

# BILLBOARD MUSIC WEEK

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

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## PAGE ONE RECORDS



## Wild Album Selling Plagues D. C. Scene

WASHINGTON—Sales continued to hold at the "fair" level for dealers here last week, although April showers rained out everything, including the Cherry Blossom Festival's outdoor ceremonies scheduled for the weekend. Dealers believe there will be a lively pickup with improved weather and the Easter vacation turnout of schools and tourists.

A rough-and-tumble half-price sale of albums went on during the week, including a wild sale by a store scheduled to close, but given a 30-day extension on the basis of landslide selling of merchandise at slashed prices. "This kind of situation makes it almost impossible for dealers—even those operating at regular discount prices," said one dealer. "One of our customers said he was conditioned to expect sales at least down to 60 per cent of manufacturers' price, and waits for the price he wants—he may even wait longer for a further slash if he thinks it might come."

## Dot to Open St. Louis Branch

ST. LOUIS—The record business continued spotty here last week with conditions summed up by comments ranging from fair to good.

An important new development on the distribution front was Dot's plan to open a branch here headed by Skip Gorman. Gorman has been in partnership with Al Chotin in operating Record Merchandisers, an indie distributorship which has carried Dot, King, Scepter and other lines. The partnership has been broken and it's understood that Chotin will carry on as the sole operator of Record Merchandisers, holding on to all lines but Dot.

A report that Roberts Records, leading indie distributor here, operated by Norm Hausfater, would go public, was termed "premature." The Roberts firm is one of the growing number of distributors opening its own retail outlets in various sectors. Roberts has already established leased retail departments in such markets as Waterbury, Conn., Pittsburgh, Detroit, Los Angeles and Springfield, Ill. A spokesman said that the firm has in mind floating a public stock issue "when we have at least 50 outlets, which will probably be within two years."

In another development, a story that a large diskery had offered one of the city's leading one-stops a batch of 400,000 LP's at 65 cents each, was answered with the statement: "It wasn't 65 cents. It was less than that. Some of the stuff was good but it amounted to a \$300,000 transaction and we have no need for that right now."

Meanwhile, Danny Dark left his KXOK deejay chores to join the swinging WIL. He'll have the same time slot (3 to 7 p.m.) as he had on his former affiliation.

## L. A. Dips, But Above 1961

HOLLYWOOD—After a continuous sales climb which reached its climax during the previous week (BMW, April 14), singles, and to a lesser extent LP business, took a dip here last week, a BMW dealer survey revealed. Although sales were off when compared to the strong March levels, they were still impressively above the same time a year ago.

Singles experienced the sharpest dip, with dealers blaming it on the 90-degree weather which lured youngsters to the beach over the weekend. With few exceptions, all dealers surveyed reported the drop in singles sales, particularly during the weekend. LP sales dipped somewhat, but not as sharply as singles business, with only a portion of the dealers contacted reporting a sales drop. Others said sales were holding their own.

## Discounts Spur Balt. LP Sales

BALTIMORE—Sales on singles slowed down again here last week after a brief upsurge the previous week, according to dealers, distributors and one-stops. However, many dealers reported increases on album sales, as a result of the current discounts (from 18 to 20 per cent) offered by RCA Victor and Capitol on LP merchandise.

One-stops have been hit hard by the LP discount programs, because dealers are limiting their purchases from one-stops—buying just the top-selling singles and saving most of their buying budgets to stock up on LP's at discount prices from local distributors.

Most of the big singles here are already on BMW's  
*(Continued on page 6)*

### SINGLES

#### ★ NATIONAL BREAKOUTS

No Breakouts This Week

#### ★ REGIONAL BREAKOUTS

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

**I'VE BEEN GOOD TO YOU . . .**  
Miracles, Tamla 54053 (Jobete, BMI) (New York)

**LEMON TREE . . .**  
Peter, Paul and Mary, Warner Bros. 5274 (Boulder, ASCAP) (Los Angeles)

**TO MAKE A LONG STORY SHORT . . .**  
Eddie and the Starlites, Scepter 1202 (Ludix-G & H, BMI) (New York)

**FUN HOUSE . . .**  
Roosters, Felsted 8642 (Ultra, BMI) (Pittsburgh)

**HULLY GULLY CALLING TIME . . .**  
Jive Five, Beltone 2019 (Leopard, BMI) (New York)

**WALK ON THE WILD SIDE . . .**  
Elmer Bernstein, Choreo 101 (Columbia Pictures, ASCAP) (Houston)

**LIPSTICK TRACES . . .**  
Benny Spellman, Minit 644 (Minit, BMI) (New Orleans)

**WHAT NOW MY LOVE . . .**  
Jane Morgan, Kapp 450 (Remick, ASCAP) (New York)

**WOLVERTON MOUNTAIN . . .**  
Claude King, Columbia 42352 (Painted Desert, BMI) (Minneapolis-St. Paul)

**COLINDA . . .**  
Rod Bernard, Hall-Way 1902 (Big Bopper, BMI) (Boston)

### ALBUMS

#### ★ NATIONAL BREAKOUTS

##### MONO

**MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, Ray Charles, ABC-Paramount ABC 410**

**POINT OF NO RETURN, Frank Sinatra, Capitol W 1676**

##### STEREO

**ALL AMERICAN, Original Cast, Columbia KOS 2160**

**GREAT THEMES FROM HIT FILMS, Enoch Light & His Ork, Command RS 835 SD**

**NO STRINGS, Original Cast, Capitol SO 1695**  
**ROGER WILLIAMS' GREATEST HITS, Kapp KS 3260**

#### ★ NEW ACTION LP'S

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

##### MONO

**BABY IT'S YOU . . .**  
Shirelles, Scepter SLP 504

**NANCY WILSON/CANNONBALL ADDERLEY . . .**  
Capitol T 1657

**TWISTIN' ROUND THE WORLD . . .**  
Chubby Checker, Parkway P 7008

**DUET . . .**  
Doris Day-Andre Previn, Columbia CL 1752

**NAT KING COLE SINGS/GEORGE SHEARING PLAYS . . .**  
Capitol W 1675

**PETER, PAUL AND MARY . . .**  
Warner Bros. W 1449

**FLOYD CRAMER GETS ORGAN-IZED . . .**  
RCA Victor LPM 2488

**I'LL SEE YOU IN MY DREAMS . . .**  
Pat Boone, Dot DLP 3399

**HEY! BABY, AND 11 OTHER SONGS ABOUT YOUR BABY . . .**  
Bruce Channel, Smash MGS 27008

**HONKY-TONK MAN . . .**  
Johnny Horton, Columbia CL 1721

**THE TWIST GOES LATIN . . .**  
Perez Prado, RCA Victor LPM 2524

**BOUQUET OF LOVE . . .**  
Percy Faith Ork, Columbia CL 1681

**BLUES CROSS COUNTRY . . .**  
Peggy Lee, Capitol T 1671

**STATE FAIR . . .**  
Sound Track, Dot DLP 9011

**TWIST UP CALYPSO . . .**  
Gary (U. S.) Bonds, LeGrand LLP 3002

##### STEREO

**PROVOCATIVE PERCUSSION, VOL. IV . . .**  
Enoch Light & the Light Brigade, Command RS 834 SD

**POINT OF NO RETURN . . .**  
Frank Sinatra, Capitol SW 1676

**MODERN SOUNDS IN COUNTRY & WESTERN MUSIC . . .**  
Ray Charles, ABC-Paramount ABCS 410

**DOWN HOME . . .**  
Chet Atkins, RCA Victor LSP 2450

**STRING BAND STRUM ALONG . . .**  
Tony Mottola, Command RS 828 SD

#### NEW ON THE TOP LP'S

##### MONO

**105. MODERN SOUNDS IN COUNTRY & WESTERN MUSIC . . .**  
Ray Charles, ABC-Paramount ABC 410

*(Continued on page 6)*

#### NEW ON THE HOT 100

**80. I SOLD MY HEART TO THE JUNK-MAN . . .**  
Blue Belles, Newtown 5000

**81. MOST PEOPLE GET MARRIED . . .**  
Patti Page, Mercury 71950

**82. (I WAS) BORN TO CRY . . .**  
Dion, Laurie 3123

**86. LOVERS WHO WANDER . . .**  
Dion, Laurie 3123

**88. IF I CRIED EVERY TIME YOU HURT ME . . .**  
Wanda Jackson, Capitol 4723

**92. DOCTOR FEEL GOOD . . .**  
Dr. Feelgood and the Internes, Okeh 7144

**93. I FOUND LOVE . . .**  
Jackie Wilson and Linda Hopkins, Brunswick 55224

**95. DON'T PLAY THAT SONG . . .**  
Ben E. King, Atco 6222

**98. TEACH ME TONIGHT . . .**  
George Maharis, Epic 9504

**99. FUNNY . . .**  
Gene McDaniels, Liberty 55444

**100. DEEP IN THE HEART OF TEXAS . . .**  
Duane Eddy, RCA Victor 7999

**150 Best Selling**

**MONAURAL LP's**

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	26
2	3	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	19
3	2	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	28
4	6	WEST SIDE STORY Sound Track, Columbia OL 5670	26
5	4	COLLEGE CONCERT Kingston Trio, Capitol T 1658	7
6	8	A SONG FOR YOUNG LOVE Letterman, Capitol T 1669	9
7	5	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joy Dee & the Starliners, Roulette R 25166	19
8	7	THE TWIST Chubby Checker, Parkway P 7001	67
9	11	SINATRA AND STRINGS Frank Sinatra, Reprise R 1004	6
10	9	CAMELOT Original Cast, Columbia KOL 5620	65
11	10	TIME OUT Dave Brubeck, Columbia CL 1397	68
12	17	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	38
13	12	WEST SIDE STORY Original Cast, Columbia OL 5230	80
14	13	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	122
15	14	LIVE IT UP Johnny Mathis, Columbia CL 1711	9
16	15	LET THERE BE DRUMS Sandy Nelson, Imperial LP 9159	14
17	18	MIKE NICHOLS & ELAINE MAY EXAMINE DOCTORS Mercury MG 20680	9
18	22	FLOWER DRUM SONG Sound Track, Decca DL 9098	17
19	20	DANNY BOY & OTHER SONGS I LOVE TO SING Andy Williams, Columbia CL 1751	8
20	19	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CL 1690	17
21	24	HEY, LET'S TWIST Sound Track, Roulette R 25168	10
22	25	RUNAROUND SUE Dion, Laurie LLP 2009	21
23	26	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1153	207
24	38	MIDNIGHT IN MOSCOW Kenny Ball & His Jazzmen, Kapp KL 1276	6
25	28	JOAN BAEZ, VOL. I Vanguard VRS 9078	8
26	23	MY FAIR LADY Original Cast, Columbia OL 5090	315
27	40	FOR TEEN TWISTERS ONLY Chubby Checker, Parkway P 7009	4
28	31	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	76
29	16	SO MUCH IN LOVE Ray Conniff Singers, Columbia CL 1720	10
30	21	DO THE TWIST Ray Charles, Atlantic 8054	18
31	34	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	110
32	36	SING OUT! Limelitters, RCA Victor LPM 2445	12
33	39	JOAN BAEZ, VOL. II Vanguard VRS 9094	21
34	49	HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING Original Cast, RCA Victor LOC 1066	21
35	35	LET'S TWIST HER Bill Black's Combo, Hi HL 12006	14
36	33	I REMEMBER TOMMY Frank Sinatra, Reprise R 1003	24
37	47	MARIA Roger Williams, Kapp KL 1266	6
38	51	LET'S TWIST AGAIN Chubby Checker, Parkway P 7004	30
39	42	MIDNIGHT SPECIAL Jimmy Smith, Blue Note 4078	10
40	45	MOON RIVER Lawrence Welk, Dot DLP 3412	16
41	27	FOR TWISTERS ONLY Chubby Checker, Parkway P 7002	20
42	30	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	133
43	32	JOSE JIMENEZ IN ORBIT/BILL DANA ON EARTH Kapp KL 1257	15
44	44	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	196
45	37	MILK AND HONEY Original Cast, RCA Victor LOC 1065	22
46	43	OLDIES BUT GOODIES, VOL. III Various Artists, Original Sound 5004	36
47	52	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	34
48	55	MOMS MABLEY AT GENEVA CONFERENCE Chess LP 1463	4
49	46	RUSTY WARREN BOUNCES BACK Jubilee JGM 2039	18
50	29	NEVER ON SUNDAY Connie Francis, MGM E 3965	25
51	41	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	94
52	48	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3982	64

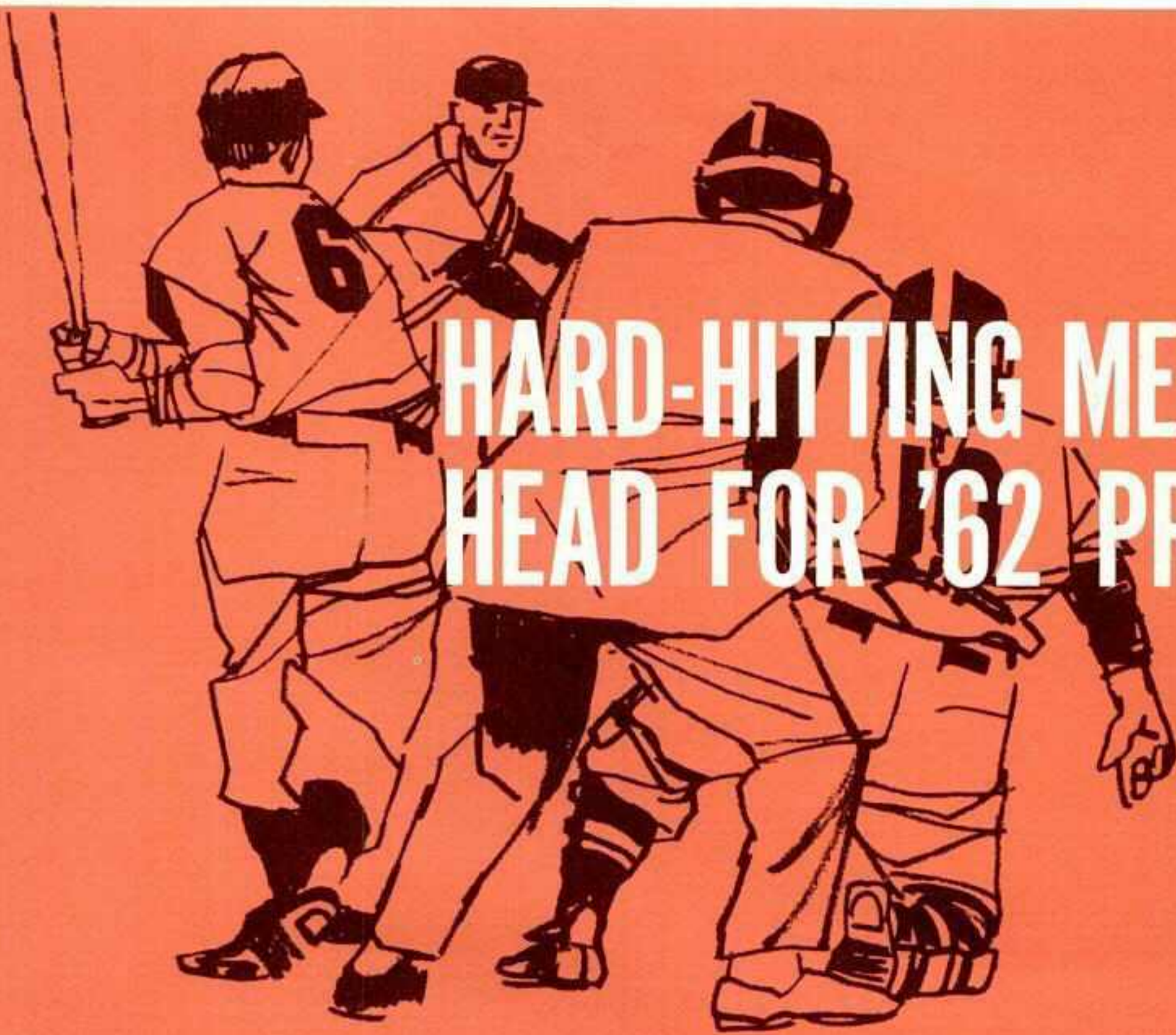
This Week	Last Week	Title, Artist, Label	Wks. on Chart
53	53	HEAVENLY Johnny Mathis, Columbia CL 1351	135
54	50	RHYTHM SING ALONG WITH MITCH Mitch Miller, Columbia CL 1727	7
55	57	VERSATILE BURL IVES Decca DL 4152	10
56	56	TWIST WITH THE VENTURES Dolton BLP 2010	14
57	69	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	65
58	66	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	34
59	58	FLOWER DRUM SONG Original Cast, Columbia OL 5350	132
60	59	KING OF KINGS Original Movie Music; Miklos Rozsa, MGM 182	21
61	75	SINCERELY BRENDA LEE Decca DL 4216	5
62	62	CAMPUS ENCORE Four Preps, Capitol T 1647	5
63	79	MIGHTY DAY ON CAMPUS Chad Mitchell Trio, Kapp KL 1263	5
64	64	THE ASTRONAUT Jose Jimenez, Kapp KL 1238	40
65	60	CHUBBY CHECKER/BOBBY RYDELL Cameo C 1013	18
66	63	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Black Seal-Popular) Various Artists, RCA Victor LOP 1509	33
67	65	BEHIND THE BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1417	25
68	73	KINGSTON TRIO Capitol T 996	178
69	71	YELLOW BIRD Lawrence Welk, Dot DLP 3389	36
70	89	EBB TIDE & OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 4165	35
71	88	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576	12
72	81	WHAT'D I SAY Ray Charles, Atlantic 8029	34
73	84	CRYING Roy Orbison, Monument M 4007	3
74	93	BABES IN TOYLAND Sound Track, Vista BV 4022	14
75	99	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	212
76	72	DOWN HOME Chef Atkins, RCA Victor LPM 2450	6
77	67	BUDDY HOLLY STORY Coral CRL 57326	67
78	78	ALWAYS YOU Robert Goulet, Columbia CL 1676	6
79	90	THE DUKE OF EARL Gene (Duke of Earl) Chandler, Vee Jay LP 1040	4
80	68	TONIGHT Ferrante & Teicher, United Artists UAL 3171	6
81	91	HORN A-PLENTY Al Hirt, RCA Victor LPM 2446	11
82	98	BIG BAD JOHN Jimmy Dean, Columbia CL 1735	20
83	101	THE BICKERSONS Don Ameche & Francis Langford, Columbia CL 1692	3
84	110	NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2382	31
85	92	YOUNG AND WARM AND WONDERFUL Peter Nero, RCA Victor LPM 2484	6
86	100	GLORIA LYNNE AT BASIN STREET Everest LPBR 9137	3
87	61	WEST SIDE STORY Ferrante & Teicher, United Artists UAL 3166	22
88	103	TWIST WITH BOBBY DARIN Atco 138	13
89	107	SOUTH PACIFIC Original Cast, Columbia OL 4180	410
90	70	TWISTIN' IN HIGH SOCIETY Lester Lanin & His Ork, Epic LN 3025	12
91	87	SINATURAL Rusty Warren, Jubilee JGM 2034	48
92	94	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	87
93	96	THE LION SLEEPS TONIGHT Tokens, RCA Victor LPM 2514	13
94	77	BEST OF THE DUKES OF DIXIELAND Audio Fidelity APLP 1956	19
95	82	HYMNS Tennessee Ernie Ford, Capitol T 756	239
96	97	BRAMMS: CONCERTO NO. 2 Van Cliburn, RCA Victor LM 2581	6
97	76	MURRAY THE "K'S" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS Various Artists, Roulette R 25159	28
98	119	PATSY CLINE SHOWCASE Decca DL 4202	4
99	112	STANDING ROOM ONLY Highwaymen, United Artists UAL 3168	5
100	114	THE CLASSIC DELLA Della Reese, RCA Victor LPM 2419	3

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	54	THE KINGSTON TRIO CLOSE UP Capitol T 1642	28
102	105	HELL BENT FOR LEATHER Frankie Laine, Columbia CL 1615	26
103	118	SONGS FOR SINNERS Rusty Warren, Jubilee JLP 2024	26
104	120	THE SLIGHTLY FABULOUS LIMELITERS RCA Victor LPM 2393	29
105	—	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	1
106	80	LINGER AWHAILE WITH VIC DAMONE Capitol T 1646	8
107	83	MOMS MABLEY AT THE PLAYBOY CLUB Chess LP 1460	25
108	85	GOLDEN PIANO HITS Ferrante & Teicher, United Artists UAR 3505	11
109	86	ALL THE WAY Brenda Lee, Decca DL 4176	34
110	121	MOMS MABLEY AT THE UN Chess LP 1452	51
111	—	POINT OF NO RETURN Frank Sinatra, Capitol W 1674	1
112	124	CARNIVAL Original Cast, MGM E 3946	47
113	127	LENA ON THE BLUE SIDE Lena Horn, RCA Victor LPM 2465	2
114	102	BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1379	101
115	104	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CL 1671	31
116	95	WEST SIDE STORY Stan Kenton, Capitol T 1609	26
117	132	ANDY WILLIAMS' BEST Cadence CLP 3093	3
118	117	TONIGHT IN PERSON Limelitters, RCA Victor LPM 2272	60
119	129	SUBWAYS ARE FOR SLEEPING Original Cast, Columbia KOL 5730	3
120	116	SOMEDAY MY PRINCE WILL COME Miles Davis Sextet, Columbia CL 1656	5
121	150	DRUMS ARE MY BEAT Sandy Nelson, Imperial LP 9160	2
122	115	CALCUTTA Lawrence Welk, Dot DLP 3359	64
123	139	ROGER WILLIAMS' GREATEST HITS Kapp KL 1260	12
124	146	DO THE TWIST Connie Francis, MGM E 4022	2
125	125	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	75
126	147	ALBUM 7 BY RICK Rick Nelson, Imperial LP 9167	2
127	130	JOHNNY TILLOTSON'S BEST Cadence 3052	2
128	—	NO STRINGS Original Cast, Capitol O 1695	1
129	149	YOUNG, ALIVE & IN LOVE Paul Anka, RCA Victor LPM 2302	2
130	138	ITALIA MIA Mantovani, London LL 3239	47
131	135	SOMEBODY LOVES ME Ray Conniff Singers, Columbia CL 1642	32
132	143	ELLA IN HOLLYWOOD Ella Fitzgerald, Verve V 4052	23
133	—	MUSIC MAN Original Cast, Capitol WA 0990	200
134	74	HYMNS AT HOME Tennessee Ernie Ford, Capitol T 1604	13
135	123	EXODUS Sound Track, RCA Victor LOC 1058	66
136	106	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	93
137	108	ROARING 20'S Dorothy Provine, Warner Bros. W 1394	47
138	—	AFRIKAAN BEAT & OTHER FAVORITES Burt Kaempfer, Decca DL 4273	1
139	131	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	128
140	111	UP A LAZY RIVER St. Zentner, Liberty LRP 7216	6
141	122	JIMMY REED AT CARNEGIE HALL Vee Jay 2 LP 1035	27
142	113	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	77
143	134	TAKE GOOD CARE OF MY BABY Bobby Vee, Liberty LRP 3211	12
144	136	RICK IS 21 Rick Nelson, Imperial LP 9167	47
145	145	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	58
146	126	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	158
147	137	SAIL AWAY Original Cast, Capitol WAO 1643	21
148	140	FILM ENCORES, VOL. I Mantovani, London LL 1700	195
149	144	THE GAY LIFE Original Cast, Capitol WAO 1560	9
150	128	WOODY WOODBURY'S SALOONATICS Stereoeddites MW 4	14

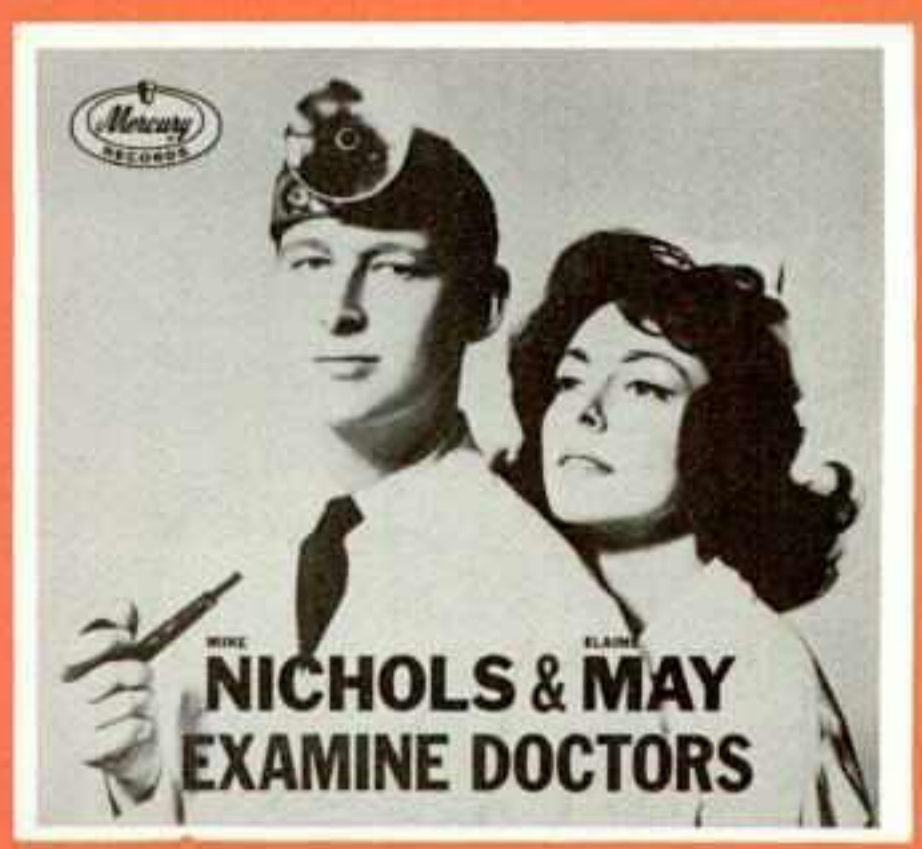
**50 Best Selling**

**STEREO LP's**

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	26
2	2	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	25
3	5	WEST SIDE STORY Sound Track, Columbia OS 2070	23
4	3	STEREO 35/MM Enoch Light & His Ork, Command RS 826 SD	28
5	4	CAMELOT Original Cast, Columbia KOS 2031	65
6	6	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	110
7	9	COLLEGE CONCERT Kingston Trio, Capitol ST 1658	6
8	7	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	38
9	14	STEREO 35/MM, VOL. II Enoch Light & His Ork, Command RS 831 SD	10
10	13	MOON RIVER Lawrence Welk, Dot DLP 25412	15
11	12	TIME OUT Dave Brubeck, Columbia CS 8192	37
12	11	SINATRA AND STRINGS Frank Sinatra, Reprise R 9-1004	6
13	15	PERSUASIVE PERCUSSION, VOL. I Terry Snyder & the All Stars, Command RS 800 SD	109
14	8	WEST SIDE STORY Original Cast, Columbia OS 2001	42
15	10	SO MUCH IN LOVE Ray Conniff Singers, Columbia CS 8520	10
16	16	FLOWER DRUM SONG Sound Track, Decca DL 79098	13
17	20	LET THERE BE DRUMS Sandy Nelson, Imperial 12080	12
18	22	LIVE IT UP Johnny Mathis, Columbia CS 8511	6
19	25	A SONG FOR YOUNG LOVE Letterman, Capitol ST 1669	4
20	19	MARIA Roger Williams, Kapp KS 3266	5
21	17	SING OUT! Limelitters, RCA Victor LSP 2445	10
22	18	BEST OF THE DUKES OF DIXIELAND Audio Fidelity AFD 3956	19
23	21	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	16
24	23	TONIGHT Ferrante & Teicher, United Artists UAS 6171	4
25	28	KING OF KINGS Original Movie Music; Miklos Rozsa, MGM 5182	24
26	38	BOUQUET OF LOVE Percy Faith Ork, Columbia CS 8481	2
27	27	GREATEST STRING BAND HITS Billy Vaughn, Dot DLP 25409	5
28	30	WEST SIDE STORY Ferrante & Teicher, United Artists UAS 6166	18
29	31	BRAMMS: CONCERTO NO. 2 Van Cliburn, RCA Victor LSC 2581	7
30	35	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joy Dee & the Starliners, Roulette SR 25166	14
31	39	YOUNG AND WARM AND WONDERFUL Peter Nero, RCA Victor LSP 2484	3
32	40	ROMAN GUITAR Tony Mottola, Command RS 016 SD	3
33	24	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CS 8490	13
34	26	RHYTHM SING ALONG WITH MITCH Mitch Miller, Columbia CS 8527	7
35	34	COMBO! Henry Mancini, RCA Victor LSP 2258	8
36	—	ALL AMERICAN Original Cast, Columbia KOS 2160	1
37	37	VERSATILE BURL IVES Decca DL 74152	5
38	43	YELLOW BIRD Lawrence Welk, Dot DLP 25389	37
39	—	GREAT THEMES FROM HIT FILMS Enoch Light & His Ork, Command RS 835 SD	1
40	47	SINCERELY BRENDA LEE Decca DL 74216	2
41	49	NIGHTFALL Capitol Symphony Orch. (Dragon), Capitol SP 8575	2
42	—	NO STRINGS Original Cast, Capitol SO 1695	1
43	45	BEYOND THE REEF Earl Grant, Decca DL 74231	3
44	44	TWIST WITH THE VENTURES Dolton BST 8010	7
45	46	DANNY BOY & OTHER SONGS I LOVE TO SING Andy Williams, Columbia CS 8551	5
46	33	JUMP UP CALYPSO Harry Belafonte, RCA Victor LSP 2388	33
47	41	RODGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Orch. (Bennett) RCA Victor LSC 2523	31
48	48	MELODY & PERCUSSION FOR TWO PIANOS Ronnie Aldrich & His Two Pianos, London SP 44007	26
49	—	ROGER WILLIAMS' GREATEST HITS Kapp KS 3260	1
50	42	HORN A-PLENTY Al Hirt, RCA Victor LSP 2446	7



# HARD-HITTING MERCURY ALBUMS HEAD FOR '62 PROFIT PENNANT

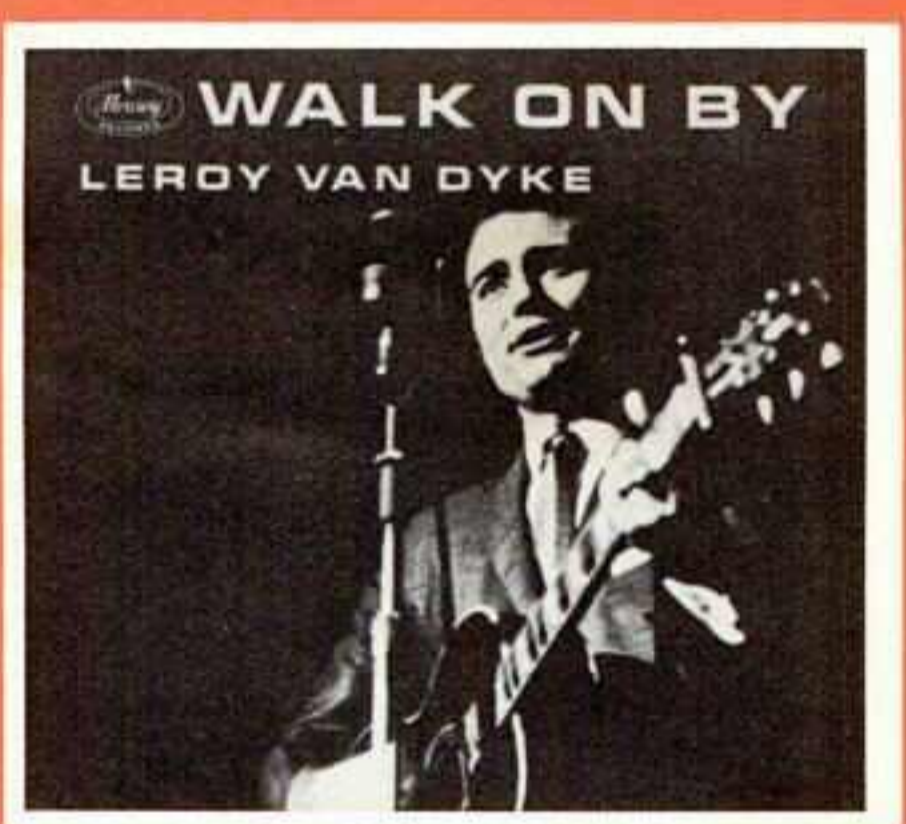


Mike Nichols and Elaine May Examine Doctors!  
SR 60680/MG 20680

## Leaders Bat 1,000 in Chart Standings



Encore of Golden Hits—The Platters  
SR 60243/MG 20472



Walk on By—Leroy Van Dyke  
SR 60682/MG 20682

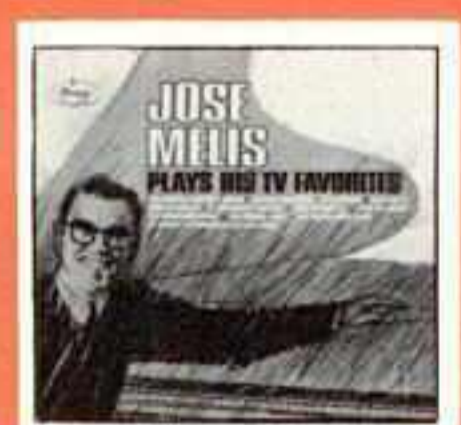


Claude Gray Sings Songs of Broken Hearts  
SR 60658/MG 20658

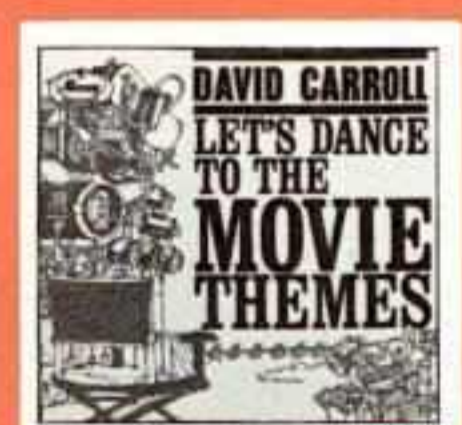
## Consistent Hits Fatten Sales Averages



Cugat Plays Continental Hits  
PPS 6021/PPS 2021



Jose Mellis Plays His TV Favorites  
SR 60683/MG 20683



Let's Dance to the Movie Themes—David Carroll  
SR 60688/MG 20688



Go On Home—Patti Page  
SR 60689/MG 20689



Slappy White at the Playboy Club  
SR 60692/MG 20692



Bill Kenny Sings The Golden Hits of the Ink Spots  
SR 60691/MG 20691

## Big Doubleheader

**Extend David Carroll Month +2**—Mercury's Mr. Music has proved a heavy slugger. Thus, this program, which offers some of the greatest music on records, has been extended an extra two weeks, through April 30.

**Open Spring Celebrity Series**—It's almost a world series, Mercury's solid Celebrity Series Spring plan. A complete catalog of 103 albums that are certain to liven up your profit picture.

Check Your Mercury Distributor For Details



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

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

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

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

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
1	2	3	9	<b>GOOD LUCK CHARM</b>	Elvis Presley, RCA Victor 7992	6
2	1	1	3	<b>JOHNNY ANGEL</b>	Shelley Fabares, Colpix 621	8
3	4	10	15	<b>MASHED POTATO TIME</b>	Dee Dee Sharp, Cameo 212	8
4	3	4	6	<b>SLOW TWISTIN'</b>	Chubby Checker, Parkway 838	8
5	6	8	12	<b>YOUNG WORLD</b>	Rick Nelson, Imperial 5805	8
6	11	24	34	<b>SOLDIER BOY</b>	Shirley Bassey, Scepter 1228	5
7	8	16	20	<b>LOVER, PLEASE</b>	Clyde McPhatter, Mercury 71941	8
8	5	9	11	<b>LOVE LETTERS</b>	Ketty Lester, Era 3068	9
9	14	26	36	<b>SHOUT</b>	Joey Dee & the Starliners, Roulette 4416	5
10	19	31	43	<b>STRANGER ON THE SHORE</b>	Mr. Acker Bilk, Atco 6217	6
11	18	25	32	<b>DEAR ONE</b>	Larry Finnegan, Old Town 1113	9
12	20	32	68	<b>TWIST, TWIST, SENORA</b>	Gary (U. S.) Bonds, LeGrand 1018	4
13	7	2	1	<b>DON'T BREAK THE HEART THAT LOVES YOU</b>	Connie Francis, MGM 13059	11
14	12	12	16	<b>LOVE ME WARM AND TENDER</b>	Paul Anka, RCA Victor 7977	9
15	22	34	53	<b>SHE CRIED</b>	Jay & the Americans, United Artists 415	6
16	9	7	5	<b>MIDNIGHT IN MOSCOW</b>	Kenny Ball, Kapp 442	12
17	17	14	10	<b>TWISTIN' THE NIGHT AWAY</b>	Sam Cooke, RCA Victor 7983	12
18	10	6	2	<b>HEY! BABY</b>	Bruce Channel, Smash 1731	13
19	21	40	46	<b>CINDERELLA</b>	Jack Ross, Dot 16333	6
20	13	5	4	<b>DREAM BABY</b>	Roy Orbison, Monument 456	10
21	24	30	38	<b>SHE CAN'T FIND HER KEYS</b>	Paul Peterson, Colpix 620	8
22	39	70	90	<b>P. T. 109</b>	Jimmy Dean, Columbia 42338	4
23	27	37	50	<b>GINNY COME LATELY</b>	Brian Hyland, ABC-Paramount 10294	7
24	25	27	31	<b>YOU BETTER MOVE ON</b>	Arthur Alexander, Dot 16309	9
25	29	23	30	<b>NUT ROCKER</b>	B. Bumble & the Stingers, Rendezvous 166	8
26	31	33	41	<b>SOUL TWIST</b>	King Curtis, Enjoy 1000	7
27	34	42	52	<b>JOHNNY JINGO</b>	Hayley Mills, Vista 395	6
28	15	13	8	<b>LET ME IN</b>	Sensations, Argo 5405	16
29	32	44	56	<b>THE JAM</b>	Bobby Gregg and His Friends, Cotton 1003	6
30	41	65	—	<b>FUNNY WAY OF LAUGHIN'</b>	Burl Ives, Decca 31371	3
31	33	36	48	<b>ANYTHING THAT'S PART OF YOU</b>	Elvis Presley, RCA Victor 7992	6
32	49	67	—	<b>HIDE NOR HAIR</b>	Ray Charles and His Ork, ABC-Paramount 10314	3
33	43	64	83	<b>SHOUT! SHOUT! (Knock Yourself Out)</b>	Ernie Maresca, Seville 117	4
34	18	11	7	<b>WHAT'S YOUR NAME</b>	Don and Juan, Big Top 3079	11

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
35	40	52	70	<b>WHAT'D I SAY</b>	Bobby Darin, Atco 6221	4
36	28	18	21	<b>I'VE GOT BONNIE</b>	Bobby Rydell, Cameo 209	10
37	23	15	19	<b>PLEASE DON'T ASK ABOUT BARBARA</b>	Bobby Vee, Liberty 55419	9
38	53	69	82	<b>I WISH THAT WE WERE MARRIED</b>	Ronnie and the Hi-Lites, Joy 260	4
39	61	97	—	<b>OLD RIVERS</b>	Walter Brennan, Liberty 55436	3
40	26	17	17	<b>COME BACK SILLY GIRL</b>	Lettermen, Capitol 4699	10
41	37	39	39	<b>SOMETHING'S GOT A HOLD ON ME</b>	Eita James, Argo 5409	9
42	50	55	67	<b>TWO OF A KIND</b>	Sue Thompson, Hickory 1166	6
43	56	68	80	<b>UPTOWN</b>	Crystals, Philles 102	4
44	38	28	35	<b>WHEN MY LITTLE GIRL IS SMILING</b>	Drifters, Atlantic 2134	9
45	45	47	58	<b>TELL ME</b>	Dick & DeeDee, Liberty 55412	6
46	55	62	71	<b>THE ONE WHO REALLY LOVES YOU</b>	Mary Wells, Motown 1024	5
47	66	—	—	<b>EVERYBODY LOVES ME BUT YOU</b>	Brenda Lee, Decca 31379	2
48	60	71	91	<b>CATERINA</b>	Ferry Como, RCA Victor 0904	4
49	35	21	22	<b>WHERE HAVE ALL THE FLOWERS GONE</b>	Kingston Trio, Capitol 4671	14
50	52	59	64	<b>AT THE CLUB</b>	Ray Charles and His Ork, ABC-Paramount 10314	4
51	46	38	42	<b>CRY, BABY, CRY</b>	Angels, Caprice 112	10
52	54	58	65	<b>YOU TALK ABOUT LOVE</b>	Barbara George, AFO 304	4
53	63	76	93	<b>YOU ARE MINE</b>	Frankie Avalon, Chancellor 1197	5
54	30	19	14	<b>SHE'S GOT YOU</b>	Patsy Cline, Decca 31354	13
55	57	57	66	<b>MOMENTS</b>	Jennell Hawkins, Amazon 1003	5
56	59	63	72	<b>TRA LA LA LA LA</b>	Ike & Tina Turner, Sue 757	5
57	36	22	23	<b>YOU WIN AGAIN</b>	Fats Domino, Imperial 5816	9
58	51	56	60	<b>ANNIE GET YOUR YO-YO</b>	Little Junior Parker, Duke 345	7
59	68	81	87	<b>I WILL</b>	Vic Dana, Dolton 51	4
60	44	45	40	<b>ALVIN TWIST</b>	Chipmunks, Liberty 55424	8
61	42	20	13	<b>DUKE OF EARL</b>	Gene (Duke of Earl) Chandler, Vee Jay 416	15
62	81	—	—	<b>CONSCIENCE</b>	James Darren, Colpix 630	2
63	71	89	97	<b>TWISTIN' MATILDA</b>	Jimmy Soul, SPQR 3300	4
64	58	43	47	<b>PATTI ANN</b>	Johnny Crawford, Del FI 4172	8

