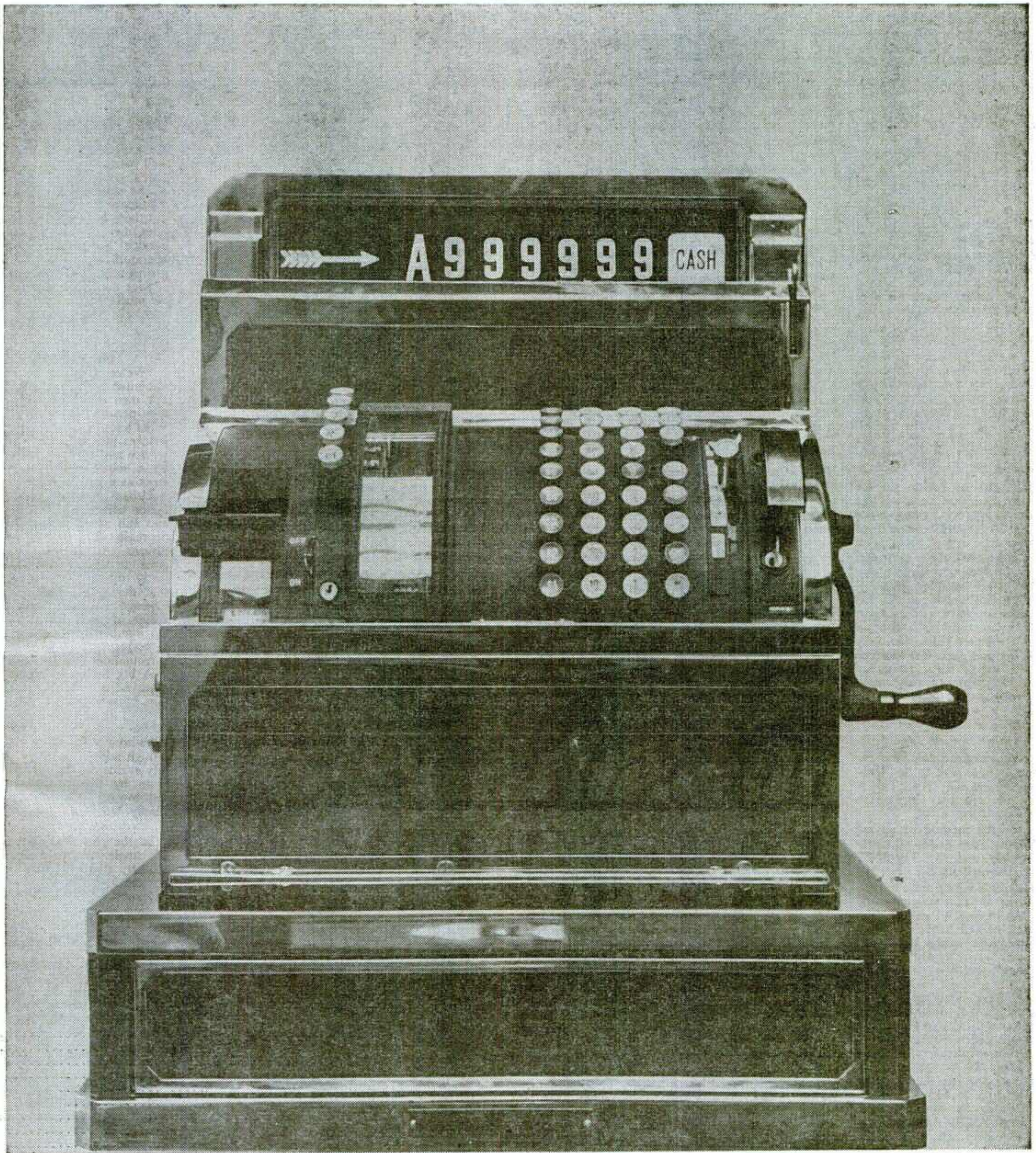
UPPER MIDWEST

By BENN OLLMAN

MILWAUKEE—First quarter reports from juke box operators and distributors reveal a drop from the previous year's volume. Most of the decline, as deep as 30 per cent in some reports, came during January and February. March and April receipts, however, indicate definite signs of improvement.

Operators all over the State suffered from one of the slowest winters in recent years. January and February's adverse weather conditions are blamed for the slump. Location traffic was sliced by the heavy snows, frequent blizzards and long spells of sub-zero weather. During January and February, bad weather

(Continued on page 56)



Think Money.

Artist of the Week Album Packages

Week of May 7—
LES PAUL and MARY FORD
 Warm and Wonderful (Columbia)
"BIG" TINY LITTLE
 In Person (Coral)

Every independent music operator is in business to make it. And when he has phonographs designed to *sustain* the excitement and interest of location customers, he makes *more* of it. Automatically. Today nothing beats the excitement of new SEEBURG DIRECTIONAL STEREO—true stereo *right at the phonograph*, even without remote speakers. And nothing keeps up customer interest like Seeburg's exclusive Artist of the Week programming. Think money? *Think Seeburg!*

SEEBURG

Directional stereo in 33 1/3 right at the phonograph

The Seeburg Sales Corporation, Chicago 22

showed up virtually on each week-end.

One example of the weather's effect on the coin business: ice fishing, a traditional traffic builder for taverns located near the lake areas, drew a blank for most of the winter. Bad weather kept ice fishermen away from the lakes and the numerous taverns fringing the fishing spots.

Sales Tax Hurts

Wisconsin's new 3 per cent sales and use tax has prompted operators to take a fresh look at their front money arrangements with locations. While gross receipts on juke boxes are not subject to the levy, the new tax has added to overhead. Everything the operator buys for his routes, from juke boxes to records, now bears an extra 3 per cent price tag due to the sales and use tax.

Most Milwaukee operators, to offset the new 3 per cent tax on equipment and supplies, now retain an additional \$1 off the top of each location's receipts. Some take \$1 on each machine at collection time; others utilize a dollar per location basis. This is in addition to the normal front money or guarantee set-up.

According to Sam Hastings, Hastings Distributing Company, president of the Milwaukee Coin Machine Operators' association, "Any operator here who isn't adding at least a dollar per machine front money today to cover the bite that the new sales taxes take out of his route receipts is fooling himself."

Programming

Route disk buyers report a continuing interest in rock and roll music. "But only those numbers that hit the first five or eight spots on the Top 40 charts," most buyers claim. The bulk of the route buyers still favor standards and "soft" music for their cocktail lounge and restaurant programming.

According to Eddie Kay, Mitchell Novelty Company, "The hardest job right now is buying the right records. We wait for requests from locations and follow their lead. We also pay a lot of attention to what the radio stations are playing."

Earlier reports of the trend to route diversification are not holding up. A good share of local operating firms have branched into cigaret vending. But very few have gone into other forms of vending.

Background Music Gains

Background music, however, continues to attract the interest of a growing number of operators. Most interest is in the up-State areas where competition is less keen than in metropolitan Milwaukee.

Despite the sputtering start in the first quarter of 1962, most juke box operators and distributors are convinced sunnier days lie ahead. Economic conditions, they claim, are showing good improvement.

ROCKY MOUNTAIN

By BOB LATIMER

DENVER—The Denver operators report that while collections are only a modest 5 to 7 per cent over last spring, they are thoroughly satisfactory; particularly in view of the fact that prices during 1961 held their own.

Much of the increases which 16 Denver operators report has come either from the new locations created by the city's expansion or else by modernizing routes with new equipment.

Distributors point out that new phonograph purchases for 1961 were better than 1960, and that such elements as the new compact size phonographs had a lot to do

with the decision of operators to install new equipment where possible.

Old Favorites

One of the most significant changes to appear in Denver in phonograph operations in many years was the almost across-the-board decision of operators to go into old favorites more heavily. Most stops now program 25 and even 50 old favorites where 10 or so was the limit two years ago, and find returns beefed up substantially.

One point which contributed to this, of course, has been the fact that very few people like twist music except "twisters" and consequently, operators are using old favorites instead of the rhythmic twist numbers.

Results have been so good that there is scarcely an operator in Denver who has not doubled his old favorite selections on many spots.

"Maybe people are playing them in self defense," Dan Keys, of Apollo Music Company, generally credited with starting this trend, indicated.

Denver's three one-stops generally agree with the "rise of the old favorite" collection importance.

Bulk Vending

Diversification is proceeding slowly. Around half of Denver's leading juke box operators are likewise vending cigarets, many have gone into small-scale vending on the 5-cent and 10-cent level, usually by mutual agreement with well-established location owners. Probably the most spectacular example of diversification came when Continental Music Company contracted to install six bulk vending machines in each of 33 Safeway Super Markets through the Denver area, the first such move to be made by a major phonograph operating organization.

Now it has meant adding another name to the pay roll, owners Don Akin and Bob Rothberg report themselves thoroughly pleased with the results.

There has been no all-out switch to cigaret vending, incidentally, such as appeared to be shaping up only a year or so ago. Most operators found that cigaret stops were very well spoken for, and were inclined to stay out of the field rather than tangle with vending route operators over location rights.

Location Loans

There has been little change in the problem of location loans, which continue to remain a thorn in the side of each operator attempting to expand his routes. Generally poor volume in established cocktail lounges and taverns have made it necessary for more owners to turn to phonograph operators for financial assistance.

Except for a flurry of action which indicated an increase in license costs two years ago, there have been no legislative actions in the Denver area for several years. None is expected, according to the legal counsel for the Colorado Music Merchants, Inc., Denver's dormant operator association.

Most operators are looking forward to an excellent summer, if for no other reason than the miserable winter of 1961-1962, which will undoubtedly bring many more people into the area to get away from it all.

SOUTHWEST

By O. R. ALLEN

DALLAS—Opinion of both operators and distributors in the Dallas area is that business in the music machine industry has been good for the first quarter of 1962 and that it will continue good.

B. H. Williams at B & B Vending Company said that collections were holding up, and that there has been a shift from the rock and roll type of music to the more

popular, especially to the old favorites.

Williams added that there was no basic change in the arrangements between operators and locations, that the operators are still plagued by the necessity of having to lend money to locations. He said that the practice was widely followed in the Dallas area.

He noted that a fairly good market for used music machines exists here, adding that buyers were usually available for the second-hand phonographs. This, he thought, was due to the fact that the market in this section is not flooded.

On this same subject, Abe Susman, at State Music Distributors, said that new sales are good and that used sales are fairly good. Most of the used phonographs, he said, go to the smaller locations.

Mrs. E. L. Certain, at Certain Music Company, noted that the music business is good. She said that it is not up noticeably from 1961, but that it was holding level on a fairly high plane. She attributes this popularity of the phonographs to the fact that a lot of good records have been, and still are available.

She said that the shift in their approximately 200 phonographs has been toward records with a country and western flavor, away from the out-and-out rock and roll.

PACIFIC

By SAM ABBOTT

LOS ANGELES—Business has been good for both the music and games distributor, and the operators this year and they see no reason why it should not continue, even increase, during the remainder of 1962.

Walter Cook, Los Angeles County operator who covers a variety of different types of locations, said that even during the last few weeks of the Lenten season, takes were "up a little." While he concedes that 1962 is not old enough to give too definite indications as to business, Cook feels that the year will be better than 1961. He has noted, too, that the more sedate music is gaining in popularity generally and that rock and roll and specific types of music are losing power.

Cook does not use stereo and, of course, has had no problems getting this type of recordings. He believes that to operate stereo puts him "in between" and he prefers to stick to the conventional.

Calmer Music

In nearby San Bernardino, Calif., Tex Nowka of Tex-Row Music found the takes on music around the end of Lent down but not appreciably. He attributed the slackening to "this time of the year." He, too, believes that the calmer music is gaining on the rock and roll. A believer in stereo, Nowka said that he could use these recordings "by the hundreds" if he could get them. Nowka limits his operation to music and games, and does not operate any vending, even cigaret machines.

Distributors of music and games in this area are looking forward to a good year. They base their predictions on the fact that, with some, 1961 closed slow but 1962 opened good. They feel that it will continue.

At Paul A. Laymon, Inc., Jimmy Wilkins, said that December and January were so-so. The company had strong business in both February and March with April taking up the upward trend. He reported that the firm had found a number of sales for reconverted equipment, particularly pieces for arcades. Wilkins added that operators were enthusiastic over the side-pocket pool tables.

(Continued on page 57)

Music Operators of America Program of Events

12th Annual Convention and Trade Show

May 6-7-8

Morrison Hotel

Chicago, Illinois

SUNDAY, MAY 6

Registration from 9:00 a.m.
Exhibit Hall open 12:00 noon to 9:00 p.m.
No formal meetings scheduled

MONDAY, MAY 7

General Meeting, 9:30 a.m. to 12:00 noon

1. Pledge of Allegiance to the Flag
2. Invocation by Reverend Patrick J. McPolin, Police Chaplain, St. Jude's Society
3. Welcoming Address, Mr. George A. Miller, National President of M.O.A.
4. M.O.A. Progress Report, E. R. Ratajack, Managing Director of M.O.A.
5. Introduction, Leo Kaner, National Tax Council of M.O.A.
6. Address by Mr. Samuel J. Michaelson, Chief of Audit Division, Internal Revenue Service
7. Address by Representative George P. Miller, Chairman of House Committee on Science and Aeronautics

Exhibit Hall open 2:00 p.m. to 7:00 p.m.

TUESDAY, MAY 8

The Copyright Story, 9:30 a.m. to 10:30 a.m.

Speakers: George A. Miller, President
E. R. Ratajack, Managing Director
Nicholas E. Allen, M.O.A. Legal Council

Record and Juke Box Industry Forum, 10:30 to 11:30 a.m.

Chairmen: Ren Grevatt and Aaron Sternfield, Billboard Music Week

11:30 to 12:00

"Country Music Guarantees Big Play"
Charlie Lamb, Publisher, The Music Reporter
"Juke Box Programming"
Dick Steinberg, Publisher, The Music Vendor

Exhibit Hall open 2:00 p.m. to 5:00 p.m.

Closing Night Banquet—7:00 p.m.

Artists (to date): Jimmy Dean, Columbia Records; Li'l Wally and His Harmony Boys, Jay Jay Polka Records; Tony Morell, MGM Records; Griff Williams Band, directed by Bob Kirk, Mercury Records; Norma Rivers, Vassar Records.

Presentation of "MOE" Awards

MOA Exhibitors

A C Automatic Services, Inc.	Booth #5, 6
American Shuffleboard Co.	64, 65, 66, 67
Bally Manufacturing Co.	50, 51, 52, 53, 54
Paul Bennett Co.	29
Billboard Music Week	Lobby Service Center
Capitol Records Distributing Corp.	9
Chicago Dynamics Industries	25
Cine Sonic Sound	76
Columbia Records	19
Commercial Equipment Co.	75
Continental-APCO, Inc.	46, 47, 48, 62
Decca Distributing Corp.	16
Dot Records, Inc.	17
Fischer Manufacturing Co., Inc.	4
Giepen Associates	68
Jay Jay Polka Records	11
Irving Kaye Co., Inc.	48a, 48b, 49
J. H. Keeney Co.	69
Koin Equipment Distributing Co.	31
Logan Distributors Co.	37, 38
M-G-M Records	18
McFadden Amusement Corp.	60
MOA Membership	45
Munves-Mencuri, Inc.	70
The Music Reporter	Lobby and #8
Music Vendor	44
Nail-Tone, Inc.	73, 74
National Rejectors, Inc.	1, 2
National Shuffleboard Co.	55, 56, 57
National Vendors, Inc.	30
Plaza Records	12
Smoke Shoppe Vending Co.	8, 21
Star Title Strip Co.	10
Strong-Arm Charley	59
Union Trust Life Ins. Co.	13
United Manufacturing Co.	32, 33, 34, 35, 36, 39
United Phonograph Corp.	40, 41, 42, 43
Urban Industries, Inc.	58
Valley Sales Co.	27, 28
Vassar Records	20
Wico Products	63
Williams Electronic Mfg. Co.	71, 72

Dean's 'Big Bad John' Racks Up Top Dollar

Jimmy Dean's Columbia recording of "Big Bad John" earned more money for juke box operators last year than any other disk, according to Billboard Music Week's 1962 Music Machine Survey.

However, its margin over Chubby Checker's "The Twist" on Parkway was a scant one vote. Tied for third place were "Fall to Pieces," with Patsy Cline on Decca, and "Fool #1," with Brenda Lee, also on Decca.

Other leaders were "Walk on By," with Leroy Van Dyke on Mercury; Lawrence Welk's "Calcutta Walk" on Dot; Billy Vaughn's "Wheels," also on Dot, and two records by Connie Francis on MGM, "Baby's First Christmas" and "Breakin' in a Brand New Broken Heart."

Rounding out the top 10 was "Mexico" by Bob Moore on Monument.

Other leaders were Joe Dowell's "Wooden Heart" on Smash; the Strings-a-Longs' "Wheels" on Warwick; "Tossin' and Turnin',"

with Bobby Lewis on Beltone; "Are You Lonesome Tonight?" with Elvis Presley on RCA Victor; "Michael," with the Lettermen on Capitol; "Walk on By," with Leroy Van Dyke on Mercury; "Hello Walls," with Faron Young on Capitol, and "He'll Have to Go," with Jim Reeves on RCA Victor.

Also named were "Travelin' Man," with Rick Nelson on Imperial; "Take Five," with Dave Brubeck on Columbia; "Exodus," with Ferrante and Teicher on United Artists; "There She Goes," with Jerry Wallace on Challenge; "Crazy," with Patsy Cline on Decca; "Never on Sunday," with Don Costa on United Artists; "My Heart Has a Mind of Its Own," with Connie Francis on MGM; "Tuff," with Ace Cannon on Hi; "El Paso," with Marty Robbins on Columbia; "Yellow Bird," with Arthur Lyman on Hi-Fi; "You're the Reason," with Bobby Edwards on Crest, and "Please Mr. Postman," with the Marvelettes on Tamla.

Miller's 'Mood' Heads Roster of Standards

Glenn Miller's "In the Mood" was the top-earning standard for the nation's juke box operators last year, as the RCA version of the classic was carried in a heavy percentage of the nation's music machines.

Top-earning standard tune was "Stardust," with the Miller version topping Frankie Carle's EP version on Columbia; Artie Shaw's RCA Victor recording, and Tommy Dorsey's RCA Victor release.

The other top-earning standards, as voted by the nation's operators in the 1962 BMW Music Machine Survey, were "Are You Lonesome Tonight?" with Elvis Presley on RCA Victor; "Yellow Bird," with Lawrence Welk on Dot; "Misty," with Johnny Mathis on Columbia, and "Paper Doll," with the Mills Brothers on Decca.

Also mentioned in the poll were "Ole Buttermilk Sky," with the Bill Black Combo on Hi; "Together," with Connie Francis on MGM; "Last Date," with Floyd Cramer on RCA Victor;

"Yellow Bird," with Arthur Lyman on Hi-Fi; "Harbor Lights," with the Platters on Mercury; "Autumn Leaves," with Roger Williams on Kapp, and "Tenderly," with Bert Kaempfert on Decca.

Also named were "Sentimental Journey," with Frank Sinatra on Capitol; "Sail Along Silvery Moon," with Billy Vaughn on Dot; "White Silver Sands," with Pete Fountain on Coral; "Lights Out," with Billy Vaughn on Dot; "Don't Take Your Love Away From Me," with Grady Martin on Decca; "Sugar Blues," with Clyde McCoy on Decca; "Paper Doll," with the Mills Brothers on Decca; "Blue Danube Waltz," with Carmen Cavallaro on Decca; "Casa Loma Stomp," with Glen Gray on Decca; "Josephine," with the Bill Black Combo on Hi; "Mood Indigo," with Floyd Cramer on RCA Victor; "Orange Blossom Special," with Billy Vaughn on Dot; "Tennessee Waltz," with Patti Page on Mercury, and "Begin the Beguine," with Artie Shaw on RCA Victor.

Checker's 'Twist' Easy Winner in R&B Class

Chubby Checker's "The Twist" on Parkway, which came within a hair of being voted the top juke box earner of 1961 by the nation's music machine operators, was far and away the leading revenue producer in the rhythm and blues category, according to the 1962 Billboard Music Week Music Machine Survey. "The Twist" got more first place votes than the next four contenders.

In second place was "100 Pounds of Clay," with Gene McDaniels on Liberty, followed by "Let the Four Winds Blow," by Fats Domino on Imperial, and "Moon River," by Jerry Butler on Vee Jay.

Also mentioned in the poll were: "Just Out of Reach" (Solomon Burke, Atlantic); "Hearts of Stone" (Bill Black Combo, Hi); "Tossin' & Turnin'" (Bobby

Lewis, Beltone); "You Can't Sit Down" (Phil Upchurch, Boyd/United-Artists); "Don't Be Cruel" (Bill Black Combo, Hi); "Let's Twist Again" (Chubby Checker, Parkway); "Will You Love Me Tomorrow" (Shirelles, Scepter); "Hit the Road, Jack" (Ray Charles, ABC-Paramount); "Midnight Special" (Jimmy Smith, Blue Note), and "Angel Baby" (Rosie and the Originals, Highland).

Also: "Cry, Cry, Cry" (Bobby Bland, Duke); "I Understand" (G-Clefs, Terrace); "Lovers Island" (Bluejays, Milestone); "I Don't Know Why" (Clarence Henry, Argo); "This Time" (Troy Shondell, Liberty); "Tower of Strength" (Gene McDaniels, Liberty); "Runaway" (Del Shannon, Big Top); "Mother-in-Law" (Ernie K-Doe, Minit), and "Please Mr. Postman" (Marvelettes, Tamla).

Blatt Calls For Unified PR Effort

The author, Willie Blatt, is one of the deans of the coin machine industry. Retired last year after more than 30 years in the business, Blatt devotes most of his time to the Miami Beach Police Athletic League and other civic projects. During his 30 years in the industry, his zeal in community affairs and his ability to identify the coin machine industry with charitable works have earned for him the name of "Mr. Public Relations."

By WILLIE BLATT

CHICAGO—In the 12 months that have elapsed between the last Music Operators of America convention and the one taking place right now, the coin machine industry has accomplished very little in the field of public relations. We cannot afford to become complacent about this record.

The coin machine operator must be made to realize that he cannot relax in his fight to improve his standing in the community, that in the long run he will benefit from it, and that it is wrong for him to adopt an attitude of "Let John do it" because eventually he will hurt everybody, including himself.

Every segment of the industry is to blame for some of the bad publicity that is heaped upon it. The industry must accept the fact that there is only one coin machine business and that every type of machine that is activated by a coin is regarded by the general public as a slot machine. The fact that one person operates games and another venders does not signify that one is a fine gentleman and the other a racketeer, as is evidenced by the formation of some of our largest public corporations now engaged in the game and novelty business.

The fact that Rep. Emanuel Celler continues to introduce his ASCAP bill should prove to each and every operator how important it has become to know your local legislator in every community, especially your national congressmen and senators.

As an example, let me ask—how many coin machine men actually know Congressman Celler or use his law office? How many belong to his political or service club? Did anybody try to sit down to explain to the people's representative and acquaint him with the actual condition the music machine industry is in today?

Francis, Presley, Lee Top Juke Box Artists

Connie Francis, Elvis Presley and Brenda Lee—in that order—were the artists whose records earned the top dollar for juke box operators last year, according to the 1962 Music Machine Survey of Billboard Music Week.

Miss Francis edged Presley by a narrow margin, while Miss Lee got about two-thirds of the total piled up by the winner.

In fourth place was Chubby Checker, followed by Patsy Cline. Tied in votes for sixth

were Fats Domino and Jimmy Dean. Lawrence Welk and Billy Vaughn were tied for eighth.

Others receiving votes in the poll were Kitty Wells, Bill Black's Combo, the Banjo Barons, Johnny Horton, Ernie K-Doe, Frank Sinatra, Jim Reeves, Faron Young, Rick Nelson, Ray Charles, Pete Fountain, Buck Owens, George Jones, the Highwaymen, Mitch Miller, Leroy Van Dyke, Sue Thompson, Bobby Darin, Joey Dee and the Marvelettes.

Ops Name 'Walk On By' As Best Country Disk

Leroy Van Dyke's "Walk On By" on the Mercury label was selected by the nation's juke box operators as their top country & western earner last year, barely edging out Jimmy Dean's "Big Bad John" on Columbia. The latter was voted by the operators as the top earner in all categories, according to Billboard Music Week's 1962 Music Machine Survey.

In third place was Faron Young's "Hello Walls" on Capitol, while Patsy Cline's "I Fall to Pieces" on Decca was fourth, followed by "North to Alaska" by Johnny Horton on Columbia.

Other c.&w. top earners were "A Six-Pack to Go," with Hank

President Kennedy, in one of his public statements, said that a serious crime is committed every 15 minutes and that each and every community must share the blame. This brings me back to a statement I made many times that "The best way to improve the coin machine industry's public relations is for each and every operator in his own community do the best he can for his neighbors, to participate in all or as many charitable movements as he can afford, and let everybody in the community know that he is a coin machine operator and has nothing to be ashamed of."

I recently read an article wherein the writer bemoaned the fact that the juke box is used as a prop in plays where the plot involves a crime. I maintain that this doesn't make the manufacturer, operator or location owned an unsavory person. The fact that many nefariously criminal plots and murders in fiction take place in night clubs doesn't signify that all the owners or operators of night clubs are sinister characters.

The need for better understanding has become a universal problem. It seems that everybody all over the world is of the opinion that whoever is engaged in the coin machine business is both a racketeer and a millionaire, that the coin machine industry consists of a conglomeration of bad characters who are making plenty of money and that they can easily afford to pay all kinds of excessive taxes, licenses and royalties, especially when neither the people nor the operators themselves will get together and fight for their rights.

To improve the image of the coin machine industry will require many years of constant work by thousands of operators all over the world, and I do not minimize those individuals who at one time or another contribute to the March of Dimes or give a used machine to a youth club; those things are only good for the day, but the next day or the next week, like yesterday's headlines, are soon forgotten.

What our industry is in need of are a hundred or a thousand retired or semi-retired men or women who will more or less dedicate the rest of their lives and take part in everyone of their community's charities or as many as they can, and stay with it come what may, for as long as it takes in order to get the public to regard us in a better light. This should eventually help change the image of the coin machine industry so that politicians and "do gooders" will stop using our industry as a scapegoat.

PACIFIC

• Continued from page 56

adding to the rosy picture for the year.

Equipment Sales

C. A. Robinson of the firm bearing his name declared that both new and used equipment were moving well. He added that new bowler sales had slowed but pool tables had spurred ahead to more than take up the slack. "If the first three months of this year are any criterion," Robinson said, "the year should be exceptionally good."

Marshall Ames, sales manager for Badger Sales, Seeburg distributors, said that sales had picked up in March and April after holding their own in February. "Operators have settled down and are now at work building their routes," Ames added. He said that the higher priced used equipment devices were selling better than those in the lower range.

Wurlitzer's branch has enjoyed strong sales in new equipment, reported John Scavarda, office manager. Used equipment in the cheaper items has gone well. Scavarda added that business was ahead of the same period last year. He explained that the firm handles music primarily and very few games.

Sales of both new and used equipment have been good at the local branch of the R. F. Jones Company, AMI distributors, Ed Wilkes, assistant manager, said. Price has had little effect on the operators, he explained, adding that "if they want and need it, they'll buy it." Wilkes feels that the general outlook on business has improved and that operators are now "building." On this basis, he looks for a good 1962.

MOA TURNOUT BEST IN YEARS

Ratajack Sees Role of Juke Box Secure; Discounts Dire Forecasts

By E. R. RATAJACK
MOA Managing Director

Many times in the course of our experiences with the juke box business we have encountered dire predictions of immediate disaster for this segment of the entertainment world.

Once it was radio that was going to run us out of business. The initial impact of TV led to another round of gloomy predictions. More recently "urban renewal" and "inroads of background music" are being pointed to as new beginnings of the end.

But the juke box persists and we predict will continue to survive as a medium of entertainment. It will continue to be a good business too, because it serves a purpose and a need.

Only a small segment of the population attends concerts or operas. These people attend by individual choice. They attend what they want to hear and enjoy. The balance of the people get their musical fare mainly from radio. However, the only voice they have in choice, is the on or off button on the set.

People love music, but not all of them love the same music. Some like it hot. Others prefer waltzes. Ethnic groups want polkas. Country music has its followers. Progressive jazz, rhythm and blues, classics and semi-classics, instrumentals and vocals—all represent choices of individuals and groups.

The juke box has become the American way of life because it caters to an American habit, freedom of choice. Youngsters may hear their favorite teen-age artist, their parents select tunes that remind them of their youth. The grandparents pick the tunes of their country of origin. The juke box is the only source of musical entertainment that offers programming suitable to all of these varied tastes. Most important, the musical taste of each individual is satisfied by the simple process of pushing a button.

As this taste for music will never die—the juke box will never die.

Paradoxically the juke box industry in performing this useful function has drawn upon itself much too much, unfair and unwarranted criticism. Operators are stunned by the continual accusations of

"underworld domination," "syndicate controlled," "legalized piracy," "billion dollar rich" and "racketeer." Operators are not only stunned, but also bewildered because they find very little evidence of such wrong doing in the business. Their bewilderment is lessened with a little research.

A search through files and history of this type of notoriety reveals that it began in the late thirties, at about the time the copyright societies made their first attempt to amend the Juke Box Section of the 1909 Copyright Act. Each year since then, the criticism and innuendo is timed to peak with the presentation of another bill aimed to collect fees from the operator.

The year 1962 is no exception. Operators are facing H. R. 70, the Celler Bill; the Thompson Bill, and the proposed over-all revision of the 1909 Copyright Act.

Timed to perfection is an article in the April issue of Atlantic Monthly—"Juke Box Piracy." It tells how a "shortsighted Congress" gave a supposed advantage to juke box operators. It follows of course, that the industry is "underworld dominated." The author also tells how operators play each record 5,000 times!—as against a cost of less than one dollar per record. Also issued recently is a booklet put out by the National Creative Arts Committee for Better Copyright Laws. The matter of Copyright is a long involved subject. Yet, this pamphlet covers only one point—the juke box. The words "the juke box syndicate," "well financed juke box lobby" and "piracy" are well sprinkled in the context.

The Music Operators of America is not just the oldest but the only agency within the juke box industry complex whose sole object and purpose is to defend the entire industry against unfair discriminatory legislation. It is MOA that makes public rebuttal to the constant stream of invective being poured upon our industry.

It is MOA that provides tax and accounting counsel. It is MOA that carries on a public relations service. It is MOA and MOA only, that keeps the operators welded as a group 365 days of the year.

In this the beginning of the 13th year of the existence of our organization we express complete faith in the industry and its future.

Diskery Relations to Get Close Scrutiny

By NICK BIRO

CHICAGO—The Music Operators of America rolls into its 12th annual convention here with advance registration of close to 600 operators and prospects of hitting its best attendance in several years.

Exhibitors, pegged at 40, represent a wide variety of firms including juke box and amusement game manufacturers, vending firms, record companies and various suppliers.

Several hot industry topics are slated for discussion. BMW's Ren Grevatt and Aaron Sternfield will moderate a panel devoted to juke box and record problems. Represented will be officials of both industries.

Copyright Covered

The perennial copyright problem will be raked over the coals with discussions by MOA president George A. Miller, managing director E. R. Ratajack, and legal counsel Nicholas E. Allen.

This year operators face what amounts to an attack on three fronts in the form of H.B. 70 (Rep. E. Celler's bill), the so-called Thompson Bill and the proposed over-all revision of the 1909 Copyright Act—all of which would end the traditional juke box exemption from copyright fees.

Tax and accounting problems will come in for their share of attention with discussions by Samuel J. Michaelson, Chief of Audit Division, Internal Revenue Service, and Leo Kaner, head of MOA's tax council.

Discussions Planned

The business sessions will also include a discussion on country music by Charles Lamb, publisher, *The Music Reporter*; and on juke box programming by Dick Steinberg, publisher, *The Music Vendor*.

MOA will wind up its three day conclave with its traditional banquet and floorshow, Tuesday (8) evening. Featuring will be the performances by record stars (with participation this year limited to record companies exhibiting at the show) and a "first" for this show—presentation of "MOE" awards to the outstanding single record, record company and record artist of the year.

A potentially explosive issue is this year's discussion on juke
(Continued on page 75)

Europeans Looking to U. S. For Resort Location Games

By OMER ANDERSON

ANTWERP—U. S. coin equipment—mainly games—will get its biggest play ever at European resorts this season.

A poll of operators in leading resort centers shows placing of American equipment is at an all-time peak. Operators were polled in Belgium, Holland, West Germany, France and Italy. Trade reports from Britain confirm the Continental trend to increased reliance on U. S. games.

U. S. equipment, new and re-conditioned, is arriving at this European coin machine crossroads in record seasonal volume. Trade sources estimate that U. S. machines valued at around \$500,000 were imported into Belgium in March, a record and a gain of 22 per cent over March 1961.

Near Record

The importation of American equipment is running at or near all-time peaks in West Germany and Italy, and France and Britain are providing strong, if not record, markets.

For the first time ever, U. S. pinballs are proliferating in West German North Sea island resorts. There are more U. S. bowlers than ever before at the Belgian resort of Knokke, and Italian Adriatic

resorts have discovered the U. S. bingo—but big.

Threat to Darts

In Britain, U. S. shuffle alleys threaten to displace darts as the games getting the biggest play at Bornemouth and Blackpool, and U. S. target games are popular in Holland.

Dirk Hoogedoorn, an operator at Scheveningen, the ritzy resort outside The Hague, reported, "European resort operators, judging from my conversations, are switching wholesale to American equipment for arcade games, if they hadn't switched before."

"I think all of us are now convinced it is unsurpassed, in fact largely unduplicated, by the European product. European producers, let's face it, have their strong points and their weak points, and manufacturing games is simply something the Americans do better."

Rimini, the Italian Adriatic resort, is opening the season with 35 bingos, which appears to be an all-time record for Italy. This is partially confirmed by Guiseppe Paternostro, an arcade operator who emigrated to the U. S. with his parents as a child and returned to Italy after the war.

"There is no doubt that American games are more popular than ever along the Adriatic," he re-

ported. "I find this is also true for other areas of Italy. Operators I have talked with all agree that the European public is demanding increasingly more sophisticated games; they are no longer satisfied with the soccer games produced on the Continent."

"I believe the public taste in games definitely has changed, and I believe it is obvious that the cause is the big advance in technology all over the world—the spaceships, nuclear power, television, and so forth."

Space Age

"People like to feel they are part of the space age even if they are only pushing buttons on arcade games. We find, for example, if they can contrive a space-sounding name for our games, such a name automatically boosts collections by anywhere from 7 to as high as 27 per cent a month."

Bowling has emerged as a high-brow sport in France, where leading literary lights such as Jean Cocteau are seen on the lanes hefting bowling balls. The full-blown game is booming coin bowlers all over the country, all of them of U. S. manufacture.

Biarritz, for example, is experimenting with bowlers and "les pinballs" this season to boost pa-
(Continued on page 75)

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.

SHOUT (Part I) AND SHOUT (Part II)	JOEY DEE & THE STARLITERS Roulette 4416
LOVERS WHO WANDER AND (I WAS) BORN TO CRY	DION Laurie 3123
HIDE NOR HAIR AND AT THE CLUB	RAY CHARLES & HIS ORK ABC-Paramount 10314
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
I CAN'T STOP LOVING YOU AND BORN TO LOSE	RAY CHARLES ABC-Paramount 10330
TEACH ME TONIGHT AND WHEN THE LIGHTS GO DOWN LOW	GEORGE MAHARIS Epic 9504
SCOTCH AND SODA AND JANE JANE JANE	KINGSTON TRIO Capitol 4740

Williams New Coquette Has Moving Target



COQUETTE

CHICAGO — Coquette, new two-player pinball game with moving target, was bowed by Williams Electronic Manufacturing Corporation last week.

The moving target scores 100 points when lighted. Other features include:

Four advance bumpers and two rollover buttons that change values of the eject holes at random.

A and B targets that double the eject hole values.

Top rollover buttons that light two jet bumpers for 10 points.

Coquette also has a match feature for bonus scores, Plastikote finish, three or five-ball play, slug rejector, locked coin box, single or twin coin chutes, and stainless steel mouldings with chrome covers.

Massachusetts Ops Denied Chance to Pay Game License

SPRINGFIELD, Mass.—Amusement game operators in this area have a dilemma on their hands. They want to pay a license fee to operate their games, but the licensing board won't let them. The State law calls for such a license, the Supreme Court ruling calls for a license to operate amusement games, the police are beginning to crack down, but the license board ignores the whole thing.

About nine years ago all amusement games were banned from the city of Springfield, but little by little, over the years, games began to appear here and there. The fact that they were unlicensed didn't seem to bother anyone. Recently, however, in the first such case, police arrested one operator for having an unlicensed pool table and he was fined \$25.

The operators have retained the services of attorney William Walsh who is attempting to persuade the licensing board to issue licenses in accordance with the State law. The board appears to feel that such a move is unnecessary and that if it sits tight the whole problem will disappear. It has been reported that the board members find difficulty in defining an amusement device and would prefer not to get involved.

Meanwhile, the \$25 fine is in the process of an appeal, with the operators, who are more than willing to pay the fee, running the games with understandable apprehension and wondering where the police will strike next.

For Prime Locations HALF DOLLAR ACCEPTOR with SELECTIVE NICKEL CHANGE-MAKER!

ELECTRONIC!

- Accepts half dollars, quarters, dimes, nickels.
- Returns change in nickels with pack of cigarettes upon deposit of half dollar or two quarters, i.e., 30¢ price pack and 4 nickels; 35¢ price pack and 3 nickels, etc.
- Capacity in nickels: 680 (115 nickels per tube).
- When changer is empty—illuminated sign indicates: "USE CORRECT CHANGE ONLY."
- 50¢ merchandise can be vended upon insertion of any denomination of coins totaling 50¢.

"Easy Loading"
Accessory
Available
For Both Changers!



EXCLUSIVE WITH Smokeshop THIRTY-SIX TWENTY-SEVEN EIGHTEEN CIGARETTE SALESMEN

For Cut Price Locations SELECTIVE PENNY CHANGE-MAKER!

ELECTRONIC!

- Accepts quarters, dimes, nickels.
- Delivers change in pennies, with as many as four different prices in one machine.
- Change of one connector allows change of price.
- Capacity in pennies: 1600 (270 pennies per tube).

New equipment that quickly pays for itself in "Saved" and "Extra" sales. Now you can tailor your cigarette vendor to the type of location for maximum success. Both change-makers are selective! Proper change is returned with each pack . . . from one to four coins, depending on the pre-set price of the selection. Up to four prices may be set up in a machine. The tubes empty one at a time—only one partially filled tube to count for inventory. Easy loading device available. Only one screw to remove to lift unit out. Opens completely new vending fields and strengthens your present location!

CONTACT YOUR SMOKESHOP AREA REPRESENTATIVE OR WRITE, WIRE OR CALL!

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THE WURLITZER CO.
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THE HOTTEST
SELLERS FOR CAPSULE VENDING!

WEIRDIES IN THIS SERIES

The BEST in the 10¢ field!
THE 5¢ CAPSULE SERIES CONSISTS OF:
Rat, Spider, Alligator, Bug-In-Cube, 3 Bugs.

PLASTIC PROCESSES, INC.
83 HANSE AVE., FREEPORT, N.Y.

BILLBOARD MUSIC WEEK | BULK VENDING

OP FINDS CANDY WHETS GARAGE STOP APPETITES

LOS ANGELES — Even though he continues to offer peanuts at almost every location, there has been a decided trend toward candy items in bulk vending machines, according to Norman Clark, bulk vender with headquarters in Hollywood. Clark uses triple-head stands in most of his spots, one peanuts, one beebees and one jellybean unit. In each case, he has found, since early 1961, that the sweet tooth items consistently growing in the land are now actually outselling peanuts.

What apparently fills the bill best is the combination of a hard-finished candy which won't melt easily in the customer's hand, and which retains the appetite-whetting advantages of a soft center—which is true of both beebees and jellybeans, of course.

Running extensive surveys of his own, the Los Angeles operator has found that a tendency toward younger employees in service stations has had a lot to do with it.

"It's no secret that in some spots the employees of a big super service station actually account for more pennies in the machine than the service station's regular customers," Clark said. "Thus it pays to give a lot of attention to what the local employee himself has to say about his taste."

Three Plead Innocent In Vending Unit Fraud

MINNEAPOLIS—A former detective here and two other men pleaded innocent in Federal District Court here to fraud charges in an alleged \$100,000 mail scheme involving sales of vending machines.

The ex-detective, B. F. McLaughlin, 47, Curtis L. Johnson of this city and Frank E. Cooke of suburban Bloomington were released on bonds of \$1,000 each pending trial.

They were among seven Minneapolis area men indicted by the Federal Grand Jury on seven counts alleging fraud. Two previously pleaded innocent and two other men still face arraignment.

The federal postal authorities claimed the men took in more than \$100,000 through the misrepresentation of cigar and cigaret vending machine and radio and television tube-testing machine operations since 1957. They are accused of using four firms as part of the fraud scheme.

Superman Action Rings Are HOT!

ONLY \$14.00 PER 1,000 FOB FACTORY OR YOUR WAREHOUSE

official SUPERMAN ACTION RING

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King & Co. 2700-2 West Lake Street Chicago, Ill.
Swift Vending Supply Co., Inc. 2817 West Davis Dallas, Tex.
Star Vending Supply Co. 4327 Calhoun Rd. Houston, Tex.
Northwestern Sales & Service Co. 446 West 26th St. New York 18, N. Y.
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VICTOR VENDING CORP.
5701-13 W. Grand Ave.
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German Beer Drinkers Take to Pretzel Vender

STUTTGART, W. Germany—Bulk vending operators in this stronghold of the pretzel are experimenting with a pretzel bulk vending machine designed especially for placement at beer gardens.

Despite the fact that Germany is the home of the pretzel, there has never been a serious attempt hitherto to bulk-vend pretzels. In the meantime the Germans have begun vending everything from flowers to nylons, and a machine has now been devised for pretzels.

The Germans prefer the large economy-size pretzel, which resembles a small loaf of bread. This pretzel is regarded as prime vending prospect, one such pretzel and a glass of beer making a meal.

Experimentation with pretzel bulk vending is based in part on the fact that German beer intake is at an all-time high, and that sausages are now suspect with an increasing number of beer drinkers because of their cholesterol content.

Although few Germans will admit it, this nation is becoming diet conscious. The well-padded burghers are slowly becoming calorie-conscious, and the trend is toward a more slenderizing diet.

Few Germans will as yet consider reducing their beer intake, but they are substituting pretzels for sausages. Furthermore, increasing costs and the labor scarcity is leading more and more potatory parlors to suspend food service and substitute pretzels.

The pretzel vending machine, which is placed and operated along the same lines as a peanut bulk vending machine, is aimed at capitalizing on the national trend toward calorie and cholesterol reduction.

Manufacturers of the pretzel machines believe there is a huge potential market for the machine, in the U. S. as well as West Germany.

Oak Names N. Schiro Louisiana Distributor

NEW ORLEANS — Nicholas Schiro has been named Louisiana distributor for the bulk vending machine and supply line of the Oak Manufacturing Company, Sid Bloom, Oak secretary-treasurer, announced last week.

Schiro, with offices at 440 Sharon Drive here, is a veteran operator.

Buy OAK for your PROFIT LINE!

MANUFACTURING COMPANY, INC.
11411 Knightsbridge Ave., Culver City, California

EPY-GUGGENHEIM, INC.
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Visit Our Booths 37 & 38, MOA CONVENTION.

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Northwestern SUPER 60

- NO BREAKING
- NO CRUSHING
- NO MISSING

Try one Learn why other operators find the SUPER 60 their favorite capsule vender

Getting the Northwesterner? It's a newsy magazine. Ask to get on our mailing list. It's free!

WIRE WRITE OR PHONE.

Northwestern CORPORATION
2521 E. Armstrong St. Morris, Ill.
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Depth in Reserves Can Keep Locations Happy

LOS ANGELES — Six spares ready - filled with ball gum, charms, peanuts, bridge mix and candy corn are practical insurance against location owner ill-will for Leo Needham, veteran operator here.

Operating with a step-in laundry-truck van, Needham regularly exchanges filled heads on most of his stops, but realizes that frequently, with heavy rains the worst offender, a machine will go out of order. Instead of having to take the time to make repairs on the spot, Needham keeps his standby machines ready for immediate delivery to the location and whisks the old unit away for repair in his well-equipped shop in the Hollywood industrial district.

"Some of the machines have only been out half a dozen times in a year," he said, "which might represent a considerable tie-up in equipment. In return for the good will received, however, I believe that always having a replacement machine handy means more.

Busy location owners like to see their machines in operating condition, and when I show up a few minutes after a telephone call comes in, with a replacement, I create the sort of impression which keeps them glad to do business with me."

Each of the replacements is a brand-new, tip-top vending machine.

Pennsylvania State Revenue Dept. Adds to Arrow Co. Financial Woes

PHILADELPHIA—The defunct Arrow Vending and Distributing Company here had new worries placed on its still piling woes last week when the State of Pennsylvania placed an assessment of \$762,450 against it.

The assessment is based on claims by the State of unpaid cigaret taxes.

The action was taken by the State Revenue Department on the advise of the Justice Department

(Continued on page 62)

The SUPER SIXTY Capsule Vender*
The ultimate in quality Capsule Merchandising.
Vends any item which can be placed in a capsule.
5c, 10c and 25c.
*With QUICK-TACH at slight extra cost.