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
65	72	80	—	<b>RUNAWAY</b>	Lawrence Welk, Dot 16336	3
66	67	78	99	<b>THE BIG DRAFT</b>	Four Preps, Capitol 4716	4
67	73	90	100	<b>KING OF CLOWNS</b>	Nell Sedaka, RCA Victor 8007	4
68	79	84	—	<b>PATRICIA TWIST</b>	Perez Prado, RCA Victor 8006	3
69	48	35	37	<b>IF A WOMAN ANSWERS</b>	Leroy Van Dyke, Mercury 71926	7
70	83	91	—	<b>ITTY BITTY PIECES</b>	James Ray, Caprice 114	3
71	89	—	—	<b>NIGHT TRAIN</b>	James Brown, King 5614	2
72	65	75	79	<b>THE BALLAD OF THUNDER ROAD</b>	Robert Mitchum, Capitol 3986	9
73	86	—	—	<b>BLUES (Stay Away From Me)</b>	Ace Cannon, EI 2051	2
74	69	72	78	<b>CHAPEL BY THE SEA</b>	Billy Vaughn, Dot 16329	6
75	85	100	—	<b>COUNT EVERY STAR</b>	Linda Scott, Canadian-American 133	3
76	78	82	—	<b>THOU SHALT NOT STEAL</b>	John D. Loudermilk, RCA Victor 7993	3
77	70	73	69	<b>MIDNIGHT SPECIAL</b>	Jimmy Smith, Blue Note 1819	8
78	74	86	89	<b>THE RAINS CAME</b>	Big Sam, Eric 7003	7
79	84	88	92	<b>(WHAT A SAD WAY) TO LOVE SOMEONE</b>	Ral Donner, Gone 5125	5
80	—	—	—	<b>I SOLD MY HEART TO THE JUNKMAN</b>	Blue Belles, Newtown 5000	1
81	—	—	—	<b>MOST PEOPLE GET MARRIED</b>	Patti Page, Mercury 71950	1
82	—	—	—	<b>(I WAS) BORN TO CRY</b>	Dion, Laurie 3113	1
83	80	61	84	<b>WHITE ROSE OF ATHENS</b>	David Carroll, Mercury 71917	7
84	87	74	76	<b>MEMORIES OF MARIA</b>	Jerry Byrd, Monument 449	6
85	82	83	85	<b>WHAT AM I SUPPOSED TO DO</b>	Ann-Margret, RCA Victor 7986	5
86	—	—	—	<b>LOVERS WHO WANDER</b>	Dion, Laurie 3123	1
87	91	—	—	<b>LOVESICK BLUES</b>	Floyd Cramer, RCA Victor 8013	2
88	—	—	—	<b>IF I CRIED EVERY TIME YOU HURT ME</b>	Wanda Jackson, Capitol 4723	1
89	77	66	75	<b>LOLLIPOPS AND ROSES</b>	Jack Jones, Kapp 435	8
90	98	—	—	<b>MEET ME AT THE TWISTIN' PLACE</b>	Johnnie Mortette, Sar 126	2
91	100	—	—	<b>SO THIS IS LOVE</b>	Castells, Era 3073	2
92	—	—	—	<b>DOCTOR FEEL GOOD</b>	Dr. Feelgood and the Internes, Okeh 7144	1
93	—	—	—	<b>I FOUND LOVE</b>	Jackie Wilson and Linda Hopkins, Brunswick 55234	1
94	76	79	77	<b>WHO WILL THE NEXT FOOL BE</b>	Bobby Bland, Duke 347	4
95	—	—	—	<b>DON'T PLAY THAT SONG</b>	Ben E. King, Atco 6222	1
96	96	—	98	<b>I FOUND A LOVE</b>	Falcons, LuPine 1003	3
97	99	—	—	<b>I'LL TAKE YOU HOME</b>	Corsairs, Tuff 1818	2
98	—	—	—	<b>TEACH ME TONIGHT</b>	George Maharis, Epic 9504	1
99	—	—	—	<b>FUNNY</b>	Gene McDaniels, Liberty 55444	1
100	—	—	—	<b>DEEP IN THE HEART OF TEXAS</b>	Duane Eddy, RCA Victor 7999	1

**HOT 100—A TO Z—(Publisher-Licensee)**

Alvin Twist (Monarch, ASCAP) . . . . . 60	I Wish That We Were Married (Joy, ASCAP) . . . . . 38	Runaway (Vicki, BMI) . . . . . 65
Annie Get Your Yo-Yo (Don, BMI) . . . . . 58	I'll Take You Home (Sunflower & Annie-Earl, BMI) . . . . . 97	She Can't Find Her Keys (Arch, ASCAP) . . . . . 21
Anything That's Part of You (Gladys, ASCAP) . . . . . 31	Johnny Angel (Fast, ASCAP) . . . . . 2	She Cried (Trio, BMI) . . . . . 15
At the Club (Tangerine, BMI) . . . . . 50	Johnny Jingo (Dickson, ASCAP) . . . . . 27	She's Got You (Pamper, BMI) . . . . . 54
Balled of Thunder Road, The (Leeds, ASCAP) . . . . . 72	King of Clowns (Aldon, BMI) . . . . . 67	Shout (Wemar-Nem, BMI) . . . . . 9
Big Draft, The (Lar-Bell, BMI) . . . . . 66	Let Me In (Arc-Mac & Metric, BMI) . . . . . 28	Shout! Shout! (Knock Yourself Out) (Broadway, BMI) . . . . . 88
Blues (Stay Away From Me) (Lola, BMI) . . . . . 73	Lollipop and Roses (Garland, ASCAP) . . . . . 89	Shoutin' Matilda (General-Pickwick, ASCAP) . . . . . 63
Caterina (Roncom, ASCAP) . . . . . 48	Love Letters (Famous, ASCAP) . . . . . 7	Slow Twistin' (Woodcrest, BMI) . . . . . 4
Chapel by the Sea (Sun-Vine, BMI) . . . . . 74	Love Me Warm and Tender (Spanka, BMI) . . . . . 14	So This Is Love (Pattara, ASCAP) . . . . . 91
Cinderella (Vio-Sun, ASCAP) . . . . . 40	Lover, Please (Lyn-Lou, BMI) . . . . . 7	Soldier Boy (Ludis, BMI) . . . . . 6
Come Back Silly Girl (Aldon, BMI) . . . . . 49	Lovers Who Wander (Dial, ASCAP) . . . . . 86	Soul Twist (Dan-Kelym, BMI) . . . . . 26
Conscience (Aldon, BMI) . . . . . 62	Lovesick Blues (Mills, ASCAP) . . . . . 87	Stranger on the Shore (Mellin, BMI) . . . . . 10
Count Every Star (Fazton, ASCAP) . . . . . 73	Mashed Potato Time (Rico-Mill, BMI) . . . . . 3	Teach Me Tonight (Hub, ASCAP) . . . . . 98
Cry, Baby, Cry (Jersey, BMI) . . . . . 51	Meet Me at the Twistin' Place (Kags, BMI) . . . . . 90	Tail Me (Odin, ASCAP) . . . . . 45
Dear One (Maureen, BMI) . . . . . 11	Memories of Maria (Acuff-Rose, BMI) . . . . . 84	Thou Shalt Not Steal (Acuff-Rose, BMI) . . . . . 76
Deep in the Heart of Texas (Melody Lane, BMI) . . . . . 100	Midnight in Moscow (Melody Trails, BMI) . . . . . 16	Tra La La La (Saturu, BMI) . . . . . 56
Doctor Feel Good (Sigma, BMI) . . . . . 92	Midnight Special (Edmy, BMI) . . . . . 77	Twist, Twist, Senora (Rockmasters, BMI) . . . . . 12
Don't Break the Heart That Loves You (Francis, ASCAP) . . . . . 13	Moments (Titanic, BMI) . . . . . 55	Twistin' Matilda (General-Pickwick, ASCAP) . . . . . 63
Don't Play That Song (Progressive, BMI) . . . . . 95	Most People Get Married (Famous, ASCAP) . . . . . 81	Uptown (Aldon, BMI) . . . . . 42
Deep in the Heart of Texas (Melody Lane, BMI) . . . . . 100	Night Train (Pamela, BMI) . . . . . 71	(What a Sad Way) to Love Someone (Tricky-Research, ASCAP) . . . . . 79
Deep in the Heart of Texas (Melody Lane, BMI) . . . . . 100	Nut Rocker (Fowley, BMI) . . . . . 25	What Am I Supposed to Do (Pamper, BMI) . . . . . 85
Deep in the Heart of Texas (Melody Lane, BMI) . . . . . 100	Old Rivers (Glo-Mac & Metric, BMI) . . . . . 39	What'd I Say (Progressive, BMI) . . . . . 35
Deep in the Heart of Texas (Melody Lane, BMI) . . . . . 100	One Who Really Loves You, The (Jobete, BMI) . . . . . 46	What's Your Name (Hill & Range, BMI) . . . . . 34
Deep in the Heart of Texas (Melody Lane, BMI) . . . . . 100	P.T. 109 (Cedarwood, BMI) . . . . . 22	When My Little Girl is Smiling (Aldon, BMI) . . . . . 44
Deep in the Heart of Texas (Melody Lane, BMI) . . . . . 100	Patricia Twist (Pearl, BMI) . . . . . 68	Where Have All the Flowers Gone (Fall River, BMI) . . . . . 49
Deep in the Heart of Texas (Melody Lane, BMI) . . . . . 100	Patti Ann (Marville, BMI) . . . . . 64	White Rose of Athens (Peter Schaeffer's, BMI) . . . . . 83
Deep in the Heart of Texas (Melody Lane, BMI) . . . . . 100	Please Don't Ask About Barbara (Aldon, BMI) . . . . . 37	Who Will the Next Fool Be (Knox, BMI) . . . . . 94
Deep in the Heart of Texas (Melody Lane, BMI) . . . . . 100	Rains Came, The (Crazy Cajun-Corette, BMI) . . . . . 78	You Are Mine (Debar, BMI) . . . . . 53
Deep in the Heart of Texas (Melody Lane, BMI) . . . . . 100		You Better Move On (Keva, BMI) . . . . . 24
Deep in the Heart of Texas (Melody Lane, BMI) . . . . . 100		You Talk About Love (Saturu, BMI) . . . . . 52
Deep in the Heart of Texas (Melody Lane, BMI) . . . . . 100		You Win Again (Fred Rose, BMI) . . . . . 57
Deep in the Heart of Texas (Melody Lane, BMI) . . . . . 100		Young World (Four Star, BMI) . . . . . 5

**BUBBLING UNDER THE HOT 100**

101. NUMBER ONE MAN . . . . . Bruce Channel, Smash 1752
102. WALK ON THE WILD SIDE . . . . . Elmer Bernstein, Chess 101
103. I'VE BEEN GOOD TO YOU . . . . . Miracles, Tamla 54053
104. YOU DON'T MISS YOUR WATER . . . . . William Bell, Stax 116
105. OPERATOR . . . . . Gladys Knight and the Pips, Fury 1064
106. HONKY-TONK MAN . . . . . Johnny Horton, Columbia 42302
107. COOKIN' . . . . . Al Casey Combo, Stacy 925
108. MARCH OF THE SIAMESE CHILDREN . . . . . Kenny Ball, Kapp 451
109. HULLY GULLY CALLING TIME . . . . . Jive Five, Beltone 2019
110. LOVE THEME FROM EL CID . . . . . Billy Storm, Infinity 013
111. HERE COMES THAT FEELING . . . . . Brenda Lee, Decca 31379
112. VILLAGE OF LOVE . . . . . Nathaniel Mayer, United Artists 449
113. I LOVE YOU . . . . . Volumes, Chess 1002
114. I'M ON MY WAY . . . . . Highwaymen, United Artists 439
115. QUARTER TO FOUR STOMP . . . . . Stompers, Landa 684
116. LEMON TREE . . . . . Peter, Paul and Mary, Warner Bros. 5274
117. I LEFT MY HEART IN SAN FRANCISCO . . . . . Tony Bennett, Columbia 42332
118. SPANISH HARLEM . . . . . Santo and Johnny, Canadian-American 137
119. NEED YOUR LOVE . . . . . Metallica, Baronet 2
120. A WOMAN IS A MAN'S BEST FRIEND . . . . . Teddy and the Twilights, Swan 4102



# "THE NATION'S BEST SELLING RECORDS"

## Dot BEST SELLING SINGLES

RECORD NO.	TITLE	ARTIST	RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16333	Cinderella	JACK ROSS	<input type="checkbox"/> 16337	People Will Say We're In Love (The Answer To) You Better Move On	DEBBIE REYNOLDS
<input type="checkbox"/> 16309	You Better Move On	ARTHUR ALEXANDER	<input type="checkbox"/> 16319	(The Original) Nut Rocker	JACK B. NIMBLE
<input type="checkbox"/> 16349	Willing And Eager/Quando, Quando, Quando	PAT BOONE	<input type="checkbox"/> 16312	I'll See You In My Dreams	PAT BOONE
<input type="checkbox"/> 16336	Runaway	LAWRENCE WELK	<input type="checkbox"/> 16339	Dancing On The Ceiling/I Cried	DODIE STEVENS
<input type="checkbox"/> 16329	Chapel By The Sea	BILLY VAUGHN	<input type="checkbox"/> 16320	Glad Rag Doll	JOHNNY MADDOX
<input type="checkbox"/> 16331	Twistwatch	THE STRING-A-LONGS	<input type="checkbox"/> 16345	Theme From Parkwood/The Parkwood Twist	THE STARLITERS
<input type="checkbox"/> 16346	Stranger On The Shore/Memories Of Maria	BUDDY MERRILL	<input type="checkbox"/> 16342	Honky Tonk Twist/I Want A Girl	JO ANN CASTLE
<input type="checkbox"/> 16338	Confidential/How Deep Is The Ocean	KEELY SMITH	<input type="checkbox"/> 16341	I Wanna Boogie/Angel Please	JIMMY ANDERSON

## NEW RELEASES

RECORD NO.	TITLE	ARTIST	RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16343	Too Young To Love/Hello, Lonesome	DALE THOMAS	<input type="checkbox"/> 16350	Do Yourself A Favor/We're Goin' Back	JACK LARSON
<input type="checkbox"/> 16344	Take These Chains From My Heart It's Hard But It's Fair	WARREN STORM	<input type="checkbox"/> 16351	Where Is The Boy Tonight/On The Wagon	THE CHARMAINES
<input type="checkbox"/> 16347	The World's Greatest Man Sweet Little Loveable You	WINK MARTINDALE	<input type="checkbox"/> 16352	Show Boat/I Need You	FLOYD ROBINSON

## BEST SELLING ALBUMS

MONO	STEREO	ARTIST	MONO	STEREO	ARTIST
<input type="checkbox"/> 3424	<input type="checkbox"/> 25424	CHAPEL BY THE SEA • Betty Vaughn	<input type="checkbox"/> 3288	<input type="checkbox"/> 25288	GREAT GOLDEN HITS • Billy Vaughn
<input type="checkbox"/> 3423	<input type="checkbox"/> 25423	TWIST WITH KEELY SMITH	<input type="checkbox"/> 3280	<input type="checkbox"/> 25280	GOLDEN WALTZES • Billy Vaughn
<input type="checkbox"/> 3422	<input type="checkbox"/> 25422	TWISTIN' TWELVE GREAT HITS • George Cates	<input type="checkbox"/> 3276	<input type="checkbox"/> 25276	THEME FROM A SUMMER PLACE • Billy Vaughn
<input type="checkbox"/> 3417	<input type="checkbox"/> 25417	CAN'T HELP FALLING IN LOVE • Lennon Sisters	<input type="checkbox"/> 3270	<input type="checkbox"/> 25270	MOONGLOW • Pat Boone
<input type="checkbox"/> 3415	<input type="checkbox"/> 25415	BECAUSE YOU'RE MINE • Keely Smith	<input type="checkbox"/> 3251	<input type="checkbox"/> 25251	SONG OF THE ISLANDS • Lawrence Welk
<input type="checkbox"/> 3412	<input type="checkbox"/> 25412	MOON RIVER • Lawrence Welk	<input type="checkbox"/> 3250		BEST-LOVED CATHOLIC HYMNS • Lennon Sisters
<input type="checkbox"/> 3410	<input type="checkbox"/> 25410	DOIN' THE TWIST • Louis Prima	<input type="checkbox"/> 3249	<input type="checkbox"/> 25249	RAGTIME PIANO GAL • Jo Ann Castle
<input type="checkbox"/> 3409	<input type="checkbox"/> 25409	GREATEST STRING BAND HITS • Billy Vaughn	<input type="checkbox"/> 3241	<input type="checkbox"/> 25241	BE MY LOVE • Keely Smith
<input type="checkbox"/> 3406	<input type="checkbox"/> 25406	THE ANDREWS SISTER'S GREATEST HITS	<input type="checkbox"/> 3210	<input type="checkbox"/> 25210	LOUIS AND KEELY! • Louis Prima, Keely Smith
<input type="checkbox"/> 3403	<input type="checkbox"/> 25403	BIG BAD JOHN • Wink Martindale	<input type="checkbox"/> 3208	<input type="checkbox"/> 25208	LET ME CALL YOU SWEETHEART • The Mills Brothers
<input type="checkbox"/> 3400	<input type="checkbox"/> 25400	TAKE FIVE • George Cates	<input type="checkbox"/> 3205	<input type="checkbox"/> 25205	GOLDEN SAXOPHONES • Billy Vaughn
<input type="checkbox"/> 3399	<input type="checkbox"/> 25399	I'LL SEE YOU IN MY DREAMS • Pat Boone	<input type="checkbox"/> 3201	<input type="checkbox"/> 25201	GOLDEN HITS • Billy Vaughn
<input type="checkbox"/> 3398	<input type="checkbox"/> 25398	SAD MOVIES • The Lennon Sisters	<input type="checkbox"/> 3200	<input type="checkbox"/> 25200	VOICES AND STRINGS • Lawrence Welk
<input type="checkbox"/> 3396	<input type="checkbox"/> 25396	BERLIN MELODY • Billy Vaughn	<input type="checkbox"/> 3170	<input type="checkbox"/> 25170	PETITE FLEUR • Bob Crosby
<input type="checkbox"/> 3389	<input type="checkbox"/> 25389	YELLOW BIRD • Lawrence Welk	<input type="checkbox"/> 3165	<input type="checkbox"/> 25165	BLUE HAWAII • Billy Vaughn
<input type="checkbox"/> 3384	<input type="checkbox"/> 25384	MOODY RIVER • Pat Boone	<input type="checkbox"/> 3164	<input type="checkbox"/> 25164	MR. MUSIC MAKER • Lawrence Welk
<input type="checkbox"/> 3368	<input type="checkbox"/> 25368	GREAT HAWAIIAN HITS • The Mills Brothers	<input type="checkbox"/> 3157	<input type="checkbox"/> 25157	THE MILLS BROTHERS GREAT HITS
<input type="checkbox"/> 3366	<input type="checkbox"/> 25366	WHEELS & ORANGE BLOSSOM SPECIAL • B. Vaughn	<input type="checkbox"/> 3156	<input type="checkbox"/> 25156	BILLY VAUGHN PLAYS • Billy Vaughn
<input type="checkbox"/> 3363	<input type="checkbox"/> 25363	SAN ANTONIO ROSE • The Mills Brothers	<input type="checkbox"/> 3155	<input type="checkbox"/> 25155	WHEN YOU'RE SMILING • Eddie Peabody
<input type="checkbox"/> 3360	<input type="checkbox"/> 25360	TONY MARTIN—HIS GREATEST HITS	<input type="checkbox"/> 3140	<input type="checkbox"/> 25140	LA PALOMA • Billy Vaughn
<input type="checkbox"/> 3359	<input type="checkbox"/> 25359	CALCUTTA • Lawrence Welk	<input type="checkbox"/> 3122	<input type="checkbox"/> 25122	JOHNNY MADDOX PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3355	<input type="checkbox"/> 25355	POLYNESIAN PERCUSSION • George Cates	<input type="checkbox"/> 3119	<input type="checkbox"/> 25119	BILLY VAUGHN PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3352	<input type="checkbox"/> 25352	WONDERLAND BY NIGHT • Louis Prima	<input type="checkbox"/> 3118	<input type="checkbox"/> 25118	STAR DUST • Pat Boone
<input type="checkbox"/> 3350	<input type="checkbox"/> 25350	LAST DATE • Lawrence Welk	<input type="checkbox"/> 3100	<input type="checkbox"/> 25100	SAIL ALONG SILV'RY MOON • Billy Vaughn
<input type="checkbox"/> 3349	<input type="checkbox"/> 25349	THEME FROM THE SUNDOWNERS • Billy Vaughn	<input type="checkbox"/> 3098		GALE'S GREAT HITS • Gale Storm
<input type="checkbox"/> 3342	<input type="checkbox"/> 25342	CHAMPAGNE MUSIC • Lawrence Welk	<input type="checkbox"/> 3086	<input type="checkbox"/> 25086	MUSIC FOR THE GOLDEN HOURS • Billy Vaughn
<input type="checkbox"/> 3338	<input type="checkbox"/> 25338	YELLOW BIRD • The Mills Brothers	<input type="checkbox"/> 3071	<input type="checkbox"/> 25071	PAT'S GREAT HITS • Pat Boone
<input type="checkbox"/> 3322	<input type="checkbox"/> 25322	LOOK FOR A STAR • Billy Vaughn	<input type="checkbox"/> 3068	<input type="checkbox"/> 25068	HYMNS WE LOVE • Pat Boone
<input type="checkbox"/> 3314	<input type="checkbox"/> 25314	MORE MILLION SELLERS • Johnny Maddox	<input type="checkbox"/> 3064	<input type="checkbox"/> 25064	MELODIES IN GOLD • Billy Vaughn
<input type="checkbox"/> 3309	<input type="checkbox"/> 25309	DUTCHMAN'S GOLD • Walter Brennan	<input type="checkbox"/> 3054D	<input type="checkbox"/> 25054D	THE TEN COMMANDMENTS • Sound Track
<input type="checkbox"/> 3302	<input type="checkbox"/> 25302	POLKAS • Lawrence Welk	<input type="checkbox"/> 3016	<input type="checkbox"/> 25016	THE GOLDEN INSTRUMENTALS • Billy Vaughn
<input type="checkbox"/> 3295	<input type="checkbox"/> 25295	AM I THAT EASY TO FORGET • Debbie Reynolds	<input type="checkbox"/> 3001		SWEET MUSIC AND MEMORIES • Billy Vaughn
<input type="checkbox"/> 3292	<input type="checkbox"/> 25292	THE LENNON SISTERS SING 12 GREAT HITS	<input type="checkbox"/> 110	<input type="checkbox"/> 110S	THE MAN WITH THE BANJO • Eddie Peabody
<input type="checkbox"/> 3289	<input type="checkbox"/> 25289	CRAZY OTTO PIANO • Johnny Maddox	<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

## NEW ALBUMS

<input type="checkbox"/> 3428	Young World	LAWRENCE WELK	<input type="checkbox"/> 3434	You Better Move On	ARTHUR ALEXANDER
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## ALL TIME HIT SINGLES

RECORD NO.	TITLE	ARTIST	RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16022	Trying/P.S. I Love You	THE HILLTOPPERS	<input type="checkbox"/> 16038	Near You/Beg Your Pardon	FRANCIS CRAIG
<input type="checkbox"/> 16023	Cocoanut Grove/In The Mood	JOHNNY MADDOX	<input type="checkbox"/> 16039	To Be Alone/Marianne	THE HILLTOPPERS
<input type="checkbox"/> 16024	Love Walked In	THE HILLTOPPERS	<input type="checkbox"/> 15486	The Green Door	JIM LOWE
<input type="checkbox"/> 16025	From The Vine Came The Grape	THE HILLTOPPERS	<input type="checkbox"/> 15538	Come Go With Me	THE DELL-VIKINGS
<input type="checkbox"/> 16026	Till Then/Only You (And You Alone)	THE HILLTOPPERS	<input type="checkbox"/> 15550	Dark Moon	BONNIE GUITAR
<input type="checkbox"/> 16028	Melody of Love	BILLY VAUGHN	<input type="checkbox"/> 15841	San Antonio Rose	JOHNNY MADDOX
<input type="checkbox"/> 16029	Sail Along Silv'ry Moon	BILLY VAUGHN	<input type="checkbox"/> 15858	Yellow Bird	THE MILLS BROTHERS
<input type="checkbox"/> 16030	Ain't That A Shame/I'll Be Home	PAT BOONE	<input type="checkbox"/> 15879	Blue Hawaii	BILLY VAUGHN
<input type="checkbox"/> 16031	The Crazy Otto/Eight Beat Boogie	JOHNNY MADDOX	<input type="checkbox"/> 15911	Does Your Chewing Gum Lose Its Flavor	LONNIE DONEGAN
<input type="checkbox"/> 16032	The Shifting Whispering Sands Part 1 and 2	BILLY VAUGHN	<input type="checkbox"/> 15956	Bei Mir Bist Du Schon	LOUIS PRIMA, KEELY SMITH
<input type="checkbox"/> 16033	I Hear You Knocking/Ivory Tower	GALE STORM	<input type="checkbox"/> 15968	Deck Of Cards	WINK MARTINDALE
<input type="checkbox"/> 16034	Dark Moon/Memories Are Made Of This	GALE STORM	<input type="checkbox"/> 15985	Am I That Easy To Forget	DEBBIE REYNOLDS
<input type="checkbox"/> 16035	I Almost Lost My Mind	PAT BOONE	<input type="checkbox"/> 16066	Dutchman's Gold	WALTER BRENNAN
<input type="checkbox"/> 16036	Friendly Persuasion (Thee I Love)	PAT BOONE	<input type="checkbox"/> 16106	Look For A Star	BILLY VAUGHN
<input type="checkbox"/> 16037	Don't Forbid Me/April Love	PAT BOONE	<input type="checkbox"/> 16144	Chills And Fever	RONNIE LOVE
	Love Letters In The Sand	PAT BOONE	<input type="checkbox"/> 16145	Last Date	LAWRENCE WELK
	A Wonderful Time Up There	PAT BOONE	<input type="checkbox"/> 16151	Wonderland By Night	LOUIS PRIMA
	Young Love/Ninety-Nine Ways	TAB HUNTER	<input type="checkbox"/> 16161	Calcutta	LAWRENCE WELK
	Paper Doll/Glow Worm	THE MILLS BROTHERS	<input type="checkbox"/> 16209	Moody River	PAT BOONE

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

## Avnet Electronics Buying Liberty Co.

By LEE ZHITO

HOLLYWOOD — Liberty Records, Inc., is being purchased by the Avnet Electronics Corporation, according to reports at week's end. The purchase, according to the reports, will be a straight stock exchange between the two corporations with Liberty stock equivalent to 60 per cent of Avnet's stock, based on the two corporations' comparative stock values on the current market. This means Avnet would give six shares of its stock in exchange for 10 shares of Liberty stock. The Avnet Corporation is on the New York Stock Exchange.

### No Management Change

Avnet reportedly will retain Liberty's existing management with no change contemplated in the record company's personnel or operations.

Liberty's principal stockholders include Board Chairman-Founder Si Waronker, President Al Bennett, and Treasurer Hal Linnick. The three were in New York completing the details of the transaction with the heads of the Avnet firm. Avnet Electronics, West-

## Hank Mancini Rare 2-Time Oscar Winner

HOLLYWOOD—Hank Mancini last week became one of Hollywood's rare double Oscar winners during a single Academy of Motion Picture Arts and Sciences awards presentations. He received two of the coveted statuettes—one for scoring "Breakfast at Tiffany's" (best score of a dramatic or comedy picture), and the other (which he shares with Johnny Mercer) for the song, "Moon River" (best song first used in an eligible picture).

The musical, "West Side Story," walked away with 10 Oscars. Among them, one for the best score of a musical, went to Johnny Green, Saul Caplin, Sid Ramin, and Irwin Kostal.

(See Page 19 for special section devoted to the Oscar Award-winning song "Moon River.")

## Roskin's Distributors No Longer Handle Columbia Product

NEW YORK—The Roskin distributing companies in New York State have dropped their Columbia Records distributorships. Roskin-Albany, Roskin Upstate in Buffalo, and American Distributors, a division of Roskin in East Hartford, Conn., were handling the Columbia lines. They covered Connecticut, Rhode Island, Western Massachusetts, Vermont, and New York State excepting the five boroughs of New York City.

The Roskin companies have been in the distribution business for almost 50 years. They were one of the oldest and largest Columbia distributors in the country. Roskin will continue to distribute records and related products. Columbia is opening its own branches in Upper New York State and New England, having just opened branches in Rochester, N. Y., and Hartford, Conn.

## Liberty Wants Branches to Share Capital

bury, N. Y., maintains branches in Culver City and Redwood City, Calif. The New York firm is headed by Lester Avnet, and the California firms are headed by his brother, Rovert H. Avnet.

Avnet assembles and distributes electronic component parts and connectors, but is not in the consumer field. At press time, it was reported that the principals had agreed on the basic terms of the multimillion-dollar stock transaction, but these were still awaiting final approval by the Avnet board.

### Early Success

Liberty was founded in February, 1955. The firm continued to enjoy a series of sales success starting first with Julie London, and later with the Ross Bagdasarian (David Seville) strong hits, including "Witch Doctor," "Chipmunk Song," among others.

Liberty became a publicly held corporation last year. Its recent (BMW, April 7) stockholders report showed a sales gain of 26 per cent over the previous year with the gross for the 12-month period ending January 31 amounting to \$7,361,714. Its net income was \$646,365, and it paid a dividend of \$1.06 per share on the 607,277 shares outstanding.

WASHINGTON — Liberty Records would like to invest a re-sounding \$1,450,000 in company-owned branch distributors, the firm has told Securities & Exchange Commission here. The Los Angeles record company is seeking registration for public sale of \$2,000,000 in convertible subordinated debentures due in 1977, at 100 per cent of principal amount, and would also sell 100,000 shares of common outstanding.

Out of the sale, with maximum share price at \$20, the label would use \$350,000 to produce additional master tapes for future releases, and use the rest for working capital. Liberty has outstanding 327,641 shares of common, and 279,636 Class B common. Simon Waronker, board chairman, and Alvin S. Bennett, president, own 22 per cent and 6 per cent, respectively, of the common, and 49 per cent and 25 per cent, respectively, of the Class B shares. Waronker and Bennett propose to sell all of their common shares, and Raymond C. Sandler, assistant secretary, would sell 7,000 shares.

The Liberty prospectus tells the SEC that the nearly one-and-a-

(Continued on page 14)

## Expect Hot MOA, Record Mfr. Panel

By NICK BIRO

CHICAGO—A potentially explosive panel discussion between record company officials and members of the juke box industry is on tap for the forthcoming Music Operators of America convention to be held here May 6-8.

Chairmen of the discussion will be BMW's music editor, Paul Ackerman, and coin machine editor, Aaron Sternfield.

The session, along with another on copyright problems, could easily be the hottest of the three-day meeting. Operators have long complained of indifference from the record industry both in regard to quality of product and record company participation at MOA conventions.

### Participation Limited

Participation in the panel is being limited to exhibiting firms which to date include Capitol, Columbia, Dot, Jay Jay, MGM and

Plaza. Missing to date are two of last year's exhibitors, RCA Victor and Decca.

In other MOA developments the association announced the addition of six more exhibitors, bringing the total to 36. New are Chicago Dynamic Industries, Giepen Associates, United Manufacturing Company, United Phonograph Corporation, Munves-Mercuri Corporation and Victor Electronics.

MOA Director E. R. Ratajack said there were eight booths left in the general exhibit area and two open in the record company area.

### MOA Disappointed

The MOA chief also said he was "disappointed in not having heard from several record companies."

Advance registration, from members only, is over 500, said Ratajack. The figure would indicate that MOA will substantially surpass its attendance figures from its con-

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## TWO POWERS

# Link Between Decca & MCA Draws Closer

NEW YORK—Long rumored in film and financial circles, a possible joining of forces of Decca Records and MCA, Inc., moved a step closer to reality last week. The step occurred when Milton R. Rackmil, Decca president, made the first official admission, at the annual Decca stockholders meeting, that talks had taken place between the two firms.

In a statement at the meeting here, last Tuesday (10), Rackmil stated: "On and off since last fall, conversations were had with MCA, and what began with possible production and distribution arrangements led into discussions looking to a closer tie-up of that company with Decca and its subsidiary companies."

"(The) integration would be highly beneficial. There would be no overlapping. Instead, there could and would be greater development and use of talent and personnel in all phases of record, motion picture and TV production and distribution."

"There are various possibilities, one of which is an exchange of MCA stock for Decca stock. That is where we are now. The next step is for MCA to submit its offer. When that will take place, I cannot say. My guess is that it is imminent and may be any day."

At week's end, the situation remained unchanged, although Decca spokesmen said the MCA

offer was expected "at any moment." It was known that MCA prexy, Lou Wasserman, had been in town during the week.

Official disclosure of the possible combining of operations comes at a time when Decca is enjoying one of the most profitable periods in its 28-year history. In his statement to stockholders, Rackmil disclosed that earnings for the calendar year 1961 were more than double those of 1960. At the same time, he noted that first-quarter earnings for 1962 were more than double those of the same period in 1961 (\$1.65 per share as against 75 cents per share last year).

According to the business weekly Financial World, an analysis shows that the ratio of net sales to net profit before taxes for Decca is currently 15 per cent, one of the highest in the record business.

## Transshipping, Discounts Lead Chi Panel Topics

CHICAGO—Several key record industry problems will be aired at a series of special trade panels to be held during the World's Fair of Music and Sound at McCormick Place here August 31 to September 9.

Dick Schory, director of special events, announced that subjects will include: Competing in a discount market, combatting transshipping, problems of "too much product," building new store traffic, exposing new and old products, and serving the customer with catalog merchandise.

Participating will be dealers, distributors and manufacturers. Schory said key executives from various record companies will speak. Additional topics for the panel discussions will also be announced later.

The local National Academy of Recording Arts & Sciences chapter will present speakers and panel discussions on various topics, Schory said.

Objectives of the trade sessions are: (1) Create a closer understanding of the mutual problems of manufacture, distributor and retail deal-

(Continued on page 14)

## Kahn Now With Music Merchants

DETROIT—A lot happened on the Detroit distributing scene last week. Harvey Kahn, general manager of Aurora Distributors here, ankle the jobber to join Marvin Jacobs Music Merchants distrib house in an executive capacity.

It was learned as well that Aurora, distrib firm belonging to Henry Droz and Johnny Kaplan, was dissolving. The lines of Aurora were reportedly up for grabs. Music Merchants grabbed off Scepter-Wand, Old Town and Herald-Ember. It was not known who would get the Vee Jay and Epic lines.

Kahn, vet distributor exec for many years, worked for Pan-American and J. & K. prior to heading Aurora. Music Merchants is one of the new distributors in town, having started about a year ago.

## Starday Rack and Streamer Display

NASHVILLE — Starday Records has developed a special record rack and streamer for in-store use, as part of its campaign to build the market for country music.

Starday is urging its distributors to place the racks only in selected stores and in the case of smaller cities particularly, with only a limited number of dealers. The rack is part of the label's "Caravan of Country Music Sale." A special printing of sales folios has been prepared for salesmen, and dealers are urged to lay in a supply of Starday country music catalogs.

The label also promises co-operation with distributors and interested dealers on co-op newspaper advertising and radio spot announcements, "where there is a chance to achieve volume," the firm said.

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# NATIONAL ASSOCIATION OF RECORD MERCHANDISERS

Fourth Annual Convention, Miami Beach, Fla., April 8-13

## Wallichs Pin-Points Mfr. Positions on Rack Demands

MIAMI BEACH, Fla.—Record manufacturers, large and small, gave an unqualified vote of approval to Capitol Records President Glenn Wallichs' keynote address at the NARM convention. For Wallichs, while taking cognizance of the contributions of the record merchandiser, bluntly enumerated the apprehensions of manufacturers harried by increasing demands. In so doing, Wallichs helped to crystallize manufacturer opinion and attitude at the convention, which was keyed to the theme: "The Changing Role of the Record Merchandiser."

Briefly reviewing phases of record history leading to self-service and racks, Wallichs stated in part: "What concerns us now is our future as partners. For partners we are and partners we will continue to be..."

He quickly added a note of caution, pointing out that success entailed responsibility, and he questioned whether the racks would continue their growth. "The answer," he said, "is not an unqualified 'Yes'."

"Certainly, we manufacturers must admit that rack sales are substantial and growing. But

mixed with our realization of this fact is a significant amount of apprehension.

"Why? The major companies have built extensive catalogs that exist... in substantial demand. How do we gain exposure for this catalog—worth literally millions of dollars—if racks continue to take an increasing share of total record sales by concentrating only on top hits.

"Consider another basic problem we manufacturers face—we must develop new stars. Does your sense of responsibility to the record industry... suggest that you should help develop new artists?"

"You may well say that responsibility for promotion and salesmanship through disk jockeys, magazines, etc., lies with the manufacturer: the manufacturer must create demand for the product you sell. But what happens when the manufacturer, in order to sell to you in quantity, must discount his product to the point where there is no margin left to cover such promotional costs? Where is the money coming from for deejay records, for newspaper ads, for the dozens of other promotional techniques used

(Continued on page 26)

## Mfrs. Resist Direct Sales Pitch From Rack Jobbers

By PAUL ACKERMAN

MIAMI BEACH, Fla.—At press time the rackers' drive to deal with manufacturers directly had simmered down in the face of a stiff manufacturer attitude. But the ultimate showdown has not been resolved, it has merely been postponed. This is the general opinion of traders here.

Indie manufacturers felt they had won a battle—but some indicated they knew the war would continue; that the chipping away would continue.

Indies presented the argument that they would not and could not assume the burden of rack jobbers' paper in addition to distributors' paper. "We don't want to be hung with the finances," one said.

Another added, "Nobody is ready for direct buying—neither we manufacturers nor most of the rack jobbers." And a third cynically remarked, "Did a rack ever break a record?"

Executives of NARM in-

dicated the organization had no wish to bypass distributors; that rackers who made such a pitch did so as individuals.

MIAMI BEACH, Fla. — The jobber is feeling his oats. As his segment of the record business increases its dollar volume he is growing bolder and demanding more preferential treatment from manufacturers, thereby posing a dilemma for the manufacturers. The latter are anxious to protect their distributors—whose dealer accounts move catalog—but at the same time the manufacturers keep their eyes glued to the rising rack jobber dollar volume resulting from mass exposure and state: "We want a piece of that pie."

This is the picture that comes into focus at the fourth annual NARM convention here. The rackers' aims are not spelled out in the discussion panels, interesting as those are. Rather, the rackers, individually, are making their wishes known to the manufacturers in so-called "visitation" sessions.

Manufacturers are blunt as to what the rackers ask for: They want the distributors' price. They want to buy direct, and, according to many manufacturers, the rackers want this treatment without assuming the obligations of a distributor.

It is no secret that indie manufacturers were distressed over the pattern of the "visitations." These often took the form of a visit to an indie's suite, where the racker would lodge a complaint about a distributor in his area. Sometimes he would note that the distrib was in competition with the racker, and that the distrib's service was poor. This would be followed by a pitch to deal direct.

Mfrs. Acknowledge Dilemma

Manufacturers in private conversations acknowledged their dilemma—an especially acute one in view of the growth of the rack-jobbing segment of the record business. But most manufacturers, including representatives of both major and indie firms, were in no mood to be stampeded. In fact, most were grateful to Glenn Wallichs, president of Capitol Records, who in his keynote speech pointed to the manufacturer's stake in catalog, and stated to the rack jobbers: "The capacity to 'squeeze' and to be 'squeezed' is not limitless. At some stage you will kill the goose that lays the golden egg. And when you have no more golden eggs you have no more business." (See separate story.)

Late Monday night a group of indie manufacturers held a meet-

(Continued on page 26)

## Leslie Tells of Special Disk Biz

MIAMI BEACH, Fla.—The role of special product in record merchandising was analyzed by Sy Leslie, chief of Pickwick International at the NARM Convention here last week. Leslie noted that the so-called budget and special product field had enjoyed a rapid growth and that today, it represents one-third to 40 per cent of the merchandise in volume.

The rack jobber recognized the value of promotional records which, according to Leslie, are custom tailored to the impulse buying public. "This low priced record combined the vital elements of insignificant price competition from record shops, instant impulse appeal in a product created for the

(Continued on page 14)

## NARM ELECTS EXECS: GLEN BECKER PREXY

MIAMI BEACH, Fla. — Glen C. Becker has been elected president of the National Association of Record Merchandisers. Becker was named, along with other officers and board members, at the final NARM board meeting of the 4th Annual NARM Convention here, Thursday (12).

Becker, who was vice-president last year, was joined on the new slate by Alvin Driscoll, vice-president; Kenneth Sachs, a director last year, as secretary; and George Berry, who continues as treasurer. In addition to these officers, the new NARM board will also include past-President Ed Snider, Cecil Steen and Larry Rosmarin. Jules Malamud continues as NARM executive secretary.

## NARM AWARDS TAKEN BY ELVIS, 'JOHN' AND CONNIE

MIAMI BEACH, Fla.—Mitch Miller and Elvis Presley dominated the annual NARM Awards at the organizations' convention in this city last week. Plaques were presented to the winners at the NARM banquet held at the Eden Roc hotel here on Thursday (12).

Here is the list of winners in each category:

- Best Selling Hit Single: "Big Bad John," Jimmy Dean, Columbia
  - Best Selling Regular Price LP: "Blue Hawaii," Elvis Presley, Victor
  - Best Selling Economy Price LP: "Stars for a Summer Night," Columbia
  - Best Selling Male Vocalist: Elvis Presley, Victor.
  - Best Selling Female Vocalist: Connie Francis, MGM
  - Most Promising Female Vocalist: Linda Scott, Canadian-American-Congress
  - Best Selling Vocal Group: Mitch Miller and the Gang, Columbia
  - Best Selling Comedy Artist: Bob Newhart, Warner Bros.
  - Best Selling Children's LP: "101 Dalmatians," Disneyland
  - Best Selling LP Record Promotion: "Sing Along With Mitch Miller," Columbia
  - Best New Recorded Product Introduced in 1961—(Tie): Phase 4-Stereo, London, and 35-MM Stereo, Command
  - Best Selling Economy Priced Label: Bravo
- The NARM associate member company which has demonstrated sustained achievement in those purposes for which NARM was formed: RCA Victor.
- The NARM associate member company which has demonstrated in the year 1961 the greatest progress in those purposes for which NARM was formed: Capitol Records.