BIRMINGHAM VENDING COMPANY
540 Second Avenue North, Birmingham 4, Alabama
Phone: FAirfax 4-7526

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
COMPANY _____
ADDRESS _____
CITY _____

Fill in coupon, clip and mail to:
KING & COMPANY
2700 W. Lake St. Chicago 2, Ill.
Phone: KE 3-3302

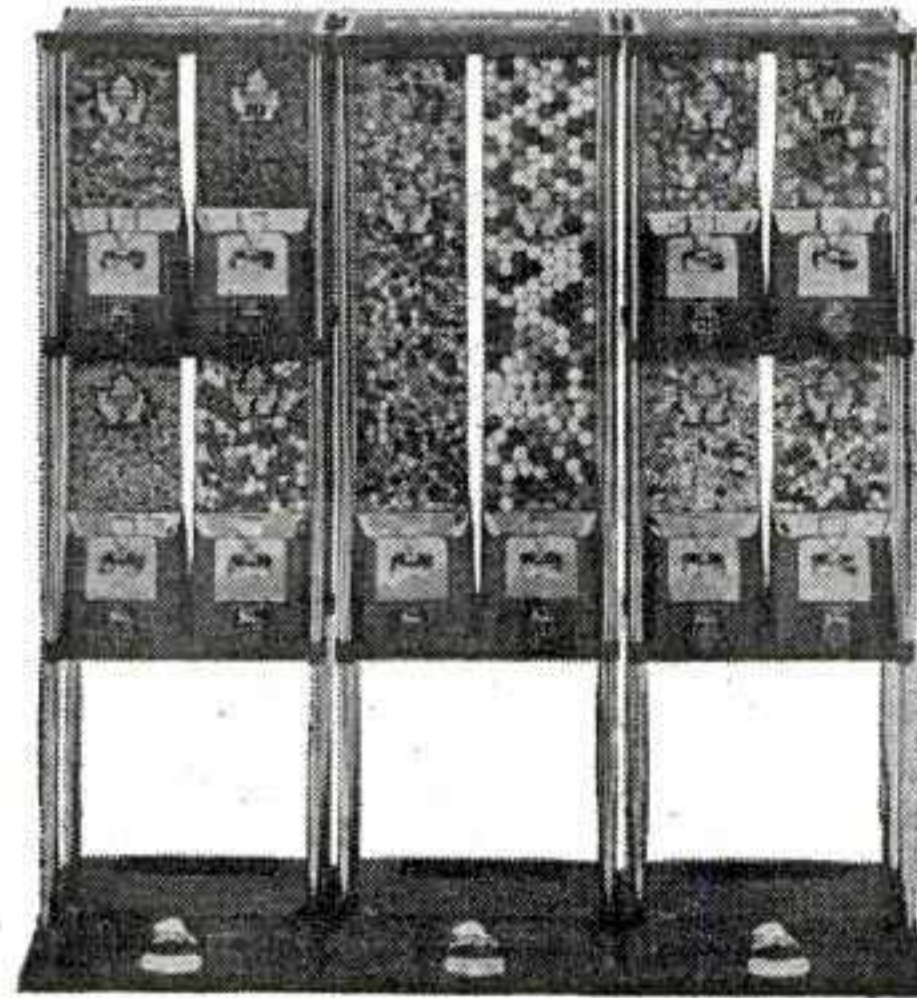
We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1¢ Tab Gum, 5¢ Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk, Panned Candies; 1 Hersheys 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.



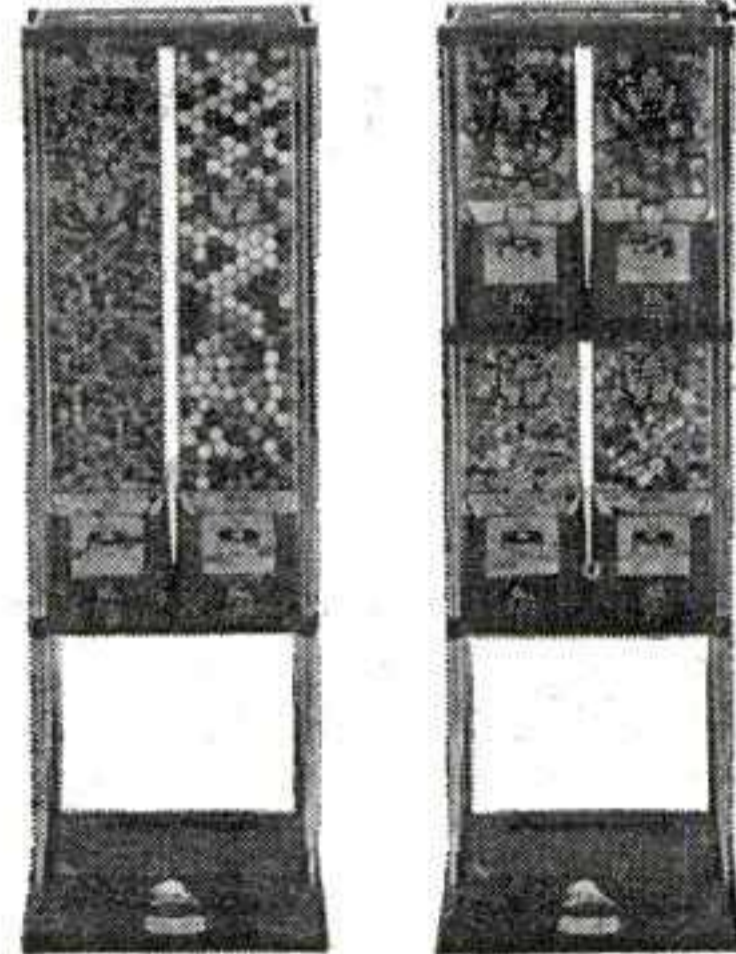
ANSWERS TO THE OPERATORS DREAM

- HAS BUILT-IN CASH BOX
- MULTIPLE VENDING WITH MINIMUM FLOOR SPACE
- QUICK AND EASY TO SERVICE



MARK I DELUXE CONSOLE
Contains 3 Complete Sections, 10 Units

BEAVER MARK I (waterproof)



Contains 2 Units

Contains 4 Units

PLEASE SEND ME YOUR LARGE CATALOGUE WITH PICTURES AND PRICES OF YOUR COMPLETE LINE OF BEAVER BULK VENDORS

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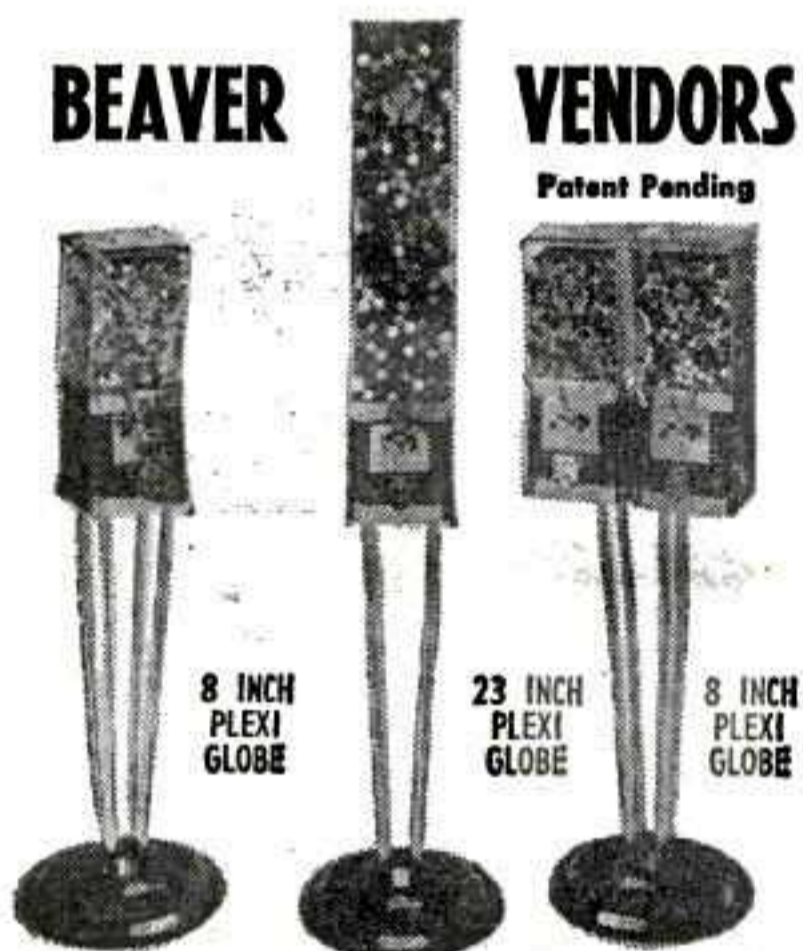
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BEAVER VENDORS

Patent Pending



Shown above: Deluxe Beaver 8-Inch Plexiglass and the Super-Deluxe Beaver 23-Inch Plexiglass.

CAMPBELL VENDING, INC.

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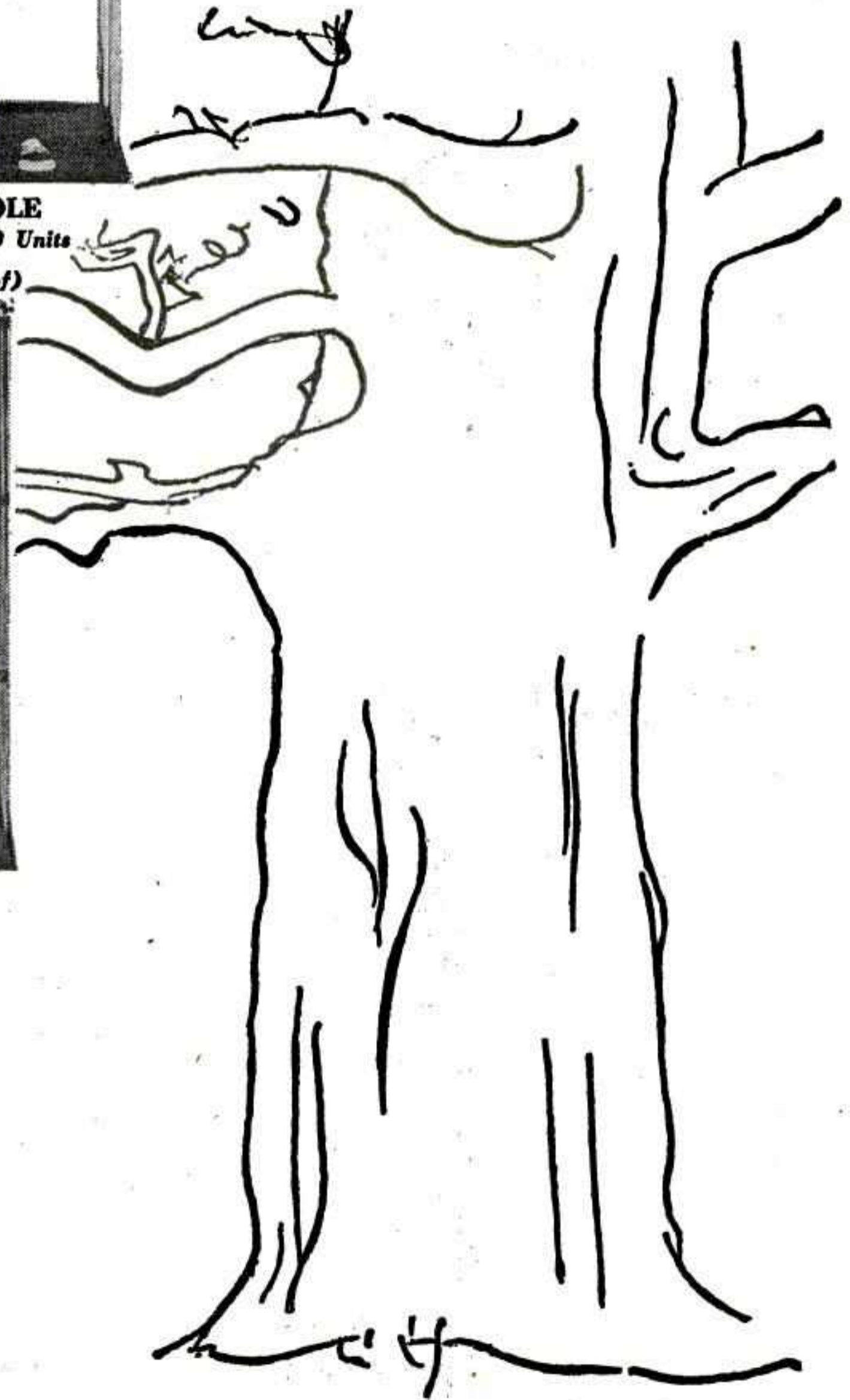
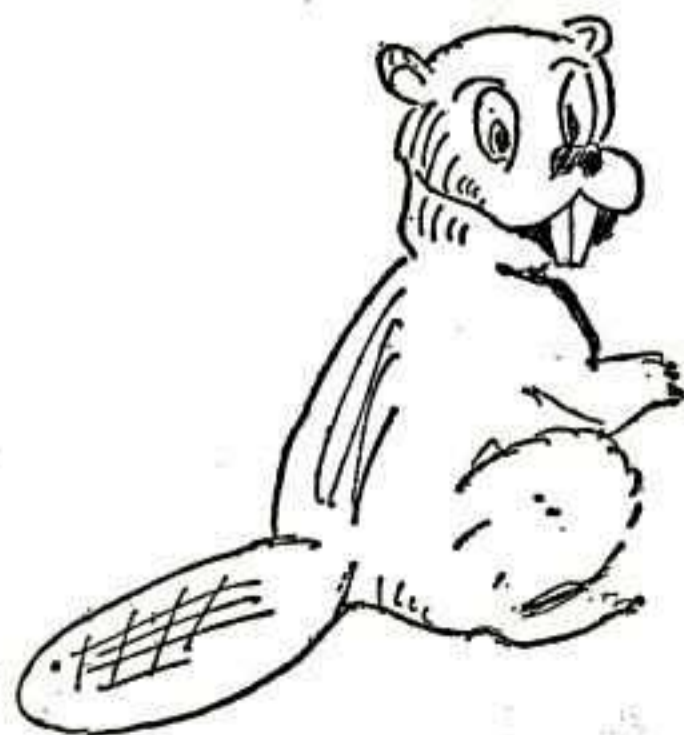


Exhibit Supply Co. Shows Two New Units at MOA Convention

CHICAGO—A new plastic laminating machine and a 2-cent mechanical vacuumatic card venter are being introduced by Exhibit Supply at the Music Operators of America convention at the Morrison Hotel this week.

The Laminating unit has such

features as a fully enclosed, self-sharpening trim knife, new vacuumatic vending principle, new roller-type laminating process, and is available with dime or quarter chutes.

The card venter is all steel, has large cash box, tamper-proof coin



EXHIBIT CARD VENDER



EXHIBIT LAMINATING MACHINE

modern careers

... is today's strength—Navy, Electronics, Radar, Guided Missiles... careers of the future.

NAVY

IMMEDIATE DELIVERY

NEW VICTOR L. C. TOPPER

1c Mechanism
New large capacity for 1175 BALLS of 100-COUNT GUM
Equipped with De Luxe base. Standard base optional at same price.

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

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MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LOngacre 4-6467

Great Time Saver COIN WEIGHING SCALE

1c or 1c & 5c Combination

Weighs \$10.00 in pennies, \$30.00 in nickels. Springs are precision calibrated. Heavy metal base. Glass-covered dial protects pointer when in use.

\$22.00

Complete With Sturdy Carrying Case
ORDER TODAY
1/2 Dep., Bal. C.O.D. F.O.B. N.Y.
Distributors, Write for Prices

J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

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MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c \$14.50
N.W. Deluxe 1c or 5c Comb. 12.00
N.W. 10-Col. 1c Tab Gum Machine 18.00
N.W. Model 233, 1c Porc. Con-
verted for 100 ct. B.G. 6.50
Silver King 1c B.G. or Mdse. 8.50
ABT Gums 30.00
Mills 1c Tab Gum 12.00
Model #33 Peanut, 1c 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 Mix55
Pistachio Nuts, Sheik, Red50
Cashew, Whole45
Cashew, Butts60
Peanuts, Jumbo35
Spanish35
Mixed Nuts57
Baby Chicks32
Rainbow Peanuts32
Bridge Mix32
Boston Baked Beans45
Jelly Beans28
Licorice Gems28
M & M, 500 ct.47
Hershey-ets47

Rain-Bio Gum, 72 ct. \$.32
Malt-ette, 100 ct., per 10035
Rain-Bio Ball Gum, 140 ct., 170 ct.,
210 ct.32
Rain-Bio Ball Gum, 100 ct.34
300 lb. minimum prepaid on all
Rain-Bio Ball Gum.

Adams Gum, all flavors, 100 ct.45
Wrigley's Gum, all flavors, 100 ct.45
Beech-Nut, 100 ct.28
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

THERE ARE BIG PROFITS IN

GUM

GET YOUR SHARE WITH

Northwestern

PACKAGE GUM VENDOR

This amazing vendor is a sure bet for big gum profits. A rotating merchandise drum with five columns vends a total of 95 standard nickel packs. "Visidome" display top attracts sales.

STAMP FOLDERS, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

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GIVE TO DAMON RUNYON CANCER FUND

Servicing is Simplified with the

Northwestern SIXTY

With QUICK-TACH at slight extra cost.

... Easy to Service
... Easy to Clean
... Time Saving
... More Profit

Complete line of machines, parts, stands, supplies, ball gum, charms and capsules.

Cleveland Coin Machine Exchange, Inc.
2029 Prospect Ave., Cleveland 15, Ohio
All Phones: Tower 1-6715

DO THE TWIST... the FLICKER ACTION Way

TWIST RINGS

for heated action. Only \$12.50 per M for 5 M or more.

SURE LOCK, the perfect capsule. Patent No. 2762411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

FREE Illustrated Sheets on all Features Charms, Rings and Bulk Charms.

The PENNY KING Company

2534 Mission Street, Pittsburgh 3, Pa.
World's largest Selection of Miniature Charms

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
COMPANY _____
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CITY _____

Fill in coupon, clip and mail to:

H. B. HUTCHINSON, JR.
1784 N. Decatur Rd., N.E. Atlanta 7, Ga.
Phone: DRake 7-4300

We handle complete line of machines, parts & supplies.

Pa. Revenue Dept.

Continued from page 61

which conducted a three-month investigation of Arrow's operations. The revenue unit is demanding \$718,530 in unpaid taxes for the period of January 10 to July 10, 1961, and \$43,920 from July 10, 1961 to January 4, 1962, plus 6 per cent interest and penalties.

Unless Arrow makes settlement, the State will place a lien against its assets. The State is basing its claim on Arrow's inability to satisfy it that 1,200,000 cartons of cigarettes which disappeared from the firm's warehouse were shipped out of the State, and thus becoming exempt to the Pennsylvania tax.

The federal government has filed a \$2.9 million income tax suit against the firm.

SCARE EMS

(T.M.)
Going Stronger Than Ever!

Operators report machines are emptying faster than ever.

For the best results use the best!

LARGE FROG (with dangling legs)—Only \$36.00 per M Capsuled
LARGE CRAWFISH—Only \$36.00 per M Capsuled
JR. SCARE EMS—Only \$30.00 per M Capsuled
Large SCARE EMS—Only \$45.00 per M Capsuled
New Six-Inch WORM, assorted colors—Only \$36.00 per M Capsuled

Write for prices and many new items.

PAUL A. PRICE CO., INC.
55 Leonard Street, New York 13, N. Y.
COrtland 7-5147-8

mechanism, and is available with single or twin stands. Exhibit furnishes 3,000 cards with each card venter free. A stock of 50 different card series are also available.

AMI MUSIC FOR QUICK SALE

All Perfect Ready to Go

7 6-200	Each \$250.00
1 H-200 E	395.00
7 H-120	350.00
2 H-100 M	275.00
6 I-200 E	495.00
4 I-200 M	395.00
11 I-120	445.00
1 J-200 E	595.00
5 J-200 M	495.00
7 J-120	525.00
1 Continental #1 200 S	745.00
3 100-M Lyric	595.00
1 K-200 A	725.00
4 K-120	745.00
8 K-100 AS	745.00
1 K-100 A	695.00

All Prices Quoted Crated F.O.B. Phila.

WIRE—PHONE—WRITE TODAY
Send for Complete Lists
ARCADE—GAMES—BINGOS
RIDES—MUSIC—etc.

DAVID ROSEN

Exclusive A M I Dist. Ea. Pa.
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RED HOT!!
OAK'S 10c CAPSULE VENDOR and SCARE EMS

The perfect combination for 10c vending. Takes in \$30.00 when empty. 300 SCARE EMS and 1 OAK Capsule Vendor.

Only \$31.95

Order now and start in 10c vending at once.

BULK MERCHANDISE

	Pack	Per
	Lbs.	Lb.
Cashews, 450 ct., whole	30	.62
Mixed Nuts	30	.53
Spanish Peanuts	30	.31
Virginia Splits Peanuts	30	.28
Rainbow Peanuts (Candy)	30	.28
Boston Baked Beans	30	.28
Licorice Lotuses	30	.28
Confection Mix	30	.28
Jumbo Pistachios, Red	30	.49
Medium Pistachios, Red	30	.40
Small Pistachios, Red	30	.37
Leaflets (M&M Style Candy)	25	.27
Tenny Jelly Beans	30	.25
Cherry Corn	30	.25
Hersheyettes	25	.47
Chiclic Base Cub Chicks 520	30	.42
Chiclic Base Cub Chicks 320	30	.42
Rainbio Tobby-Lets 520	30	.42
Sugar Pops (Bulk Candy)	24	.40
Maltettes (Ball Style, 100 Ct.)	15	.35

BALL GUM VARIETIES

	Pack	Per
	Lbs.	Lb.
140-170-210 Rainbio Gum	25	.33
Rainbio 100's Centuries, Ass'd.		
Colors—Grape, Cherry	18	.34
Rainbio Screwballs, 100's	18	.35
Rainbio 1/2 Chiclic 140	25	.41
Rainbio Baseball 100's	18	.35
Cherry 210 Count	25	.32

(ORDERS: 300 lbs. or more shipped prepaid from factory only. Full cash with order, no C.O.D.'s.)

Adams, Wrigley's, Beech-Nut Brands, 1c, 100's. Per Box47

RECONDITIONED & REFINISHED VENDORS

N.W. Model 49, 1c or 5c Bulk	\$13.50
N.W. Model 49, 1c Ball Gum	13.50
Silver Kings, 1c or 5c Bulk	8.50
Columbia Model 2M 5c Bulk	8.50
N.W. 5-Col. 5c Pkg. Gum	21.50
Columbia Model M 1c Bulk	7.50
Mills & Col. 1c Gum	14.50
Columbia Mod. A 1c Peanut	4.95
Atlas 1c-5c Comb. Ball Gum	13.95
Victor Baby Grand, 5c Cap.	22.50
3-Col. 5c Trading Cards	11.00
Stands for Above, Ea.	5.00
Acorns, 1c or 5c Bulk	11.00
Silver King 5c Hot Nut	13.50
Ajax 5c-10c 3-Col. Bulk	39.50
Premier 1c Card Vendors	14.50
2-Col. 5c-10c Stamp (Folder)	13.00
Master 1c-5c Bulk Vendor	10.00
Master 1c Bulk Vendor	7.50
Model V 1c Ball Gum	8.50
Victor Univ. 1c Jumbo Ball Gum	7.50
Victor Baby Grand De Luxe B/G	9.95
Victor Toppers 1c Ball Gum	11.00
Victor Toppers 1c Cabinet	11.00
N.W. 10-Col. 1c Tab & Chiclic	21.50
Columbus Model A, in lots of 10 or more, Ea.	3.95

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Rake Coin Machine Exchange

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Edward Ginsburg

“ We have always considered Billboard representative of the coin machine industry on an international level. ”



Nathan Feinstein

Atlas MUSIC COMPANY

2122 NORTH WESTERN AVENUE • CHICAGO 47 • ARMITAGE 6-2002

December 1, 1961

Mr. Richard Wilson
Billboard Music Week
188 W. Randolph St.
Chicago 1, Illinois

Dear Dick:

We have always considered Billboard representative of the Coin machine industry on an international level. Our weekly advertisement in Billboard covering a span of more than 27 years confirms this belief.

The substantial increase in our export business is attributable not only to our ability to supply equipment that satisfies customers all over the world, but to the arm that reaches them via our ad--BILLBOARD. Inquiries from countries as far removed as Ghana, Mozambique, Japan, Hong Kong, to name a few, invariably mention having seen our ad in Billboard.

Prospective buyers as well as customers, have come to learn that Billboard advertisers are reputable, well established companies of integrity and substance, and that they can order with the assurance that equipment will be shipped as represented. This is one of the reasons why we at Atlas Music have increased the number of customers who are importing phonographs from us.

Our program to reach the expanding export market in coin machines includes a continuation of our regular weekly advertisement in Billboard supplemented by other advertising media.

As pioneers in the coin machine industry, we have watched and participated in its outstanding growth. Billboard is to be commended for its part in generating confidence and fostering good will among coin machine buyers all over the world.

Sincerely yours,

ATLAS MUSIC COMPANY

Nathan Feinstein
Nathan Feinstein

“Our weekly advertisements covering a span of more than 27 years confirms this belief.”

“Substantial increase in our export business is attributable . . . to the arm that reaches them via our ad--Billboard.”

“Inquiries from countries as far removed as Ghana, Mozambique, Japan, Hong Kong, to name a few, invariably mention having seen our ad in Billboard.”

“Our program to reach the expanding export market in coin machines includes a continuation of our regular weekly advertisement in Billboard. . . .”

Shown is a reduced reproduction of a typical Atlas Music Co. advertisement.

ATLAS . . . Reconditioned—Guaranteed
MUSIC • GAMES • VENDING

VENDING	MUSIC
ROWE L-1000, 4 Flavor . . . \$595	A.M.I. J-200 E (50c) . . . \$445
ROWE COMMANDER, 11-Col. (Man.) . . . 95	A.M.I. F-120 . . . 225
ROWE AMBASSADOR, 14-Col. Cig. . . 175	A.M.I. S-120 (50c) . . . 445
STONER D-500 COFFEE/CHOC. . . 295	A.M.I. K-100 (50c) . . . 495
WITTENBERG Del., 24-Col. . . 545	ROCK-OLA 1448 . . . 275
DuREMIER K-14 (Man.) . . . 175	ROCK-OLA 1454 . . . 295
CONTINENTAL 30-Col. Cig. . . 195	ROCK-OLA 1455 . . . 295
SEEBURG 800-EZ Cig. . . 215	ROCK-OLA 1458 . . . 595
SEEBURG 800-E1 Cig. . . 165	SEEBURG Q100-SH (50c) . . . 745
	SEEBURG 222-SH (50c) . . . 745
	SEEBURG 100-R . . . 375
	WURLITZER 1000 . . . 275
	WURLITZER 2100 (50c) . . . 325
	WURLITZER 2150 (50c) . . . 325
	WURLITZER 2000 (50c) . . . 275
	WURLITZER 2200 (50c) . . . 375

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VALLEY POOL TABLES
Parts and Accessories
Complete Stock—
Immediate Shipment

Distributors for
AMI—ROWE—BALLY

ATLAS MUSIC COMPANY
A Quarter Century of Service
DIV. OF AC AUTOMATIC SERVICES, INC.
CHICAGO 47, ILL.
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ARmitage 6-2002

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SPECIAL NOTE TO OPERATORS: You're sure of the most and the best in Coin Machine Equipment each week in . . .

**BILLBOARD
MUSIC WEEK**

Set APOA Meeting May 8

CINCINNATI—Members of the Automatic Phonograph Owners Association will meet Tuesday (8) at 504 Tri-State Building here. The meeting starts at 8 p.m.

SALESMAN WANTED

To sell eight established weekly ball gum machine routes. Profitable locations. Owner retiring. Must have experience in field and be well qualified. High commission for each weekly route sold. Must finance self while promoting these sales. Routes in Ohio, Indiana, West Virginia. Give full qualifications in answer.

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188 W. Randolph, Chicago, Ill.

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BARGAINS FOR THE WEEK
GAMES GAMES GAMES

350 OF THEM
BIG WAREHOUSE
CLEARANCE SALE

Received a Large Lot of Guns in Trade, also a Large Lot of Phonographs.

WHAT DO YOU NEED?
SPECIALS FOR THE WEEK
C.C. 16-Ft. Continental Bowler, like new, used very little \$825.00

1 Lot of Older Shuffle Alleys, Bally, United, Chicago Coin—Write for More Information on the Above.

Write or Call Us Collect.
MAIn 1-3511

Write for Our Price List on Full Line of Coin-Operated Machines.

Central
DISTRIBUTORS, INC.

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ONE-STOP RECORD SERVICE!

45 RPM 60c

All LP's—Regular Distributor. Wholesale—Nothing Over.

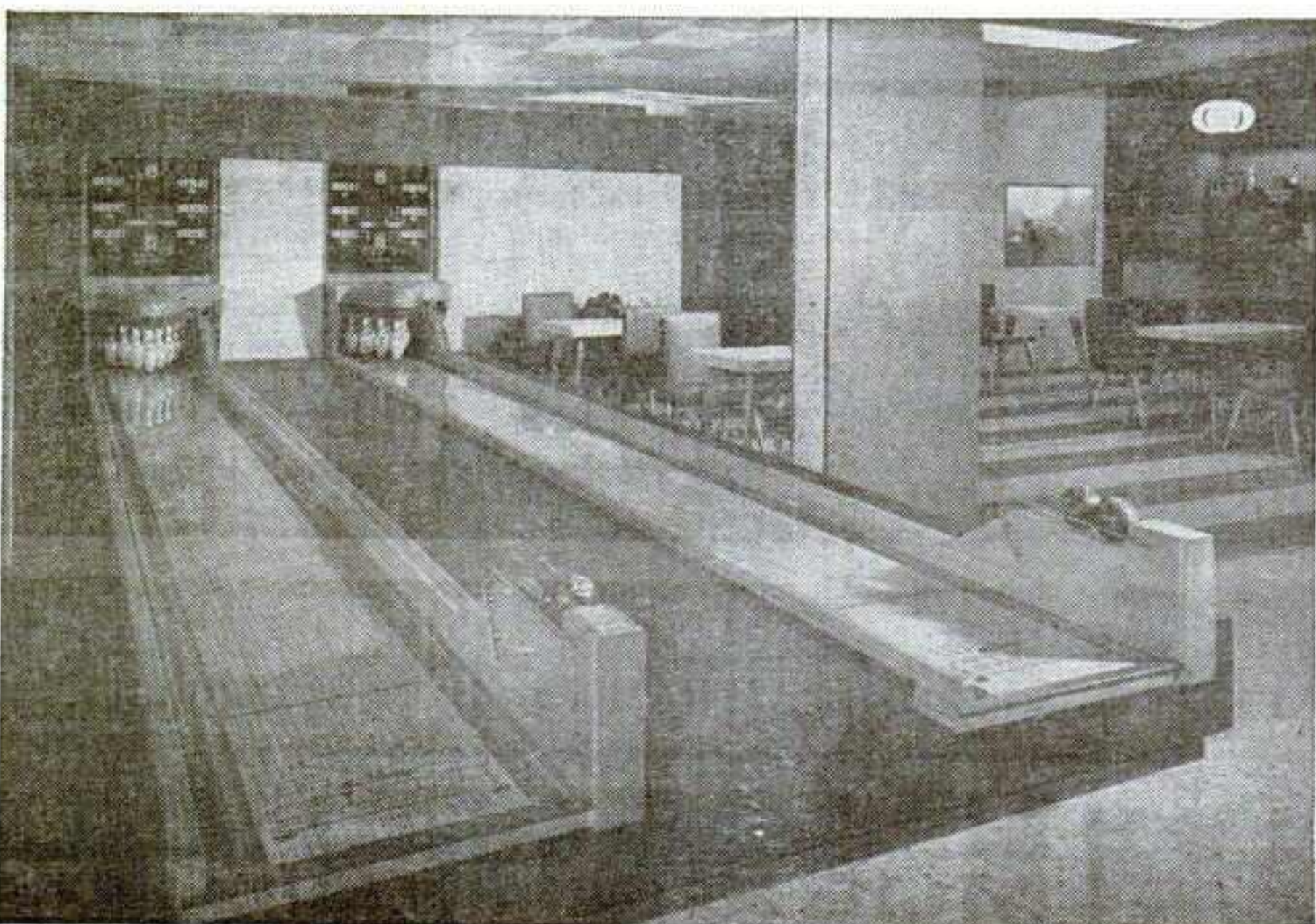
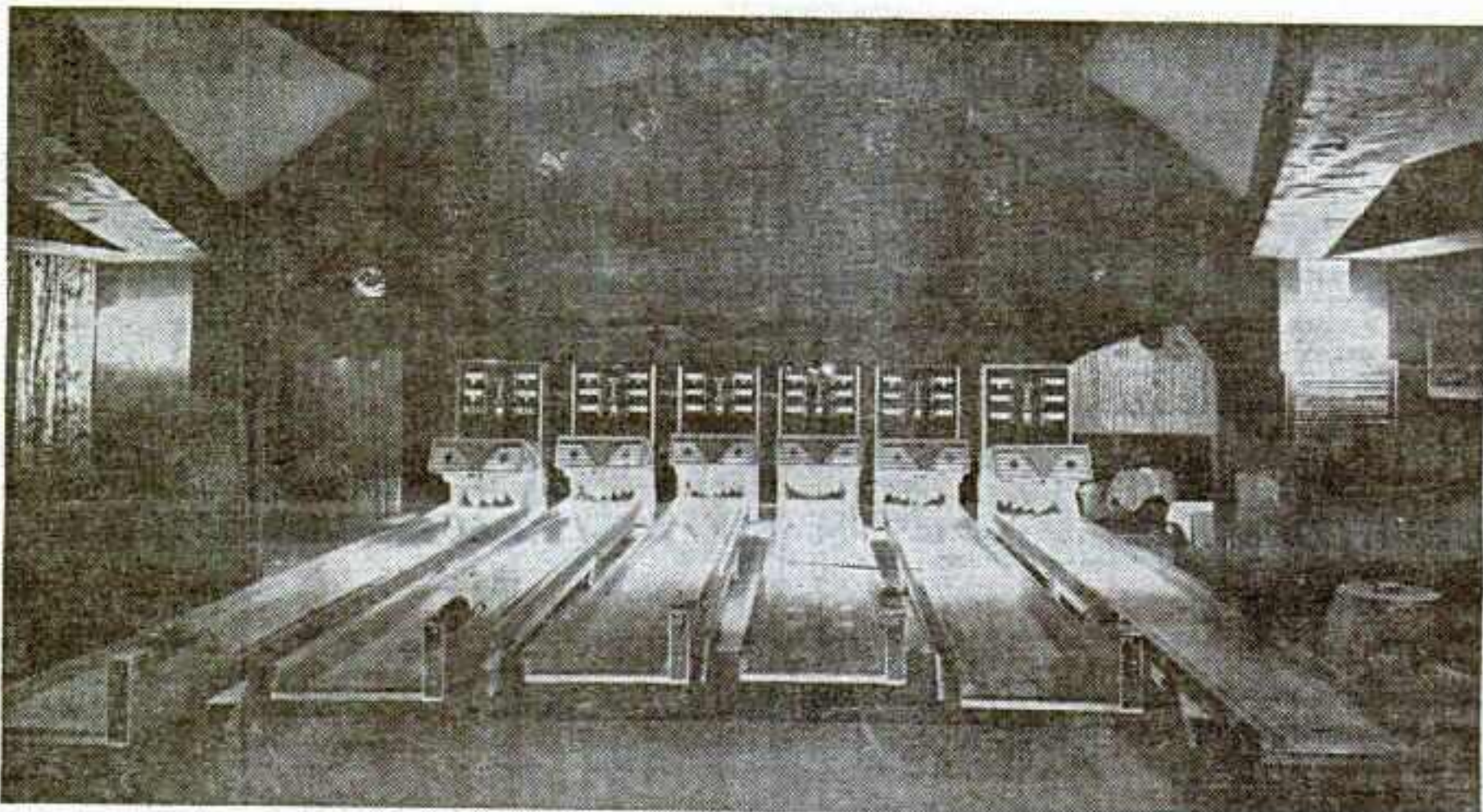
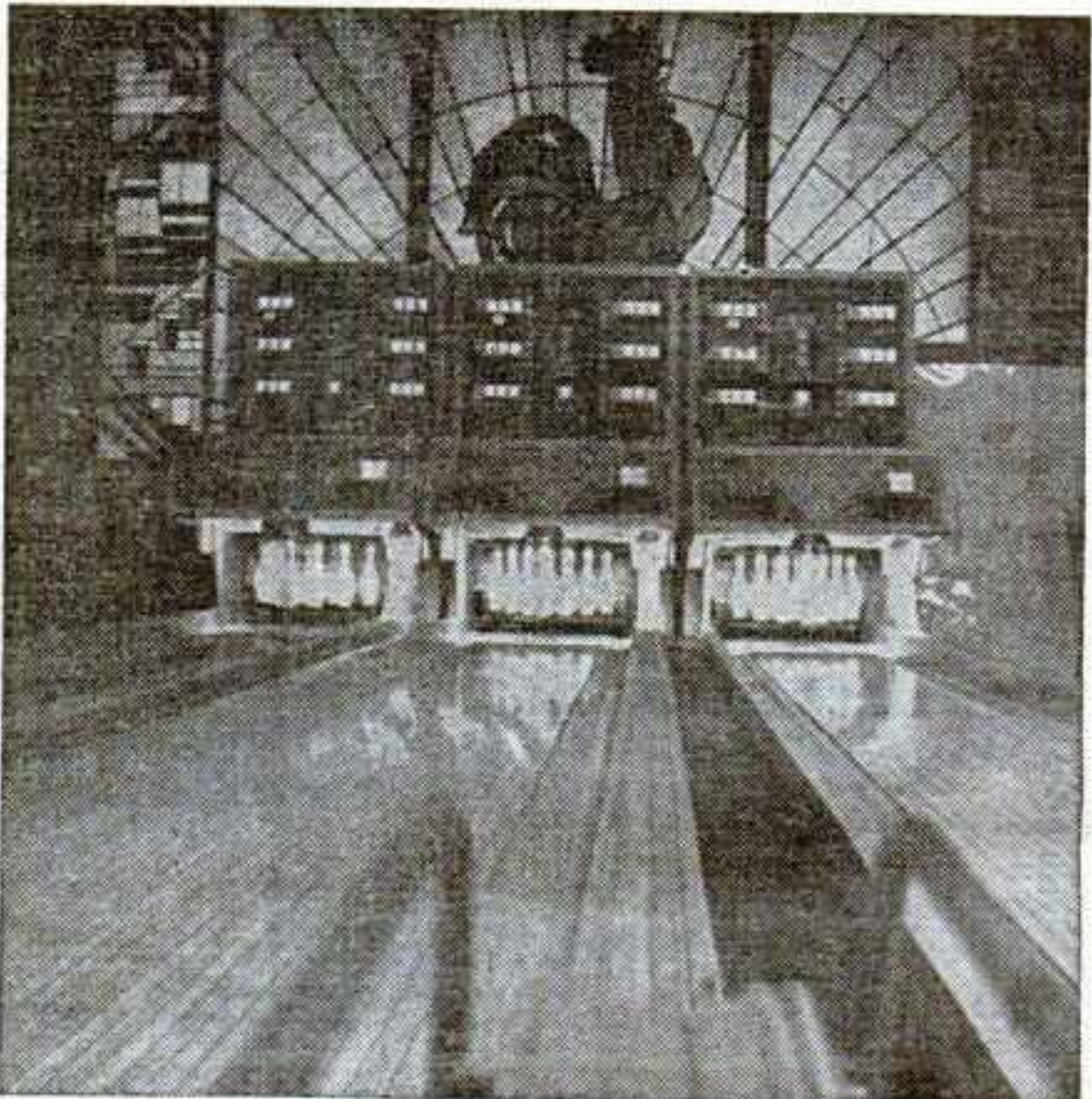
SAME DAY SERVICE

THE MUSICAL SALES CO.
The Musical Sales Bldg.
Baltimore 1, Maryland

when it comes to imagination



American coinmen can learn from the Europeans in planning coin-operated bowling centers. The pictures were sent in by Francis Craeynest, representative for Sodemal Bolingar, France, United Manufacturing Company's European outlet. From top to bottom: The RAI Exhibition Hall, Amsterdam, where a battery of United bowlers provides a light touch to more serious business; an installation in Lille, an industrial city in the north of France; the bowling club at Megeve, France, and a two-laner in a suburban Paris cocktail lounge.



Joe Humphreys Killed In Memphis Accident

MEMPHIS—Joe Humphreys, 21, operator of an arcade and several game concessions at Fairgrounds Amusement Park, was killed last week when his car crashed into an ambulance which drove through a stop sign, police said.

The ambulance driver was charged with second degree murder.

Humphreys died in the emergency room of Methodist Hospital an hour and 10 minutes after the 10:30 p.m. collision.

Humphreys was a native of Byhalia, Miss. He came to Memphis three years ago. He leaves his parents and a sister.

ROUTE FOR SALE

In Florida's most beautiful section. 40 locations netting \$15,000 year. \$44,000 cash.

CHARLES H. DEEB
Tallahassee, Florida

THREE in ONE IS ON THE WAY

FOR SALE GAMES

- Bally All-Star \$ 55.00
- Bally ADC Bowler, 11' 75.00
- Bally Gold Medal Shuffle 45.00
- CC Star Rocket 85.00
- CC 14' Bowling League 75.00
- CC 60' Classic 165.00
- United Jumbo, 14' 185.00
- CC Rocket Shuffle 35.00

PHONOGRAPHS

- AMI J200 \$395.00
- AMI D80 55.00
- Seeburg Wall Boxes, 3W1 37.50
- AMI Wall Boxes, 200 Sec. 50.00
- AMI 120 Sol. Wall Boxes. 30.00

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Detroit 32, Michigan

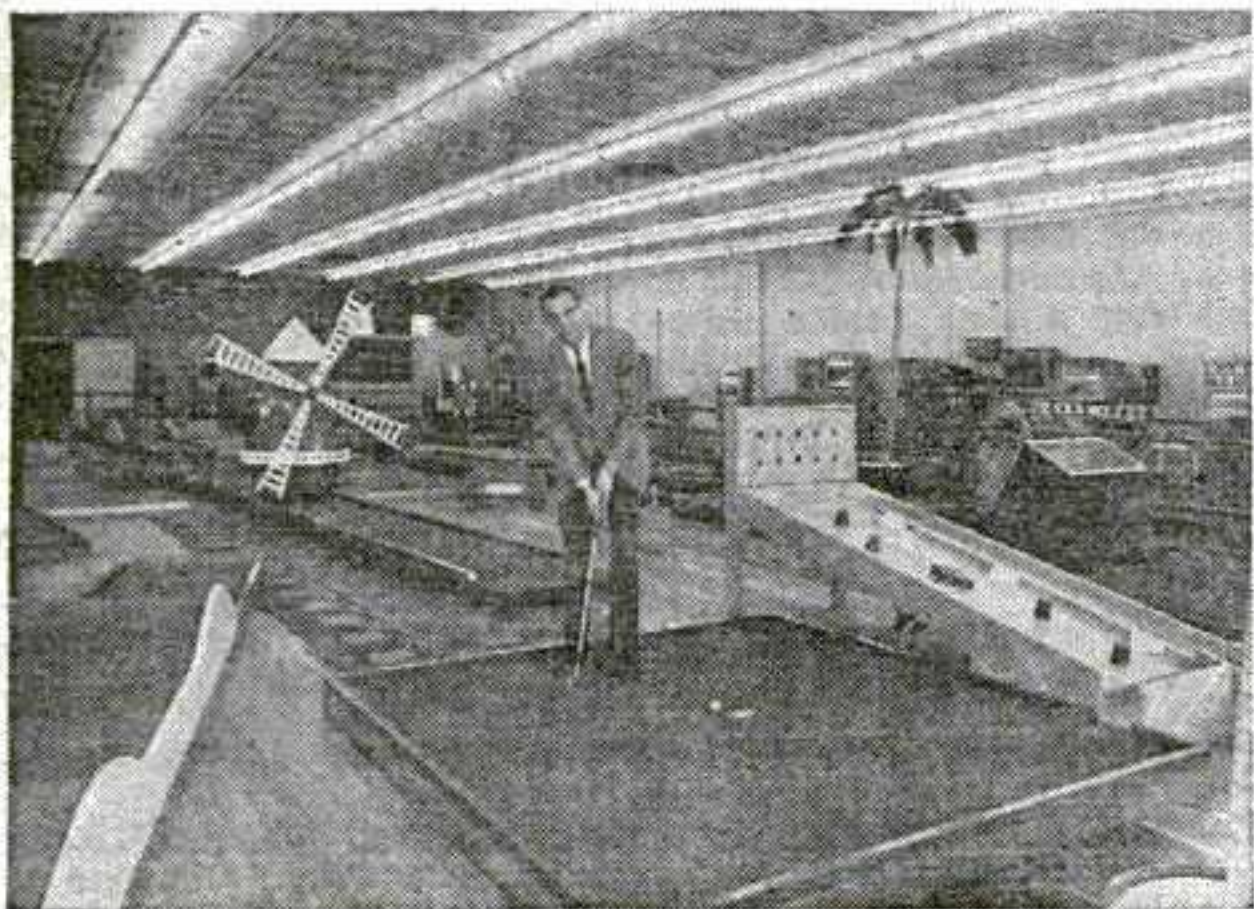
Print
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ADDRESS.....

CITY & STATE.....

Clip and mail today.

Bowling, Golf Work Together in Baltimore



STEVE MACSIZ, owner of Baltimore's Brooklyn Bowling Lanes, tries his skill at coin-operated golf in his new Golf City operation.

BALTIMORE—A marriage between bowling and golf, America's two top participant sports, appears to be working out well at the Brooklyn Bowling Lanes here.

The upstairs area of the two-story installation is occupied by 25 bowling lanes. The lower area—Brooklyn Golf City—has a 19-hole miniature golf course and a Golf-It electronic driving range. Both units are coin operated.

Owner Steve Macsiz, a veteran of 15 years in the bowling alley business, reports that in the first month since the installation of the two coin-operated golf units, the gross income for the funspot has increased by \$1,000 a week.

He figures that the \$15,000 investment in the two coin-operated

units will bring him in another \$50,000 a year.

According to Macsiz, the two sports complement rather than compete with each other. He explains that many non-bowlers come to test their golf driving and putting abilities and wind up on the bowling lanes, while bowlers drop downstairs and try the coin-operated equipment.

Macsiz tells of one couple who brought their own golf clubs to sharpen up their swings. After an hour on the coin-operated course, they watched the bowlers. Before the evening was over, they were taking bowling instruction and made plans to organize their own team in league competition.

He also reports that members of the women's daytime bowling leagues are forming miniature golf leagues, with some of them taking instruction from the pro who is on hand.

Refinements

The miniature golf course has a caddy house, obstacles, palm trees, a rustic wooden rail and an accessories shop.

The Golf-It driving range, manufactured by Philips Electronics, Inc., Bala-Cynwyd, Pa., is located on the side where it is visible, yet does not interfere with play on the golf course. The course is manufactured by the Philips Division of Victor.

OPERATE UNITED Shuffle Alleys and Bowling Alleys WELCOME EVERYWHERE

★ UNITED MANUFACTURING CO. 8401 N. California Ave., Chicago 18, Ill.

BILLBOARD MUSIC WEEK

THE COMMUNICATIONS CENTER OF THE INDUSTRY
Every Week of the Year
Was Again . . .

YOUR SERVICENTER

during the

MOA CONVENTION

Morrison Hotel, Chicago, May 6-8
It was again a pleasure to serve as a clearing house for your many messages and phone calls.

EUROPEAN NEWS BRIEFS

Jackie Boosts Tune

ROME—The disk "Nei Mei Sogni" (In My Dreams) has become a juke box top tune all over Italy. Some forecasts place the disk as the biggest phonograph success of the last year. Its skyrocket success is ascribed to the personal send-off given the tune by Mrs. Jacqueline Kennedy, to whom it is dedicated. The song was sung for Mrs. Kennedy on her visit to Rome earlier this year by the composer, Ugo Calise, singing Neapolitan guitarist. Calise introduced "Nei Mei Sogni" at a concert attended by U. S. Ambassador Frederick Reinhardt and Princess Rádziwill, sister of Mrs. Kennedy, as well as America's First Lady. The song immediately took off on Italian juke boxes.