## Marek Says NARM Is Potent Exposure Force

MIAMI BEACH, Fla. — "Any entertainment business lives on ideas and dies if it works by imitation or formula," stated George Marek, vice-president and general manager of the RCA Victor Record Division, in his talk on creativity in the record industry, delivered Monday (9) at the NARM Convention last week. Illustrating his talk by slides, Marek noted that the audience of assembled record merchandisers have become an important part of the disk industry, and this fact in itself was the result of a creative marketing idea. Music, he pointed out, must be made available in many more places than the music store. In places where consumers shop for eggs, cigarettes, etc.

Growing Appetites

"The more exposure," Marek noted, "the more people will sample music. And their appetite grows—

we, you, the music store—and the ultimate consumer benefits." Marek analyzed the various forces motivating people to use music. The chief propulsive force he pointed out is "family activity."

"People believe that music binds the family together, that it is something that the kids and the grownups can enjoy in the living-room."

Marek analyzed the musical tastes of consumers served by record merchandisers as compared with the pace of other groups of music buyers, their similarities and differences. He said a national best seller becomes generally a rack best seller. National best sellers in 1961 were "Blue Hawaii," "G. I. Blues," Lawrence Welk's "Calcutta," "Great Motion Picture Themes," "Sing Along With Mitch," "Twist With Chubby Checker," "Portrait of Johnny," and "Judy at Carnegie."

"However, the racks are powerful enough to develop their own list of best sellers," he said. Particularly in the economy priced field which is more subject to impulse buying. As examples Marek gave as the five rack best sellers, "Stars for a Summer Night," "Sixty Years of Music," "101 Years of Familiar Music by 101 Strings," "The Soul of Spain," and "Living Strings Play Music of the Sea."

Fanatics

"To produce these and other albums all of us whose thoughts and enthusiasm are devoted to music expend a creativity which is multifaceted, devoted, indeed fanatical." Marek went on to analyze the growing complexities of musical creativity, pointing out that now a recording session requires not only a musical director and engineers,

(continued on page 26)

Retailers—Broadcasters—Operators!

Look for Our Third Spotlight

Of Billboard Music Week's 1962 Spotlight Series:

Tested Ideas on Programming and Selling

# JAZZ ON RECORDS

## OUT NEXT WEEK!

# WEEKLY MARKET ANALYSIS

Continued from page 1

charts, but Helen Shapiro's "Tell Me What He Said" is showing some action, according to Milt Berson of Musical Sales. The hottest single (of the new disks) in Baltimore is Walter Brennan's "Old Rivers," which is not only pulling plenty of deejay play and across-the-counter sales, but is also hot as a juke box item.

Deejay Buddy Deane, WJZ-TV, also lists mainly chart platters as his top records. However, he reports continuing good reaction on the non-chart platter "Magic Circle" by Buzz Clifford on Columbia.

Dealers anticipate a run on Chubby Checker wax next week when Station WACO here, sponsors a local stagershow, featuring the Twist kind, during the Easter holidays.

## Handleman Closes in Memphis

MEMPHIS—Record business in this city was a bit soft this past week, according to both dealers and distributors. However, warm weather and Easter coming up made most traders feel that business would pick up shortly.

Dealers, and distributors, too, were talking about the closing of a Handleman's rack jobbing branch here recently. Handleman, the largest rack jobber in the U. S., with branches in 11 major markets, had been operating out of Memphis for close to two years. Its closing last week was attributed to a too-spread-out rack situation forcing its men to cover areas as much as 100 miles out of Memphis. It was reported that Handleman's branch offered its racks to local jobbers here.

Also there was much interest expressed in the operation of a new discount store, Zayers, with a large record department, now operating in the suburbs here. Memphis has been fairly quiet as far as discounting is concerned up to now, with most stores only offering slight price cuts. Zayers, part of chain unit with outlets in other Southern cities, was offering deeper discounts. Distributors reported the store was not buying its merchandise locally.

Another key topic was McDonald Brothers, the RCA Victor distributor here, taking on the London line, and the many singles labels that London handles. McDonald had added the Philips line recently. A spokesman for the firm said that the reason for taking on these lines was to help distrib salesmen, who had lost business due to discounters and rack jobbers, many of whom bought merchandise out of town.

McDonald also mentioned that it was selling three EP's strongly, an unusual situation these days of slow EP sales. One was the new Elvis Presley EP, with tunes from his new flick, Henry Mancini's "Breakfast at Tiffany's," and Al Hirt's "Roving Dixieland." Elvis' single, "Good Luck Charm," was called his biggest in years.

## Detroit DJ Fires Country Boom

DETROIT—The pop record business was only so-so here last week, but dealers and distributors reported an upsurge in country and western disk sales, which was mainly attributed to the impact of deejay Bob Staton's 7 p.m.-midnight c.&w. show on CKLW here.

At the same time, distribs and dealers lost an exposure outlet for singles when Station WKMJ started a new programming policy last Monday (9) featuring only "up-beat music," with the bulk of its wax culled from albums. The move leaves Detroit with only two strong exposure outlets for singles—WJBK and WXYZ.

WXYZ started swinging on new releases only a few months ago. Deejays Lee Allan and Joel Sebastian recently returned to WXYZ, and the jocks, who do their own programming from 3 to 11 p.m. daily, are both putting strong emphasis on "breaking" new singles.

The impact of Staton's c.&w. show on CKLW is also felt in the pop market, according to Tommy Schlesinger of Jay Kay Distributors here. For example, he cited James O'Gwynn's "My Name Is Mud," which was played heavily by Staton and then picked up by WJKB for its pop shows.

In the album field, Capitol's original-cast album of Richard Rodger's "No Strings" musical hit is chalking up strong sales

## NEW ON THE TOP LP'S

Continued from page 1

- 111. POINT OF NO RETURN . . .  
Frank Sinatra, Capitol W 1676
- 128. NO STRINGS . . .  
Original Cast, Capitol O 1695
- 133. MUSIC MAN . . .  
Original Cast, Capitol WAO 990
- 138. AFRIKAAN BEAT AND OTHER FAVORITES . . .  
Bert Kaempfert, Decca DL 4273

STEREO

- 36. ALL AMERICAN . . .  
Original Cast, Columbia KOS 2160
- 39. GREAT THEMES FROM HIT FILMS . . .  
Enoch Light & His Ork, Command RS 835 SD
- 42. NO STRINGS . . .  
Original Cast, Capitol SO 1695
- 49. ROGER WILLIAMS' GREATEST HITS . . .  
Kapp KS 3260

and radio play. The show was premiered here at Detroit's new Fisher Theater.

Among the newer singles mentioned as showing local action were "Let's Stick Together" by Wilbert Harrison on Fury, and "You're to Blame" by the Fascinators on Trans-Atlas.

## Discounts Clue Chi Spring Lull

CHICAGO—Discounting was much in evidence as a traditional spring lull in the record business set in last week. Full-page ads announcing varying price cuts appeared in most of the city's dailies.

Rose Discount Record Stores were selling \$3.98 and \$4.98 albums for \$1.88, including such cream artists as Frank Sinatra, the Kingston Trio, Erroll Garner and Ferrante and Teicher; \$1.98 albums were cut to 88 cents, and even singles were down to 19 cents each, six for \$1.

Goldblatt's was selling "name" artists for \$1 each. Sears-Roebuck & Company was running a Mercury and Wing album sale, stereo or monaural, for 99 cents each. Discount Records was knocking off 50 per cent on Capitol, Angel and RCA Victor albums; 40 per cent off on Westminster, Elektra, Riverside and Folkway, and 30 per cent off on London and Columbia.

The breakout pace for new singles was slightly off with only one new disk showing good action, "I Sold My Heart to the Junkman," Blue Bells on Newton. Dealers blamed everything from Lent to what they termed a shortage of good, new hits.

Ace Cannon's "Sugar Blues" on Santo has a slight edge over Don Costa's version of the tune on Columbia. The Kingston Trio is picking up with "Scotch and Soda" despite the fact that Capitol started out pushing the flip side, "Jane, Jane, Jane." The Kingston's "Scotch and Soda," incidentally, is also leading versions of the same tune by Johnny Kay on Liberty and Henry Thome on Viv.

Picks by a deejay at one of the city's biggest singles-playing stations include "Cookin'," Al Casey on Stacy (also getting good response from juke box operators); "Old Rivers," Walter Brennan, Liberty, and a sleeper, "Dr. Feel Good," by Dr. Feel Good on Okeh.

## NEW FORMAT

# Sale of WINS Might Mean Return to Rock

NEW YORK — The sale of WINS here to Westinghouse Broadcasting (for \$10 million) last week was of considerable interest to record manufacturers and pluggers. They hope it means that WINS will drop its new "better music" policy and adopt Westinghouse's programming format, which follows a middle-of-the-road line, mixing current pop hits with oldies.

However, some traders opine WINS is already rocking again. Record labels claim the station has asked for their latest top-sellers, and has already programmed such r.&t. sides as "Mashed Potato

Time," "Slow Twistin'" and "What'd I Say."

If the FCC approves the Westinghouse buy, New York should become one of the swingiest radio towns in the country, since Westinghouse is solidly promotion-minded. It will also make WMCA (Continued on page 32)

## Three Dealers Tie For Philips Prize

CHICAGO—Three dealers tied for first place in Philips' national pick-the-hot-album contest. Object was to predict which album would sell the best in Philips' Premier 12 release last month.

Winners are A. Gold and Mel Goldstein, Korvette, New York, and Richard Roland, Stereo-Sonics, Inc., Oak Park, Mich. Tied for second place are Marshall B. Cross, Harvard Co-Op, Cambridge, Mass., and Andrew Collins, Grinnell Brothers, Detroit.

All will receive a fully transistorized portable phonograph. Tabulation of entries and selection of winners was done by the Richard Morton Company, Chicago.

## Ring Bells for Cleve. Disk Sales

CLEVELAND — Distributors and dealers here are intrigued by a new door-to-door selling technique instituted by a firm called Community Record Service. The organization is selling Capitol Records along magazine and subscrip- (Continued on page 14)

## Premier Albums Double Sales

NEW YORK—Sales of Premier Albums, Inc., more than doubled and earnings before taxes more than tripled during 1961, according to the firm's president, Phil Landwehr. He said that sales were \$2,513,181 for fiscal 1961 as against \$1,121,623 for fiscal 1960. Earnings amounted to 71 cents per share on 260,000 shares outstanding last year as against 20 cents per share in 1960, he added.

Premier, which went public last fall, and which recently opened a new plant in Clifton, N. J., markets seven different labels in varying price ranges. They are designed primarily for sale in department, drug and chain stores, supermarkets and discount outlets.

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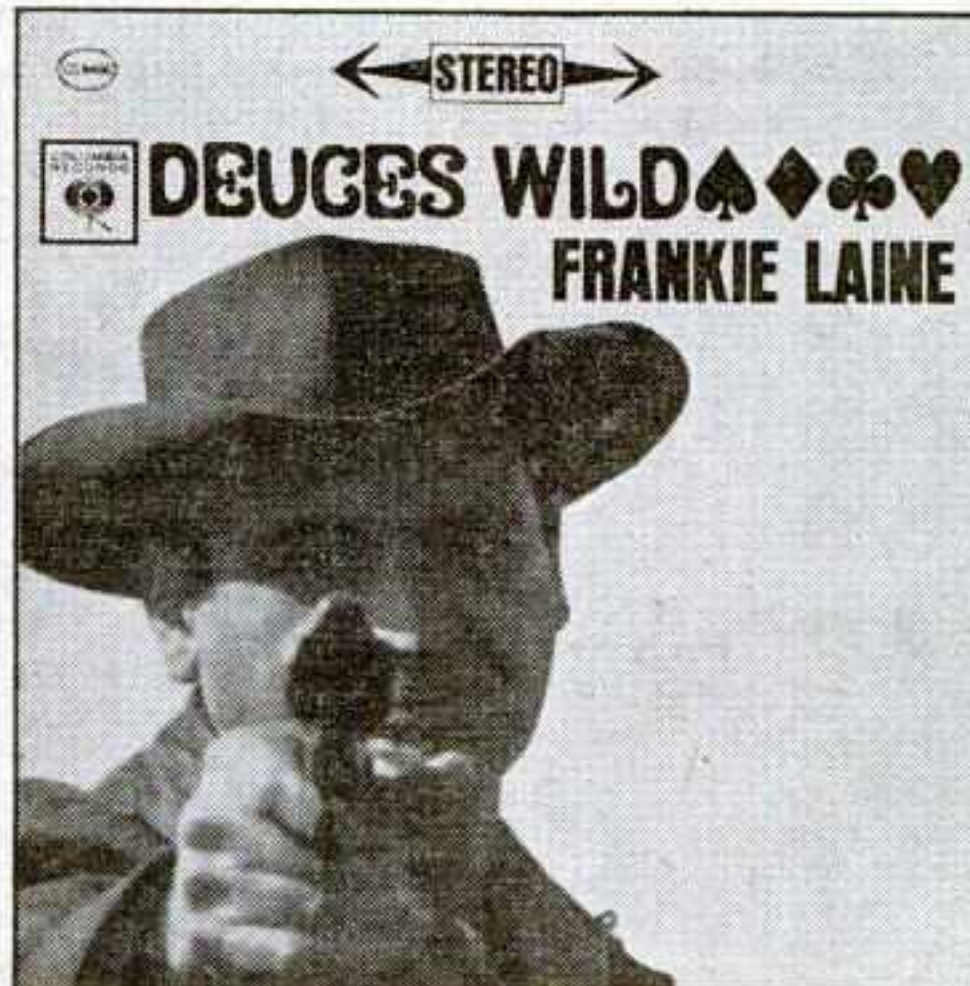
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## Flurry of Philips Agreements Key to Global Expansion Drive

NEW YORK — "We expect to become one of the largest record firms in the world." These words spoken by Tony Van De Haar concluded the successful negotiations to handle Erroll Garner's Octave recordings for Europe and South America, and has signed many American labels for distribution overseas.

### Jazz a Necessity

He has been very active in lining up jazz labels for distribution by the booming Philips firm. They include such important jazz firms as Riverside, World Pacific, Contemporary, VeeJay, and Bluesville, Swingsville and Moodsville, the

## Pinky Herman Hits ASCAP Comm. in Resignation Letter

NEW YORK — Pinky Herman, venerable figure on the ASCAP scene, who last week resigned from the Society's Writer Advisory Committee, has made known his reasons for this move.

In a letter to ASCAP President Stanley Adams, Herman bitterly denounced the committee as "nothing but a rubber stamp."

"I have, for 21 years, been a critic of this same administration (the ASCAP board) which has continued for 40 years and I have been hypnotized into feeling that reform could come from within the Society," Herman told Adams.

"The Writers Advisory Committee, of which I have been a member for 11 years (along with every committee appointed by this administration) has not been able to achieve a single reform that would remedy the evils that still exist."

## Columbia Waxing Brecht Off-B'way

NEW YORK — Columbia Records has recorded the off-Broadway show "Brecht on Brecht" which opened in New York in January to strong reviews. Production, playing at the Theater de Lys in Manhattan, is based on the songs, poems, letters, etc., of the late Bertolt Brecht. Stars of the show are Dane Clark, Anne Jackson, Lotte Lenya, Viveca Lindfors, George Voskovec and Michael Wager. Goddard Lieberson, Columbia chief, produced the original-caster.

## CAPITOL WAXES JUDY IN SPECIAL CENTER SHOW

NEW YORK — Judy Garland will be taped live by Capitol Records on Friday, April 20, at New York's Manhattan Center. Lass will be recorded before an audience of about 3,000, mainly personalities from the entertainment world.

Capitol, of course, is seeking to catch the brass ring again with Judy as it did with her current smash seller on the label, the two-LP "Judy at Carnegie Hall." At Manhattan Center she will sing a dozen songs she never recorded before, backed by the baton of orkster Mort Londsey. Andy Wiswell will a.&t. the session for Capitol.

latter labels belonging to Prestige through an agreement with the Interdisc distrib network. His feeling is that jazz is a must for Europe and will continue to grow in sales abroad.

Although Van De Haar believes Europe needs American jazz and that the European product can never compete in this field, he does not feel this way about American pop vocalists, except for artists of the stature of Elvis Presley or Paul Anka. "The Yank tunes are very important, but the vocal can be sung by native artists in European countries and the record can out-sell the American-made product," he stated. "This is especially true against the many American one-shot hit-makers," he said.

"The only way American artists generally can compete against well-known European acts abroad," he said, "is if they make their recordings in other languages, especially in German, and secondly, in Italian." He noted that many American artists, like Anka, Connie Francis, Chubby Checker, etc., are doing just that today.

### No Quick-Money Firms

Van De Haar pointed out that Philips is interested in taking on new labels for distribution overseas, but only those labels that are in business to stay. "We are not interested in handling labels that only want quick money," he declared. "When we make a deal with a label that has a well established name, we will put their records out under their logo abroad, but if they are not well established then we put them on Philips, Mercury or Fontana."

The commercial chief believes that Philips' ownership of Mercury here, and the power it gives them on the American scene, plus its bustling activity in Europe and South America, will make it a giant diskery in a few years. The philosophy of the firm right now, said Van De Haar, is to develop an outstanding image for the Philips label, that will give it solid impact throughout the world.

## Jimmy Smith's Verve Single

NEW YORK — A new Verve single appeared this week featuring jazz organist Jimmy Smith that is the result of a swap between the MGM subsid label and Smith's regular issuing company Blue Note. The side, titled "Walk on the Wild Side," features Smith as soloist with a big band arranged for by Oliver Nelson. Contacted for information, Blue Note President Alfred Lion said that he has not determined as yet which Verve artist he will record in exchange for Smith's services for Creed Taylor at MGM, but he emphasized that the top jazz seller was still under contract to his label.

## De Rose Memorial Wk. In N. Y. C. April 23-30

NEW YORK—April 23 through 30 is Peter De Rose Memorial Week, in honor of the late composer. A special tribute will take place again, as last year, at Duffy Square, 46th and Broadway, New York, which will be designated Peter De Rose Memorial Square. A flock of TV programs and radio shows have been set to honor the clefter, who wrote such evergreens as "Deep Purple," "Lilacs in the Rain," "Moonlight Mood," "Royal Blue," "Autumn Serenade," and "Wagon Wheels."

## Chi Music Fair Names 50 to Its Committees

CHICAGO—Officers of the Chicago World's Fair of Music and Sound this week named 50 performers and businessmen to the fair's Civic Advisory Committee and Honorary Sponsoring Committee.

### Sponsoring Committee

Included in the sponsoring committee will be such artists as Louis Armstrong, Mimi Benzell, Victor Borge, Nat King Cole, Skitch Henderson, Walter Hendle, Mantovani, Yehudi Menuhin, Robert Merrill, Birgit Nilsson, Fritz Reiner and Earl Wrightson, Gov. Otto Kerner of Illinois, Stanley Baberi, Raphael Bronstein, Dr. Francois D'Albert, Margaret Hillis, Vincent LeSelva, Ferdinand Liva, Dr. Eric Oldberg, Louis Sgarro, Henri Tomianka, Carlo Tomanetti, Manolo Vargas and Roberto Ximenez.

Members of the Civic Advisory Committee are Patrick H. Hoy, president of Material Service, division of General Dynamics Corporation; Patrick O'Malley, president of Automatic Canteen; Charles Cutter, F. S. Moseley & Company; John W. Evers, president of the Chicago Metropolitan Fair & Exposition Authority; Ben W. Heineman, chairman, Chicago and North Western Railway Company; Vernon Herndon, vice-president, Hilton Hotels Corporation; Wayne A. Johnston, president, Illinois Central Railroad.

Others are Harry G. Kipke, chairman of the board, Coca-Cola Bottling Company of Chicago; Stuart List, publisher, The Chicago American; Seymour M. Logan, president, Greater Chicago Hotel Association; Earle Ludgin, chairman, Ravinia Park; Col. Leon Mandel; Harold M. Mayer, vice-president, Oscar Mayer & Company; Earl J. McMahon, president, Chicago Building Trade Council; Charles F. Murphy; Albert Pick Jr., Pick Hotels Corporation; Noble J. Puffer, superintendent, Cook County Public Schools; Arthur Rubloff, Arthur Rubloff & Company; Alfred Shaw, Shaw, Metz & Associates; David Wallerstein, president, Balaban & Katz Corporation; Leo Burnett, Leo Burnett Company, Inc.; G. Corson Ellis, A. T. Kearney & Company; Jack Reilly, director of special events, City of Chicago; Leigh Block, vice-president of Inland Steel Company; Howard Willett, of the Willett Company, and Benjamin C. Willis, general superintendent of schools of Chicago.

## Stearns' Mother Dies

NEW YORK—The mother of publisher Julian (Julie) Stearns, Mrs. Matilda Stearns, died last week (13) from a heart attack. Services were held Sunday (15) in New York. She is survived by her husband, Melvin, and her son, Julian.

## EMI BRITISH EPIC DISTRIB

LONDON — EMI has secured the American Epic label for distribution in Great Britain. Pye Records has been competing to obtain the American Columbia subsidiary label, which had been distributed by Philips here when Philips was handling all American Columbia product in Britain and Europe. (Complete details are in this week's "British News Notes.")

## NIGHT CLUBS GET GOOD SALES ON HOUSE ARTISTS

NEW YORK—A brisk album business is developing in night clubs in and around this city. The city's boites seem to be going in for limited edition albums by regular performers at the night spots, putting LP's, not generally available to the public, on sale with good results.

One of the leading examples is Julius Monk's Upstairs at the Downstairs nitery. The current attraction, the revue "Dressed to the Nines," was waxed by Columbia Records, but was not released by the label. Monk bought up the already pressed masters and covers, and has put them on sale in the club.

Another night club issuing its own records is Dick Ridgeley's Steak House in Water Mill, Long Island. Ridgeley, who is a Southampton society favorite, plays with a small combo in his own restaurant, and has issued an LP called "Summer in Southampton" which has become a steady seller, not only at the club but in various record shops in the resort area. Ridgeley has also issued a second set at his Montego Bay establishment in the West Indies on Jamaica. This album is called "Moon Over Montego." Both sets are on the Charles label.

Another New York nitery that has issued its own album is the Chez Vito. This set features the highly popular string ensemble that plays for diners at the club.

Goldie Hawkins, of Goldie's, another society hangout, also sells his own piano album in the coat check room of the boite. This set was originally released by Mercury, and sales are so good on the club premises, that Goldie is seriously considering issuing another set, this time on a label of his own.

## NESUHI ERTEGUN

## Ertegun Sees Jazz LP's As Staple Product for All

By JUNE BUNDY

NEW YORK — Jazz Records are no longer treated as "special order" merchandise by mass-trade retailers, according to Atlantic Records Vice-President Nesuhi Ertegun. The exec noted that for the first time discounters and/or chain stores are carrying jazz albums as permanent inventory.

Ertegun said that Korvettes, Alexanders, A.&S., and other chains now carry from 80 to 90 different Atlantic jazz packages as permanent inventory, keeping from three to five copies of each LP in stock. The move, opined Ertegun, points up the rapid growth of the jazz record market and its increased acceptance by pop buyers during the last year.

Jazz sales were formerly concentrated in nine key cities (New York, Chicago, Detroit, St. Louis, Philadelphia, Los Angeles, Boston, San Francisco and the Washington-Baltimore area) said Ertegun, but today they have spread into many more territories. Ertegun believes dealers in smaller towns are missing out on a lot of this business by not stocking bigger jazz inventories. As it is now, said Ertegun, small-town jazz buyers are ordering from the big-city discount houses because they can't find what they want at their local dealers.

In line with this, Atlantic aims to educate dealers in smaller cities; remind them that obsoles-

cence is seldom a problem on new promotional campaign on jazz singles (culled from jazz LP's) is designed to focus attention on the albums. In addition, Ertegun noted that the label can count on each pure-jazz singles selling between 15,000 and 25,000.

Atlantic's jazz sales have "at least tripled" in recent months, according to Ertegun. He attributes this to a big increase in jazz juke boxes around the country, and a growing acceptance of jazz by maturing rock and roll and rhythm and blues fans. Jazz has the same basic appeal and qualities of good rock and roll, opines Ertegun, and is a natural follow-up for r.&r. buyers. He cites Ray Charles as "a wonderful bridge" between the two fields.

## Philips Scores With Richter

CHICAGO — Philips Records has scored heavily with its initial classical album release, Sviatoslav Richter and the London Symphony playing the Liszt "Piano Concerto."

Sales manager Lou Simon said that more than 2,000 albums have been sold per week since the album's February 1 introduction.

Recorded on 35-mm. film, the album has drawn critical acclaim in such newspapers as The Chicago Sun-Times, The Norfolk Ledger-Dispatch, The Salt Lake City Desert News, The Buffalo Evening News, The Louisville Times, The Buffalo Courier-Express, The San Francisco Progress and The San Francisco News-Call Bulletin.

## MMO DEAL

## Music Minus One Sets 15% LP Deal

NEW YORK—Music Minus One Records announced a special deal this week under which distributors are authorized to extend a 15 percent discount on all MMO and Classic Editions disks now through May 15. Deal also applies to all samplers, UTC comedy LP's and Proscenium comedy LP's. At the same time, MMO announced a move to new skyscraper headquarters here, adjacent to the new Lincoln Square Center for the Performing Arts.

## Kefauver Intros Copyright Proposal

WASHINGTON — Sen. Estes Kefauver (D., Tenn.) has introduced a sister bill to the House-sponsored Celler (D., N. Y.) resolution extending copyright to works which would go into public domain by December 31, 1967. The legislation provides extension either to this date, or until the date a revised copyright act becomes law, when the copyright term is expected to be lengthened to 76 years as against the present 56 years.

Hearings are to be held on the Celler bill in the House Judiciary Subcommittee on Patents, Trademarks & Copyright under Chairman Edwin Willis (D., La.) May 3.

jazz product; and encourage them to stock at least the bigger jazz names. Part of Atlantic's

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# TOP LP's BY CATEGORY

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

## VOCAL LP's

Title (Label)	Top LP Rank (Stereo) Mono
<b>Male Vocalists</b>	
● <b>ALBUM 7 BY RICK</b> .....	126
● <b>ALWAYS YOU (COL)</b> .....	78
Paul Anka Sings His Big 15 (ABC).....	51
Belafonte at Carnegie Hall (RCA).....	139
Big Bad John (Col).....	82
Chubby Checker/Bobby Rydell (Cameo).....	65
● <b>CRYING (MONU)</b> .....	73
● <b>DANNY BOY &amp; OTHER SONGS I LOVE TO SING (COL)</b> .....	(45) 19
Do the Twist (Atl).....	30
Doin' the Twist at the Peppermint Lounge (Rou).....	(30) 7
● <b>DUKE OF EARL (V-J)</b> .....	79
● <b>FOR TEEN TWISTERS ONLY (PARK)</b> .....	27
For Twisters Only (Park).....	41
Heavenly (Col).....	53
Hell Bent for Leather (Col).....	102
Buddy Holly Story (Cor).....	77
Hymns (Cap).....	95
Hymns at Home (Cap).....	134
I Remember Tommy (Rep).....	36
Johnny's Greatest Hits (Col).....	23
Jump Up Calypso (RCA).....	(46) 47
Let's Twist Again (Park).....	38
● <b>LINGER AWHILE WITH VIC DAMONE (CAP)</b> .....	106
● <b>LIVE IT UP (COL)</b> .....	(18) 15
● <b>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC (ABC)</b> .....	105
● <b>POINT OF NO RETURN (CAP)</b> .....	111
Portrait of Johnny (Col).....	58
Jimmy Reed at Carnegie Hall (V-J).....	141
Rick is 21 (Imp).....	144
Runaround Sue (Laurie).....	22
● <b>SINATRA AND STRINGS (REP)</b> .....	(12) 9
Take Good Care of My Baby (Lib).....	143
● <b>JOHNNY TILLOTSON'S BEST (CAD)</b> .....	127
Twist (Park).....	8
Twist With Bobby Darin (Atco).....	88
● <b>VERSATILE BURL IVES (DEC)</b> .....	(37) 55
● <b>ANDY WILLIAMS' BEST (CAD)</b> .....	117
● <b>YOUNG, ALIVE &amp; IN LOVE (RCA)</b> .....	129
Your Twist Party (Park).....	2
<b>Female Vocalists</b>	
All the Way (Dec).....	109
● <b>JOAN BAEZ, VOL. I (VAN)</b> .....	25
Joan Baez, Vol. II (Van).....	33
● <b>THE CLASSIC DELLA (RCA)</b> .....	100
● <b>PATSY CLINE SHOWCASE (DEC)</b> .....	98
● <b>DO THE TWIST (MGM)</b> .....	124
Ella in Hollywood (Ver).....	132
Judy at Carnegie Hall (Cap).....	(8) 12
● <b>LENA ON THE BLUE SIDE (RCA)</b> .....	113
● <b>GLORIA LYNNE AT BASIN STREET EAST (EVER)</b> .....	86
Never on Sunday (MGM).....	50
Roaring 20's (WB).....	137
● <b>SINCERELY BRENDA LEE (DEC)</b> .....	(40) 61
<b>Duos and Groups</b>	
● <b>CAMPUS ENCORE (CAP)</b> .....	62
● <b>COLLEGE CONCERT (CAP)</b> .....	(7) 5
Encore of Golden Hits (Merc).....	31
From the Hungry i (Cap).....	146
Kingston Trio (Cap).....	68
Kingston Trio Close Up (Cap).....	101
Lion Sleeps Tonight (RCA).....	93
● <b>MIGHTY DAY ON CAMPUS (KAPP)</b> .....	63
Sing Out! (RCA).....	(21) 32
Slightly Fabulous Limelites (RCA).....	104
● <b>A SONG FOR YOUNG LOVE (CAP)</b> .....	(19) 6
● <b>STANDING ROOM ONLY (UA)</b> .....	99
Tonight in Person (RCA).....	118
● <b>TWIST WITH THE VENTURES (DOLT)</b> .....	(44) 56
<b>Choruses</b>	
Happy Times Sing Along With Mitch (Col).....	145
Memories Sing Along With Mitch (Col).....	125
● <b>RHYTHM SING ALONG WITH MITCH (COL)</b> .....	(34) 54
Saturday Night Sing Along With Mitch (Col).....	92
Sentimental Sing Along With Mitch (Col).....	136
Sing Along With Mitch (Col).....	44
Your Request Sing Along With Mitch (Col).....	115
<b>Mixed Voices</b>	
Murray the "K's" Sing Along With the Original Golden Gossers (Rou).....	97
Oldies But Goodies, Vol. I (OS).....	42
Oldies But Goodies, Vol. III (OS).....	46
Sixty Years of Music America Loves Best, Vol. III (RCA).....	66

## CLASSICAL & SEMI-CLASSICAL LP's

● <b>BRAHMS: CONCERTO NO. 2 (RCA)</b> .....	(29) 96
My Favorite Chopin (RCA).....	71
● <b>NIGHTFALL (CAP)</b> .....	(41)
Rodgers: Victory at Sea, Vol. III (RCA).....	(47)

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

## INSTRUMENTAL LP's

Title (Label)	Top LP Rank (Stereo) Mono
<b>Mood and Dance</b>	
● <b>AFRIKAAN BEAT AND OTHER FAVORITES (DEC)</b> .....	138
● <b>BEYOND THE REEF (DEC)</b> .....	(43)
● <b>BOUQUET OF LOVE (COL)</b> .....	(26)
Calcutta (Dot).....	122
● <b>DOWN HOME (RCA)</b> .....	76
● <b>DRUMS ARE MY BEAT (IMP)</b> .....	121
Ebb Tide & Other Instrumental Favorites (Dec).....	70
Golden Piano Hits (UA).....	108
● <b>GREATEST STRING BAND HITS (DOT)</b> .....	(27)
Italia Mia (Lon).....	130
Let There Be Drums (Imp).....	(17) 16
Let's Twist Her (Hi).....	35
● <b>MARIA (KAPP)</b> .....	(20) 37
Moon River (Dot).....	(10) 40
New Piano in Town (RCA).....	84
So Much in Love (Col).....	(15) 29
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## NIGHT CLUB REVIEW

### Brown Catches Fire at Embers

A young pianist named Ronnie Brown is packing them in at New York's famed Embers these days. He had been at the club for three weeks and he has done so well that the management has extended his booking to the end of April. If business keeps up this way, the pianist is well on the path to becoming a regular at the club, and an important name at the class musical boites at other cities throughout the country.

Brown is an interesting mixture of pop, classical and jazz pianist (his training was classical) who stays mainly in the pop groove with jazz overtones. His repertoire covers show, pop and jazz tunes. He plays with an intensity that is on the order of Dave Brubeck, who happens to be one of his strongest boosters. Brown's playing has a touch of many other pianists, including Roger Williams, Erroll Garner, Teddy Wilson, and now and then the pop Oscar Levant. And yet he has a style of his own, and he plays a lot of pounding, swinging and exciting piano every time he is on stage.

It is this intensity and excitement that has made his an overnight favorite at the Embers. He performs with his trio, which features Bob Ciccarella on bass and Nick Adams on drums, and he gives them many chances for their own solos. Now and then Brown plays vibes with his right hand and accompanies himself on piano with his left. This is the least important part of his act but it's good showmanship. Brown is reportedly free of any record contract these days and is negotiating for a new label after a one album deal with Columbia. His current stint at the Embers is an indication that he's got a chance to make it big on disks.

Also on the bill with the Ronnie Brown Trio at the Embers on the night caught (10) was the Roy Eldridge Quartet. Of Roy there is little that needs to be said except that he is playing as well as ever and that means mighty well indeed. Roy's sweet and persuasive trumpet work with the quartet on such fine items as "Sometimes I'm Happy," "The Street Where You Live," and other show and pop tunes made for happy listening, and a good pairing with the Brown crew. The Embers continues to come up consistently with good music, good musicians, and good bookings.

Bob Rolontz

★ ★ ★

## LEGIT REVIEW

### A Happy 'Half-Past Wednesday'

It's an unusual musical that opens and closes in one night, and then opens again a week later. And at the same theater yet. But this is actually what happened to "Half-Past Wednesday," a new children's musical. It opened at the Orpheum Theater in New York on Friday (6), closed Saturday (7) and opened again Thursday (12), and now looks set for a short run, anyway.

"Half-Past Wednesday" is a pleasing, tuneful and entertaining kid show, based on the Grimm fairy tale "Rumpelstiltskin." It has been nicely updated for current kid tastes by bookwriter Anna Marie Barlow, with a flock of listenable tunes by Bob Colby, with lyrics by Colby and Nita Jonas. It spotlights a mighty funny king played by Don De Luise, a pixieish Rumpelstiltskia portrayed by David Winters, and good performances by Audre Johnson, Sean Garrison, Charles Welch and Holly Sherwood.

Show closed originally because it was billed as adult entertainment, which it is not. It could run as a kid show, which it is, not only because the Rumpelstiltskin story is still dramatic for the younger set, but also because it is a lavish show for the small fry, from the standpoint of costumes (Robert Fletcher) and sets (Lloyd Burlingame). And it also happens to have some first-rate dance numbers staged by Gene Bayliss.

There are a number of tunes in the show which could please both kid and teen tastes and perhaps a few adults too. These are "To-Whit--To Whoo," "Companionship," and "Grandfathers." If the show runs the score could make an entertaining and salable LP for the younger set.

Bob Rolontz

## Music City Stores & Miami Station KFWB Form Unique Singles Club

HOLLYWOOD — Example of how an aggressive dealer and an alert broadcaster can team promotional forces will be demonstrated here soon when Clyde Wallichs' Music City Stores and Station KFWB launch their "Music City Club 98" program, aimed at intensifying interest in singles and stimulating their sale. It kicks off next week.

The station's listeners will be able to join its "Club 98" with benefits including membership cards, admission to special concerts by singles artists, plus membership in Music City's singles' record club. Music City singles club will work as follows: each month, members will receive a card to be punched with each singles purchased. When a card is completed (representing the purchase of 10 singles), the club member will receive any single of his choice free of charge, plus a bonus record (a promo). Thus, members will get two free records for each 10 they buy.

### Drawings

In addition, Music City will stage monthly drawings of stubs (Continued on page 38)

## Jazz Singles Out Of 'No Strings' LP

NEW YORK—Atlantic Records last week released a jazz version of Richard Rodgers' new musical hit "No Strings," and three jazz singles.

The "No Strings" album features LaVern Baker, Chris Connor, Herbie Mann and Bobby Short. Sides by Mann and Miss Connor were taken out of the album and released as singles. The third jazz single, by the Mitchell-Ruff Trio, was culled from the group's LP "The Catbird Seat."

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# GEMA Means to Conquer Tape Royalty Barriers 'Round World'

MUNICH—Dr. Erich Schulze, president of the International Copyright Society, as well as chairman of the board of GEMA, has announced an international campaign to collect tape recorder royalties.

Dr. Schulze, presently in Japan after visiting the United States, said the campaign would center in West Germany and the U. S. but would encompass "the whole world wherever music is being taped without payment of royalties."

Dr. Schulze made the announcement in his capacity of president of the International Copyright Society.

In West Germany GEMA, the German copyright society, has suffered a setback in its music taping fight. The Bundesrat (Upper House of the German Parliament) rejected inclusion of a clause in the new West German copyright law requiring payment of music copyright royalty by private owners of tape recorders.

The Bundesrat, which has the final voice in the drafting of legislation under the West German Constitution, assailed the taping royalty as an "encroachment on private rights." The federal government accepted the Bundesrat's views, and the taping royalty has been considered a dead issue.

## Just Begun to Fight

Dr. Schulze disputed this view, however. In the statement he authorized for release by his headquarters here, GEMA's board chairman declared, "The taping fight has just really begun."

Dr. Schulze pointed out that updated copyright legislation is now pending in West Germany, the U. S., and Japan, and that it is vital the new legislation take into account the advance of technology and be in harmony with parallel legislation in other countries.

He said recorder technology had advanced so far that there is no real distinction between the taping of music and the playing of phonograph records, for which the purchaser expects to pay royalty.

Dr. Schulze pointed to the vast expansion of tape recorder production all over the world. He said an example is Grundig of Nuremberg, which claims to be Europe's biggest recorder producer. Grundig has just begun construction of a gigantic new tape recorder plant at Nuremberg.

The UherpWerke, another German recorder producer, began tape recorder production only five years ago, but has prospered to the extent that it has just erected a brand-new plant in Munich with daily production capacity for 500 recorders.

Dr. Schulze called attention to the recent report made by BASF, the giant chemical firm of Ludwigshafen, to its stockholders. This report said that the demand for BASF magnetic tape was so huge the company was forced to expand production.

# IS THERE A DOCTOR IN THE HOUSE?

HOLLYWOOD — After recording the initial track for Choreo's LP, "The Jazz Soul of Dr. Kildare," an album of TV themes, the 26 men who attended the session feared they might be in need of medical attention. Anna Lea, one of Choreo's secretaries who had handled the music during the session, learned that she had the measles. The first selection recorded was "Theme From Shirley Temple Storybook."

## SATTIN CHARITY

### Sattin Contributes Disk \$ to Charity

BOSTON — It's rare indeed when a recording artist hopes for a hit record and won't accept the money. This strange case concerns Lonnie Sattin, who is appearing this week at the Monticello night club in a Boston suburb. His new recording, "I Believe," on the Scepter label will go to benefit the Crippled Children's Non-Sectarian Fund.

This is a fund run by Lou and Lutz Smith, operators of Rockingham race track in New Hampshire and aided by Cardinal Richard Cushing of Boston. The specially designed album jacket will have a picture of the Cardinal on one side and Sattin on the other and all proceeds will go to the fund. The Smiths hold an annual benefit at the park each August and Sattin has made a number of guest appearances at these functions.

# Washington's Jazz Festival Will Feature Wide Variety of Music Talent

WASHINGTON — More razzle-dazzle and a slew of recording jazz talent has been announced for the upcoming International Jazz Festival to run here from May 30 through June 3, under sponsorship of the President's Music Committee of the People to People program.

Foreign participation is going to be featured in all categories of the mardigras of jazz performance here, including jazz symphonic, combos playing traditional, progressive and "third-stream" jazz. There will be eight specially commissioned works, a jazz ballet, a film showing three decades of jazz, and a collection of jazz memorabilia from all over, loaned for the occasion. There will be 15 separate and distinct events.

Here is a sampling of the menu, and the prices, of the Jazz Festival events: A jazz-oriented symphonic program will feature the National Symphony Orchestra under Howard Mitchell and Gunther Schuller; the Duke Ellington Orchestra, and jazz soloists J. J. Johnson, Eddie Costa, Don Ellis and Dinah Washington. All this at Constitution Hall, May 31 at 8:30 p.m. Tickets from \$2 per seat to a five-seat box costing \$100.

The big Jazz-at-the-Armory program will feature, on June 1, at 8 p.m.: Cannonball Adderley Quintet, Sonny Rollins Quartet with Jim Hall, the Duke and his orchestra, Marion Williams and the Stars of Faith, the Alex Bradford Singers, Paul Barbarin and the Old New Orleans Marching Band. On Saturday, same place and time: Gerry Mulligan Quartet, Oscar Peterson Trio, Thelonious Monk Quartet, the Duke again, Clara Ward Singers and an international group. On Sunday, June 3, the D. C. Armory will have a performance at 3 p.m., featuring Dave Brubeck Quartet, Gloria Lynne and Trio, Lionel

Hampton's Orchestra, the George Shearing Quintet, and international jazz stars. Tickets from \$2.75 up to \$5.