GEMA Pact the Model

COPENHAGEN—The settlement negotiated by German phonograph operators with the composers-authors (GEMA) and performing artists (GVL) is expected to serve as a model for settlement of a similar dispute in Denmark. Danish performing artists, represented by GRAMO, are demanding that operators pay them royalties over and above those paid to the Danish copyright society, KODA. The German trade agreed to pay the GVL a lump-sum royalty amounting to 20 per cent of the GEMA royalty. GEMA subsequently was designated by the GVL as its agent for collection of the royalty from the operators. A similar arrangement is being presented to the Danish trade by a joint operator-KODA group.

Compact for America

BINGEN, West Germany—N. S. M., the Continent's largest producer of coin machines, is preparing a sales invasion of the American market for its new, smartly styled Fanfare Silver 100-selection phonograph. Marinus van de Weyde, the N. S. M. export manager, says the U. S. juke box market is ripe to crack. "We are quite sure that we can enter the U. S. market with this new machine. The American operator is looking for a compact phonograph in the same way the American motorist prizes the compact car," van de Weyde observed. It has been the longstanding conviction of Gerhard Schulze, N. S. M. chief, that the first European manufacturer to produce the Volkswagen equivalent of the phonograph would do a bonanza business in the U. S. The new model already is being exported to 48 countries, according to van de Weyde.

Take Blockade Measures

WEST BERLIN — Wiegandt is announcing "blockade-proof" sales and service arrangements for its Tonmaster juke box. To allay fears that any Berlin blockade might disrupt Tonmaster deliveries from the plant in West Berlin, Wiegandt has established a warehouse and service center for West Germany in Munich. Tonmaster distribution for West Germany has been concentrated in the hands of Joachim Eifer at 11 Krumbacher Strasse. This arrangement insures that ample Tonmaster machines will be stockpiled in West Germany to see operators through any possible repeat Russian blockade of West Berlin. It is also pointed out that Tonmaster, a compact 60-selection wallbox, is ideally suited for airlifting in volume, should West Berlin be blockaded.

Wurlitzer Completes Net

HAMBURG—Wurlitzer has completed building a Germany-wide distributor network for its German-manufactured Lyric compact machine. It is now possible to get delivery within a matter of hours of a Lyric in any area of the country, thanks to the new distributor network. Distributors comprising the net are: H. P. Esser, Koblenz-Neuendorf; Fritz Fortmann, Bielfeld; Hans Gerken, Cologne; Wolfgang Haas, Freiburg; Clemens Koehler, Voeklingen, Saar; Hermann Mogki, Frankfurt; Bruno Nowak, Munich; Gerhard Preibsch, Oldenburg; Otto-Horst Ruehl, Kassel; Erich Schneider, Hamburg; Alfred Uebler, Nuremberg; Max Walberer, Essen. The Lyric is manufactured at Huellorst, Westphalia. Erich Schneider continues to be the general importer for American-manufactured Wurlitzer for West Germany.

Feis Heads Saar Operations

SAARBRUCKEN — Saar operators have re-elected Karl Feis president of the operators association, Automaten-Verband des Saarlandes. Other officers elected are Cuno Arnold, vice-president; Fritz Eck, treasurer; Dr. Klaus Kammenhuber and Fritz Wolfperger, auditors; and Dr. Walter Hansberg, honorary business manager. The Saar association has created a so-called "council of elders," which also functions as an arbitration panel in settling intramural disputes. Named to this board of elder statesmen were Hans Buchheit, Guenther Bohr, Frau Liesel Hansberg, Hermann Henkel, Paul Kerber, Hermann Klein, Clemens Koehler, Alois Krosch, Willi Jockers, Karl Loesslein, Wolfgang Palluch, August Staab, Fred Steinmetz, and Hans Zisk.

(Continued on page 75)

NEW for '62!
DELUXE and SPECIAL 6-POCKETS • BUMPER POOL

POOL TABLES by VALLEY

NEW DESIGN! NEW MECHANISMS!
At your distributor or write—
VALLEY SALES CO.
333 Morton St. Bay City, Michigan

FOR SALE SPECIAL

10 Rock-Ola 1455—complete, no missing parts\$160
3 Keeney El Rancho Phone

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Roller Derby	Ballerina
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Sun Valley	Show Time
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Wire—Write—Telephone
CABLE ADDRESS: REDDING
REDD DISTRIBUTING CO., INC.
126 Lincoln Street
Boston (Brighton) 35, Mass.
PHONE: ALgonquin 4-4040

SEEBURG DIST. IN 5 STATES—BALLY DISTRIBUTORS—CHICOIN FACTORY REPS.

European Representative—Mr. Marinus van der Weijde, Ingelheim-Rhein-Nord, Rheinstrasse 212, Western Germany, tel. Ingelheim/Rhein 2658.

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5-ball play. 16-64-104 play. Size 12"x17"x9" in line scoring high scoring. All natural wood cabinet.
\$49.50

SHUFFLEBOARD SCOREBOARDS

Coin operated. 15, 21 and/or 50 points (Horseshollar). Overhead double-faced model on chrome stands, complete.
With Coin Box\$159.50
Wall Model\$105.00

SPECIALS! POOL SUPPLIES

5-Oz. Bumper Pool Balls (10)....	\$ 9.00
4-Oz. Bumper Pool Balls (10)....	7.50
2 1/2" Pool Balls 1-15 w/Cue Ball. Set	12.50
2 1/4" Pool Balls 1-15 w/Cue Ball. Set	16.95
Plastic Triangles, 2 1/4"	1.50
48" Cues .....\$1.50 ea.; 25, \$1.15 ea.	
52" Cues .....\$1.95 ea.; 25, \$1.50 ea.	
57" Plastic Cues.....\$3.95 ea.; \$39.00 dz.	

We carry complete line of Pool Supplies—Write for list.

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We carry replacement plastics for Wurlitzer, Seeburg and A.M.I. Write for literature.

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THREE IN One SOON!

Mild Weather & Longer Light Hours Brighten Boston Picture

By CAMERON DEWAR

BOSTON—The combination of spring and longer evenings due to Daylight Saving Time appears to have brightened up the outlook for both juke box distributors and

operators in this area. Sales are said to be heading for the highest point in years, and operators back this up by their purchases of new equipment. This situation is a reflection of better collections than have been taken in many months.

The records responsible for this are having what operators believe to be the most durable collection of popular hits in a long time. The Twist is still very much in the picture with Chubby Checker's "Slow Twistin'" leading the field. No other specialty record has lasted nearly this long.

Bob Levin at Boston Record Distributors reports that there is a strong trend to country and western, which is unusual in this area. His best seller this week has been Ray Charles' "Can't Stop Loving You" on ABC-Paramount, followed closely by "Second Hand Love"

by Connie Francis on MGM and "Stranger on the Shore" by Acker Bilk on Atco.

33 Picture

The feeling about 33 singles is still sharply defined here. The Boston one-stop doesn't find any call for them and nobody seems to want them. But at Dick's Record one-stop, Dick Mitchell does a thriving business in the 33's. Top of the pick at Dick's Records this week are "I Will" by Vic Dana on Dolton and "Adios Amigo" with Jim Reeves on RCA Victor.

Operator Gregg Pappas of Peabody has found that the 33's become almost like standards and stay in the machines longer than the 45's. However, he doesn't have nearly as many locations that want the 33's. "They like what they hear but they don't know what they're hearing," he says of location owners who don't care one way or the other, just so long as it's music. He finds "Midnight in Moscow" by Kenny Ball on Kapp and "Little Bitty Tears" by Burl Ives on Decca getting most play with the Twist records holding up well.

Freddy Segal of Royal Automatic Music Company of Cambridge doesn't touch 33's at all. "They take too much work to handle and keep track of," says Segal. Kitty Lester's "Love Letters" on Era is bringing in the most for Segal with several Connie Francis records and Chubby Checker's "Slow Twistin'" doing a steady enough business to leave them in the machines for weeks on end.



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77"x45" 92"x52"
MARK II MARK IV
82"x46" 106"x58"

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Buy a proven product . . . at all leading distributors

See Us at Booths 48A, 48B, 49 During the M.O.A. Convention.
IRVING KAYE CO., INC.
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MEN WHO READ BUSINESS PAPERS MEAN BUSINESS

Hot Sides, Spring Vacations Nourish Chi Op Business

By NICK BIRO

CHICAGO—A hot, new crop of singles plus the beginning of spring vacation are fusing new life into the juke box business this week. Operators report business up following a slow Lenten season and record buying is following suit. "Lemon Tree" by Peter, Paul and Mary on Warner Bros. and "I'll Take You Home" by the Corsairs on Chess were cited by both Singer and Music Box one-stops as moving well.

Also going at Singers was "Limbo Rock" by the Champs on Challenge. The latter tune is just starting to get some air play and is also doing well on the retail level with dealers.

Moving Up

At Music Box, Russ DiAngelo is reporting good operator action with "Count Every Star," Linda

Scott, Canadian American; "Balboa Blue," Mar-Kets, Liberty; "I'm on My Way," Highwaymen, United Artist; "I Was Born to Cry," Dion on Laurie.

Also doing well at Music Box, though not in the "brand new" category, are "Skaters' Waltz," Roger Williams, Kapp; "Let Me Love You," Buddy Greco, Epic; "I Want to Love You," Rene Roberts, New Phoenix "Blues Stay Away From Me," Ace Cannon, Hi; "Dream," Dinah Washington, Mercury; "That's My Desire," Sensations, Argo; "Most People Get Married," Patti Page, Mercury; "She Cried," Jay and the Americans, United Artist; "I Will," Vic Dana, Dolton; "Caterina," Perry Como, RCA Victor; "Stranger on the Shore," Aker Bilk, Atco; "I Sold My Heart to the Junkman," Blue Belles, Newton.

Twin City Collections Pick Up; 'Wolverton Mt.' Pulls for Ops

By DON LYONS

MINNEAPOLIS—Operators in the Twin Cities report that collections are starting to pick up, with the best action shown on "Wolverton Mountain" by Claude King on Columbia. The operators in this city and St. Paul look for a good summer season with the approach of the tourist trade.

After the initial impact of warm weather here, the operators feel that the local citizens, too, are going to get out more with the result that locations will be frequented more often and collections will perk up.

There continued to be good action at the one-stops. Jim Christensen of Jim's Record Shop, St. Paul, listed the following as being the most popular disks: "Second Hand Love" by Connie Francis on MGM, "House of Stone" by Jack Barlow on Soma, "Swinging Gently" by Earl Grant on Decca, "Wolverton Mountain" and "I Can't

Stop Loving You" by Ray Charles on ABC.

At All-Record Sales, Minneapolis, Tom Prenevost, office manager, mentioned the following as most in demand: "Wolverton Mountain," "Stranger on the Shore" by Aker Bilk on Atco, "Johnny Get Angry" by Joanie Sommers on Warner Bros. (which he said looks as if it's going to be a really big one), "Second Hand Love" and "How Can I Meet Her" by the Everly Brothers on Warner Bros.

Irv Gorsen of Brown Bros., Inc., Minneapolis, said that "Wolverton Mountain," "Stranger on the Shore," "House of Stone," "Most People Get Married" by Patti Page on Mercury and "Adios Amigo" by Jim Reeves on RCA all were moving well.

With Peter, Paul and Mary at The Padded Cell, Minneapolis night spot, the one-stop mentioned that demand again was increasing for the trios "Lemon Tree" disk, which began to get popular here last fortnight.

Bands Make Juke Box Comeback Via Ray Anthony Hit in Midsouth

By ELTON WHISENHUNT

MEMPHIS—New singles making a fast break among operators in the Memphis and Mid-south area last week were by artists Ray Charles, Dr. Feel Good (a pseudonym of Piano Red) and big band leader Ray Anthony.

The surprise was the apparent comeback of a big band in an era which has been dominated for so long by rock and roll, rhythm and blues, Twist and vocalists backed by small combos.

The big band record is Ray Anthony's on the Capitol label titled "Worried Mind."

Frank Berretta, partner in Popular Tunes Record Shop, one-stop which sells to all music operators in Memphis and the Mid-south area (West Tennessee, North Mississippi and East Arkansas) said all the operators are buying the Anthony disk.

Other Winners

The other two new ones going good, Berretta said, are "I Can't Stop Loving You," a ballad by Ray Charles on the ABC-Paramount label, and "Dr. Feel Good," on the Okeh label.

Dr. Feel Good is Negro pianist-singer who lives in Atlanta. Several years ago he had a couple of

hits out on RCA—"Red Boogie" and "Rockin' With Red."

Edward H. Newell, Or-Matt Amusement Company, reports he has the three new ones on his boxes and they are going well with the customers.

Harold Young, Broadway Music Company at Caruthersville, Mo., reports the Anthony disk is topping his popularity meter and "Dr. Feel Good" and "Worried Mind" are also scoring high.

Jack Embry and Alley Y. Keller, partners in Central Music Company, Memphis, report on their route, however, the demand is for "Dr. Feel Good" and it is going best for them among the three mentioned.

Berretta said two other singles mentioned several weeks ago as getting off to a fast start have sold very well in this area since then—Elvis Presley's "Good Luck Charm" on RCA and Ace Cannon's "Blues Stay Away From Me" on Hi, a Memphis record company.

A number of the operators in the Mid-south territory who did not get these two at the beginning have been buying them up because of the demand among their customers for them, Berretta said, which has kept them high on the best selling list.

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STANDARD RATE	\$1.35	\$1.30	\$1.25	\$1.15
LOCAL RATE (For distributors, one-stops, etc., selling in limited areas.)	.90	.85	.80	.70
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When BILLBOARD MUSIC WEEK box number is used, allow 8 additional words. Box number advertisements require 50c additional per insertion for handling and for forwarding replies. No deposits may be solicited in box number advertisements.

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Beer City Operators Strong On Honky-Tonk Piano Disks

By BENN OLLMAN

MILWAUKEE—A pair of newly released honky-tonk piano numbers have nabbed the interest of Beer City juke box operators. One-stoppers report hefty operator ordering of both the Jo Ann Castle "I Want to Be Loved" on Dot, and the King Records' "Preacher and the Bear" by Eddie Smith.

Operator disk ordering pace has stepped up sharply in recent weeks. One-stoppers report disk orders in

the mail from Northern Wisconsin and Upper Michigan resort area operators have begun to attain sizable proportions.

Top choices among local juke box disk buyers this week included Burl Ives' "Funny Way of Laughing," which continues to gain strength. Also mounting in popularity among operators is "P.T. 109," Jimmy Dean. "Soldier Boy" by the Shirelles ranks way up near the top of the sales column.

Two items slow in catching the

favor of the operator trade at first, are now definitely on every disk buyer's shopping list. They are: "Scotch and Soda," Kingston Trio, and "Lemon Tree," Peter, Paul and Mary.

A big surprise to juke box traders has been the large number of location requests for "Old Rivers" by Walter Brennan, on Liberty. "Operators are buying this one like crazy," says Stu Glassman, Radio Doctors one-stop boss.

Twist records continue to sell to operators, notes Jimm Mayer, Record City. But he predicts that a tapering of the Twist trend may be in sight. Top operator choices at Record City include "I Can't Stop Loving You," Ray Charles, and

(Continued on page 70)

Operator Tax Tips

By LEO KANER
Music Operator of America,
Tax Counsel

As you amble through taxes, keep your eye on the record requirements of the Internal Revenue Service pertaining to T and E (travel and entertainment) expenses.

Within the framework of the I.R.S. concept of expense accounting and in order to comply with these policies, it is requisite that subordinate records be kept. This is essential in order to sustain the deduction claimed.

The Internal Revenue Code requires that taxpayers keep such records as will be sufficient to enable the Commissioner to correctly determine income tax liability.

Accordingly it is suggested that detailed information should be kept which will sufficiently identify the persons entertained to establish the business purpose of the expense, and will show the place, the nature and cost of the entertainment and the reasons why it was necessary to incur the entertainment expense.

In the case of traveling expenses it is necessary that detailed information contain (1) the date and place of travel, (2) cost of transportation, (3) number of days away from home, (4) an itemized statement showing cost of meals, lodging, and miscellaneous business expenses such as cab fare, telephone, gratuities (tips), etc., (5) the business purpose of the trip. This detailed information should be supported with receipts, excepting of course nominal items ordinarily incurred, such as telephone calls and gratuities.

Remembering that the burden of proof is upon the taxpayer to show that the expenses were not only paid and incurred, but that they constitute an ordinary and necessary business expense.

THREE in ONE IS ON THE WAY

FOR SALE

Large route of Bally Champion Mechanical Ponies, located in Middle West, doing business with major super market chains and few independent stores. Reliable and honest manager available. New office in shop building with spray brush, etc., for refinishing units. Prefer cash but will consider terms. Financial statement available on request. Interest out of country makes it necessary for me to sell this good business.

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PEACH STATE TRADING COMPANY'S new Columbia, S. C., branch occupies 12,000 square feet, with a 3,500-square-foot display area. Parking is available for 100 cars.



TOP COIN MACHINE BRASS at the recent open house of Peach State Trading Company in Columbia, S. C., were, left to right: Mort Seore, sales director, Chicago Dynamic Industries; Harry Gregg, Wurlitzer regional sales manager; Art Weinand, vice-president, Williams Manufacturing Company; I. C. Zimmer, credit department, the Wurlitzer Company, and A. D. Palmer, Wurlitzer sales promotion and advertising manager.



PARTIAL VIEW OF PEACH STATE'S DISPLAY ROOM: More than 200 pieces of equipment may be shown at one time.

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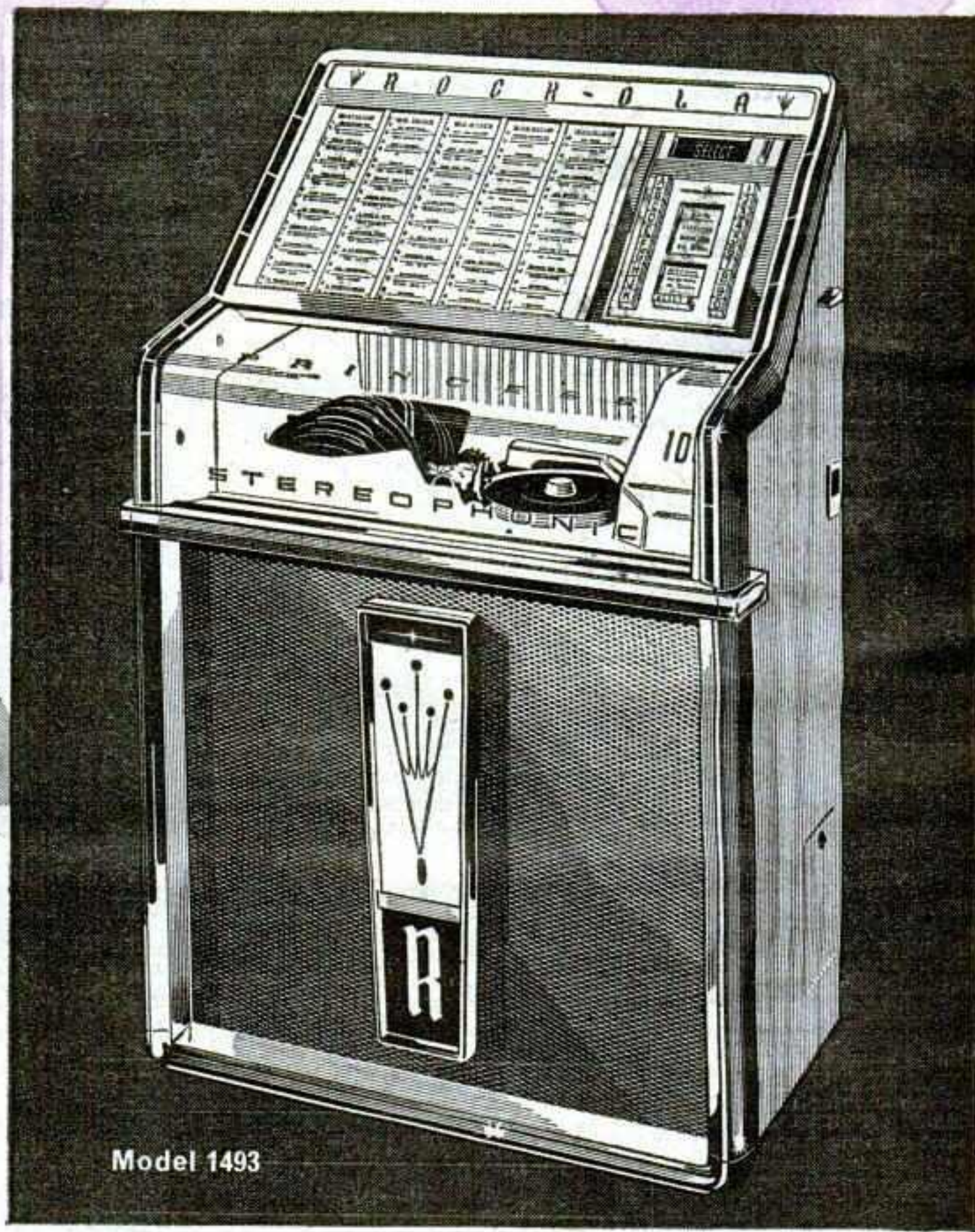
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a new concept in
compact design creates
greater location reception
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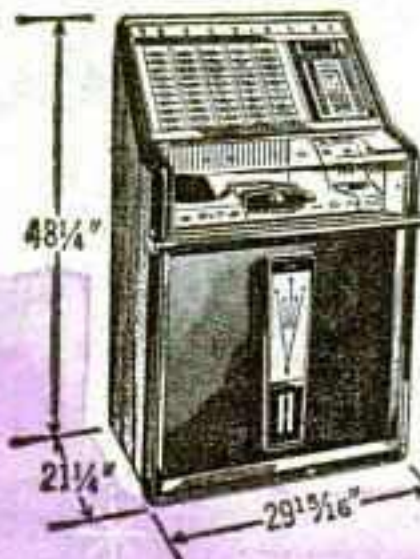
The Princess—Compact—Versatile—Daring High Styling coupled with the World Famous ROCK-OLA Tradition of excellence in engineering, unexcelled dependability and quality convinces you at a glance that here is truly the World's Finest All Purpose Stereophonic—Monaural Compact Console Phonograph.

The Princess is truly a rhapsody of color... a symphony of high style with the sound of the future... today.

Maximum earnings and complete location satisfaction are assured.



Model 1493



NEW COMPACT DESIGN. A totally new concept in "compact design," measures only 48 $\frac{1}{4}$ " high and 29 $\frac{1}{16}$ " wide and 21 $\frac{1}{4}$ " deep. The Princess has an uncluttered, crisp appearance in any location.

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Pokerina and Skee Taxes

WASHINGTON — Coin-operated Skee Ball alleys and Pokerina tables require only payment of the \$10 occupational tax, whether or not prizes are awarded for scores by the location owner. Internal Revenue Service says the machines do not incur the gaming tax, because players' skill rather than chance determines winning scores.

The coin-operated alleys and tables which involve only the players' ability in making a winning score are designated as "coin-operated amusement devices" under the law, says IRS, and as such require only the \$10 tax even though prizes are awarded for certain scores. Same tax must be paid on each device even if the playing tables are not coin-operated, Internal Revenue Bulletin notes.