All proceeds go to promote the Music Committee's expanding international program. The first International Jazz Festival is expected to be an annual affair from here on in "to create an international performance showcase which will present not only the outstanding jazzmen of the U. S. but provide first performances by foreign jazz musicians here in this country."

## Name Vic Chirumbolo Verve Sales Chief

NEW YORK—Vic Chirumbolo has been named national sales manager for Verve albums. He had been East Coast regional sales manager for Verve Records. In the new post Chirumbolo will work directly under Andy Miele, marketing director for MGM and Verve product. Sales of all singles for the various labels will remain the responsibility of Lenny Scheer. He had been with Capitol and Warner Bros. Records prior to joining the Verve fold.

Miele also announced the appointment of Joe Fields as Eastern fields rep for the Verve label. Fields had been with Columbia and London in the past and most recently was in charge of single sales for London. He'll report to Chirumbolo.

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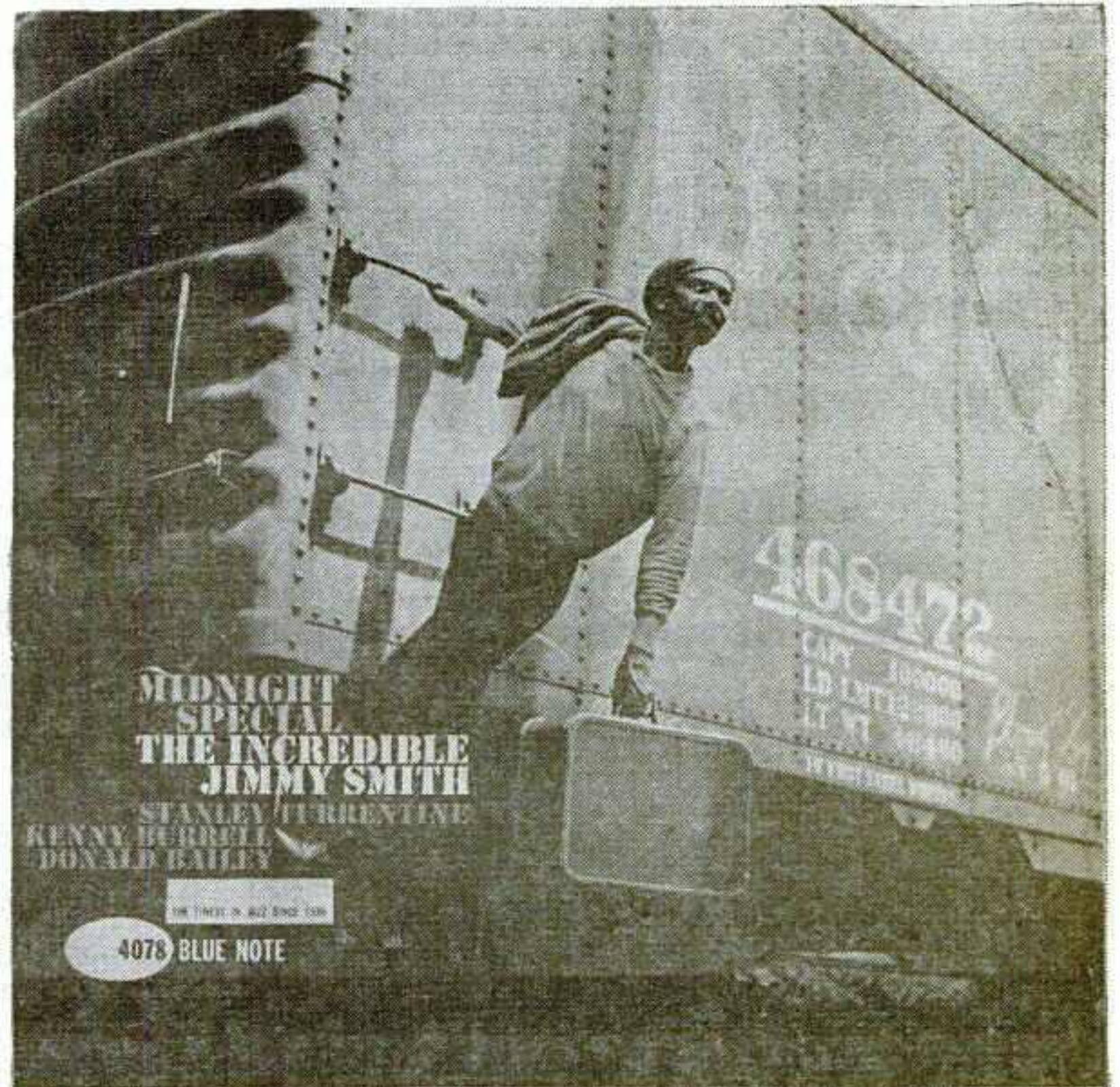
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# MUSIC AS WRITTEN

## New York

Steve Lawrence and Eydie Gorme are set for four appearances next season on the Garry Moore show. . . Eugene Cantor, of Dreifuss & Company in Philadelphia, is no longer connected with Bobby Heller's distributing company in that city. . . Burl Ives has completed shooting for a new flick, "The Spiral Road," and just had a new book "Songs of America" released by Duel, Sloan & Pierce last week. . . The Hi-Lo's have signed with Reprise. Group cut their last album for Columbia recently called "This Time It's Love." . . Irving Fields just returned from a trip to Spain and Italy. . . United Artists signed Reuben Phillips and the Apollo Theater ork last week. . . Deejay George Hudson of WNJR in Newark, N. J., will present a three-day Easter show at the Hillside Theater in Jamaica starting April 21. On April 27 he'll take the show to the Brevoort Theater in Brooklyn.

The Chubby Checker Twist Party kicked off last week in Miami. It will play one-night stands during the next three weeks in major cities across the country. . . Ivan Mogull returned last week from a trip to Nassau. . . Barbara George has

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signed with Juggy Murray's Sue label. According to Murray he paid \$25,000 for the contract from the AFO label. . . Dennis Ganim has rejoined M&S. Distributing Company of Ohio as promotion director. . . Richard O. Linke Associates has signed comic Ronnie Schell to a personal management contract. . . Mike Clifford is set for three weeks at New Orleans' Playboy Club starting May 16. . . Paul Jaulus has joined Iris-Trojan and Deerhaven Music as general professional manager of the firms, Gray Gordon is the executive vice-president of the music companies.

Harry Rosen, Philadelphia distributor, says that the new Ray Charles album "Modern Sounds in Country and Western Music" is the hottest LP he's handled in years. . . Oscar Brown opens at the Hungry i, San Francisco, April 23. . . Enzo Stuarti opens at New York's Persian Room, April 25. . . Lenny Scheer, single records sales chief at MGM-Verve, became the father of a girl, Lisa Karen last week. . . Cleffer and a.&r. topper Louis Marischal, has left Philips in Europe to start his own independent record production firm. . . The off-Broadway show "Fly Blackbird" was cut as an original cast set by Mercury last week. Music and lyrics were penned by C. Jackson and James Hatch. . . Janel Enterprises, a new firm engaged in disk production, talent management and music publishing, has been formed here as a subsidiary of Osias Enterprises, a building and land development firm. Richard Osias is president, Irving Rothman vice-president and Doc Bagby general manager. Osias said that a report last week that Lou Stone was associated with the firm was in error. . . Cosnat is handling Mary Small's new Vi-Talent label.

Bob Rolontz

## Philadelphia

Committee for International Music Exchange, Inc., was organized here as a non-profit corporation to promote understanding through the medium of music. . . Francis Scerbo and Michael Del Collo join forces and talents in setting up the American Music Publishing Company here. . . Johnny Barr makes it a fourth consecutive year for his band at Silver Lake Inn on the Jersey side. . . Harry Rosen, associated with his brother, David Rosen, in the distribution of Warner Bros. and ABC-Paramount Records, is in Woman's Hospital recovering from surgery.

Maury Orodener

## Chicago

Terry Gibbs returns to Mercury after an absence of three years, Jack Tracy, a.&r. director, announced last week. . . Byron Janis is set for Orchestra Hall April 29. . . A pair of Mercury artists are getting the television treatment. Smothers Brothers are set for the Bing Crosby special May 14, with Jose Melis due to visit "Play Your Hunch" April 25. . . NARAS meets Tuesday (17) at Columbia studios here to hear a discussion on liner notes from a panel of experts plus this writer. . . NARAS is also scheduling its first social event May 29, to coincide with annual award presentation ceremonies to be held in New York and Hollywood. . . A pair of new artists, Ken Colman, of Canada, and Ronnie Chapman, of the States, are creating considerable local interest. They're currently appearing at the Playboy here.

Nick Biro

## Cincinnati

Jim Saltzman, Kapp Records promotion man, in town for a visit with Mel Herman, label's local distrib, and a swing around the deejay circuit to plug Google Rene's "Look at Your Girl" and Jack Jones' "Lollipops and Roses," which he claims are generating excitement in the territory. Jim followed the local stop with a visit to Cleveland, from whence he took off for the Southwest. . . Bob Braun, WLW radio and television deejay and personality, emceed the recent Junior Miss Pageant at Mobile, Ala. Braun's newest on the Decca label is "Until Death Do Us Part." . . Mahalia Jackson stops off for a concert at Music Hall here Easter Sunday night. . . Frank Shue, free-lance promotion man and formerly with Columbia and Dot here, and his wife, Gail Jaros, former captain of the line at Beverly Hills, Southgate, Ky., are celebrating the arrival of their first child—a daughter, Debbie Fern.

Bill Sachs

## Pittsburgh

Ray Charles will bring his orchestra and chorus to Syria Mosque for an April 25 concert. . . The Paul Smith Trio will back Ella Fitzgerald when she appears at a Mosque concert May 25. . . Teddy Randazzo proved a terrific draw at the New Peppermint Lounge West, formerly the Bali-Kea. He was the opening attraction with the Upsetters now current. . . The Everly Brothers have a Holiday House date early in June, replacing Sophie Tucker who canceled out to tour Australia. . . Proceeds from the Van Cliburn piano concert at Syria Mosque April 17 go toward the Pittsburgh Symphony Orchestra's pension fund.

Twentieth Century-Fox and Stan Ediss, head of Dot Records here, staged several screenings of the show to plug the movie and promote the Dot sound track of "State Fair." . . Nick Lomakin's Dixieland combo is back for its seventh engagement at the Riverboat Room of the Penn-Sheraton Hotel. Lomakin operates three downtown record shops. . . Solly Solomon, Columbia's promotion manager, scored with a drive on Richard Tucker's "Passover Seder Festival," resulting in unusually high sales for the album.

Leonard Mendlowitz

## Boston

Connie Stevens was the toast of the local deejays at a dinner in her honor this week given by Herb Dale of Dale Enterprises and Warner Bros. Records. Connie was in town with her new single, "Why'd You Want to Make Me Cry," and hopes it'll be as big a hit as she was with the platter spinners.

She revealed that Bob Conrad, also on the "Hawaiian Eye"

(Continued on page 38)

## Special Disk Biz

• Continued from page 5

rack merchandiser, sold directly to him and reflecting the full and reasonable profit margin," said Leslie.

Thus, in the growth of the rack merchandising field he was recognized for the first time in his own right as a complete first degree distributor, Leslie added.

The marriage between the rack jobber and the budget record manufacturer occurred in the 1950's. And the growth from then on has been accelerated by better product, increases in population, earning power, leisure time, and availability in outlets unimagined only a few years before.

Leslie also analyzed the low-price record manufacturers, the unique methods of promotion, displays, packaging innovations, etc. He also noted that it's this group which now sells stereo as almost 50 per cent of its volume. Leslie pointed to such firms as Tops, Somerset, Synthetic Plastica, Bravo, Crown, Premier and his own as part of the success story.

Leslie added that what he said concerning the low-priced field is also applicable to the much overlooked field of children's records and educational merchandise.

## Cleve. Disk Sales

• Continued from page 6

tion lines at list or more than list price.

According to the Cleveland Better Business Bureau, the firm is selling the Capitol disks on a 90-day test contract using young boys to pitch the sales. The address given by the door-to-door salesman is Post Office Box 3202, Hollywood.

A representative of John Wade Record, Inc., of suburban Shaker Heights of this city, found out about the new selling technique by accident when two of the young salesmen came into his store. The boys also sold records to the local Capitol district sales chief who was unaware of the operation. He signed up to find out where the disks are shipped from.

Community Record Service is operated by Warren Brubaker and W. P. Barry, who have merchandised magazines in the Cleveland area previously.

## Chi Panel Topics

• Continued from page 4

er by providing a program of frank and open discussion on important topics of trade interest.

(2) Provide the retail music dealer with expert guidance in sales stimulation, marketing, advertising and management.

(3) Exchange ideas within the trade for closer harmony in the development of the entire music market.

The show will be open to the trade exclusively from 10 a.m. to 2 p.m. each day of the 10-day run, with the gates open to the general public in the afternoon and evening.

## Liberty Branches

• Continued from page 4

half-million-dollar company-owned branch distribution would handle product consisting of stereo and monaural albums, 45 r.p.m. extended play albums, and single records, with "emphasis on diversified stereo and monaural albums. Actual selling price of shares has not yet been submitted. Los Angeles firm of Crowell, Weedon & Company heads the list of underwriters.

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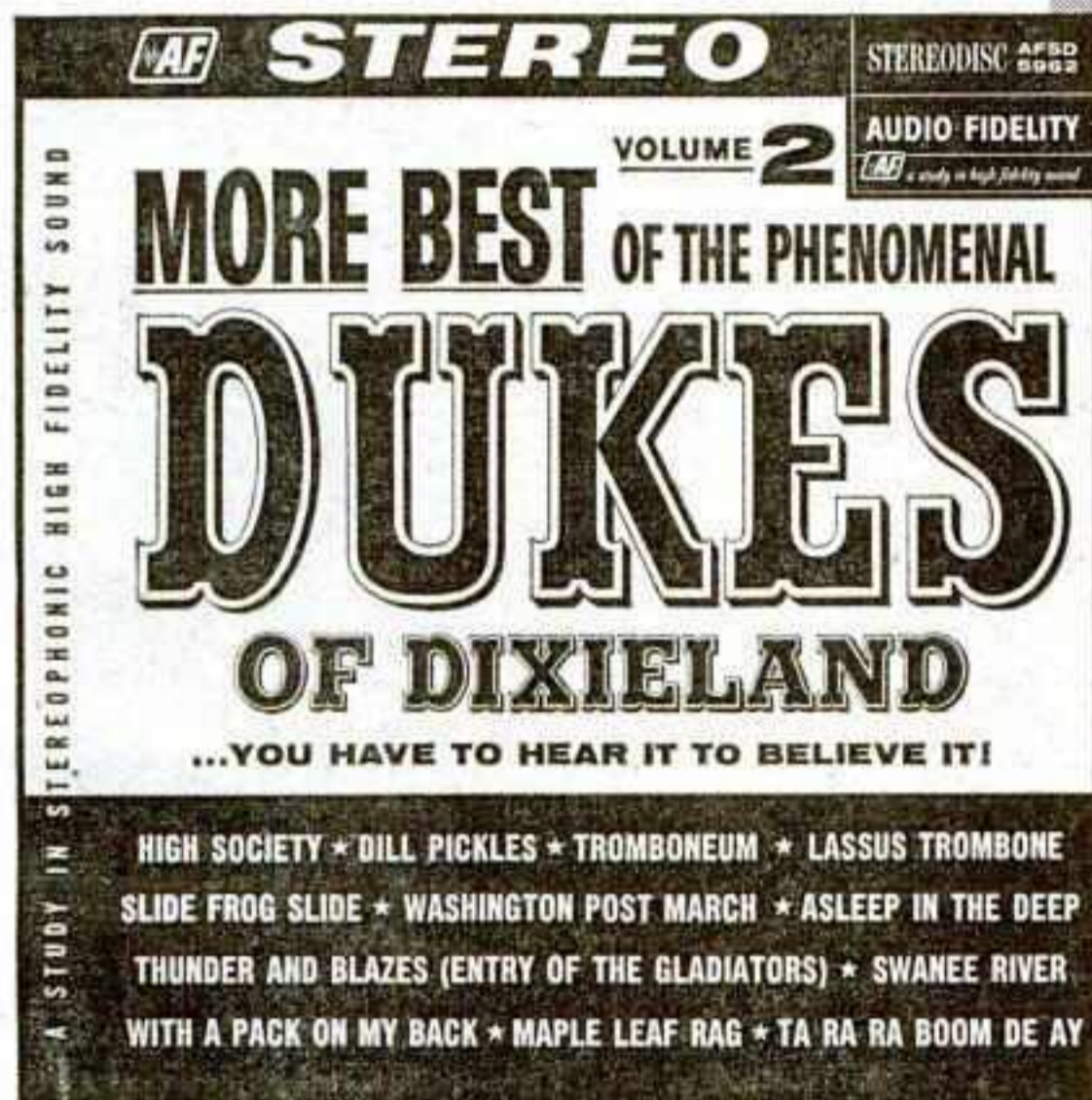


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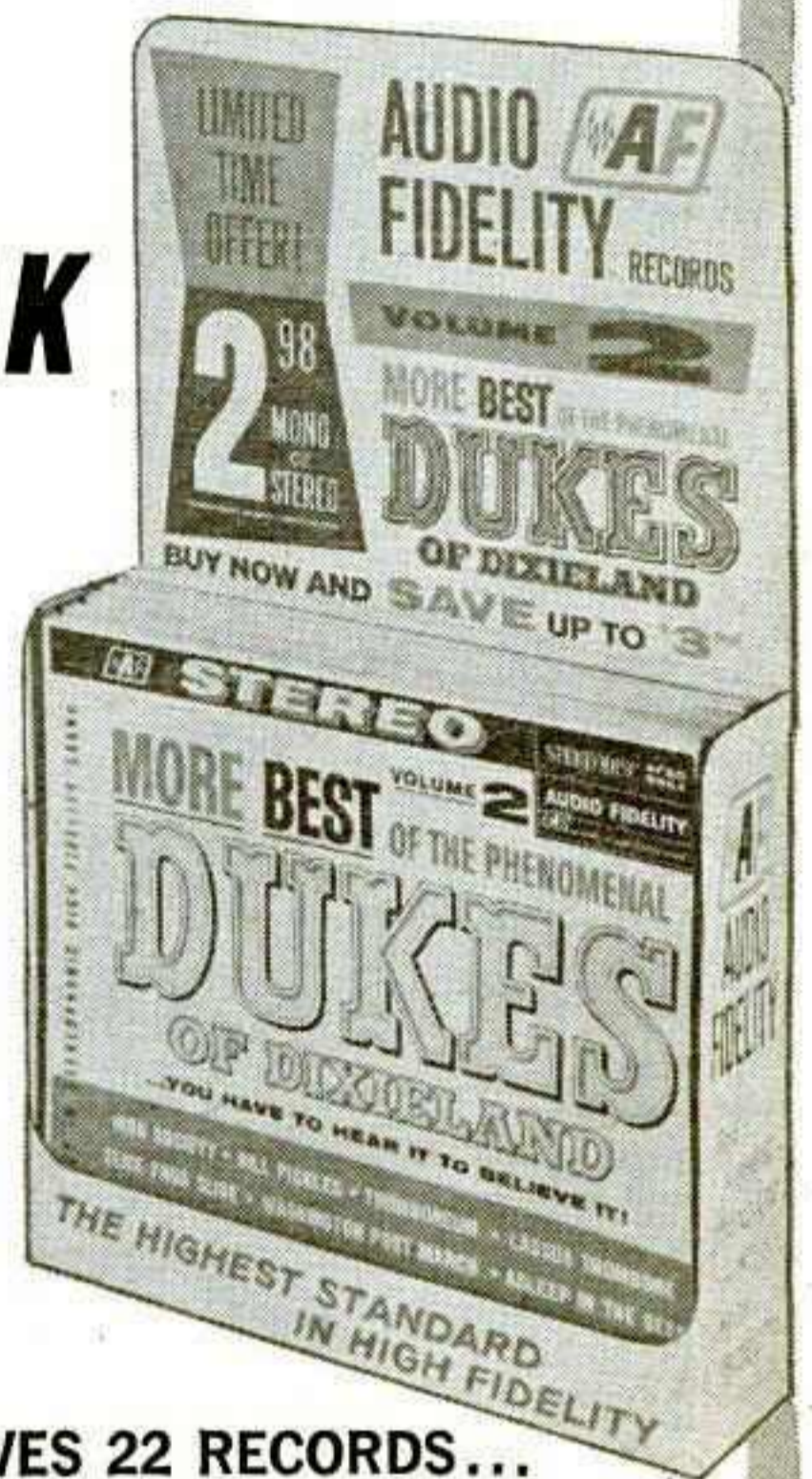
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**OSCAR BRAND—ROLLICKING SEA SHANTIES**. Yankee Ship, Johnny Come Down To Hilo, Whiskey Johnny, Paul Jones, Ballad of Wm. Kidd, High Barbaree, others.  
AFLP 1966 • AFSD 5966



**LIMBO PARTY**. Cachita, Pepe, Look For A Star, Never On Sunday, Pachanga, others.  
AFLP 1967 • AFSD 5967



**PATACHOU** at the St. Regis Maisonette. Jolie Mome, Que Reste-t-il, Je T'Aime Encore Plus, Ces Petites Choses, others.  
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 AL HIRT Swingin' Dixie, Vol. 3, AFLP1926/AFSD5926  
 AL HIRT Swingin' Dixie, Vol. 4, AFLP1927/AFSD5927  
 THE DUKES OF DIXIELAND, Vol. 1, AFLP1823/AFSD5823  
 THE DUKES OF DIXIELAND, Vol. 2, AFLP1840/AFSD5840

MARCHING ALONG, Vol. 3, AFLP1851/AFSD5851  
 ON BOURBON STREET, Vol. 4, AFLP1860/AFSD5860  
 MINISTREL TIME, Vol. 5, AFLP1861/AFSD5861  
 MARDI GRAS TIME, Vol. 6, AFLP1862/AFSD5862  
 CIRCUS TIME, Vol. 7, AFLP1863/AFSD5863  
 ON CAMPUS, Vol. 8, AFLP1891/AFSD5891

UP THE MISSISSIPPI, Vol. 9, AFLP1892/AFSD5892  
 CARNEGIE HALL CONCERT, Vol. 10, AFLP1918/AFSD5918  
 PIANO RAGTIME, Vol. 11, AFLP1928/AFSD5928  
 LOUIE AND THE DUKES OF DIXIELAND, Louis Armstrong  
 AFLP1924/AFSD5924

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Oh Mama ain't what she used to be Since she went on the Twisting Spree So kids come on, let's take action Before they all wind up in traction. Round and round Mom circles the room Twisting her hips instead of a broom Over her head she swings a mop My poor Mom is blowing her top! Oh Twist it, Henry; Twist it, Mabel; Mama is twisted 'round the table. Get a doctor, grab her wrist, Mom's passed out, doing the twist. Now Home Sweet Home won't be the same

If we kids don't remove the shame So from our eyes let's shake the mist, And let's take back the TEEN-AGE TWIST!

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**KURT KOLSTAD**

816 Elm Street Alexandria, Minn.  
Phone: RO 3-3580

**MALAMUD**

### Charts Growth Of Rack Wing

MIAMI BEACH—One of the highlights of the NARM convention held in this city last week was executive secretary Jules Malamud's detailed study of the extent of the record merchandising segment of the industry; its growth and types of outlets. One of the key points made by Malamud in his speech was the amount of business chalked up by rack jobbers last year: \$140 million.

Of this \$140 million, NARM regular members (39 firms) accounted for over 50 per cent, or \$80 million, according to the executive secretary. And 80 per cent of all NARM members showed an increase in gross dollar volume for 1961 as compared to 1960.

Malamud also pointed out the following: rack jobbers serviced supermarkets, variety stores, drugstores, department stores, PX's and phonograph equipment stores. It was noted that 73 per cent of rackers gross dollar volume came from LP's, with 16 per cent from singles and about 4 per cent from EP's. Stereo LP's accounted for about 31 per cent of dollar sales of LP disks.

A total of 89.7 per cent of NARM members carried LP's. Kidie records were carried by 93 per cent and EP's by 72.4 per cent. Pop and country LP's were carried by all, rock and roll by 93.1 per cent and jazz by 86.2 per cent.

On the discount scene, Malamud pointed out that 31 per cent of NARM members sell at discount in all locations; another 31 per cent sell at discount in some locations; and another 20.8 per cent sell at discount in most locations. Another 10.3 per cent sell records at discount only on certain products in all locations, while only 6.9 per cent sell at full list price in most locations.

### Widnall Proposes 5-Year Extension For Culture Center

WASHINGTON—A legislative lifeline has been proposed for the sinking National Cultural Center by Rep. Wm. Widnall (R., N. J.). He would add another five years to the fast-expiring time for fundraising. Also, he proposes consideration of in-town locations for the Center, such as Carter Barron Amphitheater, the downtown Capital Theater, Keith's, Warner's and Belasco theaters.

The bill would authorize the National Capital Planning Commission to make a study to decide the best possible location in the District for the nation's performing arts showcase. The Center has been, up to this point, a \$70 million dream on the drawing board of architect Edward Durell Stone, and was to be located on the inelegantly named site of Foggy Bottom on the Potomac.

### John Bradford for Art Post at Columbia

NEW YORK—John Bradford has been named to the post of art director, advertising and sales promotion in the art and design department of creative services at Columbia Records. He will report to Bob Cato, creative director of art and design at the firm. Bradford will handle design and layout of both advertising and sales promotion material for Columbia.



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- SPECIALTY RECORDS**
  - RECORD ACCESSORIES AND DEALER FIXTURES

- RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT**
  - Containers, Shipping Supplies & Services
  - Designing, Printing, Lithography
  - Pressing, Plating
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  - Recording Facilities & Supplies
- USED COIN MACHINE EQUIPMENT, PARTS & SUPPLIES**
  - For Sale
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- BUSINESS OPPORTUNITIES**
- MISCELLANEOUS**
- EMPLOYMENT SECTION**
  - Help Wanted
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 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 50¢ additional per insertion for handling and for forwarding replies. No deposits may be solicited in box number advertisements.

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DUnbar 1-6450
- CHICAGO**  
188 W. Randolph St.  
Chicago 1, Ill.  
CEntral 6-9819
- HOLLYWOOD**  
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More will  
**LIVE**



the more  
you **GIVE**

**HEART FUND**

# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING APRIL 21

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	2	<b>GOOD LUCK CHARM</b>	By Aaron Schroeder-Wally Gold—Published by Gladys, (ASCAP)	5
2	1	<b>JOHNNY ANGEL</b>	By Pockriss-Duddy—Published by Post (ASCAP)	6
3	4	<b>MASHED POTATO TIME</b>	By Mann-Lowe—Published by Rice-Mill (BMI)	5
4	3	<b>SLOW TWISTIN'</b>	By Jon Sheldon—Published by Woodcrest (BMI)	6
5	6	<b>YOUNG WORLD</b>	By Jerry Fuller—Published by Four Stars (BMI)	5
6	13	<b>SOLDIER BOY</b>	By Luther Dixon-Florence Green—Published by Ludix (BMI)	3
7	7	<b>LOVE LETTERS</b>	By V. Young-E. Heyman—Published by Famous (ASCAP)	6
8	10	<b>LOVER, PLEASE</b>	By Bill Swan—Published by Lyn-Lou (BMI)	4
9	17	<b>SHOUT</b>	By Isley Brothers—Published by Wemar-Nom (BMI)	3
10	5	<b>MIDNIGHT IN MOSCOW</b>	By Soloviev-Sedoi-Matusovosky-Ball—Published by Melody Trails (BMI)	10
11	8	<b>DON'T BREAK THE HEART THAT LOVES YOU</b>	By David-Murry—Published by Francon (ASCAP)	9
12	20	<b>STRANGER ON THE SHORE</b>	By Bilk-Young—Published by Mellin (BMI)	2
13	18	<b>DEAR ONE</b>	By Finneran-Finneran—Published by Maureen (BMI)	3
14	12	<b>LOVE ME WARM AND TENDER</b>	By Paul Anka—Published by Spanka (BMI)	5
15	23	<b>TWIST, TWIST SENORA</b>	By Guida-Barge-Royster—Published by Rock Masters (BMI)	2
16	15	<b>TWISTIN' THE NIGHT AWAY</b>	By Cooke—Published by Kags (BMI)	8
17	9	<b>HEY! BABY</b>	By Cobb-Channel—Published by LeBill (BMI)	11
18	25	<b>SHE CRIED</b>	By G. Richards-T. Daryll—Published by Trio (BMI)	2
19	11	<b>LET ME IN</b>	By Y. Baker—Published by Arc-Kae Williams (BMI)	10
20	22	<b>CINDERELLA</b>	By J. Ross-E. Nemeth—Published by Vin-Sun (ASCAP)	2
21	16	<b>DREAM BABY</b>	By Cindy Walker—Published by Combine (BMI)	8
22	24	<b>SHE CAN'T FIND HER KEYS</b>	By Alfred-Gold—Published by Arch (ASCAP)	3
23	—	<b>P.T. 109</b>	By Wilkin-Burch—Published by Cedarwood (BMI)	1
24	26	<b>NUT ROCKER</b>	By Kim Fowley—Published by Fowley (BMI)	4
25	27	<b>YOU BETTER MOVE ON</b>	By Arthur Alexander—Published by Keva (BMI)	3
26	—	<b>GINNY COME LATELY</b>	By Peter Udell-Gary Geld—Published by Pogo (ASCAP)	1
27	—	<b>JOHNNY JINGO</b>	By Manning-Twomey—Published by Dickson (ASCAP)	1
28	14	<b>WHAT'S YOUR NAME</b>	By Claude Johnson—Published by Hill & Range (BMI)	8
29	—	<b>SOUL TWIST</b>	By Curtis-Robinson-Robinson—Published by Dan-Kelyn (BMI)	1
30	—	<b>THE JAM</b>	By B. Gregg—Published by Cheltenham (BMI)	1

## RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- GOOD LUCK CHARM**—Elvis Presley, RCA Victor 7992.
- JOHNNY ANGEL**—Shelley Fabares, Colpix 621.
- MASHED POTATO TIME**—Dee Dee Sharp, Cameo 212.
- SLOW TWISTIN'**—Chubby Checker, Parkway 835; Clark Dale, Operators 2009.
- YOUNG WORLD**—Rick Nelson, Imperial 5805.
- SOLDIER BOY**—Shirley, Scepter 1228.
- LOVE LETTERS**—Ketty Lester, Era 306; Val Palmer, Operators 2011.
- LOVER, PLEASE**—Clyde McPhatter, Mercury 71941; Dennis Turner, Louis 2002.
- SHOUT**—Joey Dee and the Starliners, Roulette 4416; Isley Brothers, RCA Victor 7588.
- MIDNIGHT IN MOSCOW**—Aimable Ork, GNP 180; Kenny Ball, Kapp 422; Jan Bergens, London 10503; Teddy Buckner, GNP 180; Troy Walker, GNP 179.
- DON'T BREAK THE HEART THAT LOVES YOU**—Connie Francis, MGM 13059.
- STRANGER ON THE SHORE**—Mr. Acker Bilk, Aco 6217; Sammy Gardner, Norman 517.
- DEAR ONE**—Larry Finnegan, Old Town 1113; Darrell McCall, Philips 40015.
- LOVE ME WARM AND TENDER**—Paul Anka, RCA Victor 7977.
- TWIST, TWIST SENORA**—Gary (U. S.) Bonds, LeGrand 1018.
- TWISTIN' THE NIGHT AWAY**—Sam Cooke, RCA Victor 7983.
- HEY! BABY**—Bruce Channel, Smash 1731; Ban-Lone, Fidelity 4051.
- SHE CRIED**—Jay and the Americans, United Artists 415; Ted Daryll, Utopia 1003.
- LET ME IN**—Sensations, Argo 5405.
- CINDERELLA**—Jack Ross, Dot 16333.
- DREAM BABY**—Roy Orbison, Monument 456.
- SHE CAN'T FIND HER KEYS**—Paul Peterson, Colpix 620.
- P. T. 109**—Jimmy Dean, Columbia 42338.
- NUT ROCKER**—B. Bumble and the Singers, Rendezvous 166; Jack B. Nimble and the Quicks, Dot 10319.
- YOU BETTER MOVE ON**—Arthur Alexander, Dot 16309.
- GINNY COME LATELY**—Brian Hyland, ABC-Paramount 10294.
- JOHNNY JINGO**—Hayley Mills, Vista 395.
- WHAT'S YOUR NAME**—Don & Juan, Big Top 3079; Ray Garnett, Operators 2010.
- SOUL TWIST**—King Curtis, Enjoy 1000.
- THE JAM**—Bobby Gregg & His Friends, Cotton 1003.

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

10th smash in a row...

# BILL BLACK'S COMBO

"The Untouchable Sound"

# Twistin'

# WHITE SILVER SANDS

B W MY BABE 45-2052

**BILLBOARD**  **SPOTLIGHT SINGLES OF THE WEEK**

**BILL BLACK**

 **Cash Box**

**"(TWISTIN') WHITE SILVER SANDS" (2:22)** **"MY BABE" (2:15)**  
[Sharina BMI—Hart, Matthews] [Arc BMI—Dixon]

**BILL BLACK'S COMBO (HI 2052)**

Bill Black's Combo, having climbed aboard the twist bandwagon in hit style with "Twist-Her," can do it again with this twist up-dating of their short-while-back chart-maker, "White Silver Sands." The raunchy instrumental shuffle beat revival of the years-back r&b hit, "My Babe," makes this a two-sided powerhouse.

## HIT LP's

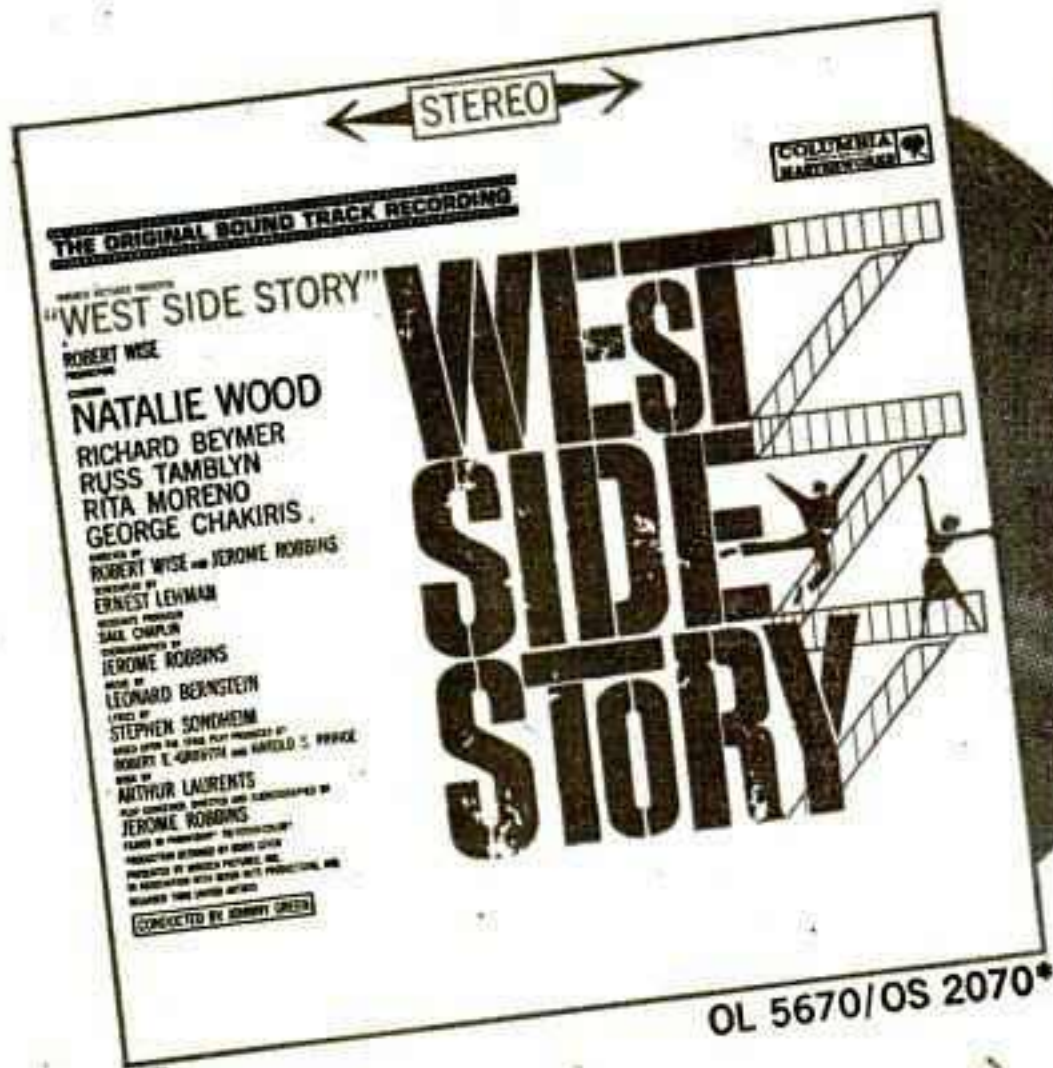
<b>THAT WONDERFUL FEELING</b> Nobody Knows (The Trouble I've Seen); This Old House; When The Saints Go Marching In; It Is No Secret; Swing Low, Sweet Chariot; Others: HL 12004, Mono; SHL 32004, Stereo.	<b>SAXY JAZZ</b> White Silver Sands; Smoke—Part 2; The Wheel; Accentuate The Positive; Before Dawn; Deep Elm Blues; Tuxedo Junction; Dee J Special; Crankcase; Anytime; Others: HL 12002, Mono; HL 12002, Stereo.	<b>"LET'S TWIST HER"</b> Twist-Her, Night Train; Corrina; Corrina; Huckle-Buck (Twist); Royal Twist; Yogi (Twist); My Girl Josephine; Twisteroo; Johnny B. Goode; Slipin' & Slidin' (Twist); Others: HL 12006, Mono; SHL 32006, Stereo.	<b>SOLID AND RAUNCHY</b> Don't Be Cruel; Singin' The Blues; Blueberry Hill; Almost Lost My Mind; Cherry Pink; Mona Lisa; Honky Tonk; Tequilla; Raunchy, You Win Again; Bo Diddley; Mack The Knife; Others: HL 12003, Mono; HL 12003, Mono.
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 **Hi RECORDS**

**THE AMERICAN LONDON GROUP**

539 W. 25th St., N. Y. 1, N. Y.

# WINNER OF TEN ACADEMY AWARDS THE BEST MOVIE MUSICAL IN HISTORY:



**THE ORIGINAL  
SOUND TRACK ALBUM  
EXCLUSIVELY ON  
COLUMBIA RECORDS**

# WEST SIDE STORY



**THE ORIGINAL  
BROADWAY CAST ALBUM  
EXCLUSIVELY ON  
COLUMBIA RECORDS**

## ...AND THE PHENOMENAL SALES STORY

The "West Side Story" Original Broadway Cast album was released October 1957 and the Movie Sound Track album was released September 1961. Here's an example of what's happening today:

### MUSIC CITY HIT LIST

The Top Sellers based on actual record sales at Wallichs Music City—Hollywood, Lakewood Center and Downtown stores—as well as over 500 Music City Record Racks in Southern California supermarkets.

HIT LIST #515 FOR THE WEEK ENDING 3/26/62

Music City Top Ten Albums

1	West Side Story	Movie Sound Track	Columbia
2	West Side Story	Original Broadway Cast	Columbia

# EXCLUSIVELY ON COLUMBIA RECORDS

1962  
ACADEMY  
AWARD-  
WINNING  
• SONG

**MOON  
RIVER**

from  
**BREAKFAST  
AT TIFFANY'S**

starring  
**AUDREY HEPBURN**  
and  
**GEORGE PEPPARD**

•  
**RECORDS  
AVAILABLE**

**SINGLES:**

**AKI ALEONG**

Reprise 20042

**JERRY BUTLER**

Vee Jay 405

**JANE MORGAN**

Kapp 431

**EDDIE HARRIS**

Vee Jay 420

**HENRY MANCINI**

RCA Victor 7916

**CALVIN JACKSON**

Reprise 20022

**HOLLYRIDGE STRINGS &  
CHORUS**

Capitol 4631

**MANTOVANI**

London 2021

**CARMEN CAVALLARO**

Decca 31304

**RICHARD HAYMAN**

Mercury 71869

**FULLER BROTHERS**

Challenge 9119

**ALBUMS:**

**BREAKFAST AT TIFFANY'S**

RCA Victor LPM 2362 (M),

LSP 2362 (S)

**MOON RIVER**

Dot DLP 3412 (M),

DLP 25412 (S)

**LOVE THEME FROM "EL CID"**

Columbia CL 1753 (M),

CS 8553(S)

**TWISTIN' THE HITS**

Reprise R 6011 (M)

**THIS IS VIC DANA**

Dolton B 2013 (M),

BST 8013 (S)

**TONIGHT**

United Artists UAL 3171

(M), UAS 6171 (S)

**MOON RIVER**

Medallion ML 7533 (M),

MS 7533 (S)

**UP A LAZY RIVER**

Liberty LRP 3216 (M),

LST 7216 (S)

**CAMPUS ENCORE**

Capitol T 1647 (M),

ST 1647 (S)

**MARIA**

Kapp KL 1266 (M),

KS 3266 (S)

**LIVING STRINGS PLAY HIT  
MOTION PICTURE THEMES**

Camden CAL 673 (M),

CAS 673 (S)

**SOLID GOLD GUITAR**

United Artists UAL 3180

(M), UAS 6180 (S)

**DANCE TO MUSIC FROM  
HOLLYWOOD AND  
BROADWAY**

Decca DL 4232 (M),

DL 84232 (S)

**LET'S DANCE TO THE  
MOVIE THEMES**

David Carroll and Ork,

Mercury SR 60688

*A Salute to*  
**MOON RIVER**

**BILLBOARD  
MUSIC WEEK**

*By Henry Mancini and Johnny Mercer*

**Oscar Winner "Moon River" Spells  
Hefty Programming, Sales Bonanza**

HOLLYWOOD — "Moon River," 1962 "Oscar" winning song, can be regarded as the popular choice, if the number of recordings available is any criterion. The winning song, according to the balloting conducted by the Academy of Motion Picture Arts and Sciences, has enjoyed at least two hit single recordings, and is available in close to a dozen other singles and at least 15 album versions.

All this can mean a bonanza of display and programming values for dealers and stations who want to make hay while the sun shines. In the case of one of the songs nominated, only one single was available and there were no albums. In the case of "Moon River," however, a smart dealer can build a whole window with album product including the song. With a single unifying banner, carrying the winning song

title, the window practically takes care of itself.

Inside the store too, dealers can create additional excitement by simply playing the award winning tune on the store's own audition player, or perhaps as a demonstration record on various phonos. He can take his pick as to which version of the many extant, he wants to play.

Broadcasters too, can be expected to get considerable programming mileage out of the 1962 Oscar selection. Many will be content to spin one of the two more or less recognized hit versions—by Jerry Butler on Vee Jay and by the composer himself, Henry Mancini, with his instrumental reading on RCA Victor. Others, however, may seize upon the annual event as one worthy of more extended airtime.

Different versions of the picture tune can be inserted in various program segs during the day.

There are enough to go on for a good spell without a repeat. Beyond this, it's possible to devote an entire seg to Academy Award winners over the years. The awards have been made for the past 28 years. (See separate listing on this page.)

In any event, this year as in past years, the Academy Awards, at least from the point of view of the winning song, translate into excitement at both the store and the broadcast level. "Moon River," the 28th selection of its kind, will take its place as a valuable traffic and sales builder for stores, and an item well-calculated to catch added listenership for jocks and jukes. Over the years the song winners have translated into thousands of dollars worth of extra retail sales and hundreds of hours of programming. This year's winner can be expected to quickly add its own impact to the trend.

**"MOON RIVER"—THE MEN WHO MADE THE HIT**



Henry Mancini, composer of "Moon River," first came to prominence a little over three years ago. At the time, RCA Victor released an album of themes from the much-acclaimed "Peter Gunn" TV series. The music and the album were written and batoned by Mancini.

The "Peter Gunn" entry, later named album of the year by NARAS, was followed by "More Music From Peter Gunn," and "Music From Mr. Lucky," another TV background score with strong jazz overtones.

Mancini, whose father was a steel worker and a flute player on his lunch hour, was born in Cleveland in April 1924. He attended the music school of Carnegie Tech in Pittsburgh and the Juilliard School in New York and studied with Mario Castelnuovo-Tedesco.

He joined the staff of Universal Pictures as composer-arranger in 1952. At Universal, he was credited with a number of films, including "The Glenn Miller Story." During his career, he has also composed material for the club acts of Dinah Shore, Polly Bergen, Billy Eckstine and Betty Hutton.



Johnny Mercer, easily one of the most respected names in the songwriting fraternity, has also been actor, record company president, music publisher, and host of a popular nightly radio series in the late '30's and early '40's.

Mercer, who was born in Savannah, Ga., in 1909, also was a frequent guest with Bing Crosby in the heyday of the latter's Kraft Music Hall on radio, and appeared with Bing on various hit disks, including "Bob White."

A graduate of Woodbury Forest School, Orange, Va., Mercer started in business as a real estate agent and later was a professional actor in little theater groups. Back in 1929, he wrote a tune "Out of Breath and Scared to Death of You," for the Garrick Gaieties. He later wrote special material and songs for "Texas L'il Darlin'," "St. Louis Woman," "Top Banana," and "L'il Abner," and scored such films as "Daddy Long Legs" and "Seven Brides for Seven Brothers."

Mercer's hit tunes are legion. He is the co-writer of such well known standards as "Lazybones," "Jeepers Creepers," "I'm an Old Cow Hand," "Blues in the Night," "Laura," "Come Rain or Come Shine," "That Old Black Magic" and "Autumn Leaves," among many others.



Jerry Butler, although not the creator of "Moon River," nevertheless had much to do with publicizing the tune through his hit recording. Even in this fine pop performance, Butler showed his strong gospel roots. Some of his very earliest memories are of singing spirituals as a child on a Chicago radio station.

At 12, Butler joined a group known as the Northern Jubilee Gospel Singers. Despite his success in this field, he worked in school toward the goal of becoming a restaurant operator. Upon graduating, this was still his main interest but he found some free hours for a hobby, singing with his own vocal group, the Impressions.

Eventually, the group came to the attention of Vee Jay Records' Ewart Abner Jr., when they performed a tune for an ambitious songwriter. Abner thought little of the song but signed the Impressions to a diskling pact. Since then, Jerry Butler has made his way with such hits as "Aware of Love," "He Will Break Your Heart," "Love Me" and "Moon River," in addition to three albums.

Butler is now increasingly active on the night club circuit and is also a songwriter. His outside interests include playing chess and basketball.

**FORMER ACADEMY  
AWARD-WINNING  
TUNES**

The order as listed gives the year, tune, film and stars, as well as composers and publishers.

**1934 THE CONTINENTAL**

"Gay Divorcee," Ginger Rogers-Fred Astaire

Con Conrad-Herb Magidson (Harms)

**1935 LULLABY OF**

**BROADWAY**

"Gold Diggers of 1935," Dick Powell-

Gloria Stuart

Harry Warren-Al Dubin (Witmark)

**1936 THE WAY YOU LOOK**

**TONIGHT**

"Swingtime," Ginger Rogers-Fred Astaire

Jerome Kern-Dorothy Fields (Harms)

**1937 SWEET LEILANI**

"Waikiki Wedding," Bing Crosby-Shirley

Ross

Harry Owens (Santly-Joy)

**1938 THANKS FOR THE**

**MEMORY**

"Big Broadcast of 1938," Bob Hope-

Shirley Ross-W. C. Fields-Martha Raye

Ralph Ranger-Leo Robin (Paramount)

**1939 OVER THE RAINBOW**

"Wizard of Oz," Judy Garland-Ray Bolger-

Bert Lahr.

E. Y. Harburg-Herold Arlen (Feist)

**1940 WHEN YOU WISH**

**UPON A STAR**

"Pinocchio," Cliff (Ukulele Ike) Edwards

(dubbed voice for Jimminy Cricket)

Ned Washington-Leigh Harline (Bourne)

**1941 THE LAST TIME I**

**SAW PARIS**

"Lady Be Good," Eleanor Powell-Ann

Solthern-Red Skelton

Jerome Kern-Oscar Hammerstein II

(Harms)

**1942 WHITE CHRISTMAS**

"Holiday Inn," Bing Crosby-Fred Astaire

Irving Berlin (Berlin)

**1943 YOU'LL NEVER KNOW**

"Hello, Frisco, Hello," Alice Faye-John

Payne

Harry Warren-Mack Gordon (Bregman,

Vocco & Conn)

**1944 SWINGIN' ON A STAR**

"Going My Way," Bing Crosby-Rise

Stevens

Johnny Burke-James Van Heusen (Burke-

Van Heusen)

**1945 IT MIGHT AS WELL BE**

**SPRING**

"State Fair," Jeanne Crain-Dana Andrews-

Dick Haymes

Richard Rodgers-Oscar Hammerstein II

(Williamson)

**1946 ATCHISON, TOPEKA &**

**SANTA FE**

"Harvey Girls," Judy Garland

Harry Warren-Johnny Mercer (Feist)

**1947 ZIP A DEE DO DAH**

"Song of the South," Ruth Warwick-

Bobby Driscoll

Allie Wrubel-Ray Gilbert (Santly-Joy)

**1948 BUTTONS & BOWS**

"Paleface," Bob Hope-Jane Russell

Jay Livingston-Ray Evans (Famous)

**1949 BABY IT'S COLD**

**OUTSIDE**

"Neptune's Daughter," Esther Williams-

Red Skelton

Frank Loesser (Frank)

**1950 MONA LISA**

"Captain Carey, U.S.A.," Alan Ladd-Wanda

Hendricks-Francis Lederer

Ray Evans-Jay Livingston (Famous)

**1951 IN THE COOL COOL**

**COOL OF THE**

**EVENING**

"Here Comes the Groom," Bing Crosby-

Jane Wyman

Hoagy Carmichael-Johnny Mercer (Burvan)

**1952 HIGH NOON**

"High Noon," Gary Cooper-Grace Kelly

Dimitri Tiomkin-Ned Washington (Feist)

**1953 SECRET LOVE**

Calamity Jane," Doris Day

Sammy Fain-Paul Francis Webster (Rem-

ick)

**1954 THREE COINS IN THE**

**FOUNTAIN**

"Three Coins in the Fountain," Dorothy

(Continued on page 38)

BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

- (Courtesy Escalera a la Dama, B. A.) \*Denotes local origin
This Last Week Week
1 1 LES TWIST EGAIN—Chubby Checker (Fermata); Richard Anthony (Odeon)—Kalm Music-Fermata
2 2 LA BALLADA DALLA TROMBA—Gastone Parigi (Microfon); Los Cinco Latinos (Columbia)
3 3 \*DEL TIEMPO I MAMA—Los Chalchaleros (Victor)—Korn
4 4 COME SETTEMBRE—Billy Vaughn (Dot-Sicamericana); Jose Carl (Columbia); Stirlin Brandy (Tonodisc)—Fermata
5 5 \*GAUCHO PACHANGUERO—Carlos Argentino (Music Hall)—Korn
6 6 BRIGITTE BARDOT—Burt y los ritmicos (London); Yuyu da Silva (Victor)—Fermata
7 10 HAPPY BIRTHDAY SWEET SIXTEEN—Neil Sedaka (Victor)—Alson-Fermata
8 — POTOTITOS—Teen Tops (Columbia)
9 9 NO EXISTE EL AMOR—Adriano Celentano (Microfon); Tony Vilar (Columbia)—E.A.R.-Fortissimo
10 7 \*DEL TIEMPO I MAMA—Tomas Campo (Columbia)—Korn

AUSTRALIA

- (Courtesy Music Maker, Sydney) \*Denotes local origin
This Last Week Week
1 1 MOON RIVER—Henry Mancini (RCA)—Chappell's
2 3 NUT ROCKER—B. Bumble and the Stingers (Festival)—no publisher
3 5 GOOD LUCK CHARM—Elvis Presley (RCA)—Belinda
4 2 MULTIPLICATION—Bobby Darin (London)—Belinda
5 8 WIMOWEH—Karl Denver (Decca)—D. Davis
6 6 \*SING—Johnny O'Keefe (Leedon)—Boosey and Hawkes
7 7 MIDNIGHT IN MOSCOW—Kenny Ball (Pye)—Essex
8 9 CHIP CHIP—Gene McDaniels (Liberty)—Belinda
9 10 PERCOLATOR—Billy Joe and the Checkmates (London)—no publisher
10 13 AFRIKAAN BEAT—Bert Kaempfert (Polydor)—D. Davis
11 10 STRANGER ON THE SHORE—Acker Bilk (Columbia)—Chappell
12 — \*I'VE BEEN EVERYWHERE—Lucky Star (Festival)—no publisher
13 — MARCH OF THE SIAMESE CHILDREN—Kenny Ball (Pye)—no publisher
14 15 LITTLE BITTY TEAR—Burl Ives (Festival)—Acuff-Rose
15 4 CHATTANOOGA CHOO CHOO—Floyd Cramer (RCA)—Alberts

BRITAIN

- (Courtesy of New Musical Express, London) \*Denotes local origin
This Last Week Week
1 1 \*WONDERFUL LAND—Shadows (Columbia)—Frances, Day & Hunter
2 5 HEY! BABY—Bruce Channel (Mercury)—Peter Maurice
3 3 DREAM BABY—Roy Orbison (London)—Acuff-Rose
4 4 TWISTIN' THE NIGHT AWAY—Sam Cooke (RCA)—Kags
5 8 \*WHEN MY LITTLE GIRL IS SMILING—Jimmy Justice (Pye)—Aldon
6 16 HEY LITTLE GIRL—Del Shannon (London)—Vicki
7 2 \*TELL ME WHAT HE SAID—Helen Shapiro (Columbia)—Ardmore & Beechwood
8 6 CAN'T HELP FALLING IN LOVE—Elvis Presley (RCA)—Manor
9 12 \*NEVER GOODBYE—Karl Denver (Decca)—Palace Music
10 10 LET'S TWIST AGAIN—Chubby Checker (Columbia)—West One
11 9 \*MARCH OF THE SIAMESE CHILDREN—Kenny Ball (Pye)—Williamson
12 18 LOVE ME WARM AND TENDER—Paul Anka (RCA)—Spanka Music
13 17 \*WHEN MY LITTLE GIRL IS SMILING—Craig Douglas (Top Rank)—Aldon
14 7 \*WIMOWEH—Karl Denver (Decca)—Essex Music
15 13 \*A HOLE IN THE GROUND—Bernard Cribbins (Parlophone)—Noel Gay
15 15 \*DR. KILDARE THEME—Johnnie Spence (Parlophone)—Robbins
17 29 SPEAK TO ME PRETTY—Brenda Lee (Brunswick)—Macmelodies

- 11 \*STRANGER ON THE SHORE—Acker Bilk (Columbia)—Sherwin
19 — \*THE PARTY'S OVER—Lonnie Donegan (Pye)—Chappell
20 24 \*MAIGRET THEME—Joe Loss (HMV)—Langham Music
21 26 ROCK-A-HULA BABY—Elvis Presley (RCA)—Belinda Music
22 21 WHEN MY LITTLE GIRL IS SMILING—Drifters (London)—Aldon
23 22 \*Z CARS—Johnny Keating (Piccadilly)—Essex Music
24 14 \*SOFTLY AS I LEAVE YOU—Matt Monro (Parlophone)—Robbins
25 — LOVE LETTERS—Ketty Lester (London)—Chappell
26 25 SLOW TWISTIN'—Chubby Checkers (Columbia)—Manor
27 19 \*Z CARS—Norrie Paramor (Columbia)—Essex Music
28 20 \*THE YOUNG ONES—Cliff Richard (Columbia)—Harms-Witmark
29 — NUT ROCKER—B. Bumble (Top Rank)—Ardmore & Beechwood
30 — EV'RYBODY'S TWISTIN'—Frank Sinatra (Reprise)—Peter Maurice

DENMARK

- (Courtesy Quam Musikbureau, Copenhagen) \*Denotes local origin
This Last Week Week
1 1 ELISABETH SERENADE—\*Raquel Rastenni (Sonet); Gunther Kallmann (Polydor)—Imudoco
2 4 SCHWARZE ROSE ROSEMARIE—Peter Kraus (Polydor)—Multitone
3 3 HAPPY JOSE (CHING CHING)—\*Perry Knudsen (Metronome)—Winckler
4 2 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Winckler
5 7 SOL OCH VAR—\*Raquel Rastenni (Sonet); Inger Berggreen (HMV)—Multitone
6 10 \*JEG SNAKKER MED MIG SELV—Gitte (HMV)—Imudico
7 — \*DEN MORKE LANDEVEJ—Gustav Winckler (Tono)—Winckler
8 6 THE YOUNG ONES—Cliff Richard (Columbia)—Mork
9 — TONIGHT—\*Elin Winther (Polyphon)—WH
10 — WALK ON BY—Leroy van Dyke (Mercury)—Ivan Mogull, Ltd., Sweden Music

EIRE

- (Courtesy Dublin Evening Mail)
This Last Week Week
1 1 MARCH OF THE SIAMESE CHILDREN—Kenny Ball (Pye)—Williamson
2 2 TELL ME WHAT HE SAID—Helen Shapiro (Columbia)—Ardmore
3 4 WONDERFUL LAND—The Shadows (Columbia)—Frances Day
4 3 CRYING IN THE RAIN—Everly Brothers (Warner Bros.)—Aldon
5 6 THE YOUNG ONES—Cliff Richard (Columbia)—Harms-Witmark
6 7 SOFTLY AS I LEAVE YOU—Matt Monro (Parlophone)—Robbins
7 5 ROCK-A-HULA BABY—Elvis Presley (RCA)—Belinda
8 10 A LITTLE BITTY TEAR—Burl Ives (Brunswick)—Acuff-Rose
9 — THE WANDERER—Dion (HMV)—Dominion
10 8 WIMOWEH—Karl Denver (Decca)—Essex

FLEMISH BELGIUM

- (Courtesy Jake Box Magazine, Mechelen) \*Denotes local origin
This Two Week Weeks Ago
1 1 LOVE ME WARM AND TENDER—Paul Anka (RCA)—Spanka
2 4 YA YA—Joey Dee and the Star-liners (Roulette)—World
3 2 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Belinda
4 5 THE YOUNG ONES—Cliff Richard (Columbia)—Essex
5 3 MEXICO—Bob Moore (London)—World Music
6 6 THE LION SLEEPS TONIGHT—The Tokens (RCA)—Essex
7 9 NO MORE—Elvis Presley (RCA EP)—Belinda
8 8 \*HOOR MIJN LIED, VIOLETTA—\*Bobbjeaan Schoepen (Decca)—World
9 20 ZWEI KLEINE ITALIENER—Conny Froboess (Electrola)—Frankie
10 7 ROCK-A-HULA BABY—Elvis Presley (RCA)—Belinda

FRANCE

- \*Denotes local origin
This Last Week Week
1 2 \*RETIENS LA NUIT—Johnny Hallyday (Philips)—French Music
2 1 \*LECON DE TWIST—Richard Anthony (Columbia); Teddy Martin (Columbia); Caterina Valente (Decca)—Caravelle
3 — \*MADELEINE/LES BOURGEOIS—Jacques Brel (Barclay), (Philips)
4 — \*LE CHEMIN DE LA JOIE—Les Chaussettes Noires (Barclay)—Salvet
5 5 \*ALLELUIA—Charles Aznavour (Barclay)
6 4 PEPPERMINT TWIST—\*Les Chaussettes Noires (Barclay)—Semi
7 3 \*ACHETE MOI UN JUKE BOX—Dalida (Barclay)—French Music
8 9 \*LE MEXICAN—Marcel Amont (Polydor); Les Compagnons de la Chanson (Columbia)—French Music
9 6 THE LION SLEEPS TONIGHT—\*Henri Salvador (Salvador-Philips)
10 — THE SAVAGE—The Shadows (Columbia)

GERMANY

- (Courtesy Automaten-Mark(f)) \*Denotes local origin
This Last Week Week
1 1 \*KWEI KLEINE ITALIENER—Conny (Electrola)—Intro
2 3 \*EINE ROSE AUS SANTA MONICA—Carmela Corren (Ariola)—Francis, Day & Hunter
3 2 GELD WIE HEU (Johnny Will)—Gerd Bottcher (Decca)—Budde
4 4 HAPPY JOSE—Jack Ross (London)—Intro
5 5 THE PEPPERMINT TWIST—Caterina Valente & Silvio Francesco (Decca)—Marbot
6 8 LET'S TWIST AGAIN—Chubby Checker (Ariola/Columbia)—Gerig
7 6 MEXICO—Bob Moore (London)—R. M. Siegel
8 7 HAWAII TATTOO—The Waikikis (Telefunken)—Trumpf
9 9 \*NO BIER, NO WEIN, NO SCHNAPS—Gus Backus (Polydor)—Tonleiter
10 10 STRIPTEASE SUSI/MAMA HOL DEN HAMMER—Raif Bendix (Electrola)—Gerig/Peer
11 13 \*SILVER MOON—Peter Kraus (Polydor)—Rialto
12 11 HEY ANNABELLA SUSANN—Mal Sondock (Columbia); Candy Kids (Fontana)—Aberbach
13 12 \*TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Philips)—Melodie der Welt
14 14 LA MER D'HAWAII—Die Gitarros (Golden 12)—Marbot
15 15 HEUT' WAR ICH BEI DER FRIDA—Tony Lang (Fontana)—Bosworth
16 16 ELISABETH SERENADE—Gunther Kallmann Chor (Polydor)—Heinrichshofen
17 18 HAPPY BIRTHDAY SWEET SIXTEEN (HAPPY BIRTHDAY JOSEFIN)—Neil Sedaka (RCA)—Intro
18 20 STRANGER ON THE SHORE—Acker Bilk (Metronome)—R. M. Siegel
19 19 THE YOUNG ONES (EIN JUNGES HERZ)—Cliff Richard (Columbia); Peter Kraus (Polydor)—Budde
20 17 \*KEINER WEISS WOHIN/ICH HABE IM LEBEN NUR DICH—Jimmy Makulis (Ariola)—Tempoton/Dakota

HOLLAND

- (Courtesy Platennieuws, Amersfoort) \*Denotes local origin
This Last Week Week
1 2 THE YOUNG ONES—Cliff Richard (Columbia)—Basart
2 1 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Belinda
3 4 HAPPY JOSE—Jack Ross (London); Willy Schobben (Artone)—Portengen
4 3 MEXICO—Bob Moore (London); Willy Schobben (Artone)
5 5 NORMAN—Sue Thompson (Funckler)—Int. Muziek Co.
6 7 JAMBALAYA—Fats Domino (Imperial)—Chappell
7 6 LITTLE SHIP—\*The Blue Diamonds (Decca)—Belinda
8 10 ROCK-A-HULA BABY—Elvis Presley (RCA)—Belinda
9 8 TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Philips)—Benelux Music
10 9 MAMMA—Robertino (CNR)—Basart

HONG KONG

- This Last Week Week
1 — DRIVING GUITARS—The Ventures (Dolton)
2 3 GOOD LUCK CHARM—Elvis Presley (RCA Victor)
3 4 YOUNG WORLD—Rick Nelson (Imperial)
4 6 TOWN WITHOUT PITY—Gene Pitney (UA)
5 2 LOVE ME WARM AND TENDER—Paul Anka (RCA Victor)
6 7 IT'S ALL BECAUSE—Linda Scott (CA)
7 — PICTURES IN THE FIRE—Pat Boone (Dot)
8 8 SEND SOMEONE TO LOVE ME—Steve Lawrence (UA)
9 — THE NIGHT I CRIED—Brian Hyland (Kapp)
10 9 SHE CRIED—Jay and the Americans (UA)

INDIA

- (Courtesy The Voice, Calcutta)
This Week
1 TELL ME WHAT HE SAID—Helen Shapiro (Columbia)
2 OUTSIDER—Cliff Richard (Columbia)
3 THE YOUNG ONES—Cliff Richard & the Shadows (Columbia)
4 WONDERFUL LAND—The Shadows (Columbia)
5 DON'T CRY ON MY SHOULDER—Connie Francis (MGM)
6 SPANISH TWIST—Bill Haley & His Comets
7 THE SAVAGE—The Shadows (Columbia)
8 I'LL STEP DOWN—Gary Mills (Decca)
9 KON-TIKI—The Shadows (Columbia)
10 EVERLOVIN'—Rick Nelson (London)

ISRAEL

- (Courtesy Kol Israel Broadcasting) \*Denotes local origin
This Last Week Week
1 3 THE YOUNG ONES—Cliff Richard (Columbia)—Hanns-Witmark, Ltd.
2 9 MOON RIVER—Henry Mancini (RCA)—Famous Chappell
3 2 MULTIPLICATION—Bobby Darin (Atlantic)—Pub. Adams
4 4 NO MORE—Elvis Presley (RCA)—ASCAP
5 5 \*THERE'S A HOLE IN THE BUCKET—Yona Atari-Yosy Banay (Israphon)—ACUM
6 1 THE LION SLEEPS TONIGHT—The Tokens (RCA)—Cromwell Music
7 6 TOWER OF STRENGTH—Frankie Vaughn (Philips)
8 7 A LITTLE BITTY TEAR—Burl Ives (Brunswick)—BIEM NBC
9 8 LET'S TWIST AGAIN—Chubby Checkers (Columbia)—Parkway Records-Kallmann Music
10 — THE WANDERER—Dion (Laurie)—Schwartz Music-Disal Music ASCAP

ITALY

- (Courtesy Musica e Dischi, Milan) \*Denotes local origin
This Last Week Week
1 1 \*QUANDO QUANDO QUANDO—Tony Renis (VdP)—Ricordi
2 2 WHEELS—Billy Vaughn (London)—Bridge
3 5 MOON RIVER—\*Nico Fidenco (RCA); \*Michellino (Primary)—Ricordi
4 3 LIKE I DO—Nancy Sinatra (Reprise)—Ricordi
5 6 PEPPERMINT TWIST—\*Adriano Celentano (Jolly); Joey Dee (Roulette)—Southern
6 4 LET'S TWIST AGAIN—\*Peppino Di Capri (Carisch); Chubby Checker (GC)—Aberbach
7 9 \*TANGO ITALIANO—Milva (Cetra); Sergio Bruni (VdP)—Southern
8 7 LOVE ME WARM AND TENDER—Paul Anka (RCA)
9 8 SWAY—Bobby Rydell (GC)—Southern
10 10 TWISTIN' USA—Danny and the Juniors (Durium); Chubby Checker (GC)
11 13 ET MAINTENANT—Gilbert Becaud (VdP); \*Milva (Cetra)
12 — \*LA MIA GEISHA—Luigi Tenco (Ricordi)
13 — PERKY—Al Hirt (RCA)
14 — CHING CHING—Hi Fi's (Durium)
15 — IT'S SO EASY TO SURRENDER—Tony Williams (Reprise)

MEXICO

- (Courtesy Audiomusica, Mexico) \*Denotes local origin
This Last Week Week
1 1 \*EL LOCO—Javier Solis (Columbia)—Pham
2 5 \*MI CAPRICHITO—Sonora Santanera (Columbia)—Emmi

- 3 7 \*FLORIDA TWIST—Bill Haley (Orfeon)—Pham
4 3 \*PO TODO EL ANO—J. A. Jimenez (RCA)—Pham
5 4 \*ADELANTE—Javier Solis (Columbia)—Emmi
6 10 \*CARAVANA TWIST—Bill Haley (Orfeon)—Pending
7 6 MY GIRL JOSEPHINE—Bill Black's Combo (London)—Pending
8 2 MULTIPLICATION—Bobby Daria (Gamma)—Pending
9 8 MI TONTO AMOR—Connie Francis (MGM)—Pending
10 9 \*LA SUEGRA (Mother-in-Law)—Los Teen Tops (Columbia)—Pending

NORWAY

- (Courtesy Verdens Gang, Oslo) \*Denotes local origin
This Last Week Week
1 1 SAN'T AR LIVET (You Can Have Him)—Anita Lindblom (Fontana)—Sweden Music-Ivan MoGull, Ltd.
2 3 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Stockholms Musikproduktion
3 2 \*DET VAR DU SOM SA NEI (Wings of a Dove)—Crynet Molvig (RCA)—Harmony-forlaget
4 4 WALK ON BY—Leroy Van Dyke (Philips)—Sweden Music-Ivan MoGull, Ltd.
5 5 A LITTLE BITTY TEAR—Burl Ives (Brunswick)
6 8 TELL ME WHAT HE SAID—Helen Shapiro (Columbia)
7 7 YOU'RE THE ONLY GOOD THING (That's Happened to Me)—Jim Reeves (RCA)—Egil Monn Iversen
8 — WONDERFUL LAND—The Shadows (Columbia)
9 6 THE YOUNG ONES—Cliff Richard (Columbia)—Musikk-Huset
10 9 HAPPY JOSE (Ching Ching)—Dave Appell (Columbia)—Egil Monn Iversen

PHILIPPINES

- This Last Week Week
1 3 HIGH NOON—Connie Francis (MGM)—Mareco
2 1 LOVE ME WARM AND TENDER—Paul Anka (RCA Victor)—Filipinas
3 6 IF YOU'RE BUT A DREAM—Della Reese (RCA Victor)—Filipinas
4 4 TENDER IS THE NIGHT—Tony Bennett (Columbia)—Mareco
5 5 PEPPERMINT TWIST—Danny Peppermint and the Jumping Jacks (Carlton)—Pacific Promotions
6 9 GUNSHOT—Fireballs (Top Rank)—No Licensee
7 2 NO MORE—Elvis Presley (RCA Victor)—Filipinas
8 — VAMONOS A LA PACHANGA—Tito Rodriguez (United Artists)—Mareco
9 7 IF YOU WOULD SAY YOU'RE MINE—Steve Lawrence (Vista)—No Licensee
10 — BUBBLE GUM—The Grasshopper (Kapp)—Mareco

SPAIN

- (Courtesy Discomania, Madrid) \*Denotes local origin
This Last Week Week
1 3 QUIEREME MUY FUERTE—Paul Anka (RCA)—Hispavox
2 1 DANCE ON LITTLE GIRL—Paul Anka (Hispavox)—Hispavox
3 2 \*MARY CARMEN—Duo Dinamico (Le Voz)—Musica Del Sur
4 5 KISSIN' ON THE PHONE—Paul Anka (Hispavox)—Hispavox
5 — \*MUY JOVEN PARA AMAR—Duo Dinamico (La Voz)—Canciones Del Mundo
6 6 MOLIENDO CAFE—Lucho Gatica (La Voz)—Hispavox
7 — \*EL TERCER HOMBRE—Duo Dinamico (La Voz)—Canciones Del Mundo
8 — \*DIME PORQUE—Duo Dinamico (La Voz)—Musica Del Sur
9 7 \*CANTO DE UN FRACASO—Tonio Areta (Hispavox)—Hispavox
10 — SON RUMORES—Antonio Prieto (RCA)—Re-Do-La

Hits of the World ARGENTINA— 91

SWEDEN

- (Courtesy Orkester Journalen, Stockholm)
This Last Week Week
1 2 WALK ON BY—Leroy Van Dyke (Mercury)—Ivan Mogull Ltd.-Sweden Music
2 3 SOL OCH VAR—Innger Berggren (HMV)—Europa-Produktion

(Continued on page 26)



# CONGRATULATIONS HENRY MANCINI ON YOUR TWO ACADEMY AWARDS

THE BEST SONG FROM A MOTION PICTURE "MOON RIVER"  
THE BEST MUSICAL SCORE "BREAKFAST AT TIFFANY'S"

A PARAMOUNT PICTURE 

**"Breakfast at Tiffany's"**

MUSIC FROM THE MOTION PICTURE  
SCORE COMPOSED AND CONDUCTED BY  
**HENRY MANCINI**



AVAILABLE IN LIVING STEREO AND MONAURAL HI-FI

## RCA VICTOR

THE MOST TRUSTED NAME IN SOUND

**ARGENTINA**

**Victor TV Show  
Switched to 9**

By RUBEN MACHADO  
Lavelle 1783, Buenos Aires

Victor, like Philips, which has long had its own shows on TV, Channel 13, is represented on Channel 9 with Cauby Peixoto, Yolly Land, Anibal Trollo, Los Chachaleros as attractions.

Hector Rocca, disk jockey, journalist and record reporter of La Prensa newspaper, who lives in Peru and is BMW's correspondent in that country, remained a fortnight in Buenos Aires.

**Disk News**

Producciones Fermata released the second Twist LP entitled "Para Twisteros Solamente" ("For Twisteros Only"). The first one was a great hit. . . . Odeon released a tango LP recorded by Lucho Gatico accompanied by Miguel Calo's orchestra. . . . Columbia is issuing another album of "Refrescos musicales" in the series co-sponsored with Coca-Cola.

**AUSTRALIA**

**EMI Preps Big  
Liberty LP Deb**

By GEORGE HILDER  
19 Todman Ave., Sydney

EMI will launch Liberty albums for the first time in Australia on May 3. Ten albums have been scheduled, including "The Fantastic Strings of Felix Slatkin," and LP's by the Ventures, Bobby Vee, David Seville and Johnny Mann. All records have been pressed at the EMI factory but will feature the original imported American jackets.

Prior to this release the Liberty label was issued on London Records. The Liberty logo singles have been on the market for the past two months and have created much interest among the trade.

A major breakthrough by Festival Records has been achieved via recent negotiations, now finalized, with overseas recording companies, assuring Festival artists of a vigorous release program.

Col Joey's "Today's Teardrops" established a precedent by making its debut in the States ahead of its Aussie release. Records will be released in Japan through King Music, in Hong Kong through Diamond Music and in the States through the Atlantic and Peeke record companies. Releases in other countries include England, Canada, France and Holland.

**Awards**

Television and recording stars gathered in Melbourne March 31 for the annual TV Logie Awards of Merit for 1961. The Johnny O'Keefe Show was rated the best live show in N.S.W. and the singers to receive awards were Patsy Ann Noble (Columbia) and Col Joye (Festival).

Geoff Harvey, musical director of EMI, has signed a new female singer, Robin Alvaris, to record on the local Columbia label.

Philips Records spokesman has stated that the company expects to take over the Mercury catalog from Radio Corporation, Melbourne, next October at the expiration of the current Mercury contract. This will leave Radio Corporation with Verve, Hi-Fi and the Vanguard labels.

**BELGIUM**

**Another Strong  
Cousins Twist**

By JAN TORFS  
Stuivenbergvaart, 37-Mechelen

The Cousins' latest, "When the Cousins Come Twistin' In," originally was found on their latest LP, but Palette Records considered it necessary to make a single out of it. In the meantime, "Peppermint Twist" is still running very well in the French part of the country.

Discovogue's first Warner Bros releases, since they became the official distributor of the label in Belgium April 1, were a brand-new LP by the Everly Brothers on the market entitled: "It's Everly Time." Other unissued WB records were released at the same time and many others will follow.

MGM will no longer be distributed by Gramophone. Siemens will now take care of it, as well as of the Colpix and Chancellor labels. All three labels will continue to be released under their own name. First Siemens-Chancellor product is Frankie Avalon's "Tornerai" and "Zingarella."

Other songs from the Italian San Remo Festival have reached Belgium. They are Tony Renis' "Quando, quando, quando" and Sergio Bruni's "Gondoli, gondola" both on La Voce del Padrone.

Another big newcomer with power is "Alp-ah" and Und das weite Meer" by Freddie Quinn on Polydor.

Under the monicker "De Zingende Zwerfver," veteran baritone Frans Van Schaik brought back his wartime ditty "Ketelbinkie" on the Palette label. Frans got a big chance to promote his disk in Holland's most popular TV spectacular "Saint Germain des Pres," with the result that "Ketelbinkie" immediately became a best seller.

**BRITAIN**

**EMI Will Distrib  
Epic, Okeh in U. K.**

By DON WEDGE  
News Editor, New Musical Express

EMI and U. S. Columbia Records are partly together again on the British scene. Two of the American firm's subsidiary labels, Epic and Okeh, will be issued here by EMI, which had been in competition with Pye to secure the distribution right.

Several other important territories are involved in the EMI deal. They include New Zealand, Greece, Turkey and South Africa. Deal has been in negotiation since almost the beginning of the year.

In the U. K., Epic had been issued on Philips' Fontana line. Although the American Columbia label continues with Philips via its own CBS mark—to be launched next month—EMI felt the subsidiaries worth picking up. From the dawn of the record business at the turn of the century, the two Columbias had been linked until nine years ago. Originally, British Columbia was an off-shoot of the U. S. firm. It gained its independence and in 1931 combined with the Gramophone Company (HMV) to form EMI. U. S. Columbia product continued to be issued on the EMI Columbia label until 1953 when

Philips opened here and gained the Columbia right.

**Movies, TV**

The strike by British Equity against the ITV companies has now been settled. Many disk artists who were members of Equity are now free to accept bookings.

Material for a "Road to Hong Kong" LP has now been recorded in London. In addition to the Sammy Cahn-Jimmy Van Heusen songs, the score's themes have been developed by composer Robert Farnon and also conducted by him.

Disk has been made for Bing Crosby's Project Records, using British Decca studios. Latter label has U. K. release right. Farnon, who is to record for Mercury, has been approached to act as musical director for the proposed Frank Sinatra Reprise LP, "Great Songs From Great Britain."

**Visitors**

Tito Burns left April 9 for a three-week visit to the U. S. He plans to spend the middle week in Hollywood (staying at the Beverly Hills Hotel), with the remaining time in New York (at the Park Sheraton). . . . Warner Bros. international director, Bobby Weiss, was in London after his long visit to his firm's Hollywood headquarters. Weiss also revealed a deal with Oscar Meissner's Munich firm, Osca Records, for material which will be issued internationally on the Warner label and an impending one with the label's Italian distributor, Walter Gurthner, to issue some of the latter's pop repertoire. Weiss was also seeking British masters during his stay and talking with British publishers on material for submission to Hollywood for recording by Warner artists.

**Publishing**

The Rank publishing firm Filmusic has world rights on Richard Addinsell's score for the Peter Sellers' movie "Waltz of the Toreadors." The waltz itself and the march have already been recorded by Ken Jones for EMI-Parlophone. . . . "Sahara," 1928 Larence Wright composition, which he also publishes, has been revived by the Temperance Seven for the same label.

**Disk Business**

Cliff Richard's single of "The Young Ones" (EMI-Columbia) has now exceeded the million mark. British sales alone are past 930,000—all this year. . . . Acker Bilk has recorded another version of "Stranger on the Shore." It is for a sequel BBC-TV series, "Stranger in the City." Although retitled accordingly, it is the same melody, done up-tempo with his regular Dixie band and not strings. . . . Parlophone issues the first radiophonic single, "Time Beat," April 19. It is based on BBC-radio's time signal, electronically built up into a melody and given a musical accompaniment. Disk artist is tagged "Mr. Ray Cathode."

**DENMARK**

**Chubby Ousted  
By 'Elisabeth'**

By ARNE HANSEN  
11 Malerbakken, Holte

Chubby Checker's "Let's Twist Again" has been moved from the first position on the hit parade by "Elisabeth Serenade" by the German Gunther Kallman Chorus. There is no permanent choruses by this name, as Kallman selected the singers especially for the "Elisabeth" session, but Polydor reports that a follower-up is on the way.

Newcomer to the list is "Ching Ching" (Happy Jose), a Metro-nome recording by Perry Knudsen, popular trumpet player in Jorn Grauegaard's orchestra. . . . For four months now the Cliffters and their "Django" has been in the top 10. . . . None of the Danish grand prix tunes have appeared yet, except for "Jeg snakker med mig selv" (Talking to Myself), the tune which was omitted from the finals.

Dario Campeotto, the young singer, who became immensely popular last year with "Angelique," deserts the pop field for a while and makes his stage debut on May 1 on Odense Theatre, where he plays the male lead in "Pajama Game." . . . The life of Radio Mercur hangs by a thread. A bill to make employment at the station punishable has now come before the Danish Parliament. As a counterstroke, however, listeners of Mercur have formed "The Free Listeners' Union of Denmark" that in less than a week has numbered 35,000 members.

**EIRE**

**More Air Time  
Means Disk Sales**

By KEN STEWART  
Dublin Evening Mail

Many here feel that the position of the nation's disk industry could be strengthened greatly if Radio Eireann devoted more air time to record programs.

Currently, more exposure than ever is provided but there is still much to be desired. The only show that succeeded in arousing the interest of listeners throughout the country was "The Downbeat Club," emceed by Noel Andrews. Many believe that this weekly session will not return to the air because it is not sufficiently conservative for our national station.

However, public opinion, as revealed in so many letters to the press, was definitely in favor of "Downbeat Club." Telefis Eireann's only pop-styled telecast, "For Moderns," does not appear to have satisfied the majority of viewers, and an unconfirmed report suggests that it will shortly be discontinued for a period.

The second Gael-Linn pop disk, "An bhFuil An Fonn Sin Ort?"/"Bi Liom," although selling quite steadily, is suffering from under-exposure. Dealers in the Dublin area have commented that, unlike its predecessor, the record is not grabbing many spins on Radio Eireann.

**FRANCE**

**Sinatra & Lee  
To Hypo Disk Biz**

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

Frank Sinatra will sing for the first time in Paris, June 5 and 7. He will be accompanied by Bill Miller's sextet. The theater has not yet been selected.

Thirteen-year-old Italian singer Robertino will make two tours in France in May and August, sponsored by President Records.

Whenever disk artists are in town, they stimulate the record business, in general, and their own sales in particular. Brenda Lee, who will be in April 21, will make

the radio station and dealer rounds promoting her latest, "Break It to Me Gently," which will be specially issued April 15. . . . Polydor's International division's Bernard De Bosson announced coming to France of Fats Domino.

**Disk Business**

Arteco reports record sales figures for Blue Note series from the U. S., whose latest releases feature Art Blakey, Cannonball Adderley, Miles Davis, Donald Byrd and Dexter Gordon.

**Signings**

Vogue Records has exclusively signed three newcomers, Micky Ameline, Francoise Hardy and Jean Rides. . . . RCA has added to its roster Genevieve Toussaint.

**Awards**

The series "Armstrong V.S.O.P.," made up of all the Satchmo recordings from 1925 to 1931 and re-issued by Odeon, has received the Grand Award of the Magazine Le Jazz Hot. . . . A George Russell album, "New York N. Y.," has been awarded the Oscar of the year by France's Academy of Jazz.

**GERMANY**

**Miller Launches  
Somerset Label**

By JIMMY JUNGERMANN  
102 Ismaninger Street, Munich 27

Miller International Company has launched its Somerset label. Among the first catalog sides are music from "Can Can," "Porgy and Bess" and the "101 Strings." The 12-inch LP is low priced: 15 marks or \$3.75.

**New Office**

One of the leading European jazz stars, Swiss Hazy Osterwald and Andi Berner will open an agency in Switzerland to handle jazz stars and bands all over Europe. Hazy and Stefan Von Baranski will visit New York, Los Angeles, Hollywood, Honolulu and Canada in the near future to meet and contract stars and bands for his agency.

**Wendland Nearing  
One Million Mark**

By BRIGITTE KEEB  
Automaten-Markt, Braunschweig

Another golden disk award is expected. Nana Mouskouri was given a golden disk for "Weisse Rosen aus Athen," and now Gerhard Wendland is the second Philips artist to reach one million record sales with his comeback hit "Tanze mit mir in den Morgen."

Philips' distribution department says that the million mark will be reached in the next three weeks. This will be the third golden disk award to recording artists in Germany during the first few months of 1962, but it is the first one for an original German composition (composer: Karl Gotz; lyrics: Kurt Hertha; published by Melodie der Welt).

**Electrola Competition**

Electrola finished its lyric competition in which, as reported earlier, buyers of a special instrumental EP had the chance to write lyrics for each of four new compositions. The firm received about 2,500 lyrics. A panel of record experts will judge the works April 27 in Cologne.