Cold Weather & Dog Track Cut Denver Receipts

DENVER—A surprise blast of wintery weather, coupled with the opening of a greyhound racing track, combined to slow collections for most operators here last week.

Operators were optimistic, however, on the basis of a pleasant upturn through April, expected to continue with early tourist traffic throughout the State.

Shortages of good 33-r.p.m. records were Denver operators' primary complaints. The income leaders for the week were: "Everybody Loves Me But You," by Brenda Lee; "Dear One," by Larry Finnegan; "Most People Get Married," by Patti Page; "Love Letters by Kitty Lester and "Good Luck Charm," by Elvis Presley.

MECHANICS

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Billboard Music Week**

Midwest

MINNEAPOLIS MEMO

Brown Bros., Inc., at 410 12 Ave., N., Minneapolis, has been named distributor for Rock-Ola in this territory, it was announced by Dick Brown, partner in the firm. . . . Marlene Sue Atkins, daughter of Harry Atkins of United Vending Machine Company, was married recently to Norbert Sobek. After a wedding trip to California, they are at home in Minneapolis.

The coin box of a cigaret machine in The Grill at 2501 Minnehaha Ave. was broken into recently and the interior ransacked. There was no estimate of loss or damage, police said. There reportedly have been more break-ins and vandalism in connection with cigaret and coin operated machines this past winter than at any time in the history of the Twin Cities.

Sam Karter, local operator, has been confined to Mount Sinai Hospital. . . . Dan W. Sullivan has joined Viking Vending as a salesman in North Dakota, South Dakota and Minnesota. He will headquarter in Minneapolis. . . . Pat O'Neil, shipping foreman at All-Record Sales, local one-stop, will be married May 5 to Wendy Gorham.

Ben Jahnke, 49, operator at Hutchinson, Minn., for about 15 years, died recently. . . . LeRoy Varno is the new routeman for Cedar Lake Music and Vending Company, it was announced by Dave Chapman, partner in the firm. . . . Out-State operators in were Henry Krueger, Fairfax, Minn.; Arndt Peterson, Hutchinson, Minn., and Jim Stansfield, Winona, Minn.

Chuck Karter of Star Novelty Company, St. Paul, and his brother, Jack, of Midwest Novelty Company, St. Paul, bowling for Southview Chevrolet in a B'nai B'rith league, came up with a big trophy for winning the first and second half of the season and the roll-off for the championship. The event was held at Lucky Lanes, St. Paul.

Don Lyons

MILWAUKEE MENTIONS

A healthy representation of Beer City coinmen is expected to attend the MOA Show in Chicago. "With the MOA Show only two hours' drive from here, any local music operator who stays away is making a big mistake," says Sam Hastings, Hastings Distributing Company, president of the Milwaukee Coin Machine Operators Association.

Urban renewal work in the core area of the city of Milwaukee has cost him a number of locations, reports Doug Opitz, Wisconsin Novelty Company. Since the city began ripping down blighted areas in the last three years, Opitz claims he has lost about 20 locations.

Laz Glassman, Radio Doctors, is back from his extended Florida vacation. Up-State operators stopping in at Radio Doctors for their wax needs this week included Al Janisch, Beaver Dam; Frank and Ruth Sawejka, also Beaver Dam, and Ernie and Arnie Feight, Rhineland.

United, Inc., the Wurlitzer and Tape-A-Thon background music distributor, exhibited its wares at the ninth Food and Restaurant Equipment Show this week, held at the Dell-View resort, Wisconsin Dells. Manning the exhibit booths were Harry Jacobs Jr., Erv Hoeth and Gene Clears.

Asher Rabin, Automatic Merchandising Corporation, has been named to one of the key posts in the 1962 Milwaukee Jewish Welfare Fund Drive. He heads the important Development Division. . . . A voluntary bankruptcy petition was filed in federal court this week by B. & H. Novelty. Partners in the firm, Milan Bosanec and Jim Hudy had operated the music and games company for over five years.

Bob Gronowski, Red's Novelty Company, is back on the job following convalescence after an appendix operation. . . . List of operators planning to attend the MOA Show includes Jerome (Red) Jacomet, Red's Novelty Company, Arnold Jost and Jim Stecher. All are officers of the local coin operator's trade group. . . . Trade visitors in town, shopping the one-stoppers for disk needs this week, was Bibs De Rusha, E. L. De Rusha Music Company, Fond du Lac.

One foursome planning to drive down to Chicago together to attend the MOA show includes Arnold Jost, Arnold's Coin Machine Company; Sam Hastings, Hastings Distributing Company; Jim Stecher, Novelty Service Company, and Jerome (Red) Jacomet, Red's Novelty Company. . . . The big headache this week for all operators in Wisconsin: preparing the forms for the State personal property tax. . . . An even bigger headache approaching and due to arrive on July 1, is the annual tavern license renewal in the city of Milwaukee. This means a hefty portion of the tavern locations will soon begin to pressure for loans from operators.

Les Reder, L. R. Distributing Company, is quick on the draw these days. In just two seconds he can flash the pictures of his two grandchildren. . . . Bob Puccio and family have returned safely from their motor trip to the West Coast during the Easter holiday.

Lack of adequate service from distributors is hampering the progress of independent music operators, claims Bert Liesch. "The independent, small operator who is not trained to handle his own repair work is distinctly handicapped today," he says. . . . Orville Carnitz, Badger Novelty Company, is planning to spend most of next week plugging Rock-Ola boxes in the Green Bay-Marquette area.

Out of towners seen making the rounds of distributors this week, included Martin Oberdieck, Horicon; Chet Manhardt, Hazelhurst; Matt Wolf, Hartland, and Walter Tetting, Oconomowoc.

Benn Ollman

(Continued on page 70)

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Score 111-113 HECKEL ST. BELLEVILLE 7, N. J.
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(Continued on page 69)

DETROIT DOINGS

Jack L. Verlinden, of the J. L. Verlinden Sales Company, has disposed of his candy and cigaret machines in order to concentrate on full-line vending. He also imported and assembled a pool game.

Martin M. Burke, better known as **Barney Burke**, owner of Brown's Amusement Company, who has been in ill health, has decided to retire. His son, **Martin M. Burke Jr.**, who has been associated with the operation of the extensive route of amusement games for about 15 years, is taking over the active operation. Barney Burke has long been a leader of the Detroit industry and an officer of the Detroit Shuffleboard Association.

Ken Stephan, who operates the K & W Service, providing service for all types of coin machines, says "everybody's griping because business is so bad." Stephan himself has been in the business here since 1927, at one time with **Fabino Sales and Service**. . . **Michael Benson**, a real veteran of diversification in route operation with many types of games and juke boxes, has registered title as sole owner of the Michigan Nickel Company of Ecorse, formerly operated as a partnership. . . **Phillip R. Jones**, formerly with the one-stop record operation of **Angott Distributing**, is now with a wholesale record firm, after projecting a flier into the cigaret vending field, as **Quick Vending, Inc.**

Fred Chlopan, executive director of the Detroit Shuffleboard Association, has returned from a four-week vacation in Fort Lauderdale.

DISTRIB'S HISTORY

Newspaper Story Traces Gisser Rise in Coin Trade

CLEVELAND — **Morris Gisser**, president of the Cleveland Coin Machine Exchange, a distributor here for the last quarter century, was the subject of **Bob Seltzer's** widely read column in *The Cleveland Press* recently.

Seltzer told how Gisser started his distributing firm in 1937 with \$300 capital and built it into a million-dollar business.

In the column, Gisser, who ships coin machines by the **St. Lawrence Seaway to Europe, South America and Asia**, is quoted as saying: "You can't buy friendship and loyalty with money alone. Mutual respect and confidence are fostered by transacting business with foreign countries."

Gisser was born in Austria 59 years ago and came to McKeesport, Pa., when he was five years old. He was educated in local schools and attended **Carnegie Tech** evenings while helping his parents in their grocery and poultry store. He

also sold real estate on the side.

The column then traces Gisser's progress from insurance salesman, to salesman for the **Lehigh Packing Company**, and later general sales manager of the firm.

He entered the coin machine business as a jobber in Newark, N. J., in 1932, and he later opened branches in Trenton, N. J., and Pittsburgh.

Gisser describes briefly his firm's export operation:

"My foot in the door abroad was the music box, playing American, national and international tunes. Then came our vending and recreation machines. Our exports now represent a third of our volume."

"Foreign countries are buying baseball, football, shuffle alley and bowling alley machines, and kiddie rides or rocket and space ships, helicopters, horses and boats."

Gisser lives with his wife in University Heights, Ohio. The couple has three children and three grandchildren.

FIVE DRINKS, FOUR YEARS NETS \$150

HARTFORD, Conn.—**Anthony J. DeGutis**, **Dursell Novelty Company**, New Britain, Conn., this week settled a \$75,000 claim against him for \$150. The case, which was heard in Hartford County Superior Court, began in March 1, 1958. At that time, a New Britain man claimed that he tripped over a wire leading to a pinball machine and broke his ankle. He sought \$75,000 in damages against the local operator. However, in court this week he testified that he had five drinks in the 35 minutes preceding the incident. The judge took both parties to his chambers and suggested that the matter be dropped if DeGutis gave the plaintiff \$150 to take care of his lawyer's fees. Both parties consented.

Golf Game Sold to the Schine Firm

NEW YORK — **Electro-Golf**, a coin-operated golf game, has been sold to **Schine Enterprises, Inc.**, by **E. H. McQuiddy**, president of **Electronic Recreations, Inc.**, of St. Louis.

Schine has formed a new company, **Electronics Recreations Corporation**, with headquarters in Boca Raton, Fla. **C. Richard Schine** is president. McQuiddy is vice-president.

Schine Enterprises, with headquarters in New York, operates a chain of motion picture theaters, a radio station, concessions, real estate holdings, bowling alleys and hotels. It also operates **Ski-Dek**, an indoor simulated ski slope.

Electro-Golf, a nine by 14-foot game, measures the distance and accuracy of golf shots electronically. About five minutes of play is offered for 25 cents. The machine will record drives from 20 to 340 yards and will tell whether the ball hooks, slices or goes straight.

The unit is being demonstrated in 100 men's stores as part of a promotion by a major sportswear manufacturer.

Automatic Canteen Elects New Execs

CHICAGO — **Automatic Canteen Company of America** directors elected **Richard K. Ziegler** a vice-president and **Herman W. Reuter** an assistant vice-president, **Frederick L. Schuster**, board chairman, announced last week.

Ziegler is director of trade development for Canteen and has been with the firm 11 years. Reuter is manager of the company's market and statistical research department, having joined Canteen in 1960.

Beer City Ops

Continued from page 67

"How Can I Meet Her," by the **Everly Bros.**

Operator **Eddie Puzia**, **Triple A Amusement Company**, lists these as his top newcomers in the disk derby: "Second Hand Love," **Connie Francis**; "Funny Way of Laughin'," **Burl Ives**, and **Johnny Tillotson's** "It Keeps Right on a Hurtin'." Also strong is the **Ray Charles'** "I Can't Stop Loving You."

ARCADE TIME IS NOW

Auto Photo #9	\$895	Mercury Floor Grips	\$ 85	United Sky Raider	\$225
Hi Fly Baseball	125	Capitol Panorams	325	Midget Movies	125
2 Ft. Basketball	175	Wms. Crane	110	Mills Panorams	495
Quarterback	125	Set Shot Basketball	195	Gun Club	350
Motograms	175	Standard Metal Typewriter	225	Pony Express	395
Space Age	195	Sidewalk Engineer	175	Rock & Roll	95
Keeney League Bowler	150	K.O. Filter	175	Cross Country	225
Lord's Prayer	150	Undersea Raider	125	Fist Striker	225
Hoot Mon Golf	95	Muto. Drivemobile	150	Champion Baseball	125
Football Game	95	Muto. Silver Gloves	150	Keeney Air Raider	195

VENDING EQUIPMENT

Stoner 6-Col. Candy	\$125	Lehigh, 12 Col.	\$135	Spacearb 4-Sel. Cold Drink	\$225
Stoner 8-Col. Candy	145	Lehigh, 10 Col.	125	Cole 4-Sel. Cold Drink	325
Stoner 8-Col. Show Md.	155	Keeney 9-Col. Elec.	75	Cole 6-Sel. Cold Drink	395
N.W. Sweet Sixteen	195	Avenco Coffee & Choc.	175	Hebel 6-Sel. Ice Cream	175
DuGrenier 8-Col. Candy	175	Hebel Coffee & Choc.	175	Welch Grape Juice	150
Ship, Gum & Charm, 2 Col.	30	Vendo 210 Milk	395	Pop Sez Popcorn	85
National 11-Col. Cigt.	145	Vendo 210 Ice Cream	395	Gold Medal Popcorn	175
National 9-Col. Cigt.	110	Spacearb 3-Sel. Cold Drink	195	Automatic Popcorn	175

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MIDWAY DELUXE GALLERIES
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Kissin' Kupids is an attractive, colorful, well-built and HIGHLY PROFITABLE new coin machine concept. It is compact and can be installed on counter or stand.

HOW IT WORKS:
After inserting coin and selecting one of twenty questions, two cute figures of a boy and girl begin to rotate lovingly. If the answer to the selected question is YES, they embrace affectionately. If the answer is NO, they step apart from each other. The answers are arrived at random . . . the same answer does not always come up for the same question.

TIMELY
Questions can be changed as frequently as desired.

PROFITABLE
Wide range of questions and fascinating animated action are universally appealing to old and young alike. It is ideal for TAVERNS, SUPERMARKETS, VARIETY or DRUG STORES, LUNCHEONETTES, ETC., or as companion piece for Juke Boxes or Vending Machines.

See it in operation at the MOA Show or write for complete details and color brochure.

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John Bilotta and Bob Catlin

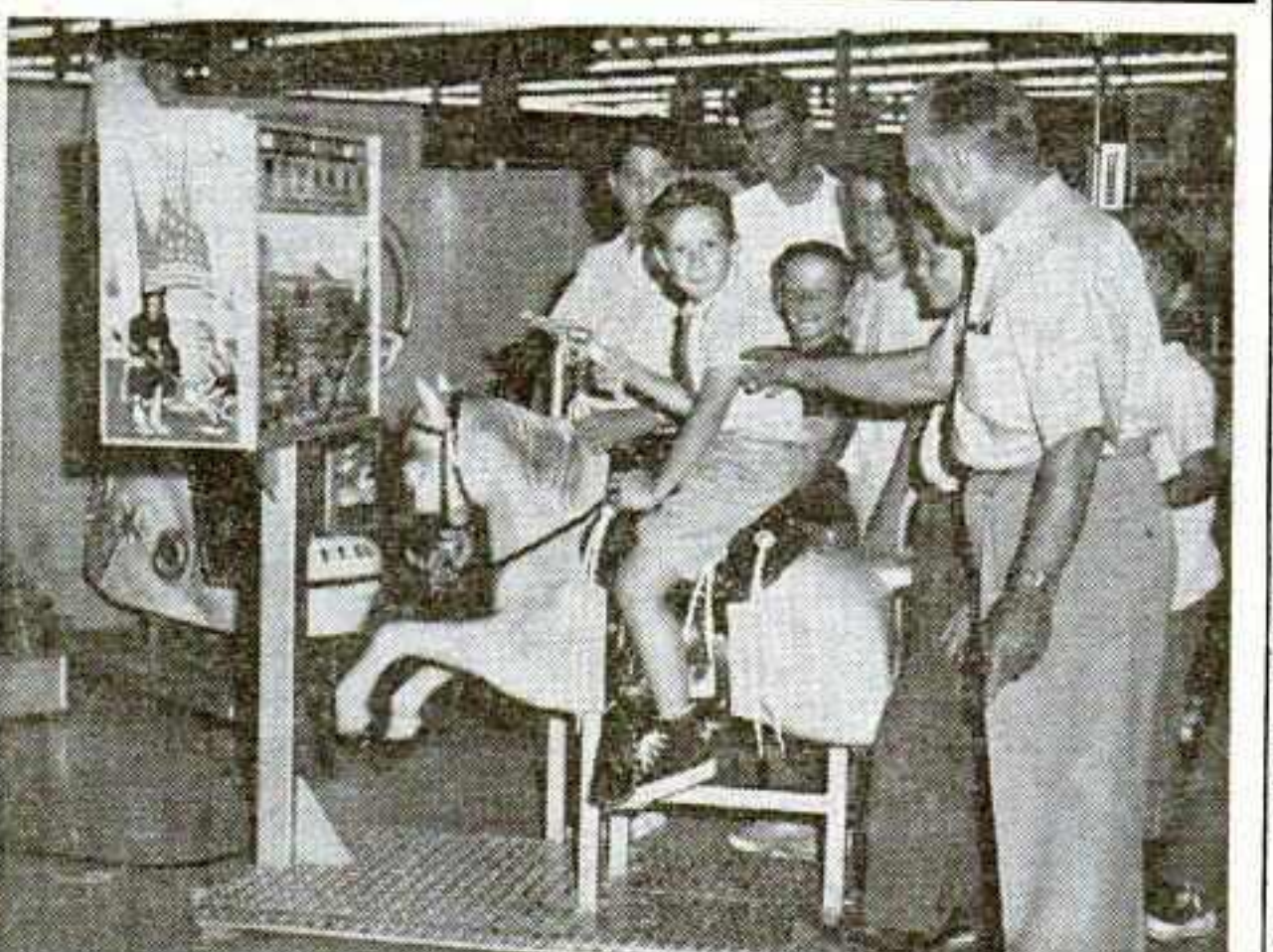
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JACK MITNICK, sales director of **All-Tech Industries**, watches the firm's new ride, **Indian Scout**, on a Miami supermarket test location. The horse has a galloping action, while the rider shoots at animated targets. Awards for shooting accuracy are **Cub, Wolf, Eagle, Little Chief, Junior Chief and Big Chief**. The ride has a fiberglass body, and the treadplate is aluminum. The ride takes up two feet by four feet of floor space. According to Mitnick, the tests were impressive, and the firm is now in full production on the ride.

Changemaker Solves Sluggish Bowler Returns

PHOENIX, Ariz.—Spotting a battery of change-making machines convenient to bowling machines can add as much as 35 per cent greater play, according to the experiences of the Totem, big discount house here.

The Totem has 11 bowlers in operation, near the main checkstands, to make up the complete Bowlero. The machines, out in the lobby of the store, are particularly popular with husbands who don't want to go through the shopping routine with their wives in the adjoining supermarket, or general merchandise areas of this 150,000-square-foot store.

Return from the bowling machines was nothing spectacular, however, for the first year, even though it was obvious that there was plenty of market in bored husbands, and even youngsters, obviously waiting for their mothers to complete the shopping chore.

Change Problem

It wasn't until the management took the step of approaching typical prospective customers, waiting around the Bowlero area, which

contains also many kiddie rides and amusement machines, and asking why they didn't play. It was something of a surprise to find the problem, almost without exception, was one of change. If a possible player found that he did not have the required dime in his pocket, he would usually forego the pleasure of entertaining himself with a line or two, rather than bucking the long lines of customers waiting at the checkstands nearby, which was the only convenient source of change.

When it turned out that there was literally dozens of potential customers giving up on playing the

bowling machines because of the lack of dimes, the Totem management took positive action. This was the purchase of a three-element coin changer, mounted on a heavy steel and concrete post, directly alongside the bowling machine, which changes coins up or down, to produce nickels, dimes, quarters, and half-dollars as desired. At the same time, small cards were attached to every participation-type of amusement machine and the bowling machines, reading "For Change—Changemaker On Aisle."

Results showed a 20 per cent increase in bowling machine returns the very first month, a 30 per cent increase the second month, stabilizing at approximately 35 per cent every month from that time on. Even store employees on luncheon breaks have become regular users of the bowling machines because of the convenience of the changemaker, it was reported.



MAR-TAB VENDING EMPLOYEES, 17 strong, cruised to Nassau from the firm's Miami base. Sol Tab, one of the partners, reports that all employees who brought in new juke-box locations bringing in at least \$15 a week were given a free vacation for themselves and their husband or wife. Some 17 qualified in six weeks. Mar-Tab operates music, games and vending. Contests are run every three months. The cruise ship is the S. S. Bahama Star.

MAY 12, 1962

BILLBOARD MUSIC WEEK 71

Consolidated Vending Seeking Registration Common Stock Shares

WASHINGTON—Consolidated Vending Corporation of Dover, Del., operating vending and amusement machines and juke boxes, is seeking registration of 70,000 shares of common stock for public sale. Prospectus to the Securities & Exchange Commission says the stock would be offered at \$5.75 per share, and offering will be made by underwriters headed by Dana Securities Company, Inc., of New York, which will receive 69 cents per share commission and \$5,000 for expenses.

The Consolidated statement says underwriters will have option to buy 1,500 shares at 1 cent each, and 17,000 shares underlying five-year warrants at 1 mil each, exercisable at \$5.75 per share. An additional 6,000 shares underlying like warrants, are to be sold to officers and employees of the company.

The \$320,000 estimated net proceeds of the sale will be advanced to subsidiaries, and used largely to pay off indebtedness, and to buy new vending, photograph and amusement machines.

The company has outstanding 130,000 shares of common stock, of which Jules H. Singer, president, and Sidney Mittleberg, vice-president, own 33.55 per cent and 19 per cent respectively, and management officials as a group 60.65 per cent. Sale of new stock to the public is expected to result in an increase in the book value of stock now outstanding from 10 cents to \$2.29 per share, and a corresponding dilution of \$3.46 per share in the book equity of stock purchased by the public.