**New Talent**

Famous German sprinter and Olympia winner Martin Lauer has been signed by Polydor exclusively and will soon be out with two waxings: "Ich gab mein Herz" (I Gave My Heart), German version of



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## DON'T FIGHT IT!!

SONODOR RECORDS (A Product of Miller International)

"Careless Hands," and "Sacramento." . . . Polydor recently introduced its new Japanese discovery, Sachiko Nishida. This is the second Far East talent for this firm after Korean Jong Whan Choi. Sachiko's first waxing is "Einmal kommt der Tag" (Once the Day Will Come).

Ariola has inked younger sister of top Swedish songstress Siv Malmkvist, Lil Malmkvist (21). . . Philips is starting new singer Frank Bergen.

**Changes**

Angele Durand, who recently changed over from Electrola to Ariola, has now left this firm to join Polydor exclusively. First Polydor recordings will be out soon.

**Personals**

Sonet-Storyville, Hamburg, has contracted Fritz PH. Kraus of Radio Bremen as new press man to support their press and advertising chief Heinz Lukas.

**New Singles**

The current Teldec instrumental hit, "Happy Jose," by Jack Ross on London, is to be released in a vocal version sung by Vico Torriani on Decca. Publisher is Intro, Peter Meisel, Berlin.

French chanson singer, composer and actor Charles Aznavour is currently causing a sensation in Germany with his first German-sung tune, version of his French hit "Tu t'laisses aller," entitled "Du lasst dich geh'n." It is a typical chanson and thus was hardly given any commercial chance. Surprisingly, tune has reached the 25th chart position. This is the third time during the last years that a chanson became a best seller here.

Encouraged by this success, Polydor is preparing an answer disk by Friedel Hensch, entitled "Mein Ideal," using same melody, lyrics written by Ernst Bader, who also wrote the German lyrics for the Aznavour original, which is the composition of the French artist. Teldec is also preparing another version of the answer disk to be released on an EP sung by Caterina Valente. Publisher is Marbot, Hamburg.

**Foreign Talent in German**

Gilbert Beaud, French top artist and composer ("Am Tag als der Regen kam/The Day the Rains Came"), has just recorded his first German-sung record, "Was wird aus mir," German version of his French best seller "Et maintenant" and "Frühling in Paris" (German publisher, Budde), (Springtime in Paris) for Electrola, both titles being his own compositions. Caterina Valente, too, has just come out with the first title on Decca and gets good airing.

Helen Shapiro, who has been very successful with English-sung "Walkin' Back to Happiness" here, will soon be out with her first German sung waxings, entitled "Frag mich nicht warum," German version of her last best seller "Tell Me What He Said," and "Komm, sei wieder gut," German version of her hit "I Apologize" on Columbia. . . . Former English teen-age top singer Laurie London ("He's Got the Whole World in His Hands") is to try a new career with German titles soon to be released on Ariola. He recently changed over from Electrola.

**HOLLAND**

**Basart's Gomperts On American Tour**

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

H. C. Gomperts, president of the publishing firm Les Editions Internationales Basart, Amsterdam, left for a four-week trip to the U. S. April 2.

Frank Visser joined Phonogram's press and public relations depart-

ment. . . . Cliff Richard is topping the Dutch charts now with one of his biggest hits of the Harms-Witmark song, "The Young Ones," handled in Holland by Basart. The first Dutch tour for Cliff and the Shadows was a great success.

An extensive sales campaign is in the making for the introduction of the Liberty label to an even greater extent than before. Window displays, leaflets and the "Stars of Liberty" LP featuring 12 of the most important Liberty stars with their greatest hits is being promoted with letters to all dealers at a special price.

Connie Francis' popularity in Holland is once more fed strongly by her latest recording of the good old "Lili Marleen." Conny Froboess will soon wax a Dutch version of her latest Eurovision Song Festival hit, "Zwei Kleine Italiener. . . . Nynke Hartstra, the new discovery of Delta Records, surprised the Dutch teen-agers with a brand-new Dutch song, "Sailing." Basart has the world copyrights. The sound-track recordings of "West Side Story" and "The Guns of Navarone," both available on the Philips label, are constant best sellers. The German "Simon" label is going to be promoted by Inelco L. C. Amsterdam.

**HONG KONG**

**Rush for Tix Greets Sinatra**

By CARL MYATT  
44 Mount Kellett Road, The Peak

The news that Frank Sinatra is to give three charity performances in Hong Kong has started a rush for tickets unprecedented in show business here. Appearing with Sinatra will be the Red Norvo Quintet and various local entertainers. It is estimated that charities will benefit to the tune of approximately \$15,000. Concert dates are April 26, 27 and 28. Sinatra's tour will take him first to Tokyo and then to Hong Kong and on to Israel, Italy and England. He will pay all expenses and will perform without a fee on all occasions.

Filipino organist, Tony Tubino, will be making his farewell appearance on the Sinatra show before leaving for the United States where he is to enroll in the Berklee School of Music.

Besides Sinatra, three other acts will be featured in a series of concerts here in May. Diamond Music, which in February presented Bobby

Rydell to Hong Kong's entertainment-starved public, is bringing out the Ventures, Bobby Vee and Jo Ann Campbell.

**ISRAEL**

**Sinatra Tours on Independence Day**

By AZARIA RAPOPORT  
73 Ahad Haam St., Tel Aviv

Frank Sinatra will arrive in Israel to perform a seven-concert tour of the country on Independence Day week (May 3-10).

Arrangements for this big entertainment event have been made possible through American Friends of the Histadruth (Labor Union of Israel), and all the receipts of this tour are dedicated toward building a Youth Center for young people of all religions in Nazereth.

Members of the Israel Record Guild have joined counterparts in other countries by voting Odetta, the American singer, the most popular artist. They made her Vanguard Hed-Arzi record "My Eyes Have Seen," a best seller.

Like the record club, the Guild is also supplying its members with

both classical and popular records. Record of the Month is USSR-Hed-Arzi recording of Tchaikovsky's Piano Concerto No. 1, played by Emil Gillels and the Russian State Symphony Orchestra conducted by Constantin Ivanov.

**ITALY**

**Americans Invade Italian Showbiz**

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

The American invasion of Italy is about to start. Connie Francis, Frank Sinatra, Louis Armstrong and Dean Martin are all on the lists of those expected here. The MGM vocalist will be first on the scene, April 19. Sinatra is listed for four p.a.'s in Rome and Milan between May 23 and 26 for the benefit of Boys Town of Italy. Dean Martin has been announced as a star of the forthcoming film, and both CGD, which handles Reprise, and V-C-M, which has Capitol, are interested in promoting his activity in the disk world.

Four Freshmen are in the midst of three appearances on the "High Fidelity" TV Show . . . Naples Song Festival, only one this year, will be held in June once again.

Odeon released five 33's featuring the work of Yves Montand. . . . Peppino Di Capri is featured in film, "Twists, Lolitas and Young Bloods" . . . USSR songs will be heard in forthcoming Song Tour of Italy which is being backed by Pietro Garinei and Sandro Giovanni. . . . Real name of Italo singer John Foster is Paolo Occhipinti. . . . Graz, lots!

**MEXICO**

**Artists Making Variety of Disks**

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

After an absence of eight years, American trumpeter Larry Sonn came back to Mexico and recorded with an 18-man band an LP for Columbia of 12 twists.

Columbia's best selling Sonora Matancera with vocalist Sonio Lopez are recording two LP's, which will be released within a month. . . . On the request of Odeon, Buenos Aires, Manolo Munoz, popular rock and roller, was sent by Musart Records to Argentina, where he will participate in an International Twist Competition. . . . On his way to New York, Hitoshi Momose, vice-president of the Victor Company of Japan, spent a day with his Mexican associates and selected over a dozen LP's for release in his country.

RCA Victor Radio, Sao Paulo, will release in Brazil the LP of the Mexican twisters, Los Cactus.

**NORWAY**

**Many Sinatra LP's on Chart**

By ESPEN ERIKSEN  
Verdens Gang, Akersgaten 34, Oslo

No less than four Frank Sinatra LP records have found their way on this month's LP parade. The four are "Sinatra Swings" (No. 4), "Ring-a-Ding Ding" (No. 7), "I Remember Tommy" (No. 9) and

(Continued on page 26)



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# Jesse Selter Firms Hit \$8 Mil. in 1961

MIAMI BEACH, Fla. — Jesse Selter, president of the National Mercantile Record Corporation and noted throughout the record industry as a mover of surplus disk merchandise, chalked up a total of \$8 million in billing during 1961.

Here to attend the NARM convention as the chief of Urania Records, the fabled Selter stated that his wholesale operation, Ransel Trading Corporation, accounted for \$3 million in billings. Selter's retail operation accounted for \$2 million. Another phase of his activity, the Scott Trading Corporation, also racked up a major segment of Selter's total billing through sales to military outlets.

Ransel's chief accounts include rack jobbers, chains, department stores, drugstores, jewelry stores, etc. The retail segment of Selter's business includes four S. Klein outlets, two Hermans, and Wilmington Dry Goods. These retail operations are full concessions—Selter pays a rental and the operations carry his inventory.

The Scott operation is so large that it employs 27 people, and it includes both domestic and overseas sales.

"In five years," Selter stated, "I sold almost \$20 million worth of goods." He added that he had saved from financial ruin quite a few manufacturers and distributors.

**Broadens Base of Sales**

Selter feels very strongly that his operation not only aids manufacturers and distributors, but also broadens the base of sales. "Until we came along," he said, "most manufacturers destroyed their surplus product. Now it goes into homes, where it promotes both the artist and the label. . . . We place records in places where they have never been before."

Selter stated that he obtains his merchandise from manufacturers who may be overproduced; some packages are cutouts. He added that he has purchased as much as one-half million dollars worth of product on a single invoice. "We have dealt with every major supplier," he noted.

Selter insisted, however, that you cannot sell only cutouts or surplus merchandise. In his retail operation, he said, only 6 per cent of the \$2 million billing is derived from cutouts or surplus. The Ransel operation, on the other hand, derives all its merchandise from cutouts or surplus.

Returning to the theme of saving recordmen from financial ruin, Selter stated that on some occasions he has bailed out a distributor by coming up with \$200,000 for his merchandise. "I also saved a lot of rack jobbers," he added.

**The Price He Pays**

The price Selter pays for product, he said, is enough to cover the cost of manufacturing, the excise tax and artist and publisher royalties. This figure comes to between 60 and 70 cents an album. "They get their money back," he said, adding that, "no wealth should be destroyed."

Selter stated that tape — four-track stereo—was becoming an increasingly large item in his business.

He added that the record business would continue to grow as leisure time increased. "The record industry," he said, "can do a lot by subsidizing phonograph manufacturers in order that more players might be made available at a reasonable cost."

"If the record manufacturers want to know how to go about it, I can tell them," he concluded.

## Manufacturers Resist Direct Pitch

Continued from page 5

ing to consider a proper stance. The meeting was attended by Sam Clark and Larry Newton of ABC-Paramount; Art Talmadge and Morrie Price of United Artists; Morris Levy and Bud Katznel of Roulette; Lee Hartstone of London Records, and Jay Lasker of Reprise Records. The consensus was that they would not deal direct with rackers. In addition to their desire to protect distributors who moved catalog, they pointed toward an additional incentive to "playing it cool" re the rackers. This was the unsatisfactory credit rating of many rack jobbers.

In the face of this firm attitude, however, manufacturers openly admitted the necessity of facing up to the dollar volume controlled by the rackers. Some indies, too, viewed with apprehension the tactics of several large companies who were

permitting their indie distribs to take on additional lines. They felt this permission was being tendered so that these indie distribs might take a kinder view of the manufacturers' direct dealings with rackers.

The convention, it was agreed by both manufacturers and rackers, was a well-run affair—with a very imposing roster of key executives in attendance—testimony to the importance of the rack segment of the business. Panel sessions were well attended and conduct was orderly.

It was noted that there were present a number of "interlopers"—distributors and others who were there as observers. These included Irv Peninski, of San Francisco; Amos Heilicher, of Minneapolis and Miami; Nelson Verbit, Philadelphia; Al Levine, New York; Irvin Fink, New York, and Joe Martin, New Jersey.

The scene was not without its comedy relief. Ted Cain, of 20th-Fox, let it be known that he was present merely as an observer; that 20th was undergoing a reorganization.

"Don't bother to see me," he advised the rackers.

**Burnette, Landau to Europe**

LOS ANGELES—Johnny Burnette, Liberty Records, and Marty Landau, of Artists Management Bureau, Inc., departed Thursday morning (12) for London. Burnette opens a four-week tour of the United Kingdom and then makes a two-week tour of the Continent.

**Sweden's Hits**

Continued from page 20

- 3 1 HAPPY JOSE/CHING CHING—Jack Ross (Dot)—Sonet Music
- 4 5 THE YOUNG ONES—Cliff Richard (Columbia)—Gehrmans
- 5 4 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Mellin
- 6 9 LOVE ME WARM AND TENDER—Paul Anka (RCA)—Bens Music
- 7 6 MEXICO—Bob Moore (London)—Reuter & Reuter
- 8 7 LAS INTE BREVET—Siv Malmkvist (Metronome)—Mellin
- 9 8 HELLO MR. TWIST—Otto Brandenburg (Odeon)—Edition Odeon
- 10 — TINA OCH MARINA—Conny (Columbia)—Bens Music

## International News

Continued from page 24

"Come Swing With Me (No. 10)—all on Reprise, represented in Norway by A/S Nor-Disc. One of the Sinatra LP's, "Sinatra Swings," has been on the parade six months.

Leading the parade is Elvis Presley's "Blue Hawaii" on RCA, with the sound track from "South Pacific" (also RCA) on second. Because of the visit of Ella Fitzgerald in Oslo last week her record "Ella in Berlin" (Verve) entered the parade, and because of the visit of the "West Side Story" ensemble the record (Philips) also entered.

**PHILIPPINES**

### Twist Festival Is Summer Feature

By LUIS MA. TRINIDAD  
264 Escolta, Manila

Summertime in this territory, which began at the close of the school year last March and ends when the school rooms once again buzz with student activity in June, is accentuated by numerous music activities throughout the archipelago. Of special interest to summer vacationists here is the forthcoming Summer Twistival, a two-hour rollicking show, which opens at the Araneta Coliseum May 4, headlined with three exponents of the Twist from U. S. A. They are Jo Ann Campbell, Bobby Vee and the Ventures.

Another summer treat are gala performances of world-famous ballerina Margot Fonteyn and David Blaid, with the stars of the Royal Ballet Covent Garden. Presented by the Shell Company of the Philip-

ppines, Ltd., for the benefit of Philippine Rural Reconstruction Movement, the Fonteyn-Blair Manila appearance is a much-awaited event here.

**SPAIN**

### Hispavox Raises 45 Disk Prices

By RAUL MATAS  
32 Av Jose Antonio, Madrid 13

Frankie Avalon will be a guest of Spain next July. The singer-actor of "The Alamo" will co-star with Marujita Diaz, Brod Crawford, Cesar Romero and Barry Sullivan in the story of "The Valley of the Sword."

Max Hurvich, from the Birmingham Vending Machine Company, Alabama, and AMI representative for that State, is touring this country. He had a long meeting with Augusto Alguero, the manager of one of the most important trades here, Canciones del Mundo.

**Disk Shorts**

Hayley Mills' pictures may help her records. . . . "The Tumpet Ballad" (ballata de la tromba) by Cinco Latinos, George Jouvin, Nin Rosso, etc., going up. Don't forget these names: Joe Sentieri singing "Uno dei Tanti," Jimmy Fontana doing "Mi Fanno Ridere," Gilbert Becaud singing "Et Maintenant" and "Le Condamne". These should be four big European spring hits.

**New Prices**

New 45's will cost a little more here starting this week. Hispavox announced its new policy. They will sell them at 85 pesetas, a \$1.40 more or less.

## Wallich's Cites Mfr. Positions

Continued from page 5

by manufacturers to build the very artists that offer you your best sales today?"

**A Gambling Business**

"Ours is a gambling business for the simple reason that very few records become best sellers. But where is the money to come from to pay for the vast majority of disks that don't become best sellers.

"Again, you may well say that these problems are ours . . . not yours. You can also say that we live in a world of discounting, and that records can be no exception. Everyone from manufacturer to the final point in the distribution chain is operating today under the handicap of tighter and tighter margins.

"There is obviously no pat answer to the general problem. But the heart of the problem can be summed up, I think, in this way: the capacity to squeeze and to be squeezed is not limitless. At some stage you will kill the goose that lays the golden egg.

"In my view, you cannot expect the manufacturer to absorb all the financial risks . . . and at the same time expect him to sell his product at less than cost.

"If I have seemed needlessly blunt in depicting our common problems, let me soften the blow somewhat by saying that we manufacturers have found in the NARM membership a wholehearted readiness to recognize problems and to work to find reasonable solutions. As I said earlier, success brings with it responsibility, and in our view the very formation of NARM was an expression of the membership's acceptance of their responsibility. As record merchandisers,

you exercise great discretionary powers. Every move you make affects all of us in the industry. Like NARM itself, we manufacturers are concerned with the responsible use of your influence and your prestige."

### NARM Is Potent

Continued from page 5

but also a stage director because "now things move." And walkie talkies are used to direct the positions of the singers. He also considered packaging creativity and noted that rack merchandisers displayed creativity in displays, promotions, etc.

**Watch Those Statistics**

Marek cautioned rackers not to be misled by cold statistics because musical tastes do not obey slide rules. He warned against excessive buying in order to take advantage of deals as against buying for quality.

In conclusion, Marek said the rack jobbers role is beneficial because he is making more music available to more people in more places.

WASHINGTON — Capitol Hill was in a musical mood last week. A bill was introduced by Sen. Jacob Javits (R., N. Y.) to issue a special series of postage stamps honoring George Gershwin on the 25th anniversary of his death.

On the House side, Representative Brademas (D., Ind.) has gallantly introduced the umpteenth bill to repeal the excise tax on musical instruments.

SPECIAL EASTER RELEASE  
THE NIGHTINGALES  
"BLOOD FOR ME" And "RIGHT NOW JESUS"  
Peacock 1859

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BIG \$\$\$ RELEASE  
WILLIARD BURTON CLENTY GANT  
"THE TWISTIN' TWIST" "JUST LIKE YOU LIKE IT"  
And "DREAMING" And "ALL MINE"  
Peacock 1917 Duke 348

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EARL FOREST  
"MEMPHIS TWIST"  
And  
"BEALE STREET POPEYE"  
Duke 349

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DAVID ROSE  
and Orch.  
"EBB TIDE"  
(featured in the MGM picture "Sweet Bird of Youth")  
c/w  
"THE STRIPPER"  
K 13064

MGM Records

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# THE TARRIERS



**Their  
First  
Release!**

**LAST NIGHT I HAD THE  
STRANGEST DREAM**

c/w

**RIDE UP**

**31387**

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

# ALBUM REVIEWS

## Pop

### TWISTIN' THE NIGHT AWAY



**Sam Cooke. RCA Victor LPM 2555 M LSP 2555 (S)**—Cooke's latest hit kicks off this entertaining set. The album also contains plenty of other Twist items as well as a tune or two tailored to that special Cooke style. Among the Twist tracks, beside the title tune, are "The Twist," and fine novelty versions of the oldies "Twistin' in the Kitchen With Dinah" and "Camptown (Races) Twist." Another Cooke hit, "That's It, I Quit, I'm Movin' On," is included as are a number of other fine tunes like "Sugar Dumpling" and "A Whole Lotta Woman."

### EXPERIMENT IN TERROR



**Henry Mancini. RCA Victor LPM 2442 (M) LSP 2442 (S)**—The Man With the Golden Tone Arm, Henry Mancini, has done it again. His new score for the suspense film starring Glenn Ford and Lee Remick is dramatic, driving and highly effective. It reflects many moods ranging from exuberant Twist-tempo items (best of which is "Tooty Twist") to the haunting title theme and a poignant ballad, "Nancy." A sock sound-track package.

### MORE BEST OF THE DUKES OF DIXIELAND, VOL. II



**Audio Fidelity AFSD 5964**—Volume I of "The Best of the Dukes of Dixieland" was a big seller and this new album bids fair to repeat, especially at the \$2.98 price. It spotlights the Dukes in tracks from their Audio Fidelity LP's, including "High Society," "Maple Leaf Rag," "Swanee River" and many other favorites. Strong item with an attractive cover.

### THE MUSIC OF RODGERS AND HAMMERSTEIN



**Melachrino Strings and Ork. RCA Victor LPM 2513 (M) LSP 2513 (S)**—Some of the loveliest songs ever to be composed for Broadway and Hollywood by Rodgers and Hammerstein are presented here by the Melachrino ensemble. Although each selection is a "highlight" a few do stand out: "Bali Ha'i" and "Some Enchanted Evening" from "South Pacific"; "Hello Young Lovers" from "The King and I"; "Carousel Waltz" and "If I Loved You" from "Carousel"; and "Out of My Dreams" from "Oklahoma!" The combination of the popular lush orchestral treatment of these all-time favorite show tunes and fine stereo sound should make this a package with solid sales potential.

### VIBRATIONS



**Enoch Light and the Light Brigade. Command RS 833 SD**—Here's another exceptional percussion album by Enoch Light and the Light Brigade, featuring wonderful arrangements, especially for stereo, and superb sound. The tunes are all familiar, from "Temptation" to "That Old Black Magic," but the band infuses them with a fresh quality, sparked by the subtle, smart, and clever arrangements. Cover is sparkling, too. Looks like another winner for the label.

### THE MIDNIGHT SPECIAL



**Harry Belafonte. RCA Victor LPM 2449 (M) LSP 2449 (S)**—Here's another face of Belafonte, one which sings a number of familiar, folk-derived tunes, encouraging the audience to join in, in a sort of sing-along-with-Belafonte routine. Inside sleeve has attached to it a special reply envelope for use in ordering the "Midnight Special" song-book, complete with music and lyrics of all the tunes. This is available for \$2. Other tunes included here are "On Top of Old Smoky," "Muleskinner," "Gotta Travel On," "Michael Row the Boat," etc. Good accompaniment from guitars, trumpet, sax, harmonica and rhythm.

### ORIGINAL MOTION PICTURE HIT THEMES



**Various Artists. United Artists. UAS 6197 (S) UAL 3197 (M)**—Here's another solid package of film themes from UA. The label's best selling duo, Ferrante and Teicher, keynote the LP with their best selling single—"Tonight," "Kings of Kings," "Moon River," "Maria," "Blue Hawaii," etc. Also included are Gene Pitney's "Town Without Pity," Al Caiola's "Guns of Navarone," and sides by Nick Perito, Roger Wayne, and Ralph Marterie.

### ROMAN GUITAR VOL. II



**Tony Mottola. Command RS 836 SD**—Glistening, shimmering treatments of lovely, lilting songs of Italy are beautifully recorded in this Volume II album by Mottola. The guitar sound is abetted by flutes, accordion and an ensemble of supporting guitars. A truly handsome recording (on 35-mm tape) and one that sound fanciers will want fast. Tunes include typical Mediterranean fare like "Carnival in Venice," "Guaglione," "Souvenire d'Italie," etc.

### I CAN GET IT FOR YOU WHOLESALE



**Original Cast. Columbia KOL 5780 (M) KOS 2180 (S)**—Harold Rome's new musical received mixed reviews, but box office figures to date indicate it's a hit, which should make this original cast package a click item with show music collectors. The dramatic score is highlighted by Lillian Roth's rendition of the moving "Eat a Little," Harold Lang's swinging reading of "What's in It for Me," and comedienne Barbra Streisand's sock, show-stopper "Miss Marmelstein," a funny off-beat item for jocks.

### TWO OF A KIND



**Sue Thompson. Hickory LPMH 107**—Here's another extremely bright outing for the gal, composed of fine country-oriented tunes mainly from the Acuff-Rose catalog. She's in solid vocal form and the arrangements are of equally high caliber on such tunes as "I Can't Stop Loving You," "Jealous Heart," "Mama Don't Cry at My Wedding," among others. A lot of spinnable stuff and some strong potential for the singles field can be found here.

### TWISTIN' 'N' TWANGIN'



**Duane Eddy. RCA Victor LPM 2525 (M) LSP 2525 (S)**—Here's Eddy's initial Victor outing, and like his other recent entries on his original label, it figures to garner much sales and spin action. This one is given over to that popular past time known as the Twist and there are familiar tunes as well as new originals, done in fast and slow Twist tempo. Plenty of good rockin' guitar and sax sounds here.

### Low Priced Pop

#### SHOWSTOPPER!



**Diabann Carroll. RCA Camden CAL 695 (M) CAS 695 (S)**—Fine reviews in the current Richard Rodgers "No Strings" hit and the \$2.98 list price should do much for this packaging of Miss Carroll's album. Jockeys in all kinds of programming formats should play a track or two for the LP fits the non-rock and roll format to a tea. The tunes are all standards sung with class. Among the better tracks are "A Fine Romance," "Love, Your Magic Spell Is Everywhere" and "Easy to Love."

(Continued on page 30)

## BEST TRACKS FROM THE SPOTLIGHT LP'S

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

#### POPULAR

**EXPERIMENT IN TERROR**—Henry Mancini (RCA Victor LPM 2442, LSP 2442); "Tooty Twist" (ASCAP) (2:10)

**TWISTIN' THE NIGHT AWAY**—Sam Cooke (RCA Victor LPM 2555, LSP 2555); "Sugar Dumpling" (BMI) (2:15)

**THE MIDNIGHT SPECIAL**—Harry Belafonte (RCA Victor LPM 2449, LSP 2449); "Gotta Travel On" (ASCAP) (4:20)

**MORE BEST OF THE DUKES OF DIXIELAND, VOL. 2**—(Audio Fidelity, AFSD 5964); "High Society" (Fickwick, ASCAP) (3:38)

**VIBRATIONS**—Enoch Light & the Light Brigade (Command RS 833 SD); "Stars Fell on Alabama" (Mills, ASCAP) (2:47)

**ROMAN GUITAR, VOL. 2**—Tony Mottola (Command RS 836 SD); "Anema E Core" (3:24); "Souvenire d'Italie" (2:35)

**THE MUSIC OF RODGERS & HAMMERSTEIN**—Melachrino Strings & Ork (RCA Victor LPM 2513, LSP 2513); "Some Enchanted Evening" (ASCAP) (2:56)

**TWISTIN' 'N' TWANGIN'**—Duane Eddy (RCA Victor LPM 2525, LSP 2525); "Moanin' and Twistin'" (BMI) (3:20); "Twisting Off a Cliff" (BMI) (1:30)

**TWO OF A KIND**—Sue Thompson (Hickory LPMH 107); "Big Daddy" (Acuff-Rose, BMI) (2:00); "Sob Sister" (Acuff-Rose, BMI) (3:30)

**I CAN GET IT FOR YOU WHOLESALE**—Original Cast Album (Columbia KOL 5780, KOS 2180); "Miss Marmelstein" (ASCAP)

#### POPULAR LOW PRICE

**SHOWSTOPPERS!**—Diabann Carroll (RCA Victor CAL 695, CAS 695); "This Can't Be Love" (ASCAP)

#### JAZZ

**MINGUS/OH, YEAH**—Charlie Mingus (Atlantic 1377); "Eat That Chicken" (Jazz Workshop, BMI) (4:36)

## ★★★★ STRONG SALES POTENTIAL

**★★★★ UNDER ITALIAN SKIES**  
**Wayne King Ork. Decca DL 4233 (M) DL 74233 (S)**—The waltz king returns again, with another in a continuing series of listenable instrumental mood albums. Here the soprano sax lead is neatly abetted by the strings of the ork in a group of tunes with Mediterranean roots, all of them arranged by Wayne Robinson. Songs include "Non Dimenticar," "Santa Lucia," and the

(Continued on page 30)

## THE ORIGINAL HIT!

45-9519

# Ebb Tide

by  
**FRANK CHACKSFIELD**

From the MGM production "Sweet Bird Of Youth"—  
 with the sound of live sea gulls and crashing waves

**LONDON RECORDS**

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

# SINGLES REVIEWS

**POP**

**BROOK BENTON**



**THANKS TO THE FOOL** (Benjamin-Dreyer, ASCAP) (2:50)—**HIT RECORD** (Luristan-Dreyer, ASCAP) (2:33)—Benton hasn't missed lately and here are two more good bets. First up is a strong ballad, done in fine, crooning style. Flip is an interesting novelty done with much smartness. Watch both. **Mercury 71962**

**SANDY NELSON**



**DRUMMIN' UP A STORM** (Travis, BMI) (2:18)—Nelson's drumming sides have caused a big flurry lately and here's another with that smart, pounding, strutting drum beat, with a guitar lead, that should step out fast. Flip is "Drum Stomp" (Travis, BMI) (2:03). **Imperial 5829**

**YVONNE BAKER AND THE SENSATIONS**



**THAT'S MY DESIRE** (Mills, ASCAP) (2:20) — **EYES** (Kae Williams, BMI) (2:15)—Here's the group which has been riding high with "Let Me In," this time, highlighting their girl lead singer, Yvonne Baker. She and the group turn in sparkling outings, tastefully arranged, on a solid oldie and a good, minor-flavored medium beater. Either way with an edge to the first. **Argo 5412**

**THE MARVELETTES**



**PLAYBOY** (Jobete, BMI) (2:38)—The gals have another potential hit, that follows in the footsteps of their "Postman" hit. This is done in a similar rocking tempo, with a good, gospel piano in the backing. Watch it. Flip is "All the Love I've Got" (Jobete, BMI) (2:45). **Tamla 54060**

**JIMMY SMITH**



**WALK ON THE WILD SIDE (PART II)** (Columbia Pictures, ASCAP) (3:33)—Jimmy Smith—hot right now with his Blue Note waxing "Midnight Special"—contributes a sock organ solo on Part 2 of a haunting movie title theme. Fine big band support features Oliver Nelson. Watch it. **Verve 10255**

**JIMMY SMITH**



**ONE O'CLOCK JUMP** (Leo Feist, ASCAP)—Smith has another standout followup to his recent hit with this great organ solo treatment of the swinging oldie. Good sax solo work also marks the side. Should step out briskly. Flip is "Jumpin' the Blues" (Leeds, ASCAP). **Blue Note 1820.**

**ROGER WILLIAMS**



**INTERMEZZO**—The lovely oldie of many seasons back is revived in delightful fashion by the Williams piano, aided lushly by a big string section. Side has much schmaltz and has a good chance. Flip is "The Skater's Waltz." **Kapp 454**

**BOB LUMAN**



**BIG RIVER ROSE** (Acuff-Rose, BMI) (2:45) — The chanter is a solid artist and here he's matched with a fine hunk of saga material, written by the Bryants. It has the Tex-Mex "El Paso" flavor and it's done over a smart guitar backing. Watch this one. Flip is "Belonging to You" (Acuff-Rose, BMI) (2:45). **Warner Bros. 5272**

**THE IKETTES**



**TROUBLES ON MY MIND** (Progressive, Placid, BMI) (2:00)—The girls turn in a wild, gospel-based chant with an exciting performance by the lead canary and a fervid, insistent tempo. The group has a big one in "The Gong Gong Song," and this could be another smash for them. Flip is "Come On and Truck" (Progressive-Placid, BMI) (2:00). **Atco 6223**

**BERT KAEMPFERT**



**THAT HAPPY FEELING** (Northern, ASCAP) (2:55)—**TAKE ME** (3:00)—Kaempfert has another solid single here with strong performances on both sides. "That Happy Feeling" is a lilting instrumental treatment of a pretty folksy theme. Flip is an attractive tune wrapped up in smartly styled ork treatment with effective twin flute solo work. **Decca 31388**

**SHELLEY FABARES AND PAUL PETERSON**



**WHAT DID THEY DO BEFORE ROCK AND ROLL** (Knollwood, ASCAP) (2:08)—A slick novelty by a new team, both of whom have been hot on their own up until now. The ditty includes take-offs on Rudy Valley, Bing Crosby, etc., along with the humorous lyrics. Cute wax that can step out. Flip is "Very Unlikely" (Pogo, ASCAP) (2:26). **Colpix 631**

## SPECIAL MERIT SINGLES

Pop Disk Jockey Programming

**RAY ELLIS AND HIS ORK**

★★★★ **DUMPY** (Spanka, BMI) (2:00) RCA Victor 8023

**WILLIE SCHOBEN**

★★★★ **BALLAD OF THE TRUMPET** (Ballata Della Tromba) (BIEM) (2:47)

★★★★ **MALLORCA** (Majorca) (BIEM) (2:20) Reprise 20070

**VALJEAN**

★★★★ **THEME FROM BEN CASEY** (Marfran, ASCAP) (2:30) Carlton 573

★★★★  
**STRONG SALES POTENTIAL**

**CHARLIE RICH**

★★★★ **Easy Money**—PHILLIPS 3576—This new Charlie Rich side, already getting action in the Memphis area, is handled with style by Rich over sock backing by the ork in stroll tempo. Chanter sells the novelty effort with excitement and disk could break wide open. (Hi Lo, BMI) (2:34)

★★★★ **Midnite Blues** — Here's another good side by Rich who sings out with gusto on a country style blues effort. The arrangement has a catchy beat and the chorus helps him in the backing. Two goodies. (Knox, BMI) (2:50)

**ZE MAJESTIKS**

★★★★ **Sapphire (Parts I & II)**—ABC-PARAMOUNT 10318—Wild rocker in the "Twistin' and Turnin'" groove receives a bright and swinging reading from Ze Majestiks on both sides of this two part dinking. First side is vocal, second side is instrumental. Strong rock and roll effort for the teen trade. Side II is stronger. (Ric-O-Lac, BMI) (2:20, 2:25)

**THE DRIFTERS**

★★★★ **Stranger on the Shore**—ATLANTIC 2143—Acker Bilk's big instrumental hit is handed its first vocal treatment by the group. Lead singer warbles with plain-

tive effectiveness. Should pull play and sales. (Mellin, BMI) (2:40)

★★★★ **What to Do** — Catchy rhythm rocker is sung with verve by lead chanter and group. Dual market side—pop and r.&b. (Sassy-Treadlew-Progressive, BMI) (2:45)

**JOHNNY TILLOTSON**

★★★★ **It Keeps Right on A-Hurtin'**—CADENCE 1418—Here's a new tune written by the chanter and it has strong country roots. Floyd Cramer type piano and a Nashville sounding chorus help things along. Should be watched. (Tanridge, BMI) (2:45)

★★★★ **She Gave Sweet Love to Me**—A ballad tribute to a gal who gave him true love. Tillotson hands the tune a persuasive reading against a stylish backing. Good wax that could step out. (Tanridge, BMI) (2:18)

**NELSON RIDDLE**

★★★★ **Route 66 Theme**—CAPITOL 4741—Here's the smart rhythmic theme music from the TV series "Route 66," and it gets a stylish piano lead over strings and big horn sounds. Jocks should like this. (Gower, BMI) (2:09)

★★★★ **Lolita Ya Ya** — Here's material taken from the score of the MGM film,

"Lolita." It's done in bright, upbeat rockish tempo with a group of young fems in a "ya ya" chorus. Listenable side. (Chappell, ASCAP) (2:33)

**WILLIE NELSON**

★★★★ **Touch Me**—LIBERTY 55439—Interesting country-styled tune with good lyrics is warbled with quiet charm by Nelson. Dual market item with appeal for both pop and c.&w. markets. (Pamper, BMI) (2:10)

★★★★ **Where My House Lives**—Another appealing reading by Nelson on country-type ditty with weeper-styled lyrics. Also a dual market item. (Pamper, BMI) (2:17)

**TROY SHONDELL**

★★★★ **Na-Ne-No** — LIBERTY 55445—Catchy nonsense-type novelty-rocker is sung with good humor and infectious tempo by Shondell and fem chorus. Teen appeal side. (Trio, BMI) (2:30)

★★★★ **Just Because**—Feelingful chanting by Shondell and fem chorus on pleasant gospel-flavored theme with familiar melody. Tuen is familiar classical melody. (Pamco, BMI) (2:46)

**THE TUNEWEAVERS**

★★★★ **Congratulations on Your Wedding**—CHECKER 1007 — Gal chirps with feeling and sincerity on touching weeper-styled rockaballad. Should pull both pop and r.&b. play. (Arc-RicMar, BMI) (2:15)

★★★★ **Your Skies of Blue**—Expressive reading by lead singer and group on exciting. (Continued on page 40)

### SINGLES REVIEW POLICY

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

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

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

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

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

## LONDON INTERNATIONAL

THE LEADER IN EUROPEAN HITS PRESENTS

A SMASH FROM FRANCE...

Bob Azzam

# AMEN TWIST

45-10802



Big All Over!

# "THAT'S A GOOD IDEA"

GROVER MITCHELL  
#429



Headed for the Top!

JERRY LEE LEWIS

# "I'VE BEEN TWISTIN'"

b/w  
"RAMBLIN' ROSE"

Sun #467

SUN RECORDS  
639 Madison Memphis, Tenn.

# 4-35

CAMEO/PARKWAY RECORDS, INC.

# "VIOLETTA"

RAY ADAMS

LAURIE-3118

THE CHORDETTES

Sing

# "THE WHITE ROSE OF ATHENS"

C #1417

CADENCE RECORDS  
119 W. 57th St. N. Y. C.

The pick of the new releases:

## SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 28

### Classical

**WAGNER: SELECTIONS FROM DER RING DES NIBELUNGEN**  
William Steinberg and the Pittsburgh Symphony Orchestra. Command CC11012SD—A fiery reading of great excerpts from Steinberg and the Pittsburgh Symphony. All are familiar and the LP should prove a strong selling item. The recording is expansive and the majesty and power of Wagner's music fairly leaps from the speakers. Included are "The Ride of the Valkyrie," "Magic Fire Music," "Siegfried's Rhine Journey" and "Siegfried's Funeral Music."



### Jazz

**MINGUS—OH YEAH**  
Charlie Mingus. Atlantic 1377 (M)—Mingus displays all of his vigorous jazz feeling on this album. The leader composed all the tunes and chants and sings and plays piano on the date. He seems to be everywhere, everywhere that is but on his usual instrument, bass. One of the really fine things about Mingus is that he always seems to keep an earthy touch no matter how wild the harmonies get, and that genius comes across with power here. Some of the colorful titles are "Devil Woman," "Eat That Chicken" and "Hog Callin' Blues."



### Semi-Classical

**GERSHWIN BY STARLIGHT**  
Hollywood Bowl Symphony. Capitol 8581 (M) SP 8581 (S)—This should be a hot item. It contains four melodic Gershwin compositions for piano and orchestra: "Cuban Overture," "Second Rhapsody," "Porgy and Bess Medley" and "I Got Rhythm Variations." They all get lively and colorful treatments from Leonard Pennario and the Hollywood Bowl orchestra conducted by Alfred Newman, all old hands with Gershwin and who really breathe life into the music.



## SPECIAL MERIT ALBUMS

### Pop

**THE NEARNESS OF YOU**  
Red Garland. Jazzland JLP 62 (M) JLP 962 (S)—This lovely album should appeal to a multitude of programmers and listeners. While the set will probably get its strongest reaction from the jazz market, Garland's beautiful interpretations of the all-standard ballad program could be a boon to the sweet music deejay looking for a respite from strings. On all but one track Garland is accompanied by bass and drums; the one unaccompanied track, "Lush Life," is an exceptional treat, but then so are most of the others.



### THREE EVENINGS WITH FRED ASTAIRE



A-J Choreo—Here's a solid collector's item for show music fans and veteran star Astaire's sizable following. Nostalgic, showmanly sound tracks from Astaire's three award-winning TV shows are spotlighted, featuring the star's personable delivery of great oldies (32 in all) and charming chatter about his career. Choreo is Astaire's own label. **JAZZ SPECIAL MERIT**

### COLEMAN HAWKINS GOOD OLD BROADWAY



Moodsville MV 23—Another magnificent performance by one of the great tenor sax masters, Coleman Hawkins. Hawk plays a variety of old and new standards here and touches each of them with his own particular brand of sensitive warmth. He is purposefully assisted by a rhythm team which features some brilliant solo work from pianist Tommy Flanagan. All of the eight tracks glow, but "I Talk to the Trees," "Strange Music" "Wanting You" shine just a bit brighter.

### HERBIE MANN AT THE VILLAGE GATE



Atlantic 1380—One entire side of this LP is devoted to a swinging performance of "It Ain't Necessarily So," while the other is divided between a treatment of "Summertime" and an original called "Comin' Home Baby," written by bassist Ben Tucker, who sits in with the Mann sextet on that selection. Throughout, the group improvises freely for wide, exhilarating stretches, showing imagination and flair as well as musicianship. Mann's flute dominates, but gets much help from vibes, bass and percussion. A strong entry.

### Classical

### SCHUBERT: MASS IN E FLAT MAJOR (D 950)



St. Hedwig's Cathedral Choir, Berlin; Berlin Philharmonic Orchestra. Capitol P 8579 (M) SP 8579 (S)—Power and contrast are the keynotes of a spectacular reading of this dramatic work. Only one other waxing is available, an elderly version which has been remastered for several labels and is hardly competitive. Leinsdorf has vibrantly shaped the grand outpourings of a 150-voice chorus and the Berlin Philharmonic in their full glory, with stereo adding greatly to the realism.

### Spoken Word

### THIS IS MY BELOVED



Laurence Harvey. Atlantic 1367 (M)—This is Atlantic's third album version of Walter Benton's 1943 best selling poetry book about a love affair. Laurence Harvey's reading is tasteful and moving and Herbie Mann's original music provides romantic, imaginative jazz backing. A quality item for the market.

## Reviews of New Albums

Continued from page 28

inevitable "Arrivederci Roma." Pleasant wax, full of spin possibilities for late evening jock segs.

"Diana," "Feel So Fine," "Blueberry Hill," "Be Bop a Lula," etc. The lad merits play with these offerings.

### ★★★★ THE BEST SONGS ARE THE OLD SONGS

Guy Lombardo. Decca DL 4268 (M) DL 74268 (S)—Here's a set devoted to the schmaltzy old time tunes, the kind people will always dance to and sing along with. The Lombardo band sounds fine here in its new stereo renditions of such oldies as "I'd Love to Live in Loveland," "Cuddle Up a Little Closer," "Apple Blossom Time," etc. Fine for dancers and romancers, particularly in the over-40 set.

### ★★★★ BEI MIR TWIST DU SCHON

The Temples. Ad Lib A 225—The Twist goes Borscht Belt in this collection. In the past there have been good commercial albums featuring Latin arrangements of Yiddish favorites. At this time, a Twist approach should do well, too. The collection consists entirely of standards, such as "Hava Nagila," "Bei Mir Bist Du Schon," "Tzena, Tzena," "Bublitchki" and "Yossel Yossel." Attractively done and adding up to a good quality dancing disk.

### ★★★★ JOHNNY HALLYDAY SINGS AMERICA'S ROCKIN' HITS

Phillips PHS 600-019 (S) PHM 200-019 (M)—The lad is the rage of the pop scene in France and here he gives American audiences a taste of his rocking, mildly-Prezleyish approach. The well-remembered rock hits selected include "Maybelline,"

### ★★★★ MR. OLIVER TWIST

Rod McKuen. Jubilee JGM 5013 (M)—Sparked by inclusion of his recent single, "Oliver Twist," this LP shows off several sides of Rod McKuen's talent. There are versions of two Ray Charles items: "Hallelujah I Love Her So" and "What'd I Say." But the bulk of the disk consists of Twist items, including a medley of nine folk and pop tunes of which a half dozen were penned by McKuen himself. His delivery has a dynamic quality that helps sell the tunes.

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### ★★★★ DEAN MARTIN FRENCH STYLE

Reprise R 6021 (M) Reprise 9 6021 (S)—This is Martin's first album for his friend Sinatra's label and the veteran vocalist does well. With more vocal control than he usually displays, Dean Martin provides a very listenable program of mostly romantic and nostalgic standards associated with France. Most successful are "C'est Si Bon," "April in Paris," "Gigi" and "La Vie en Rose." The selections were arranged and conducted by Neal Hefti. Martin's many fans will be asking for this one.

### ★★★★ WILD WONDERFUL WYNONA

Wynona Carr. Reprise R 6023 (M) R 9 6023 (S)—Here's a gal with a strong, exciting and individual vocal styling. Wynona Carr, whose gospel background provides her with a fine sense of rhythm and a real swinging sound, gives out with a varied selection of tunes, some arranged by Jerry Long and most by Neil Hefti. The Long arrangements truly suit Miss Carr's pulsating style and the standout band here is "Strange." Others include "Don't Come Crying to Me," "Bring Back the Blues," "So Long" and "My Faith."

### ★★★★ ONE TWO THREE WALTZ

Roger Wayne and his Ork. Musicor M 2002 (M) S 3002 (S)—A delightful set here

(Continued on page 39)

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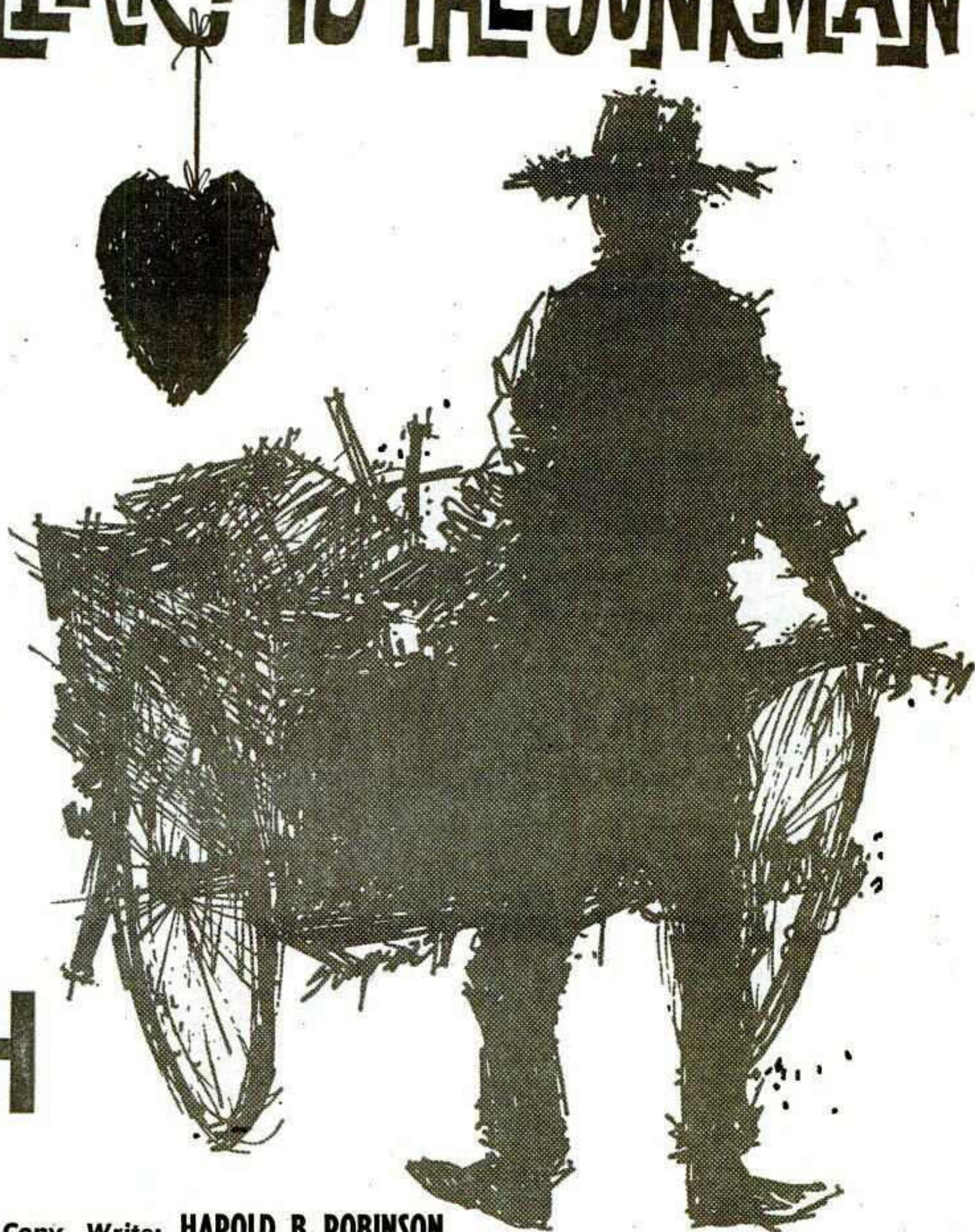
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**ARTISTS' BIOGRAPHIES**

For your programming use, here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards, these biographies will help you build a convenient file of such data.

**ARTHUR ALEXANDER  
(Dot)**



**PERSONAL MANAGERS:** Noel Ball-Richie Becker. **BOOKING OFFICE:** G.A.C. **AGE:** 21. **HOMETOWN:** Sheffield, Ala. **EDUCATION:** High school. **HOBBY:** Basketball. **BACKGROUND:** Alexander started his singing career only five years ago. He entered many amateur contests and usually won. It was while Alexander was working in a hotel as a bellhop that he was discovered by Dot Records' a.&r. man,

Noel Ball. Ball heard him sing, asked the lad to audition and signed him to a recording contract. The new Dot recording artist is presently on a cross country personal appearance tour.

**OTHER MUSICAL INTERESTS:** Alexander is also a songwriter and several of his songs have already been recorded, including his own current hit waxing on the Dot label. **LATEST SINGLE:** "You Better Move On."

**LESTER LANIN  
(Epic)**

The following biographical data on Lester Lanin was inadvertently omitted from the April 7 "Today's Top Talent" section of the Spotlight on Record Programming.

**BOOKING OFFICE:** Lester Lanin Orchestras, Inc. **BIRTHDAY:** August 26, 1912. **HOMETOWN:** Philadelphia. **EDUCATION:** College. **HOBBIES:** Reading, sports, collecting antiques. **BACKGROUND:** Well-known society band leader, Lester Lanin, has played at numerous niteries and hotels. His company, Lester Lanin Orchestras, Inc., sends as many as 30 orchestras out on engagements in one evening and employs as many as 660 musicians a year.

**LATEST SINGLE:** "Bells" b-w "Bow and Arrow." **LATEST ALBUM:** "Twistin' in High Society," Vol. 2. **PREVIOUS HITS:** (All LP's) Twistin' in High Society, Vol. 1; Lester Lanin's Christmas Dance Party; At the Tiffany Ball; Cocktail Dancing; Dancing to the Music; Dancing at the Mardi-Gras; Dancing on the Continent; Goes to College; Plays Latin; Plays the Madison Avenue Beat; Have Band, Will Travel; High Society; Dance to the Lester Lanin Beat.



**PROGRAMMING  
PANEL**

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

**THE QUESTION**

**What is your opinion of the recent music programming changes made by stations in the New York market? (Asked of three New York City station execs.)**

**THE ANSWERS**

**DON LUFTIG**

**Program Director, WINS**

WINS is the pace-setting station in New York that started the dramatic change to better music via the Sinatra Spectacular. Proof that the WINS move was the right one is the fact that 18 stations throughout the country have followed suit. Sponsor and audience acceptance has been excellent. WINS has started a definite trend.



**STEPHEN B. LABUNSKI  
Manager, WMCA**

There is no better proof of people's continuing interest in radio than the tremendous excitement and publicity surrounding recent music changes by two New York stations (WHN and WINS). From WMCA's standpoint, we have obviously gained a marked advantage, by remaining consistent over a long period of time. Our sound is familiar to listeners who like a broad range of popular music—and know where to find it.



**ROY M. SCHWARTZ  
Operations Manager, WHN**

WHN's new programming is good music with a friendly, happy personality. Why the change? First, because of the wide criticism of teen music. Second, because there are successful good music stations to emulate. Third, because of the challenge. Other New York stations have converted to similar programming in anticipation of WHN's thrust in the New York area. Wouldn't it be wonderful if other stations stopped playing "follow the leader" and fulfilled their obligation to create and offer audiences something new and sound? WHN has led the way. Who's next?

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**VOX JOX**

By JUNE BUNDY

**GIMMIX:** Free-lance programmer Bill Gavin notes: "Any deejays interested in continuity drop-in bits—timing from 60 to 90 secs—get in touch with Pete Myers, WNEW, New York. He calls his continuity service, Dinky Dramas, Inc. . . . Station KAYO, Seattle, which started initial distribution of its "Sing Along" survey with 2,000 each week, is now printing 6,000 per week. The survey is distributed to every record and music store in the Pacific Northwest, and to a large private mailing list.

**PROGRAMMING:** Station WIND, Chicago, staged a 30-hour "Big Band Bash" last week, starting at 6 p.m., April 10 and running until midnight April 11. The marathon show featured the recorded music of the 1930's and 1940's by Goodman, Kemp, etc. . . . Station WCUE, Akron, Ohio, presented a seven-hour salute to Frank Sinatra last Sunday (8). The story of the singer's career was related by the show's hosts Rick Reighard and Bob Ancel, and Sinatra wax was programmed on the basis of a drawing. Listeners were asked to submit titles of their favorite Sinatra disks and cards were drawn every 30 minutes. Dialers whose cards were drawn won copies of Sinatra's new album.

**KDAB'S SILVER DOLLAR SURVEY:** Station KDAB, Arvada, Colo., has launched a new "Untouchable Sound" format, which combines country and western music with a new Silver Dollar Survey of top c.&w. hits in the Denver-Arvida areas. The "Untouchable Sound" was kicked off by having local Denver University students (dressed as 1920 gangsters, with pop machine guns) ride around town in an old Ford visiting shopping centers and record stores to plug the new format. The outlet is the "first completely formatted country music station," according to program director Ted Atkins. Country picks are tagged "Silver Dollar Scooters" and KDAB jocks are giving away silver dollars in various on-the-air promotions and contests. The survey is distributed (6,000 copies each week) to all area record shops and a mailing list of listeners in 13 Western States. Station jockey line-up includes Atkins, Larry Green, Jack Diamond, and Chuck Kelley.

**TEEN-AGE DEEJAY:** Jack Alix, 19-year-old deejay, is now doing a two hour night show, Monday through Saturday, 9-11 p.m. on WEEL, Fairfax, Va. Teens are participating—giving weather reports, school news, etc. For the past two years Alix has been active in the record hop promotion field in Washington, D. C. He writes: "The difference in our record hops is that every record is programmed before hand, and it runs as smoothly as a four hour show." Even before he obtained his air show, Alix published a weekly "Teen-A-Thon" top 50 sheet, which has about 1,400 members. All records listed on the sheet are made available at 55 cents to members at Record City, a Washington, D. C. disk chain. Alix also writes a "Teen Ten of the Week" column for the Washington Star's weekly "Teen" magazine. His hops feature such segs as mystery vocalist contest, oldies but goodies, wax wizard contest, battle of the disks, teen talent showcase, and Top 50 bulletins.

**CHANGE OF THEME:** Jack Lazare, WINS, New York, has started interviewing comedy stars on "Funny Bone Time" seg (3-3:30 a.m.) of his all-night show. Henceforth when Lazare has guests this segment will run from 2 to 3:30 a.m. . . . Howie Leonard, ex-WLOB, Portland, Me., has joined WLAM, Lewiston, Me., in the 2-6 p.m. time period. . . . Jim Rogers is leaving KGLF, San Angelo, Tex., to join KWFR, same city, as deejay-assistant engineer. He will also attend San Angelo College this fall. . . . Rod Roddy, formerly with KYW, Cleveland, is now working as a free lance radio-TV

*(Continued on page 34)*

**NEW FORMAT**

**Sale of WINS Might Mean Return to Rock**

• Continued from page 6

the only pop station in town not operated by a chain. Storer owns WHN; Metropolitan owns WNEW; Bartell and McFadden own WADO, and WNBC, WABC and WCBS

**Ford TV Hoopla Aids Radio Show**

SPRINGFIELD, Mo.—National hoopla surrounding Tennessee Ernie Ford's recent return to television has spurred new sales activity for the ol' pea-picker's radio series, too.

John Mahaffey and Si Siman's RadiOzark Enterprises, Springfield, has set the show for an immediate start on KTNT, Tacoma, Wash.; WMAZ, Macon, Ga.; KGAK, Gallup, N. M.; WSCM, Panama City, Fla.; KTUE, Tulsa, Tex.; WIPS, Ticonderoga, N. Y.; WGFA, Watseka, Ill.; WBUY, Lexington, N. C., and a renewal has been signed with KIFW, Sitka, Alaska.

RadiOzark's "Red Foley Show" was bought by KDOZ, Hutchinson, Minn.

are network flagships. WOR spotlights a flock of talk shows, and is owned by the RKO General chain.

Station WINS features a format similar to that of WNEW here—moderate pop music and heavy emphasis on news, special events and public service-type programming, so a big battle for audiences is expected to shape up between the two outlets.

The competitive nature of the broadcasting business is pointed up by the fact that both of Westinghouse's top broadcasting execs, Dick Pack and Bill Kalland, were once program directors of WNEW. Two WINS deejays, Jack Lazare and Lonny Starr, were long-time staffers at WNEW. Bill Schwarz, WNBC's new program manager; WNEW program director Mark Olds and Grady Edney, national program director of Storer Broadcasting and responsible for the WHN operation, were teammates at Westinghouse's Cleveland outlet, KYW, as producer-directors seven years ago.

Meanwhile, Westinghouse is negotiating to buy still another station—KLAC, Los Angeles, for a reported \$5 million.

**YESTERYEAR'S HITS**

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

**POP—5 Years Ago  
April 20, 1957**

1. All Shook Up, E. Presley, RCA Victor
2. Little Darlin', Diamonds, Mercury
3. Round and Round, Perry Como, RCA Victor
4. Party Doll, B. Knox, Roulette
5. Come Go With Me, D. Vikings, Dot
6. Gone, F. Huskey, Capitol
7. Why, Baby, Why! Pat Boone, Dot
8. Butterfly, A. Williams, Cadence
9. I'm Walkin', F. Domino, Imperial
10. Butterfly, C. Gracie, Cameo

**POP—10 Years Ago  
April 19, 1952**

1. Wheel of Fortune, K. Starr, Capitol
2. Blue Tango, L. Anderson, Decca
3. Blacksmith Blues, E. M. Morse, Capitol
4. Guy Is a Guy, Doris Day, Columbia
5. Cry, J. Ray, Okeh
6. Any Time, E. Fisher, RCA Victor
7. Perfidia, Four Aces, Decca
8. Kiss of Fire, G. Gibbs, Mercury
9. I'll Walk Alone, D. Cornell, Coral
10. Pittsburgh, Pennsylvania, G. Mitchell, M. Miller, Columbia

**RHYTHM & BLUES—5 Years Ago—April 20, 1957**

- I'm Walkin', F. Domino, Imperial  
Lucille, Little Richard, Specialty  
All Shook Up, E. Presley, RCA Victor  
Come Go With Me, D. Vikings, Dot  
Little Darlin', Diamonds, Mercury

- School Day, C. Barry, Chess  
Party Doll, B. Knox, Roulette  
Just Because, L. Price, ABC-Paramount  
Next Time You See Me, Little Jr. Parker, Duke  
It Hurts To Be in Love, A. Laurio, DeLuxe

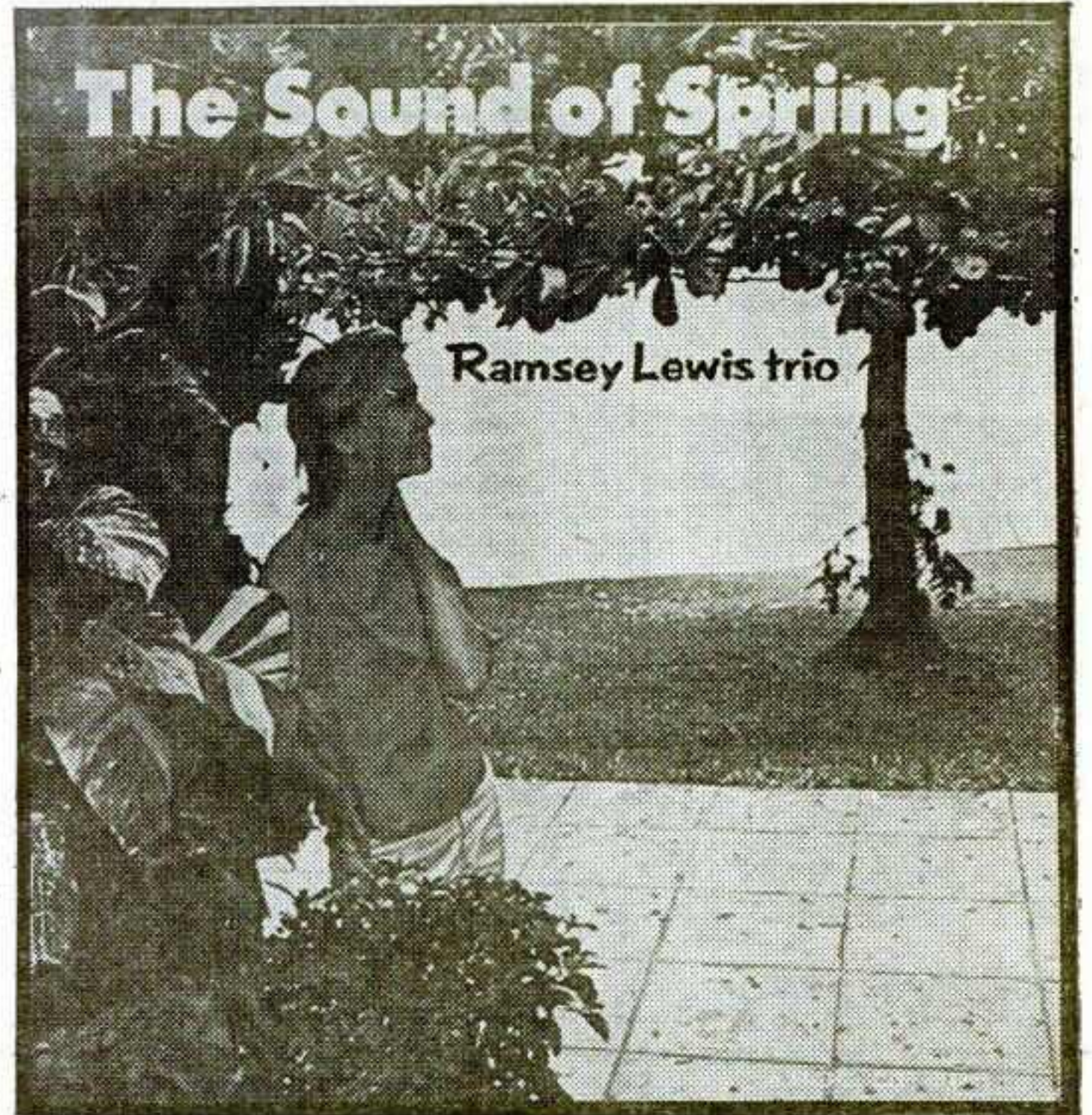
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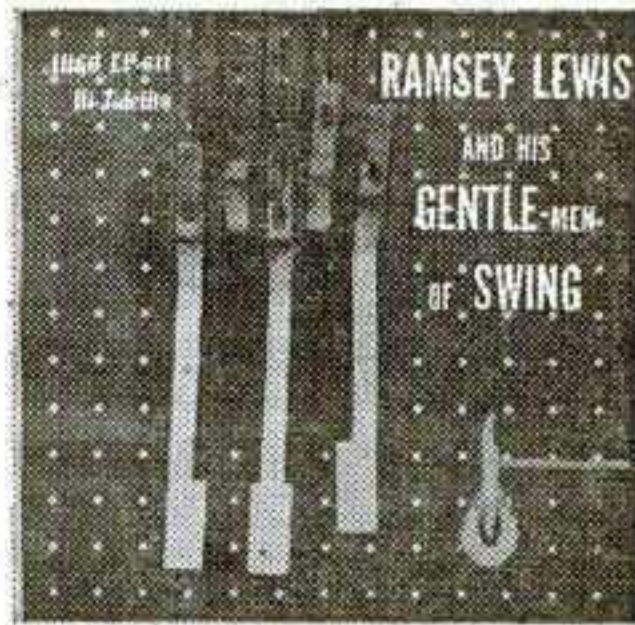
# "Sounds of Spring"



ARGO 693/693S

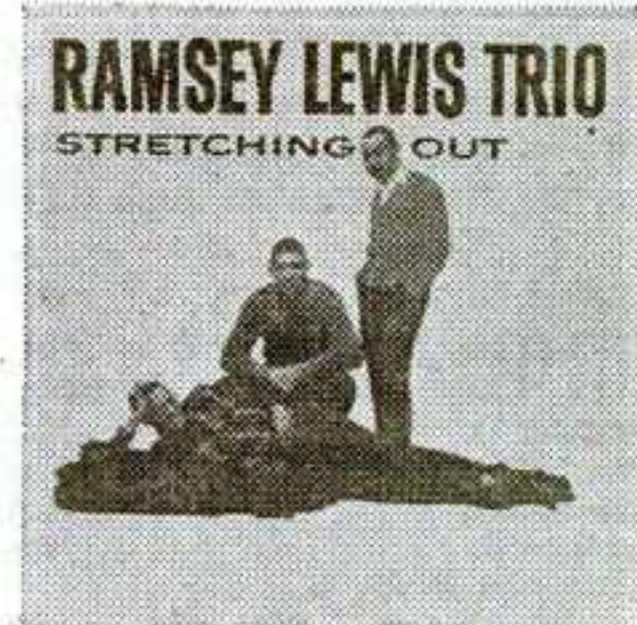
**GENTLEMEN  
OF SWING**

ARGO 611



**STRETCHING  
OUT**

ARGO 665/665S



**GENTLEMEN  
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ARGO 627



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Billy Allyn #826

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Gene & Freddie #827

**DOOTO**  
REG. U.S. PAT. OFF.

# VOX JOX

Continued from page 32

performer in Chicago, and is currently subbing for vacationing Ernie Simon on WJJD, Chicago.

Station KHJ, Hollywood, debuted a new Sunday "Top Star" format, "Six for Sunday," last week. From noon till 6 p.m., KHJ jocks (Foster Brooks and Cal Milner) will concentrate on the wax of certain top artists. For example, on the first day, April 8, Brooks played only Guy Lombardo, Mitch Miller and Roger Williams; and Milner spun only Bing Crosby, Lawrence Welk and Perry Como. Also new at KHJ is Walter O'Keefe's Tuesday afternoon remotes from the Hollywood Brown Derby. O'Keefe plays records and interviews show business personalities and tourists.

The new deejay line-up at WAED, Providence, R. I., is as follows: Joe Kaye, program director and deejay (1-4 p.m.); music director Charley Pell, 6-10 a.m.; Red Reginald, 10 a.m.-1 p.m.; Neal Haber, 4-8 p.m.; Steve Schiff, 8 p.m.-midnight; March Rose, midnight-6 a.m. . . . New staffer at WINF, Hartford, Conn., is Wayne Hickox, formerly with WATR, Waterbury, Conn., and ex-p.d. of WTOR, Torrington, Conn. . . . John Schultz, KCRT, Trinidad, Colo., needs wax for a "varied format," which features, "Top 100, rocking, blues, easy listening and country and western."

John G. DeMarco, sales manager of KGMB and KHBC, prior to joining KGMB (as program director) was with KULA, Honolulu, for six years. . . . Harvey Hudson, Dave Lyman and Tom Kita—all of WLEE, Richmond, Va.—originated nine hours of broadcasting from the lobby of the Cape Fear Hotel in Wilmington, N. C., during the North Carolina Azalea Festival this month.

**WANTS SHORTER RECORDS:** Gene Nelson, program director of WSAI, Cincinnati, writes: "I have a (friendly) complaint to register with recording companies—too many long-g-g-g records. It's just too darn difficult to program a 3½ or 4-minute record on a station with a tight format. WSAI has a tighter commercial policy than most of the stations in the country, so if we have a problem I can imagine what the situation must be at stations with heavier commercial loads. Record companies are constantly complaining that they can't get their records exposed. I guarantee they'll get more exposure for a 2-minute or 1½-minute record (bless Hayley Mills) than they will for a 4-minute epic. Have a heart."

## WITH THE COUNTRY JOCKEYS

Two old pros of the country music business, Tom Brennen and Jolly Joe Nixon, are owners of KVRE, new country station which bowed recently in Santa Rosa, Calif. The lads are in need of programming material and ask that artists and diskeries lend a hand in the way of new releases. Their address: 2555 Bennett Valley Road, Santa Rosa. . . . Another plea for spinning material comes from Allen Fowler, who whirls country wax three hours daily on KFLD, Floydada, Tex. . . . Slick Norris, currently three-sheeting Webb Pierce's "Crazy Wild Desire," Del and Sue Smart's "To Cry Alone," Sonny James' "Brown Mountain Light," Al Brumley's "Welcome Home Again" and Warren Smith's "Bad News Gets Around," invites deejays to pipe in for promotion platters. Put your request on your station's letterhead. Slick gets his mail at P. O. Box 653, Highlands, Tex.

"It's interesting to recall," writes Johnny Daume, who spins the country music show bearing his name on WJRL, Rockford, Ill., "that when I kicked off the c.&w. show on WJRL three months ago my boss was just a little afraid of country music and I had to take the job on a 60-day trial basis. Now, with every commercial availability on the show taken, the only people in Rockford who are afraid of country music are our competitors. Guess why!!!" . . . The Ott Stephen Fan Club has available deejay copies of Ott's new Fairlane release, "Big

Boys Don't Cry." Drop a line on your station letterhead to Teresa Simpkins, Route 4, Box 670, LaFayette, Ga.

Chet Odom has succeeded Joe Thompson as manager of KHAT, country music station at Phoenix, Ariz. Jerry Sawyer is KHAT's new sales manager. . . . Don Trifiletti reports that LDR Records in Sweden has purchased the rights to his composition, "List'nin' to a Cowboy's Serenade," and will record it in Swedish by Chico Schnelzer for release in the Scandinavian countries. The song was recorded originally by the Wayfarers on the Magnifico label a year ago. Carlo Rossi, of Magnifico Records, 151 Gertrude Road, Mamroneck, N. Y., invites deejays to write in for a sample.

Nearly 7,000 country music fans turned out Sunday, April 8, at the Memorial Building, Kansas City, Mo., to honor promoter Harry (Hap) Peebles on his 12th anniversary of bringing top c.&w. attractions to the city. Participating in the anniversary show were Red Foley, Roy Acuff and His Smoky Mountain Boys, Tex Ritter, Hank Morton, Kathy Perry, Uncle Cyp Brasfield, Speedy Halworth, Bobby Lord, Shawna Lawrence, Wilma Lee Cooper and Merl Lindsay and his band. . . . Kenny Roberts, regular on WWVA, Wheeling, W. Va., is routed for Trenton, N. Y., April 25; Greenbrook, N. J., 26; Wilkes-Barre, Pa., 27; Binghamton, N. Y., 28; Youngstown, Ohio, 29, and Washington, Pa., 30.

# BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	TITLE, ARTIST, LABEL	From this week's Hot 100	Weeks on Hot 100
1	3	STRANGER ON THE SHORE, Mr. Acker Bilk, Atco 6217		6
2	1	DON'T BREAK THE HEART THAT LOVES YOU, Connie Francis, MGM 13059		11
3	2	MIDNIGHT IN MOSCOW, Kenny Ball, Kapp 442		12
4	8	P.T. 109, Jimmy Dean, Columbia 42338		4
5	9	FUNNY WAY OF LAUGHIN', Burl Ives, Decca 31371		3
6	6	ANYTHING THAT'S PART OF YOU, Elvis Presley, RCA Victor 7992		6
7	13	OLD RIVERS, Walter Brennan, Liberty 55436		3
8	4	COME BACK SILLY GIRL, Lettermen, Capitol 4699		10
9	10	TWO OF A KIND, Sue Thompson, Hickory 1166		6
10	15	EVERYBODY LOVES ME BUT YOU, Brenda Lee, Decca 31379		2
11	12	CATERINA, Perry Como, RCA Victor 8004		4
12	7	WHERE HAVE ALL THE FLOWERS GONE, Kingston Trio, Capitol 4671		14
13	14	YOU ARE MINE, Frankie Avalon, Chancellor 1107		5
14	5	SHE'S GOT YOU, Patsy Cline, Decca 31354		13
15	11	MOMENTS, Jennell Hawkins, Amazon 1003		5
16	17	I WILL, Vic Dana, Dolton 51		4
17	16	THE BIG DRAFT, Four Preps, Capitol 4716		4
18	18	CHAPEL BY THE SEA, Billy Vaughn, Dot 16329		6
19	—	COUNT EVERY STAR, Linda Scott, Canadian-American 133		3
20	—	MOST PEOPLE GET MARRIED, Patti Page, Mercury 71950		1

## LABEL-DEEJAY PROMOTIONS

By NIKI KALISH

**DETERMINED DEEJAY:** Jack Dalton, program director of Station WGUY, Bangor, Me., gave a big assist to Bigtop Records' latest promo effort on Toni Fisher's new waxing of "West of the Wall." It is reported that Dalton, acting on a tip that the Fisher disk was showing action in the Hartford-Worcester-Boston area, locked himself in a studio of the station and proceeded to repeat the platter for a 24-hour period.

Danny Davis, Bigtop's national promotion manager, reports the "Bangor, Me., police department was flooded with over 5,000 phone calls, and the station's own lines were completely put out of commission by a barrage of inquires." Davis further states, "Jack's particular brand of exploitation on 'West of the Wall' has given the record the impetus it needed, and has served to alert the rest of the jockeys to it. It's thrilling that guys like Jack Dalton are still creating the excitement that makes this business what it is."

When asked if the gimmick paid off, Davis quotes Don Dumont, Bigtop's Boston distributor, "To me, 'West of the Wall' means the inside of the bank."

**MGM PLUGS "STRIPPER":** MGM Records distributors throughout the country are employing models to deliver copies of the new David Rose single tagged "The Stripper." The lovely ladies, dressed in bathing suits, have been photographed with many of the lucky local disk jockeys, record librarians and program directors. Key dealers in each city are also garnering visits from the glamour dolls.

**MORE CROSBY PROMOS:** Sparked by the Decca release of Bing Crosby's 15 LP release recently, stations and local Decca distributors all across the country have come up with contest and gimmicks for promotion. Latest to come across this desk are: At KTNT, Tacoma, Wash., program director, Don St. Thomas, set up an entire day recently to play all of the Decca-Crosby LP's, plus the music of other greats of the middle 30's and 40's, including Glenn Miller and Tommy and Jimmy Dorsey. The station with the local distributor promoted the "special" with newspaper and air-plugs using the artists in the background. The Tacoma outlet reports "phone calls brought forth dozens of 'memory' requests from listeners."

In Atlanta, Ga., WSB radio's "Der Bingle" contest asked its listeners to write in (with no word limit) and complete this statement: "If I could sing like Bing. . . ." The post card entry judged best won the complete set of Decca high fidelity albums containing Crosby's greatest song hits.

**ANNUAL STATION THANK YOU:** Jack Palvino's at WBBF, Rochester, N. Y., writes that the station has set Friday, May 26, as the date for their fourth Annual WBBF Family Prom at the Rochester Community War Memorial. Palvino says, "Last year 10,000 people were entertained by Jack Scott, Janie Grant, Gene Pitney, Tony Orlando, Brian Hyland and others." This is the Rochester outlet's yearly "thank you" to its listeners for their loyalty. No admission is charged and record artists interested in appearing should contact Jack Palvino.

when answering ads . . .

Say You Saw It in Billboard Music Week



# BERT'S BACK

WITH ANOTHER

# KAEMPFERT KLICK



# that HAPPY feeling

c/w TAKE ME



31388

**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 UNDER \$30**

Pos. This Issue	Pos. 1/20/62 Issue	Brand	% of Total Points
1	1	Decca	45.6
2	6	Symphonic	9.0
3	2	Capitol	8.0
4	—	Philharmonic	5.5
5	—	Zenith	4.4
6	—	Phonola	3.7
		Others	23.8

**Dealer DISC Combine to Promote Disks Via Radio**

JERSEY CITY, N. J.—Dealers in Sound Corporation, a dealer buying co-op which started quietly in this area two years ago, has been slowly gaining strength. Until recently, because of the delicate nature of the operations of buying product for its member dealers, the operators of the DISC combine have chosen to move quietly and cautiously.

The co-op now believes it has gained a solid foothold and has adopted the strategy of publicizing itself and its dealers broadly. Part of this program now includes a five-day-a-week campaign of spot announcements on WVNJ, an all-album programming radio station in Newark. Each day there are six announcements, in each of which a different group of member dealers are mentioned.

**Formats Change**

A spokesman for DISC, commenting on the long-planned broadcast campaign, noted: "First we had planned to go on WMGM, but they changed their format. Then we then we looked WINS over and they changed their format. Then we

planned on using WNJR, a swinging top 40 kind of station, but we had a change of heart there too. We finally decided that we don't have to get the kids back to the stores. They come in anyway. We should go after the adults, so we settled on WVNJ, which uses only albums."

In reference to DISC itself, the spokesman remarked: "When we started, we got an awful lot of opposition from distributors. Some of them were getting real tough on our members in their individual dealings. But we've become so independent now that the distributors have taken a completely different attitude toward us. They are nice as pie. Frankly, though, we are still getting probably 80 per cent of our merchandise from out of town. We just can do much better that way," the spokesman said.

**After Rack Deal**

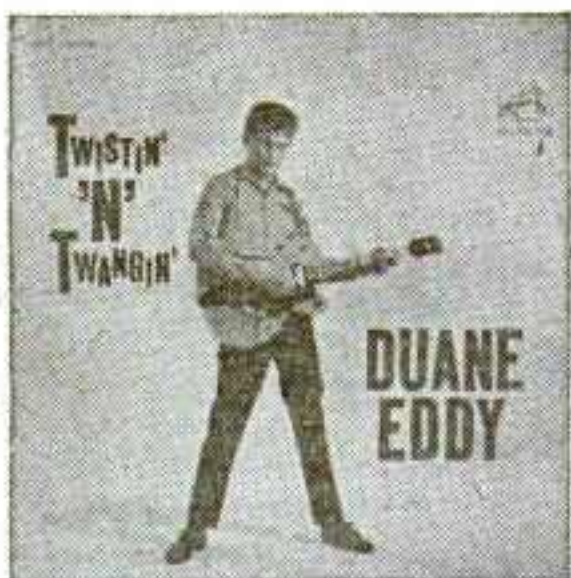
"Frankly, we are buying with the intention of making any regular \$2.47 wholesale album available to our members at \$1.99 or less.

*(Continued on page 38)*

**ALBUM COVER OF THE WEEK**



**JAZZ WITH A TWIST**—Slide Hampton, Atlantic 1379. Here's a bright and attractive cover by Loring Entemey for jazz sections or window display. The clever, multi-colored caricature of the artist is on a red, white and black background.



**TWISTIN' 'N' TWANGIN'** — Duane Eddy, RCA Victor LSP 2525. A handsome cover with a full-color photo of the artist on a light background that should please his many fans. Potent display material for pop sections, special Twist music sections or window display.

**RCA's Best Yr. Since '51**

NEW YORK—RCA Sales Corporation has just chalked up its best first quarter sales volume in home instruments since 1951. Delbert L. Mills, operating vice-president, noted that sales of "Victrola" phono and tape recorders, as well as TV and radio were up 69 per cent over the first quarter of 1961.

Total color TV set sales were the best of any quarter since the company began marketing color. Phono sales, too, enjoyed the best first quarter sales in the firm's history, with unit sales 120 per cent ahead of last year. Tape recorder business, too, "maintained a record-breaking unit sales pace with the new line of tape cartridge instruments surpassing last year's business by a substantial margin."

**'Music Man' Push Swings Sales Up**

NEW YORK — A three-way contest promotion, recently kicked off by Webcor, Richards Music Corporation, and Warner Bros. Pictures, has resulted in a 136 per cent increase in sales of Webcor tape recorders, according to a comparison of sales in January and February 1962 as against the same months last year.

The contest is tied into the Warner Bros. film version of the Broadway hit, "The Music Man," by Meredith Willson. The contest offers prizes of \$162,000 to young musicians across the country, who have merely to submit a three-minute taping of their performance on an instrument of their choice. There will be local, regional and national winners.

According to Webcor Marketing Vice-President James J. McLaughlin, distributors have recently opened 450 new Webcor dealerships. This is attributed to the interest generated by the "Music Man" promotion.

**Audio Plastics Has Ultra-Thin Disks**

NEW YORK — Audio Products Associates, Inc., producers of ultra-thin, plastic, bendable disks, has embarked on a general expansion, according to Matthew B. J. (Bud) Quinn, president of the firm. Quinn, at one time, was sales manager of the Rank Audio Plastics firm, a wing of the international Rank organization. When Rank discontinued operations, Quinn and Harold Friedman, who has headed the Rank firm, initiated the new company.

Quinn said the expansion was due to a growing demand for the thin (.004 inch) disks, which can be incorporated into books, magazines, promotion folders and other printed materials. The disks can be produced in varying shapes and colors at a cost of about 6 cents per record. They can also be produced at any speed and in mono or stereo.

**Middlesex Furniture Bought by Clairtone**

TORONTO — Clairtone Sound, leading Canadian stereo phono manufacturer, and one which started exporting to the United States early in 1960, has acquired its own furniture manufacturing facilities. The firm has purchased Middlesex Furniture Company,

*(Continued on page 38)*

**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.

**WARNER BROS.**—Expires April 27, 1962. Started April 1, 1962. April Discount Days. Label is offering a 25 per cent merchandise discount on entire album catalog plus three new releases.

**DOLTON**—Expires April 30, 1962. Started April 1, 1962. Dolton Dividend Month Program. A 15 per cent cash discount on entire album catalog.

**DOT**—Expires April 30, 1962. Started April 8, 1962. Spring Bonus Plan. Label is offering 2-for-10 on complete mono and stereo LP and EP catalog.

**EPIC**—Expires April 30. 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.

**MERCURY**—Extended through April 30, 1962. Started March 1, 1962. David Carroll Month Plus 2. One album free for every six purchased on complete Carroll catalog of 18 LP's plus his latest package, "Dance to the Movie Themes." One for nine on the 14 new March album release, including two new F:35d "PPS" LP's. Fifteen for 100 on 36 albums in the "Highlight" series. See page 4, March 10 issue, for details.

**MERCURY**—Expires April 30, 1962. Started April 1, 1962. For this month only the label is offering 30 free singles for each set (of 100 singles) purchased from the Celebrity Series plan.

**MGM**—Expires April 30, 1962. Started April 8, 1962. The 21 Channel Sound. Ten per cent discount offered on label's new 21 Channel Sound series. Details available through distributors.

**MGM**—Expires April 30, 1962. Started April 8, 1962. April Festival of Soundtracks and Movie Music. Through distributors, label is offering one LP free for soundtrack and movie music albums.

**AUDIO-FIDELITY**—Expires May 4. Started April 8, 1962. Special promotion on "More Best of the Dukes of Dixieland," a new set carrying suggested list of \$2.98. In addition, dealers are offered pre-pak counter merchandiser containing 10 mono, 10 stereo and two free stereo LP's by the Dukes. Also offered in 20 per cent discount on four new releases, plus entire catalogs of Dukes of Dixieland and Al Hirt.

**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.

**KAPP**—Expires May 15, 1962. Started April 9, 1962. 10 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.

**CAMEO-PARKWAY**—Expires August 31, 1962. Started March 1, 1962. Plan features a prepak 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.

**ARD Meeting Will Lay Plans for Anti-Loss Leader Legislation Drive**

NEW YORK—"It will be a do or die meeting." That's how Association of Record Dealers president, Mickey Gensler, described the session now set for Tuesday (17). The meeting will be held in the Hotel Park Sheraton here at 8:15 p.m.

Gensler said a prime topic of discussion would be the need for an anti-loss leader law covering numerous fields of retailing, including records. Gensler has already exchanged views on this with officials of local furniture and drug associations, with the hope of eventually presenting a united front to Congress in seeking legislation in this area.