**THREE
IN
One
SOON!**

when answering ads . . .
Say You Saw It in
Billboard Music Week



Joe Ash says . . .
CONTACT ACTIVE FOR **PINBALLS**
THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!
Exclusive Gottlieb and Rock-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware

ACTIVE AMUSEMENT MACHINES CO.
666 N. Broad St., Phila. 30, Pa.
POplar 9-4495
Write or wire for prices

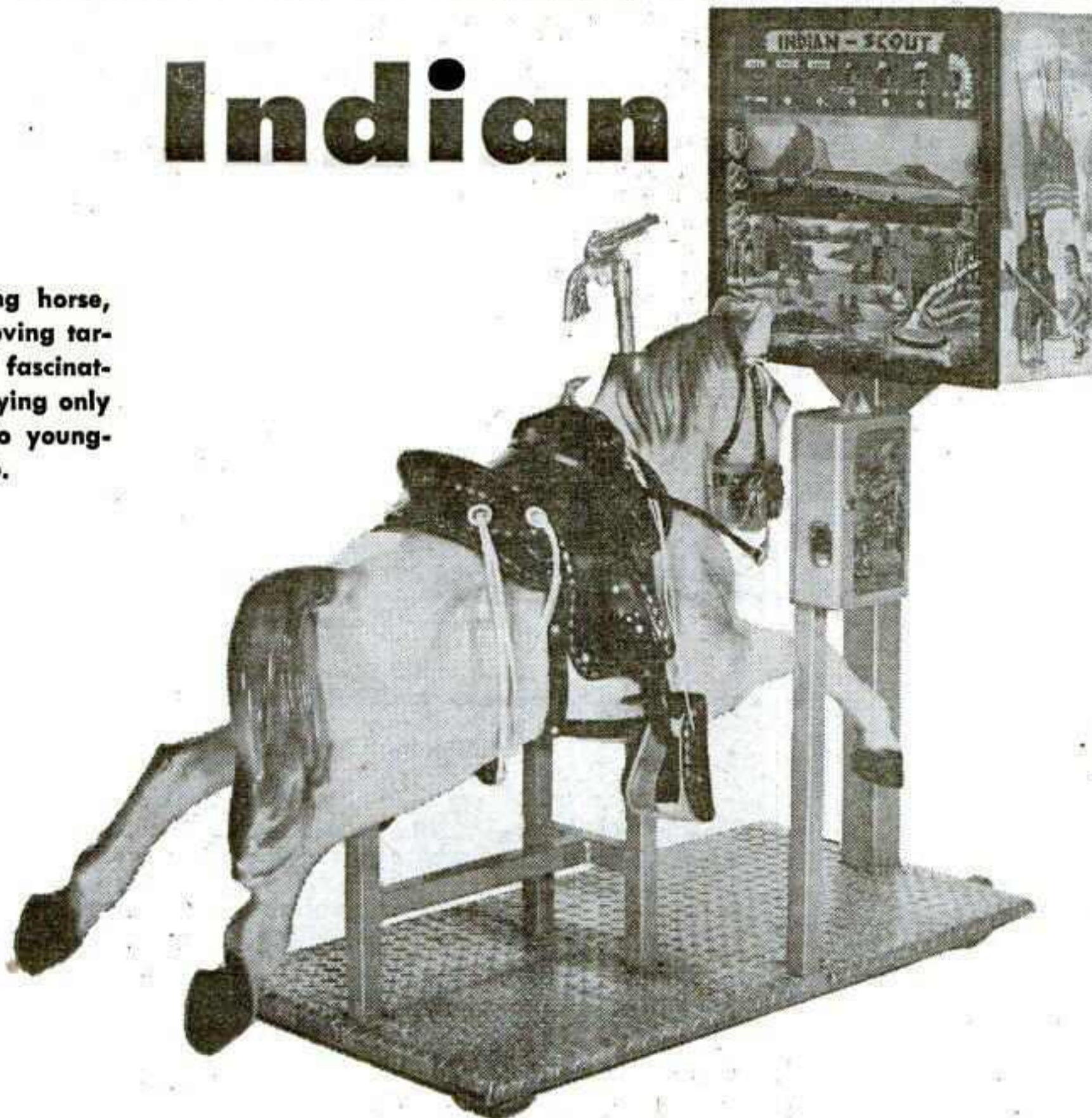
You can ALWAYS depend on ACTIVE ALL WAYS

Better than any ride . . . more than any gun
GALLOPING HORSE—SHOOTING GUN AT ANIMATED MOVING TARGETS WITH SCORING CHALLENGE

Indian Scout

An ACTION-PACKED galloping horse, shooting gun at animated moving targets combined into one new fascinating amusement device, occupying only 2' x 6' of space. Challenge to youngsters from the ages of 3 to 16.

INDIAN SCOUT HAS BEEN LOCATION TESTED AND PROVED TO BE THE HIGHEST INCOME PRODUCER OF ALL KIDDIE RIDES.



HIGH REPLAY

Children and teenagers enjoy the thrill of galloping on INDIAN SCOUT and at the same time they strive for BIG CHIEF, the highest scoring award. Colorful, illuminated scoreboard adds to the replay appeal.

IDEAL FOR ALL LOCATIONS

Variety Stores—Drug Stores—Department Stores—Shopping Centers—Supermarkets—Amusement Parks—Arcades—Rail, Bus and Air Terminals.

STURDY CONSTRUCTION THROUGHOUT

- Fiberglass body
- Maintenance-free aluminum treadplate
- National rejector coin mechanism
- Tamper-proof coin meter accurately records each ride.

Get on the PROFIT TRAIL with INDIAN SCOUT TODAY!

See it at your distributors or write us direct.

ALL-TECH INDUSTRIES

P. O. Box 1416, 950 W. 20th Street, Hialeah, Florida, Tuxedo 8-7551

FOR SALE

POOL TABLES (with new cloth, new cues, reconditioned) \$175.00
 AMERICAN 9 ft. Bank Shot \$175.00
 SHUFFLEBOARDS, 22 ft., refinished \$225.00
 SHUFFLEBOARD lights—flu \$ 27.50

BOWLERS

Keeney Bonus \$ 95.00
 Keeney Diamond 140.00
 Keeney Speed Lane 175.00
 Keeney Jewel 250.00
 Bally ABC 175.00

MISCELLANEOUS

Chi Coin Blinker \$195.00
 Chi Coin Fire Ball 125.00
 Chi Coin Rocket 75.00
 Genco Rifle Gallery 95.00
 Games Inc. Post Time 75.00
 Games Inc. Hole-in-One 75.00
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 CHICAGO, ILLINOIS
 JUNIPER 8-1814

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 See Us at the **ROWE-AMI BOOTH**

ATLAS . . . Reconditioned—Guaranteed
MUSIC • GAMES • VENDING

VENDING	MUSIC
ROWE L-1000, 4 Flavor . . . \$595	A.M.I. K-200 (50c) . . . \$545
ROWE 20-700 (20-Col.) Cig. . . 275	A.M.I. G-200 . . . 245
ROWE AMBASSADOR, 14-Col. Cig. (Man.) . . . 175	ROCK-OLA 1454 . . . 295
ROWE CANDY, 8-Col. . . 135	ROCK-OLA 1458 . . . 395
STONER CANDY, 6-Col. . . 95	SEEBURG AQ160-SH (50c) . . . 845
NATIONAL 9M Cig. . . 95	SEEBURG 222-SH (50c) . . . 725
DUGRENIER K-14 (Man.) . . . 165	SEEBURG 100-J . . . 445
SEEBURG 800-E2 Cig. . . 215	SEEBURG 100-R . . . 375
KEENEY CIGARETTE, 20-Col. . . 95	SEEBURG XD-200 . . . 325
BALLY CHAMPION HORSE (Metal Base) . . . 395	SEEBURG 200-LU (Backgrnd.) . . . 295
	WURLITZER 1900 . . . 295
	WURLITZER 2000 (50c) . . . 245
	WURLITZER 2300-S (50c) . . . 495
	A.M.I. J-200E (50c) . . . 445

AC DOLLAR BILL CHANGER
 Location proved! Increases revenue wherever coin-operated equipment is used. Eliminates need for attendant! Immediate delivery. **\$995**

1/2 Deposit, Balance Sight Draft
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ALL NEW FOR '62 "THE COMPACTS"
 "KLEER SEAL"
 PLASTIC LAMINATING

Features Never Before Available in a Plastic Vendor

- Fully Enclosed Self-Sharpening Trimming Knives
- Fool-Proof "Vacumatic" Vending Principle
- New Roller-Type Laminating-Sealing Feature
- Available in 10¢ or 25¢ Play

2c MECHANICAL VACUMATIC CARD VENDOR #412
 3,000 FREE CARDS WITH EACH CARD VENDOR PURCHASED

Improved all-steel card vendor that has EVERYTHING. Big Cash Box, Tamper-proof coin mechanism, Full interchangeable display signs furnished free.

50 FAST SELLING CARD SERIES TO CHOOSE FROM.

SINGLE and TWIN STANDS AVAILABLE.
 Sturdy reinforced chrome-plated tubular steel construction.

SEE THESE "COMPACTS" AT THE MOA SHOW

THE EXHIBIT SUPPLY COMPANY
 Established 1901
 4719-21 W. Lake St., Chicago 44, Ill.
 Phone: EStbrook 8-9070

'Special Day' Remembrances Add Goodwill Plus to Location Relations

By **BOB LATIMER**

DENVER — Although the primary requisites for location owner goodwill are an attractive, dependable, phonograph and good, reliable service and record changing, there are a lot of plus ideas for making loyal friends of location owners. Making an effort to learn the birthdays and wedding anniversaries of bar and restaurant owners, and remembering the event with a card and a small gift is a practice of long-standing with Tom Bean, of Tom Bean Music Company, longest-established juke box operator here.

Bean gets the information from wives, old-time employees, or even guilelessly brings the subject up when negotiating for a location, and files the date away for later reference.

Checks Card File
 He checks his card file every week, and whenever a birthday or a wedding anniversary comes up, he sends a carton of cigarets, a box of cigars, a carton of candy, or some novelty, along with a signed congratulatory card to the location owner.

The gift is dictated by individual circumstances, of course, but usually will be the brand of cigarets or cigars which the location owner smokes.

Making absolutely no fanfare whatsoever about delivering the gift, Bean has found that his thoughtfulness has kept him proof against location-jumping, and low-rate competition for a quarter of a century.

Remembering anniversaries in the same way with a small gift item which is equally useful for husband and wife alike brings the feminine side of the family into the picture, and has had a lot to do with the fact that Bean has enjoyed long-term relationships with the first few stops he secured back in the infancy of the juke box business in Denver.

Regional Practice
 Most operators in Wyoming, Colorado, New Mexico, and Arizona, follow this system to some extent, particularly from the standpoint of "always remembering the location owner's anniversaries" even if sending no more than a card.

Special services, rendered without any request from the location owner are equally valuable in cementing long-lasting relationships. For example, Bill Storey, a Denver operator, makes it his business to know what his location owners, largely bar owners are looking for, in the way of equipment.

Since he spends 90 per cent of his business time in such locations, he has frequently effected exchanges, sales from one bar owner to another, to solve problems.

In this way, Storey has been an agent for refrigeration equipment, backed by equipment, stools, store fixtures, and even once located a specially equipped cash register for one of his bar owners on the same day that the customer made it known he was looking for such equipment.

Storey thoroughly enjoys this sort of research

operation, primarily because the savings involved with the location owners concerned are usually enough to add something to his luster with his location owners.

Even in the matter of personnel, the phonograph operator has an excellent opportunity to help his location owners, according to Border Sunshine Novelty Company in Albuquerque. Here, half a dozen collectors out on the route make a point of keeping themselves up to the minute on employment needs in the many types of locations on this big New Mexico route, and are frequently able to come up with made-to-order spots for waitresses, bar maids, etc., from locations which closed down during the winter season.

Finding an opening for employees worried about off-season jobs in this way helps location owners as well as employees, and naturally, draws goodwill from both ends. Needless to say, whenever any employee who has been helped in this way recommends a phonograph or amusement machine operator, the chances are that Border Sunshine will get the call.

Time Savers
 Even in the matter of helping a bar owner locate a printer, to turn out menus, a source of novelty advertising gimmicks, etc., the phonograph operator can produce much appreciation. Often, a busy location owner will appreciate and be highly grateful of any such efforts which save time for him, and reciprocate by doing everything possible to push play on the juke box. The operator can help with locating personnel, equipment, passing along good management or operating tips.

Former Tavern Owner
 An ideal example of a music firm which offers its location owners a diversity of services is Century-Supreme Music Company of Westminster, Colo. Here, partners Frank Huber and Glen Pierce are capable of not only helping a location owner set up better business methods, but in finding all of the equipment they need. Huber, although he is one of Colorado's most diversified coin machine operators, was himself a bar operator for many years, and thus understands all of the problems which confront his location owners.

Pierce, on the other hand, was an accomplished bookkeeper and accountant, before he joined forces with Huber, and is thus able to help location owners solve knotty problems where payroll, accounting, income tax and similar problems are involved.

Both of them spend an hour or so per location owner daily, in simply talking business outside of juke box collections and by showing a strong, direct interest in the location owner's personal problems, there has been a strong bond of appreciative loyalty created.

There are many more ideas which tend to put location owner-operator relationships on a more solid footing. First, and last, however, it is services which have nothing to do with the basic juke box industry, and gifts which the location owner can look at long afterwards instead of spending, which have shown most tangible results.

Constant Attention Is the Key to Denver Ops' Location Success Story

DENVER—It's a mistake to consider a location permanently sold even after several years have gone by, according to Frank Huber and Glenn Pierce, partners in the big Century Supreme Music Company, here.

Huber and Pierce, who are "Mr. Outside and Mr. Inside" respectively for the phonograph and game operation, have some locations which date back for 14 years when the partnership began. Along with continuously prospecting for worthwhile new spots, Pierce and Huber never forget to keep the old location sold.

Seeing to it that well-established locations remain happy means many things, according to Pierce. For one thing, it means giving the location owner plenty of say in the music menu offered, where he shows interest in the subject. For another, it means improving equipment in use, with the latest, most desirable phonographs, games, and sound reproduction.

Equipment Upgraded
 Century Supreme excels in the latter category. Over the past few years, every established location has been upgraded at least once, with a careful check of remote speakers, wiring, baffles, etc., and regular replacement, particularly in the speaker category. All too often speakers become old and it requires only a comparatively small jolt or careless handling to crack the cone or to dislodge the cement around the cone.

Where a speaker suddenly begins giving tinny sounds, the location owner is likely to be pained by the difference for a few hours, and then become accustomed to it, and forget to mention the fact until a Century Supreme serviceman comes around. By forcing the issue and regularly checking sound output, Century Supreme's young but expert serviceman Ray Clark can usually get the offending speaker replaced within an hour or so.

Another good-will step which has been followed almost continuously by the long-established Century Supreme organization has been installation of custom stereo hookups, using speakers manufactured in Century Supreme's own shop. Frank Huber, an audiophile, buys baffles from one source and cases from another. He can frequently come up with sound results which rival those of more expensive equipment.

Whenever any such upgrading is taking place, it is a certainty that Century Supreme will keep location owners and their customers advised of the fact. "It gives the location owner something to be proud about, and, of course, something to mention to his friends and customers," Huber said. "Not infrequently, the most tin-eared customer will perk up his interest when he finds he is listening to true stereo, and mention it to others," he added.

The Denver operators have been able to sail along with practically no location jumping whatsoever to contend with and no problems with demands for unfair commission splits. Huber, who at one time owned a bar himself, is thoroughly familiar with the location owner's problems.

BILLBOARD
ROUTE MANAGEMENT
MUSIC WEEK

Keeney Bows 2-Player Game

CHICAGO—Keeney's new two-player, Roll-A-Line, featuring diagonal, vertical and horizontal scoring, is being unveiled at Music Operators of America's May 6-8 convention here.

Principle of scoring involves manual rolling of balls into numbered pockets on the playfield, purpose being to get five balls in a straight line.

Side flipper buttons operate a kicker bar at the rear of the playfield. Each player gets six balls. A free ball is built into the center pocket to increase scoring opportunities.

The game is also available as Keeno-Ball with a match feature.

Coin UJA Wing Raises \$2,000 Toward 40G

NEW YORK—Committee members of the Coin Machine Division of the United Jewish Appeal is on its way to the 1952 goal of \$40,000.

Meeting here Monday (23), the committee raised its first \$2,000 and mapped plans to come up with the remaining \$38,000 before the Victory Dinner, June 5, at the Plaza Hotel.

To be honored at the banquet are Roger S. Littleford, publisher of Billboard Music Week, and Joseph P. Orleck, publisher of Cash Box. William Cahn, assistant district attorney of Nassau County, will be guest speaker.

Guests at the Monday meeting were Mrs. Al Bodkin, Mrs. George



EINO KIANDER (center), newly elected president of the Northwest Automatic Retailers Association, receives a plaque denoting the group's affiliation with National Automatic Merchandising Association as a State Council. Making the presentation are Sidney S. Kallick (left), NAMA Western office manager, and Paul Mercy, NAMA director, during a guided tour of the Seattle World's Fair by members of the Northwest Council.

Holtzman, Mrs. Max Klein and Mrs. Aaron Sternfield.

Irving Holtzman, campaign chairman, presided. Attending were Al (Senator) Bodkin, Max Klein, Aaron Sternfield, George Holtzman,

Harold Kaufman, Joe Orleck, Marty Toohey, Irv Kempner, Mike Munves, Lou Wolberg and Meyer Parkoff.

The next meeting was set for Wednesday (9).

POOL MATCH AT MOA MEET

CHICAGO—Operators will be treated to a daily series of matches between two of the nation's top pool and billiard champions at the Music Operators of America convention at Chicago's Morrison Hotel May 6-8. Willis Covington, representing Fischer Sales, and Don Tozer, representing Valley Sales, will play a series of home-and-home matches each day of the show. Both Covington and Tozer are well known both as match players and trick-shot artists.

New Jersey Cigaret Tax Stays at 7 Cents

TRENTON, N. J.—The New Jersey General Assembly voted to make permanent the State's 7-cent tax on a package of cigarettes. The bill, due to go into effect on July 1, is expected to pass the Senate.

A year ago, the tax on cigarettes was raised "temporarily" from 6 to 7 cents to help pay for some State institutions. The special tax was due to die on June 30.

When the new tax went into effect last year it caused something of a problem for operators since they were getting 30 cents a pack for cigarettes and did not want to have the penny chopped out of their profits.

So, they raised the price of king-size smokes to 35 cents and caused protests from many customers. Now it appears that the 35-cent price for machine-vended cigarettes will stay.

This being the case, operators will make 4 cents more for each pack of king-size cigarettes sold.

Beaver Opens Detroit Office

DETROIT—Glen R. McPhail, who had operated in Buffalo and Toronto for four years, has begun a local operation. McPhail is the brother of Ken McPhail, president of the Beaver Casting & Vending Supply Company, Canadian bulk vending machine manufacturer.

The new firm, the Beaver Vending Service, will handle bulk vending exclusively, with penny, nickel and dime machines dispensing nuts, charms, gum and confections.

Art Affer has been named manager of the Detroit operation, which is currently operating within the city limits. Plans call for expansion to the suburbs.

Significantly, the Beaver operation is the only firm listed in the telephone classified section as a bulk vending firm, although full-line operators, handling bulk as a sideline, are, of course, listed.



when answering ads . . .
Say You Saw It in
Billboard Music Week

TAKE A PEEK at the all new

PEEK-A-RAMA

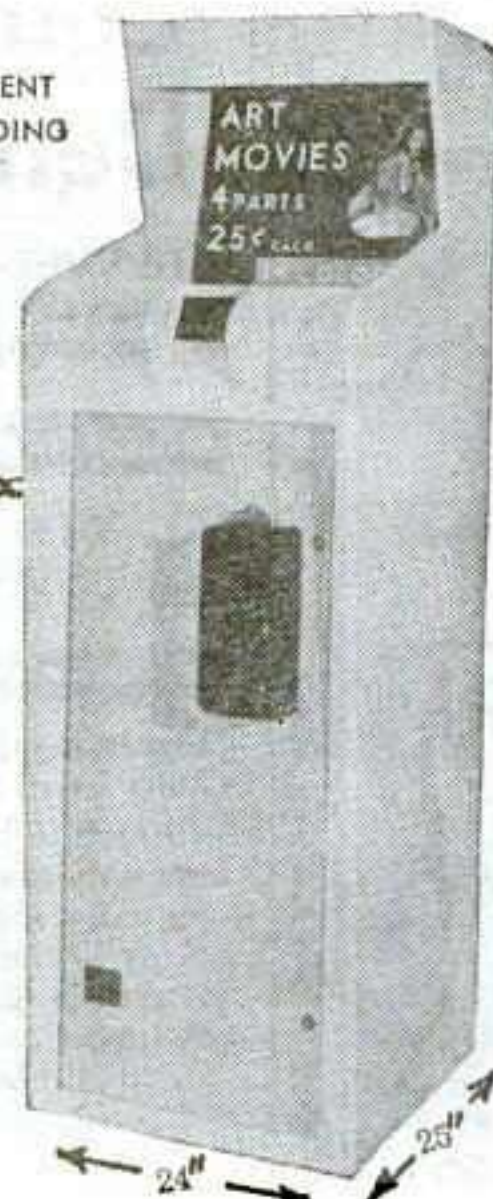
with these FABULOUS FEATURES



NOW you can use low-cost 8 mm Color Film

\$499.50 F.O.B. Louisville

PATENT PENDING



COMPACT

- PROVEN AND TESTED FOR 2 YEARS
- USES NEW LOW-COST 8MM COLOR FILM
- FANTASTIC NEW CONTINUOUS FILM SYSTEM, NO MOTOR, NO GEARS, NO BELT. WORKS BY GRAVITY. ALL NYLON BEARINGS, NEVER NEEDS LUBRICATION.
- 100 FEET OF 8MM FILM WILL RUN 8 MINUTES. A TWO-MINUTE TIMER GIVES YOU FOUR PARTS TO EACH 100 FEET.
- NO NOTCHING OF FILM, FILM CAN BE CHANGED MORE OFTEN, KEEPING THE CUSTOMER COMING BACK REPEATEDLY.
- TAKES TWO MINUTES TO CHANGE FILM.
- USES THE NEW 150-WATT BULB.
- ONLY ONE RELAY, ONE SWITCH, ONE FUSE BOX, TWO PLUGS.
- ANY PART OF CONTINUOUS FILM MAGAZINE WILL BE REPLACED FOR LIFE.
- AVAILABLE IN 5 - 10 - 25¢ CHUTES.

COMING SOON

FABULOUS 8 MM Sound Peek for kiddies. You will have to see it to believe it. Plenty of film at a fraction of the cost of 16mm.

"Why not the latest"

For every type of location
Order Today
Urban Industries, Inc.
715-17 West Main, Louisville 2, Ky.
JU niper 4-4371

Models In
Living Color
PIN-UP
—ART
—BIKINI

100% LEGAL
WORLD OVER

BOOTH 58—M.O.A. TRADE SHOW

**SEE THESE GAMES AT THE M.O.A. SHOW
OR AT YOUR DISTRIBUTOR!**

A WIDE VARIETY OF
CHICAGO COIN GAMES

Chicago Coin's

STARLITE BOWLER

NEW!

AVAILABLE IN **3**
DIFFERENT COIN CHUTES

1. STRAIGHT 10c PLAY!
2. TWO NICKELS-DIME-and QUARTER!
3. TWO NICKELS-DIME-QUARTER-and HALF DOLLAR!



NEW!
TAMPER
PROOF
ALL STEEL
CASH BOX

One game for 2 nickels-1 dime
or Three games for 1 quarter
Six or Seven games for half dollar

NEW! ALL ILLUMINATED PLASTIC SCORE DRUMS
LARGER NUMBERS-EASIER TO READ

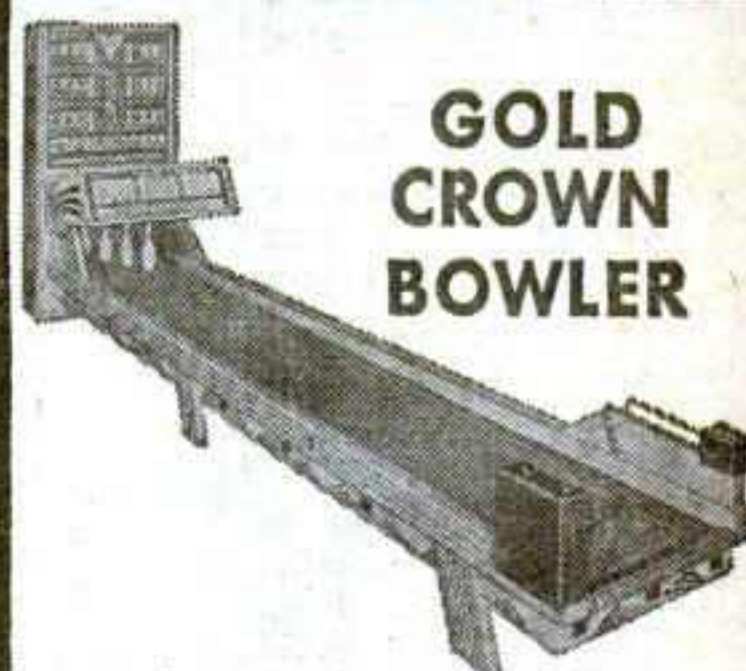
NEW! LARGER AND WIDER PLEXIGLASS HOOD
WITH LIGHTED PIN RECORDER

NEW! FLASH-O-MATIC and
"DUAL" FLASH-O-MATIC SCORING

NEW! STAINLESS STEEL RAIL GUARDS
AND ENTIRE COIN ENTRY PLATE

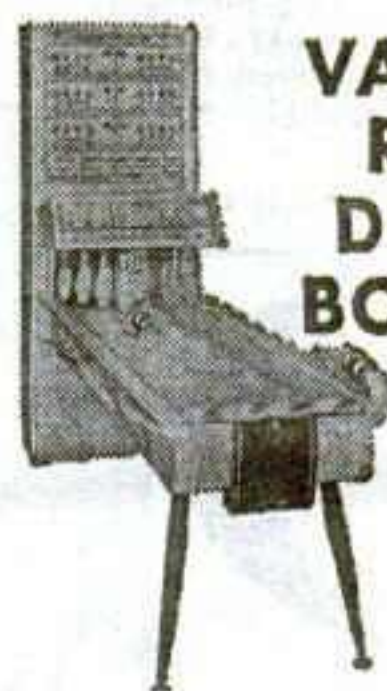
6 WAYS TO
PLAY!

REGULATION
SILVER STAR
SUPER STRIKE
FLASH-O-MATIC
"300" CHAMP
"DUAL"
FLASH-O-MATIC



**GOLD
CROWN
BOWLER**

Introducing the "new" SUPER
QUIET PLAY FIELD and SOFT
RUBBER SHIN GUARD! 6 ways
to play. 10c per player. Many
other proven features.



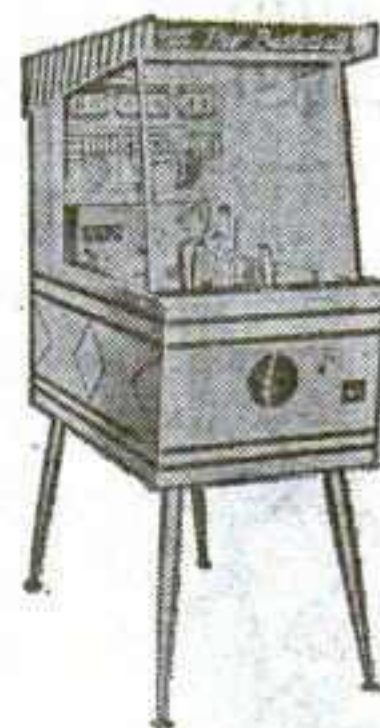
**VARIETY
ROLL
DOWN
BOWLER**

(not a Puck-Type Game)
Featuring an "inclined" play-
field. Ball is pushed like a puck.
8 ways to play! Automatic ball
return. 10c per player. 6 can
play!



**ALL STAR
GOALIE**

Real Hockey action. Adjustable
10 or 15 balls per game. 1 or 2
players. Fast and exciting.



**PRO
BASKET
BALL**

New 1st and 2nd half scoring.
Lifelike basketball players and
realistic playfield look like the
real thing. Colorful cabinet at-
tracts players. Fast action holds
their interest.

Europeans Are Looking to U. S.

Continued from page 58

age. A yesteryear gold-plated assure spot, Biarritz has come on a peg in recent years, and is happy to attract a more modest class of vacationer.

In Switzerland this season, as every season, operators are installing the newest games from Chicago. However, there is little talk here of an "American games boom," because U. S. games are novelty.

Doing It for Years

Rene Toluzzi, an operator in Geneva, explained, "You can't ballyhoo something you have been doing for years. Besides, nobody would pay us any attention. Switzerland has always imported American coin games; what other games are there?"

The European trade would agree with Toluzzi. As he implies, European manufacturers, despite their substantial success in building juke boxes, have failed abysmally to produce games comparing even in elementary degree with U. S. games.

The coin games field is still the

almost exclusive preserve of the U. S. manufacturer, and this aspect of the European market, as is demonstrated at resorts this season, remains wide open for sales push.

The same is not altogether true for phonographs. The resorts surveyed are being heavily supplied with European-manufactured juke boxes. Seeburg and Wurlitzer, among the U. S. boxes, are doing well at European locations, but the trend is very much toward the placing of boxes of European origin, when not domestic boxes than Rock-Ola, AMI, or Wurlitzer boxes of European production or assembly.

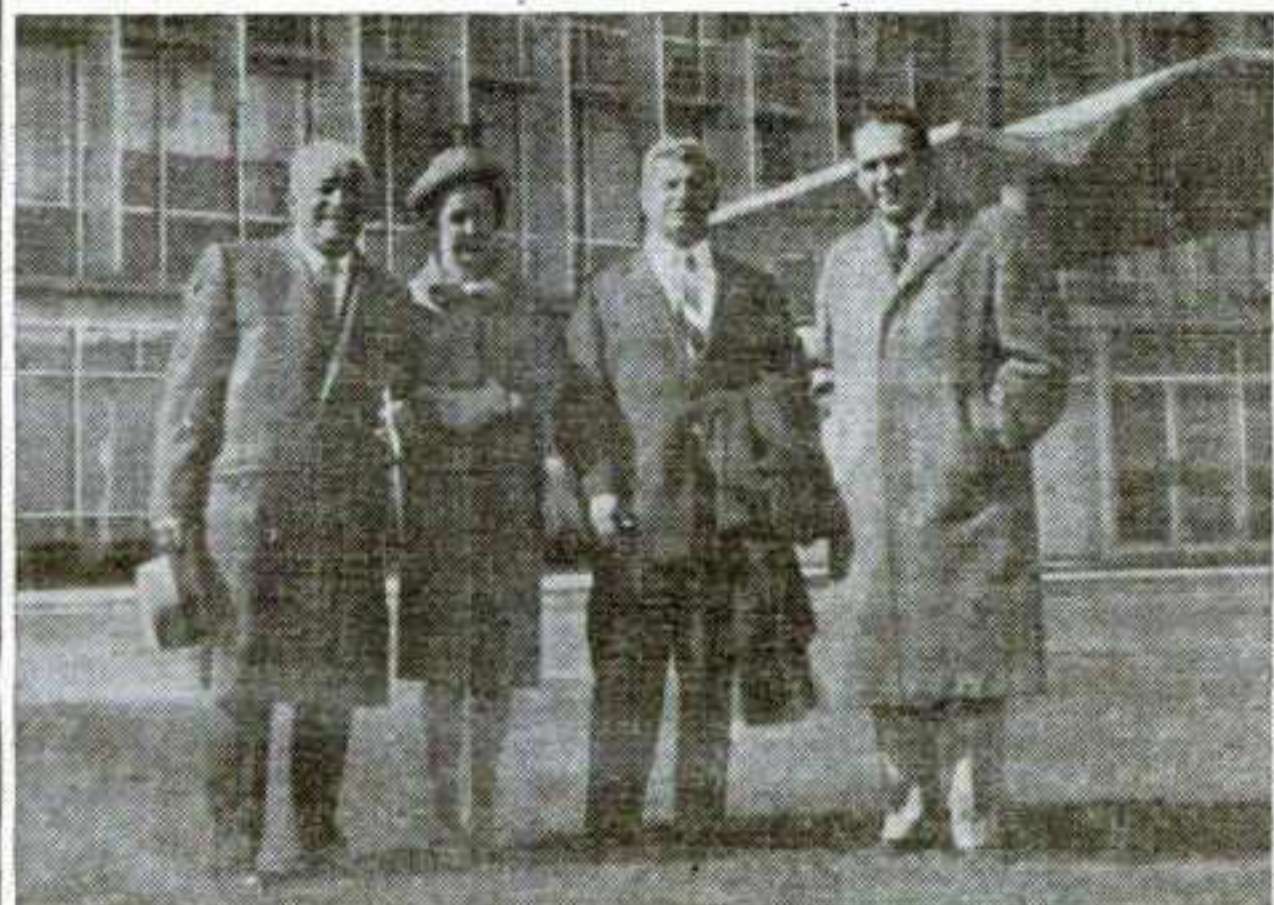
The trend toward European-origin boxes is pronounced at all of the play areas surveyed.

Blame Competition for Pitt. Licensing Mixup

PITTSBURGH — David Rappaport, in charge of licensing pinball machines for Pittsburgh, told Magistrate Julius Strba here last week that keen competition among operators for pinball locations has been responsible for some of the mix-up in licensing the games.

He explained that some operators rush a machine into a location before getting a license because they are afraid that a competitor will move in with a machine of his own if they delay.

Rappaport testified in the trial of two local operators who were charged with having unlicensed machines. One was fined \$50 on one count, and another was fined \$50 on each of four counts.



ERIC DE STOUTZ (right) Gottlieb distributor in Switzerland, and his wife get a tour of the Gottlieb Memorial Hospital during the couple's recent visit to Chicago. Showing them around are David Gottlieb (left) and Judd Weinberg.

MAY 12, 1962

BILLBOARD MUSIC WEEK 75

Diskery Relations to Get Close Scrutiny

Continued from page 58

box-record industry problems. Operators for years have made no secret they feel slighted by an industry that depends on operators for some 50 per cent of its singles business.

Programming, say operators, is aimed at teenagers (the other 50 per cent) and the needs of the operators are ignored. Not so say the record companies and several have lately introduced packages specifically aimed at the juke box market to prove their point.

A side issue is MOA's own pique at the gradually decreasing number of record companies exhibiting at what officials term the juke box industry's own convention. This year, eight firms are showing their lines: Capitol, Columbia, Decca, Dot, Jay Jay, MGM, Plaza and Vassar. (A conspicuous absentee is RCA Victor, up to now an MOA regular.)

Although the figure beats last year's total, it is still below what MOA officials and juke box operators would like to see.

Cite Attendance

Record companies argue in rebuttal that operator attendance at MOA shows has been gradually decreasing and it's no longer worth their while to attend.

This year's convention could be a turning point. A strong operator showing would undoubtedly hype record company participation for the future. Weak attendance, on the other hand, could very rapidly kill off what interest exists.

EUROPEAN NEWS BRIEFS

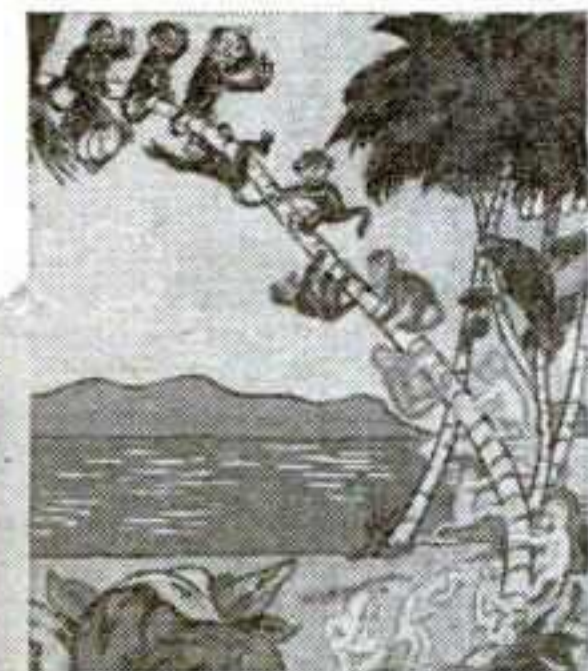
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Self-Propelled Juke Boxes

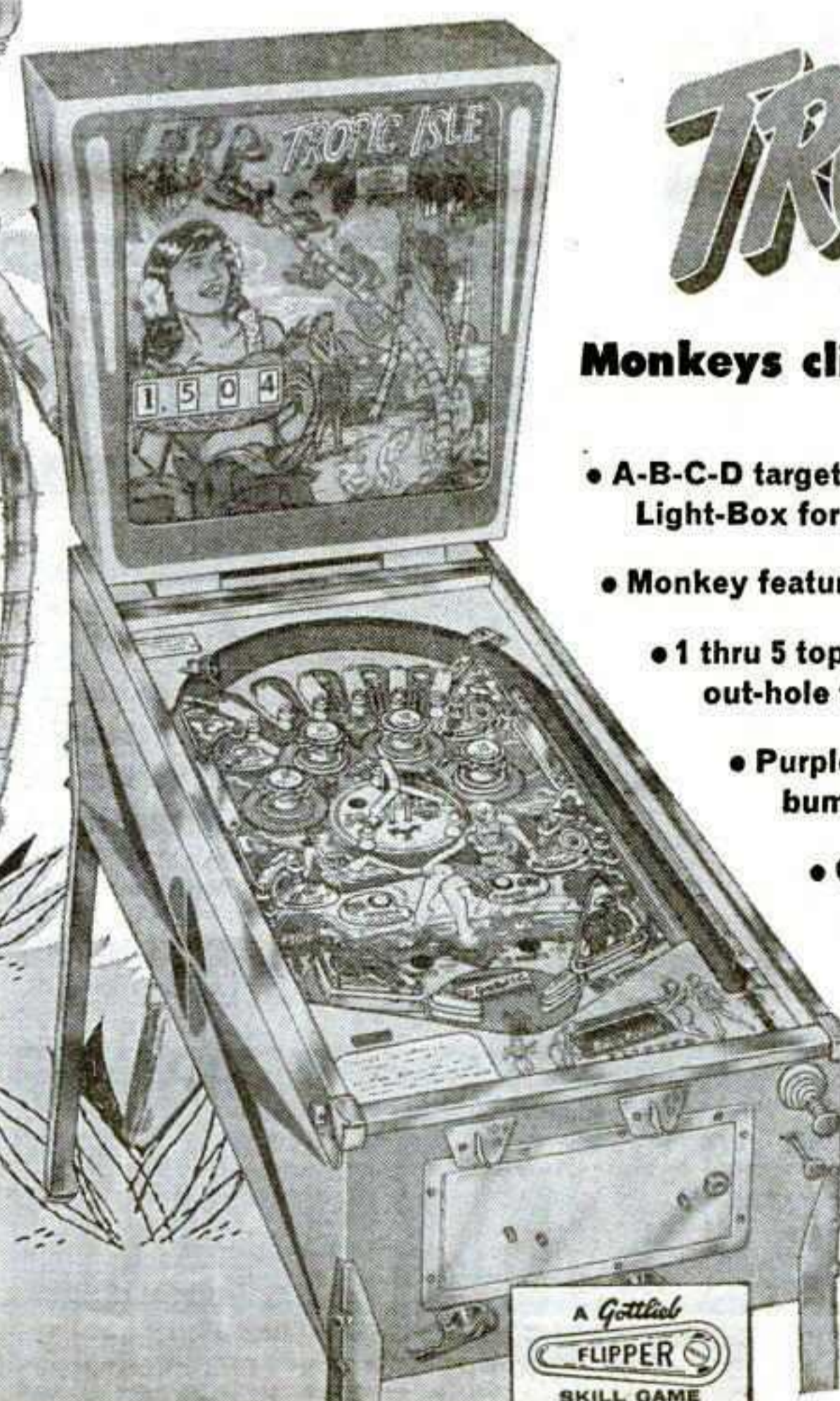
ST. MORITZ, Switzerland—Ski locations here are experimenting with self-propelled phonographs, equipped with a small battery-power engine for easy shifting from stop to stop. Some operators believe they can cut overhead and increase collections by shifting phonographs from morning to afternoon to evening locations or at least from day to night time locations. This is because of the highly ambulatory nature of the Swiss resort trade, which congregates in the mornings on the ski slopes or golf courses, moves in the late afternoon to the apres ski lounges and winds up the day in the hotel bar.



UP GO PROFITS



Like the monkeys climbing the tree—UP go profits when you put TROPIC-ISLE in your locations. It's cute! It appeals to every player! Test reports prove they don't stop 'til they get a monkey in the tree-top. See your distributor today.



GOTTLIEB'S

TROPIC-ISLE

Monkeys climb UP the tree! UP go profits!

- A-B-C-D targets advance three monkeys to tree-top in Light-Box for specials
- Monkey feature carries over from game to game
- 1 thru 5 top rollovers light side rollovers for specials and out-hole for 200 points
- Purple and green rollover buttons light pop bumpers for high score
- Circular rollunders score 50 points when lit
- Match feature • Sparkling cabinet design



New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

D. Gottlieb & Co.

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It's Always Profitable to Operate Gottlieb Games!

**LOOK!
28 HOLES!**



**NEW TYPE
IN-LINE GAME
WITH
3 EXTRA HOLES
HITS NEW HIGH
IN EARNING POWER**



**"AUTO-MISSION"
COIN-DIVIDER**

POPULAR 6-CARDS PLAY
earns up to 6 coins per game

POSITIVE PROGRESSIVE SELECTION
gives extra card for each extra coin

28 HOLES ON PLAYFIELD
adds new dimension in skill-appeal

PROFIT-PROVED SUPER-LINES
insure continuous repeat play

Months of location-testing prove new style playfield—
with 28 holes—gets biggest play ever in 6-cards class.
SHOOT-A-LINE consistently out-plays and out-earns
all other 6-cards light-a-line games. See for yourself
what 3 extra holes will do. See SHOOT-A-LINE at
your Bally distributor today.

BALLY MANUFACTURING COMPANY—2640 Belmont Avenue, Chicago

Bally **SHOOT-A-LINE**

NEW WURLITZER AUGMENTS LIVE ENTERTAINMENT IN THREE SAINTS SUPPER CLUB

The Three Saints Restaurant, a popular supper club in Liverpool, New York has an \$8,000 investment in stereo sound and broadcasting systems, but never had a juke box. They feature live entertainment — currently, Norma Rivers, Vassar Recording Artist and a combo.

Seeking a source of high quality music for the luncheon and cocktail hour trade, owner George Schreiner decided on a Wurlitzer 2600 with the fabulous Ten Top Tunes for a half-dollar feature.

Results have proved sensational. Patrons are delighted with the Wurlitzer tone. Management finds the Ten Top Tunes "musical bargain" a constant source of extra earnings.

Regularly functioning as a second orchestra, the Wurlitzer 2600 has taken its place as a top flight entertainer in this busy Syracuse area supper club.

John Bilotta, President of Bilotta Enterprises, Inc., Wurlitzer Distributors, Newark, N. Y., George Schreiner, owner of the Three Saints Restaurant, and Norma Rivers, popular recording artist appearing at this popular spot.

WURLITZER 2600

THE WURLITZER COMPANY • NORTH TONAWANDA, NEW YORK
Backed by 106 Years of Musical Experience



BIG PLAY FOR MAY

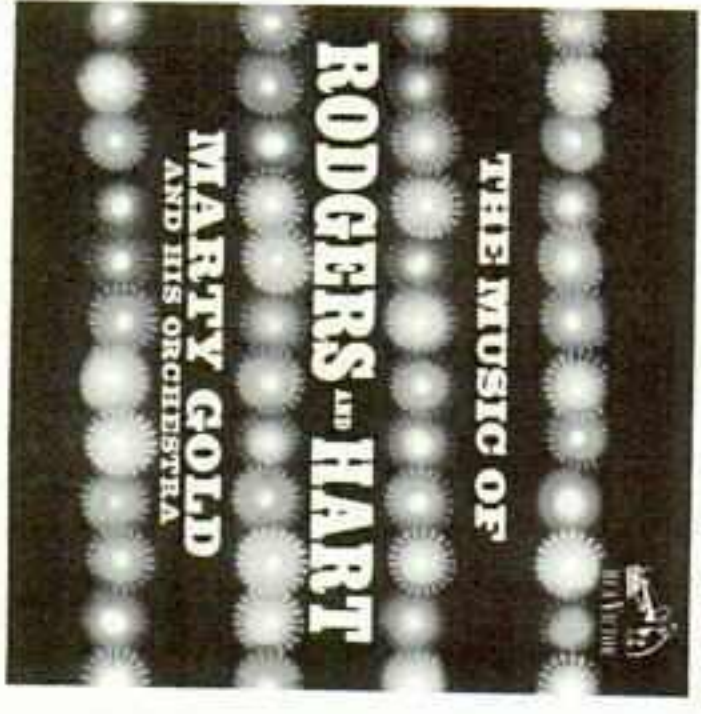
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MARTY GOLD and His Orchestra "The Music of Rodgers and Hart." A dazzling program of hits from 12 great Rodgers and Hart musicals (ranging from "The Garrick Gaieties" to "Pal Joey"). The Gold lustre is warmly burnished on "My Funny Valentine," "Manhattan," "Dancing on the Ceiling," "Bewitched" and other all-time winners! LPM/LSP-2535



"AL HIRT AT THE MARDI GRAS" Live performance from the Hirt home base—Bourbon Street. Contagious excitement with pure-bred New Orleans sound... driven all the way by the mightiest horn of them all! Features introductory announcements by "The King" himself, then swings with "Basin Street," "That's A Plenty" and 10 more! LPM/LSP-2497



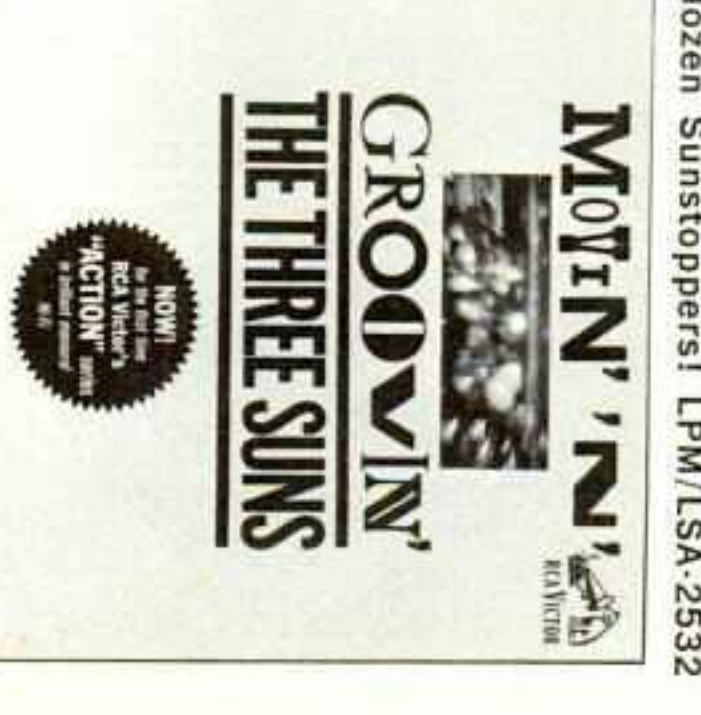
THE LIMELISTERS "Through Children's Eyes." One of the most unusual, most rewarding entertainment albums you will ever have to offer, and "the best album we have ever been associated with"—according to the Limelisters, themselves! Lou, Glenn, Alex and 70 irresistible children's voices frolic through 15 great songs! LPM/LSP-2512



H. B. BARNUM "The Big Voice of Barnum!" Meet a most unusual new talent: player of nine different musical instruments, arranger-composer, scholar and most of all... a startling, big-voiced song stylist! He has overwhelmed critics with his strength and versatility. Songs like "Sweet Sue," and "Baby, Baby, Baby," are sure of big play! LPM/LSP-2462



THE THREE SUNS "Movin' 'n' Groovin'" A whirlwind of imaginative new-sounding favorites with the Suns' familiar guitar, accordion and organ augmented by such instruments as the jaw bone, wind bells, chains and harpsichord... all in vivid "action" sound! "Jungle Drums" and "Danny's Inferno" round out an even dozen Sunstoppers! LPM/LSA-2532



MORE MAY PROFITS ON-A-PLATTER: "A TOUCH OF VELVET" JIM REEVES LPM/LSP-2487 ■ "THE ECHOES OF GLENN MILLER" RAY MCKINLEY LPM/LSP-2519 ■ "I HAD THE CRAZIEST DREAM" MANNY ALBUM LPM/LSA-2508 ■ "BANJOS BACK TO BACK" HARRY RESER LPM/LSP-2515