Akin to this subject will be a discussion of what has come to be known as "the Alexander situation," a matter which inspired a letter from New Jersey dealer Ernest Weinberg to various congressmen and other federal government functionaries last week. Alexander's, like a number of other large

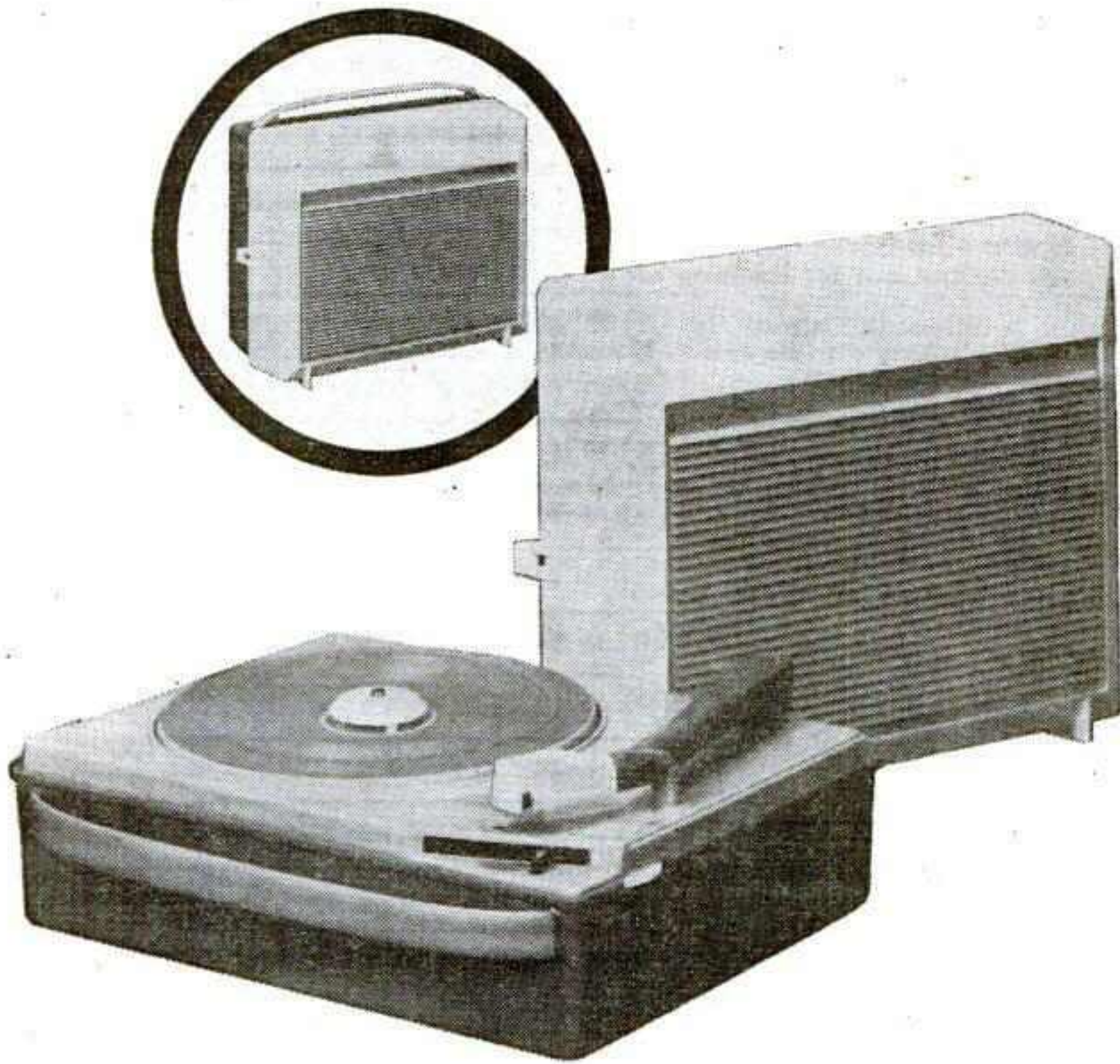
stores in the area, has been selling numerous titles at prices below normal wholesale cost.

Gensler himself, meanwhile, has written a similar letter to Paul Dixon, head of the Federal Trade Commission, on the same problem. Gensler and Lou Shaprio, treasurer of the local ARD chapter of SORD, urged all dealers in the area to come to the meeting. "The board members can't solve all the dealer problems by themselves," said Gensler, "And I hope a lot of the fellows will turn out."

**Savoy Signs Gospel Acts**

NEW YORK — Savoy Records President Herman Lubinsky has signed Chicago gospel singers Robert Anderson Jr. and Myrtle Jackson to long-term contracts. At the same time, Lubinsky released 15 new records, including sides on his Savoy, Sharp and Gospel labels.

# A NEW SURE CURE FOR THAT SUMMER SLUMP... MERCURY PHONOGRAPHS!!!! TWO GREAT NEW PORTABLES WITH SALES FEATURES NEVER BEFORE OFFERED AT SUCH QUALITY IN THIS PRICE RANGE



## FULLY TRANSISTORIZED PORTABLE

A natural gift for graduation . . . birthdays . . . Goes anywhere . . . operates on inexpensive flashlight batteries . . . delivers big sound . . . Weighs only eight pounds . . . operates at all four speeds.

MADE IN HOLLAND BY PHILIPS



## FULL STEREO REPRODUCTION

Two powerful speakers . . . big set sound . . . separate tone and volume control . . . solid wood cabinet in two-tone gray simulated leather . . . turnover cartridge plays records at all four speeds . . . automatically intermixes 7", 10" and 12" records.

CHECK WITH YOUR MERCURY RECORD DISTRIBUTOR



# MUSIC AS WRITTEN

Continued from page 19

program, will also come in next week with his new offering, "Keep It Up," also on Warner Bros.

The Metropolitan Theater which has housed the Metropolitan Opera for several years since the demise of the Boston Opera House reportedly coming under the Sack Theater chain banner as a movie house. It will be under a 10-year lease from the new owners, the New England Medical Center, which has plans for it in the future. . . . The Lennon Sisters will need lots of support next week from their Boston fans. They'll be playing Blinstrub's the week of Lent and will open the night of the Academy Awards. . . . Dinah Washington proved such a success at the Revere Frolics nightspot that she was held over for a second week. Cameron Dewar

## Middlesex Sold

Continued from page 36

Strathroy, Ont., which will now devote 95 per cent of its production to the making of Clairtone cabinets.

Clairtone, which started in business in 1958, has managed to

double sales volume each year since. Since invading the U. S. market, it has set up its own national sales force here with the result that 1961 sales increased four-fold over the previous year. Consolidated sales for 1961 were \$3,500,000 and the firm is shooting for \$7,500,000 this year overall.

If you like the sweet smell of success—you read your businesspaper carefully and regularly. You know there's no other place you can get so much of what you need to be outstanding in your job, or in your field, as the information you find concentrated in the advertising and editorial pages . . . of your businesspaper.



PHOTO ON LOCATION BY EHRENBERG

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

where there's record/phono business, there's

# BILLBOARD MUSIC WEEK



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

## UA to Debut Kidisk Line at Miami Meeting

NEW YORK — United Artists Records is branching out into the children's record field, and will introduce a new kiddie line at its distributor sales meeting in Miami Beach, Fla., in June, along with its entire fall merchandise.

The line will feature 30 standard titles with 10 packages scheduled for the initial release. The albums will dramatize well-known kiddie stories with music provided by the Hollywood Studio ork. The LP's will be made available at two prices—99 cents for the LP alone; \$1.98 for a de luxe package featuring a storybook to color.

The line will be backed by an extensive promotion and merchandising program, including advertising, window and in-store displays and special containers for the full series.

Meanwhile, UA prexy Art Talmadge reported that for the first quarter of 1962, UA Records "will show a substantial increase in gross sales volume over the comparable period in 1961."

## Unique Singles Club

Continued from page 10

from the completed singles tickets, thereby, making its singles record club members eligible for a third benefit, that of winning a special prize. These will include transistor radios, portable stereo phonos, LP's, among other items particularly appealing to the teen set.

The special concerts will be staged at three-month intervals, according to the present plan. Locally available recording talent will be used. These will be of considerable value to the talent itself, inasmuch as the artists will be appearing before a proven record buying audience.

Plan was devised by Ethan Caston, vice-president in charge of records at the Music City stores.

Music City's singles record club and the monthly drawings will be promoted through radio plugs (Music City is one of this area's top radio time buyers), thus keeping interest alive in the promotion, and building participants in the singles club.



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

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

Write for Free 1962

Duotone Needle Wall Chart.

**DUOTONE**  
COMPANY INC. KEYPORT, N. J.

## BILLBOARD MUSIC WEEK HOT C & W SIDES

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	By special survey for week ending 4/21	Weeks on Chart
1	1	SHE'S GOT YOU, Patsy Cline, Decca 31354	8	8
2	2	MISERY LOVES COMPANY, Porter Wagoner, RCA Victor 7967	15	15
3	4	CHARLIE'S SHOES, Billy Walker, Columbia 42287	8	8
4	3	A WOUND THAT TIME CAN'T ERASE, Stonewall Jackson, Columbia 42229	14	14
5	8	IF A WOMAN ANSWERS, Leroy Van Dyke, Mercury 71926	4	4
6	6	UNLOVED, UNWANTED, Kitty Wells, Decca 31349	8	8
7	13	ACHING, BREAKING HEART, George Jones, Mercury 71910	9	9
8	5	ALLA MY LOVE, Webb Pierce, Decca 31347	11	11
9	15	TEARS BROKE OUT ON ME, Eddy Arnold, RCA Victor 7984	6	6
10	23	SHE THINKS I STILL CARE, George Jones, United Artists 424	2	2
11	11	THREE DAYS, Faron Young, Capitol 4696	5	5
12	22	HONKY-TONK MAN, Johnny Horton, Columbia 42302	2	2
13	18	NOBODY'S FOOL BUT YOURS, Buck Owens, Capitol 4679	9	9
14	10	A LITTLE BITTY TEAR, Burl Ives, Decca 31330	12	12
15	9	WHERE I OUGHT TO BE, Skeeter Davis, RCA Victor 7979	7	7
16	14	WILLINGLY, Shirley Collie & Willie Nelson, Liberty 1343	6	6
17	12	LOSING YOUR LOVE, Jim Reeves, RCA Victor 7950	19	19
18	19	I GUESS I'LL NEVER LEARN, Charlie Phillips, Columbia 42289	2	2
19	7	THAT'S MY PA, Sheb Wooley, MGM 13046	15	15
20	—	MY NAME IS MUD, James O'Gwynn, Mercury 71395	1	1
21	17	JUST AIN'T, Lester Flatt & Earl Scruggs, Columbia 42280	3	3
22	16	LONESOME NUMBER ONE, Don Gibson, RCA Victor 7959	18	18
23	28	AIR MAIL TO HEAVEN, Carl Smith, Columbia 42222	15	15
24	—	GET A LITTLE DIRT ON YOUR HANDS, Bill Anderson, Decca 31358	1	1
25	25	GO ON HOME, Patti Page, Mercury 71906	10	10
26	30	SOMETIMES I'M TEMPTED, Marty Robbins, Columbia 42246	12	12
27	—	THERE'S ALWAYS ONE, Roy Drusky, Decca 31366	1	1
28	20	WALK ON BY, Leroy Van Dyke, Mercury 71834	33	33
29	—	P. T. 109, Jimmy Dean, Columbia 42338	1	1
30	29	ANYWHERE THERE'S PEOPLE, Lawton Williams, Mercury 71867	25	25

### FORMER ACADEMY AWARD-WINNING TUNES

Continued from page 19

McGuire-Clifton Webb-Louis Jourdan  
Sammy Cahn-Jule Styne (Robbins)

1955 LOVE IS A MANY-SPLENDORING THING

"Love Is a Many-Splendoring Thing," Jennifer Jones-William Holden

Sammy Cahn-James Van Heusen (Maraville)

1956 WHAT EVER WILL BE WILL BE

"The Man Who Knew Too Much," James Stewart-Doris Day

Jay Livingston-Ray Evans (Artists)

1957 ALL THE WAY

"The Joker Is Wild," Frank Sinatra

Sammy Cahn-James Van Heusen (Maraville)

1958 GIGI

"Gigi," Leslie Caron-Maurice Chevalier-Louis Jourdan-Hermione Gingold

Alan Jay Lerner-Frederick Loewe (Chappell)

1959 HIGH HOPES

"A Hole In the Head," Frank Sinatra-Eddie Hodges-Eleanor Parker

Sammy Cahn-James Van Heusen (Maraville)

1960 NEVER ON SUNDAY

"Never on Sunday," Melina Mercouri-Jules Dassin

Hadjidakis (Esteem-Sidmore)

### DISC Combine Promotes Via Air

Continued from page 36

That's good saving for anybody and it makes membership in DISC worthwhile. We have practically no return problem because we only handle proven merchandise. And we feel we are getting every bit as good a deal as any rack jobber."

DISC has in mind newspaper advertising in the future but as the spokesman remarked: "We'll take first things first. We think radio is the best way to get the message over for all our member stores. We'll be starting promotion on the spots of a giveaway record next week—a stereo seven-inch sampler from United Artists. The week after that we hope to start a series of weekly loss leader specials, the first of which we expect to be a mighty popular, best selling sound-track album."



This Week	Last Week	By special survey for week ending 4/21 TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	1	SOUL TWIST, King Curtis, Enjoy 1000.....	10
2	3	MASHED POTATO TIME, Dee Dee Sharp, Cameo 212.....	4
3	6	LOVE LETTERS, Kelly Lester, Era 3068.....	7
4	2	TWISTIN' THE NIGHT AWAY, Sam Cooke, RCA Victor 7983.....	10
5	4	SLOW TWISTIN', Chubby Checker, Parkway 835.....	5
6	5	SOMETHING'S GOT A HOLD ON ME, Etta James, Argo 5409.....	8
7	17	AT THE CLUB, Ray Charles & His Ork, ABC-Paramount 10314.....	2
8	15	I FOUND A LOVE, The Falcons & Band, LuPine 1003.....	3
9	19	HIDE NOR HAIR, Ray Charles & His Ork, ABC-Paramount 10314.....	2
10	9	AIN'T THAT LOVING YOU, Bobby Bland, Duke 338.....	6
11	16	SAVE YOUR LOVE FOR ME, Nancy Wilson & Cannonball Adderley, Capitol 4693.....	3
12	18	CRY TO ME, Solomon Burke, Atlantic 2131.....	9
13	23	SOLDIER BOY, Shirelles, Scepter 1228.....	2
14	7	OUR ANNIVERSARY, Shep & the Limelites, Hull 748.....	9
15	30	THE TOWN I LIVE IN, McKinley Mitchell, One-Derful 2030.....	2
16	8	CUTTIN' IN, Johnny (Guitar) Watson, King 5579.....	8
17	25	THE JAM, Bobby Gregg & His Friends, Cotton 1003.....	3
18	10	ANNIE GET YOUR YO-YO, Little Junior Parker, Duke 345.....	6
19	12	WHO WILL THE NEXT FOOL BE, Bobby Bland, Duke 347.....	3
20	21	JAMIE, Eddie Holland, Motown 1021.....	15
21	27	TRA LA LA LA LA, Ike and Tina Turner, Sue 757.....	4
22	—	I FOUND OUT TOO LATE, Jackie & the Starlites, Fury 1057.....	1
23	11	HEY! BABY, Bruce Channel, Smash 1731.....	9
24	13	MIDNIGHT SPECIAL, Jimmy Smith, Blue Note 1819.....	8
25	—	NIGHT TRAIN, James Brown, King 5614.....	1
26	24	WHAT'S SO GOOD ABOUT GOODBYE, Miracles, Tamla 54053.....	11
27	—	MEET ME AT THE TWISTIN' PLACE, Johnny Morisette, Sar 126.....	1
28	14	LET ME IN, Sensations, Argo 5405.....	12
29	29	SMOXY PLACES, Corsairs, Tuff 3030.....	15
30	20	TUFF, Ace Cannon, Hi 2040.....	12

**Reviews of New Albums**

Continued from page 30

for the folks who find satisfaction in three-quarter time. The album contains, besides the title tune from the film, a mixed offering of familiar waltzes and newer material. "Moon River" and "One, Two, Three Waltz" take care of the contemporary scene, while the evergreens include "My Isle of Golden Dreams" and "Apple Blossom Time." Fine program material for sweet music stations and for stores catering to the nation's elder citizens.

**★★★★ BRAZEN BRASS GOES LATIN**  
Henry Jerome Ork, Decca DL 4226 (M) DL 74226 (S)—The many versions of the "Brazen Brass" series have been good examples of sound at its best, and this latest edition, bringing into play a heavy emphasis on percussion, should also garner much customer interest. The brass section, of course, also shines with a sparkling brilliance and the tunes are well selected to bring out the full colors. These include "Cherry Pink," "Peanut Vendor," "Patricia," etc.

**★★★★ STREET OF DREAMS**  
Jan Garber and Ork, Decca DL 4191 (M) DL 74191 (S)—The many Jan Garber followers all enjoy this new set. It spotlights the ork playing a well chosen selection of tunes, including "On the Street Where You Live," "Boulevard of Broken Dreams," "I'll See You in My Dreams" and "Girl of My Dreams." The stereo

recording is well made and the ork is in fine form.

**★★★★ DOING THE DIXIE TWIST**  
King Curtis, Tru-Sound 15009 (M)—King Curtis' recent hit "Soul Twist" could help this swinging Twist set grab a lot of sales. It features the tenorman in solos on a flock of Dixieland items, set to Twist tempo. Selections include "When the Saints Go Marching In," "Royal Garden Blues," "Muskrat Ramble" and "Basin Street Blues." Trombonist Britt Woodman is also heard on the disk, playing tailgate trombone.

**★★★★ TWO SIDES OF CALVIN JACKSON**  
Reprise R 6022 (M) R 9 6022 (S)—This is an interesting album by Calvin Jackson, part pop, part classical and part jazz. It includes such pop items as "Moon River," "How High the Moon." Classical efforts like "Moonlight Sonata," and jazz tunes such as "Four Brothers" and "Cute." He plays them all very well, aided on the first side by a full string ork and on Side Two by his combo. An unusual album that could rack up both pop and jazz sales.

**★★★★ THE BIG HIT DANCES**  
Phil Upchurch, United Artist UAL 3175 (M) UAS 6175 (S)—A good, swinging dance set by a group which once enjoyed a pop

single hit. Here, the combo, which features an organ and horn sound with solid guitar and rhythm support, offers "The Continental," "The Fly," "The Majestic," "The Horse," "The Roach," etc. A package that teens will like.

**★★★★ LOVE IS THE SWEETEST THING**  
Saverio Saridis, Warner Bros. W 1450—Ex-policeman Saridis, who had a moderate singles hit with "Love Is the Sweetest Thing," sings out in big-voiced, Lanza-style on a collection of pop oldies and operatic arias. The package should have strong appeal to "better music" stations and Saridis fans. Best sides are the title tune, "I Will Follow You," "Granada" and "If Ever I Would Leave You."

**★★★★ LATIN SI!**  
Warrington Covington and Ork, Decca DL 4208 (M) DL 74208 (S)—Covington has a danceable, pleasant album in this collection of Latin instrumentals, featuring a variety of Latin dance tempos—cha cha, Pachanga, mambo, rumba, rumba bolero, tango, paso doble and merengue. Attractive tune line-up includes "Yellow Bird," "Dream Tango," "Tequila," "Never on Sunday-Cha Cha" and "The Moon and I."

**★★★★ (BIG) TINY LITTLE AND HIS HONKY TONK PIANO—SONGS EVERYBODY KNOWS**  
Coral CRL 57412 (M) CRL 757412 (S)—Little and his honky-tonk piano wrap up 24 great oldies in bright, happy, bouncy ork treatments, which should please buyers of his other honky-tonk LP's. Tunes include "Who's Sorry Now," "Sweet Lorraine," "After the Ball," "Hey, Mr. Banjo," "Star Dust" and "For Me and My Gal."

**★★★★ RALPH COOPER IN PERSON PRESENTS VOL. 1**  
Various Artists, Jubilee JGM 5012 (M)—Rock and roll deejay Ralph Cooper, WHOM, New York, presents 10 fine r.&r. oldies in this package of nostalgia for teen-agers and post-teens. Sides include such big old hits as "Do You Wanna Dance," by Bobby Freeman; "Crying in the Chapel," by Sonny Til and the Orioles; plus oldies by Della Reese, the Cadillacs, the Four Tunes, Bobby Holiday, the Channels and Jimmy Ricks.

**★★★ MODERATE SALES POTENTIAL**

**★★★ I WANT A GIRL AND OTHER FAMOUS GIRL SONGS**  
The Lenny Herman Ork, Pat LP 100

**★★★ HEARTSILLE BANJAMIN'S VIRGIN ISLAND STEEL BAND**  
Philips PHM 200-015 (M) PHS 600-015 (S)

**★★★ SOUVENIRS OF NEW YORK**  
Dick Leibert, Reprise R 6026 (M) R 9 6026 (S)

**★★★ EVERYBODY'S DOIN' IT!**  
The Souvenirs, Reprise R 6027 (M) R 9 6027 (S)

**★★★ NORMAN KNUTH PLAYS FOR ARTHUR MURRAY DANCERS AT THE STARLITE ROOM OF THE SAHARA HOTEL**  
Sands K 1310 (S)

**★★★ ORGANIST AT PLAY**  
John Ledwon, Alpha M 7700 (M)

**★★★ CHAMPAGNE AND BONGOS**  
Irving Fields Trio, Decca DL 4232 (M) DL 74238 (S)

**★★★ OFF SHORE**  
Leo Diamond and Ork, Reprise R 6024 (M) R 9 6024 (S)

**★★★ TWIST PARTY AT THE ROUNDTABLE**  
Carl Holmes and Commanders, Atlantic 8060 (M)

**JAZZ LP'S**

**★★★★ STRONG SALES POTENTIAL**

**★★★★ JAZZ STRUCTURES**  
Howard Rumsey's Lighthouse All-Stars Philips PHM 200-012 (M) PHS 600-012 (S)—This interesting score was composed by Bob Cooper for an industrial film about the Union Oil Building in Los Angeles. It is played here by Howard Rumsey's All-Stars with Cooper, Bud Shank, Buddy Colette, Conte Condoli, Frank Rosolino, Vic Feldman, Monty Budwig, and Stan Levey. The score is a jazz and classical mixture, bright and melodic enough to hold interest, and it is played in solid fashion here by the All-Stars. A strong set that could rack up steady sales.

**★★★★ YUSEF LATEEF—EASTERN SOUNDS**  
Moodsville MV 22—An interesting package of, for the most part, off-beat compositions, showing the various sides of Yusef Lateef. In a number of Near and Far East excursions — "Snafu," "Ching Miao," "Purple Flower," "Blues for the Orient," etc. Lateef blows a hard and virile tenor sax, and a more lyrical oboe, and in one case a Chinese glockenspiel. It all gives the man plenty of chance for self-expression and he is ably abetted by Barry Harris, piano; Ernie Farros, bass, and Lex Humphries, drums.

**★★★★ SMACK UP**  
Art Pepper Quintet, Contemporary M 3602—Some fine blowing by alto saxist Pepper on this album. The West Coast veteran of modern jazz punches away in high style on six tracks displaying substantial drive and reflecting, just a bit, the effects of the avant garde blowing of Ornette Coleman and John Coltrane. Jack Sheldon and Pete Jolly share trumpet and piano solo honors with the leader.

**★★★★ TRIPLE THREAT**  
Jimmy Heath, Riverside RLP 400 (M) RLP 9400 (S)—Jimmy Heath is arranger, composer and featured tenor sax instrumentalist on this record, hence the title. The music has vigor and stacks up as one of Heath's best sets to date. As a soloist his playing seems crisper and as a composer his writing has directness, individuality and strength. His arranging makes this sextet sound deceptively large. "Gemini" and "Make Someone Happy," stack up as two of the better tracks, which total seven in all.

**★★★★ OSCAR PETTIFORD: CLASSICS OF MODERN JAZZ VOL. 2**  
Jazzland JLP 64 (M) JLP 964 (S)—A few months before his death in 1960, Oscar Pettiford recorded sides with a group of young Scandinavian jazz musicians in Copenhagen. Here are those sides, plus a few others made a year previously, and they are the last recordings featuring the late bassist. The musicians are young Danes, and they accompany Pettiford capably, but the bassist dominates the tracks. "Montmartre Blues Out" and "Why Not? That's What!" are the best sides, with strong work by Pettiford.

**★★★★ BAGS MEETS WES: MILT JACKSON AND WES MONTGOMERY**  
Riverside RLP 407 (M) RLP 9407 (S)—the first meeting on wax of Milt Jackson and Wes Montgomery should add up to a lot of record sales. This is a first-class blowing session, in the better meaning of the term, featuring fine solo work by Bags and Wes. Three blues tunes dominate the date, "S. K. J.," "Blue Roz" and "Sam Sack." There is also a lovely version of "Stairway to the Stars" in a romantic mood that features fine work by both.

**CLASSICAL LP'S**

**★★★★ STRONG SALES POTENTIAL**

**★★★★ A TRIBUTE TO KREISLER**  
Ruggiero Ricci, Decca 710052 DL (S)—This fine album should rack up steady sales with Kreisler fans as well as Ricci followers. It contains familiar Kreisler compositions, including "Caprice Viennois," "Liebesfreud," "Liebesleid," "The Old Refrain," "Chanson Louis XIII" and "Pavane." They are played in lovely fashion by Ricci and the sound is excellent. A first-rate recording.

**★★★★ MOZART: SYMPHONY NO. 36 IN C MAJOR, K. 425 (LINZ); SYMPHONY NO. 38 IN D MAJOR, K. 504 (PRAGUE)**  
The Concertgebouw Orchestra (Jochum), Philips PHM 500-003 (M) PHS 900-003 (S)—Two of the five great final symphonies by Mozart are presented in their first stereo coupling. The Concertgebouw Orchestra delivers exceptional performances with spirit and finesse under Eugen Jochums baton, which will be difficult to match. This version of the symphonies should become a staple of the classical inventory.

**SPECIALTY LP'S**

**★★★★ STRONG SALES POTENTIAL**

**★★★★ THE CENSOR**  
Kermit Schafer introducing Peter Wood, Jubilee JGM 2043 (M)—Peter Wood is a man of many voices as he shows in this rather rambling parody of the telecasting scene, with particular reference to the wrap-up show of a well-known late night comedian. It must be said in all fairness to the new comic introduced here, that Schafer has come up with much funnier material in the past and this set poses no special challenge to the sales levels established by his now famous "blooper" series. His clique of fandom, however, should appreciate the humor.

**★★★★ HOMER AND JETHRO AT THE CONVENTION**  
RCA Victor LPM 2492 (M) LSP 2402 (S)—The boys are funny as usual, except this time perhaps a little more so than usual, due to the presence of a live audience. The set was recorded during the annual WSM country music disk jockey festival in Nashville last fall. A lot of wild goings-on here with a caricature cover setting the general tone of the Nashville proceedings. In song and patter, the boys fracture the audience (including a number of inside gags), but there's plenty here to amuse their regular fans, too. Solid wax.

**SPECIALTY**

**★★★★ MOMMY, WHERE DO BABIES COME FROM?**  
Decca DL 4244 (M)—One of the most successful attempts at dealing with an admittedly difficult task, this production, narrated in an almost fairy tale fashion by Emily Allen Smith and written by Victor Ruby, M.D., contains a palatable explanation of the "facts of life" and happily enough, it mimes no words. It is a real and understandable discourse. For the six to nine year bracket, particularly, the package can be recommended, for its frank, yet imaginative approach.

**LATIN AMERICAN**

**★★★★ LATINVILLE**  
Olquita, World Pacific WP 1801—Olquita debuts on this new album with solid impact for the Latin American market. The lass sells a tune with heart and feeling and she displays on this disking an ability to put over a song both in the romantic and the dramatic style. She is backed by the George Hernandez ork, and the arranger-leader comes through excitingly behind the thrush. Good wax for the field.

**★★★ MODERATE SALES POTENTIAL**

**JAZZ**

**★★★ SPRING FEVER: THE JAZZ BROTHERS**  
Riverside RLP 405 (M) RLP 9405 (S)

**★★★ SOFT WINDS: THE SWINGING HARP OF DOROTHY ASHBY**  
Various Artists, Jazzland JLP 61 (M) JLP 961 (S)

**★★★ THE HASH BROWN SOUNDS**  
Hash Brown and His Iguana Strings, Philips PHM 200-018 (M) PHS 600-018 (S)

**★★★ DIXIE GONE DUTCH**  
Dutch Swing College Band, Philips PHM 200-010 (M) PHS 600-010 (S)

**★★★ THE MODE: SONNY RED**  
Various Artists, Jazzland JLP 59 (M) JLP 959 (S)

**★★★ FRANZ JACKSON'S ORIGINAL JAZZ ALL-STARS**  
Riverside RLP 406 (M) RLP 9406 (S)

**CLASSICAL**

**★★★ ELYSE MACH AND HER PIANO**  
Variety V 1101 (M) (7-inch 33)

**COMEDY**

**★★★ SONGS OF COUCH AND CONSULTATION**  
Katie Lee, Reprise R 6025 (M) R 9 6025 (S)

**SPOKEN WORD**

**★★★ LISTEN, SON**  
Jack Pyle, Cameo C1017 (M)

**SPIRITUAL**

**★★★ THANK THE LORD**  
Gospel Tones, Philips PHM 200-014 (M) PHS 600-014 (S)

**LP REVIEW POLICY**

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

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

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

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

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

# Reviews of New Singles

Continued from page 29

ing gospel-flavored theme. Same comment on market potential. (January, BMI) (2:20)

**THE STRANGERS**  
 ★★ Pa and Billie—CHECKER 1010—The Strangers sell this bright novelty with style over a foot tapping beat from the combo. A good side with a good sound that could appeal to the teens. (Arc-Kae Williams, BMI) (2:03)

★★★ Darlin'—On this side the lads sell a rockaballad with warmth sparked by a good lead, and pleasant triplet backing by

the piano. Flip is a bit stronger. (Arc-Kae Williams, BMI) (2:28)

**ERNIE FIELDS**  
 ★★ Ernie's Tune — RENDEZVOUS 170—Interesting instrumental treatment of catchy theme with unusual ork arrangement and non-lyric choral work. Spinnable off-beat jockey wax. (Lizann, BMI) (2:18)

★★★ Hucklebuck (Twist) — Infectious Twist arrangement of the old novelty hit with danceable tempo. (Chappell, ASCAP) (2:29)

**HAL DAVIS**  
 ★★ Without You—KENT 375—Appealing delivery by Davis on wistful r.&r. ditty with pleasant chirping by fem chorus on backing. Merits spins. (Modern, BMI) (2:03)

★★★ You Never Never Gave Your Heart—Another effective reading by Davis on Latin-tempo tune with cute thrashing stint by fem group. (Modern, BMI) (2:26)

**THE RUSSELLS**  
 ★★ For All Time — ABC-PARAMOUNT 10319—The new gal group croons this medium rhythm ballad in a pleasing harmony style. Side gets a simple, but effective rhythm backing. (Morris, ASCAP) (2:38)

★★★ Washin' Away for You—A bright little rhythm ditty, and it's done stylishly by the gals. This side uses largely a unison approach. Two nice sides. (Morris, ASCAP) (2:28)

**RAMSEY LEWIS TRIO**  
 ★★ Blue Spring—ARGO 5413—From the album "The Sound of Spring" comes this catchy effort, on which the trio is backed by a large string ork. Two sides that could get spins both with pop and jazz jocks. (Newroads, BMI) (3:00)

★★★ Spring Fever—From the trio's new album "The Sound of Spring" comes this bright, swinging performance of a happy piece of material penned by Ramsey Lewis. The pianist turns in a good solo over stylish rhythm support. (Newroads, BMI) (2:35)

**JOHNNY PRESTON**  
 ★★ Broken Hearts Anonymous — MERCURY 71951—Preston turns in strong vocal on a good weeper ballad, tinged with strong country traces. Nice vocal and piano backing. Fine wax that rates exposure. (Big Bopper-Jack, BMI) (2:57)

★★★ Let's Leave It That Way—An upbeat side with Preston singing against voices and an organ and strings. Spinnable with a nod to the flip. (Aldon, BMI) (2:15)

**PEGGY LEE**  
 ★★ The Sweetest Sounds—CAPITOL 4750—From the score of "No Strings" comes this ballad, done in rhythmic style by Miss Lee to a big, swinging band backing. Jocks should give this spins. (Williamson, ASCAP) (2:21)

★★★ Loads of Love — Another tune from "No Strings," done smartly to a breezy rhythmic beat by the gal. Good band backing goes right along. Two good efforts. (Williamson, ASCAP) (2:21)

**WILLIE SCHOBEN**  
 ★★ Ballad of the Trumpet (Ballata Della Tromba)—REPRISE 20070—Here's another pleasant programming item. The plaintive theme, recorded by several other orks, is accorded haunting treatment with solid trumpet solo work and non-lyric chorus on backing. (BIEM) (2:47)

★★★ Mallorca (Majorca) — Romantic Continental-flavored theme is wrapped up in attractive instrumental treatment featuring pretty trumpet and guitar solo work. Nice deejay side. (BIEM) (2:20)

**BILLY ECKSTINE**  
 ★★ I Want to Talk About You—MERCURY 71967—Another fine side by Mr. B. who is singing very well these days. The band has a pretty arrangement behind him and the disk could get spins on pretty music stations. (St. Louis, BMI) (3:05)

★★★ Gully—The oldie is sung handsomely here by the chanter over smooth support and the Bobby Tucker ork. Worth spins (Whiting, ASCAP) (3:04)

**OSCAR AND ROMEO**  
 ★★ Harold's Theme — MERCURY 71954—The melody of the familiar hymn "Just a Closer Walk With Thee" is used for this pretty effort, played pleasantly here by Oscar and Romeo, on this attractive instrumental side. Watch it. (MRC Music, BMI) (2:14)

★★★ Phil's March—(MRC, BMI) (2:10)

**PETE RUGOLO AND ORK**  
 ★★ Theme From Ben Casey—MERCURY 71957—The theme from the hottest TV show of the day is handed a strong instrumental performance by the jazz-oriented Pete Rugolo ork. Tune is familiar enough to grab scads of air play—though the race will be highly competitive. (Marfran, ASCAP) (2:07)

★★★ My Three Sons Theme—(Edwin H. Morris, ASCAP) (1:13)

**KIRBY STONE FOUR**  
 ★★ What a Country! — COLUMBIA 42414—Here's one of the bright, happy tunes from the new Ray Bolger musical, "All American," and the Stone group turns in a solid reading. Should get jock play. (Morris, ASCAP)

★★★ If I Were a Bell

**APRIL STEVENS AND NINO TEMPO**  
 ★★ Sweet and Lovely—ATCO 6224—The duo turns in an interesting bluesy rock treatment in medium tempo of the oldie. Fine backing gives it a good boost, too. Side could grab action. (Robbins-Daniels, ASCAP) (2:55)

★★★ True Love (Means More Than Anything)—(Hill & Range, BMI) (2:29)

**RAY ELLIS AND HIS ORK**  
 ★★ Dumpy — RCA VICTOR 8023—Here's a bright instrumental somewhat in the Tex-Mex school, featuring harmony saxes, against a growling, lyric-less male vocal. Tune was written by Paul Anka. Has something of a "Happy Jose" flavor. (Spanka, BMI) (2:00)

★★★ The Sheik—(Spanka, BMI) (2:19)

**ROD LAUREN**  
 ★★ I Dreamed—RCA VICTOR 8020—The hit of a few years ago receives a bright and breezy reading by the chanter over a first-rate backing by the ork. It has a lot of life and has a chance. Watch it. (Cherio, BMI) (2:24)

★★★ A Wondrous Place—(Hill & Range, BMI) (2:14)

**CHRIS CONNOR WITH AL COHN'S ORK**  
 ★★ Opportunity — ATLANTIC 5016—Bright and swinging ballad is handed a solid go by the lass over strong support by the Al Cohn's ork. The ork swings, too. A side that could grab pop action—watch it. (E. B. Marks, BMI) (3:04)

★★★ The Sweetest Sounds—(Williamson, ASCAP) (2:32)

**FREDDY CANNON**  
 ★★ Palsades Park — SWAN 4106—Showmanly multi-track vocal by Cannon on exuberant r.&r. ditty with bright beat. Teen appeal side. (Claridge, ASCAP) (1:56)

★★★ June, July and August—(Claridge, ASCAP) (2:10)

**JORDAN & WAYNE**  
 ★★ Find a Little Happiness—DIAMOND 111—Feelingful reading by the duo with strong performance by lad who carries lead, on moving rockaballad. Watch it. (Pok-Van-Tob-Ann, BMI) (2:23)

★★★ The Big House — (Pok-Van-Tob-Ann, BMI) (2:46)

**FRANK CHACKSFIELD AND HIS ORK**  
 ★★ Ebb Tide—LONDON 9519—The sound track of Tennessee Williams' "Sweet Bird of Youth" prominently features this tune, hence London's re-release of the famous hit with the sea gull sound. Could get a lot of play all over again. (Robbins, ASCAP) (2:47)

★★★ Face to Face—(Burlington, ASCAP) (2:33)

**CONWAY TWITTY**  
 ★★ Confy 'n' Cozy—MGM 13072—A nice, breezy, easy-swinging side by Twitty. Has a fine sound and he gets a good assist from a fem group. This has a chance to move. (Roosevelt, BMI) (2:02)

★★★ A Little Piece of My Heart—(St. Louis, BMI) (2:31)

**JERRY MURAD'S HARMONICATS**  
 ★★ Theme from "Carnival" — COLUMBIA 42412—Here's the pretty, haunting theme melody from the Broadway musical, "Carnival." Material seems well suited to the Murad sound. Two nice sides. (Robbins, ASCAP) (3:00)

★★★ It Happened in Athens — (Miller, ASCAP) (2:46)

**JAN HOWARD**  
 ★★ Tomorrow You Won't Even Know My Name—CAPITOL 4744—Here's another fine country-type tune from the lass. The weeper has a full sound sung with emotion by Howard backed by large vocal chorus. (Central Songs, BMI) (2:42)

★★★ Please Pass the Kisses—(Pamper, BMI) (1:54)

**BOBBY LORD**  
 ★★ Trail of Tears—HICKORY 1169—Attractive reading by Lord on plaintive bluesy country tune with nice piano solo work on backing. Merits spins. (Acuff-Rose, BMI) (2:06)

★★★ The Precious Jewel — (Acuff-Rose, BMI) (2:04)

**DICK DALE AND THE DELTONES**  
 ★★ Eight Till Midnight—DELTA 5019—Bluesy effort is played with sparkle by the instrumental combo on this driving side. Good juke wax, and good item for teen dancers. (Monsour, ASCAP) (2:23)

★★★ Miserlou—(Colonial, BMI) (2:15)

**DON GANT**  
 ★★ Femininity—COLPIX 637—Personable chanting by Gant and group on bouncy rhythm-novelty with teen-appeal lyrics and happy beat. (Acuff-Rose, BMI) (1:55)

★★★ Sad Eyes—(Acuff-Rose, BMI) (2:07)

**ROBERT AND JOHNNY**  
 ★★ Broken Hearted Man — OLD TOWN 1117—Heartrending reading by duo on bluesy theme with plaintive lyric. (Maureen, BMI)

★★★ Wear This Ring—(Maureen, BMI)

**THE DOLPHINS**  
 ★★ Pony Race—GEMINI 501—The pony dance step is in for another go 'round with this side by the Dolphins vocal group. Lead does an enthusiastic job as does a tenor sax soloist in the combo. (Cocal-SRI, BMI) (2:20)

★★★ Dance—(Cocal-SRI, BMI) (2:18)

**VLAJEAN**  
 ★★ Theme From Ben Casey—CARLTON 573—Pianist Valjean, works in something of the style of Roger Williams in this theme from the highly successful TV series. Lush strings are employed with vivid percussion effects. Can get a lot of play. (Marfran, ASCAP) (2:30)

★★★ Theme From Dr. Kildare—(Robbins, ASCAP) (2:46)

**RANDY LEE**  
 ★★ Goodbye Mary Ann — PHILIPS 40006—A good new artist, in the rockabilly groove, bows here. He chants effectively on a nice, medium-beat tune with a solid arrangement. Side has a chance for good action. (Cedarwood, BMI) (2:14)

★★★ Like the Feller and the Girl on the Late, Late Show—(Famous, ASCAP) (2:02)

★★★ MODERATE SALES POTENTIAL

**KRIS ARDEN**  
 ★★ There's No One for Me (Hillsboro, BMI) (2:21) — ★★ You Break My Heart (Hillsboro, BMI) (2:19). HI-LO 2232

**BIG BEN BANJO BAND**  
 ★★ March of the Angels (Ardmore-Beechwood, ASCAP) (2:29) — ★★ Bourbon Street Shuffle (Ive, ASCAP) (2:34). KING 5627

**THE GARDENIAS**  
 ★★ What's the Matter With Me (T. Brown & Sons-Wonder, BMI) (2:35) — ★★ Darling, It's You You You (T. Brown & Sons, BMI) (2:40). FAIR-LANE 21019

**DAVID RUFFIN**  
 ★★ Mr. Bus Driver—Hurry! (Kapps-Bridgeport, BMI) — ★★ Knock You Out (With Love) (Chevis, BMI). CHECK-MATE 1010

**BOB AND LUCILLE**  
 ★★ Eeny Meeny Miney Moe (Felstaff-Briarcliff, BMI) (2:08)—★★★ The Big Kiss (Calaban-Briarcliff, BMI) (1:56). KING 5631

**FIFI BARTON**  
 ★★ The Day John Glenn Came Home (F.S.S., BMI) (2:20) — ★★ When Tommy Talks to Me (F.S.S., BMI) (2:53). DUO 453

**PETER PETE AND THE LOVERS**  
 ★★ Pistol Packing Mama (Vogue, BMI) (2:23) — ★★ A Lonely Island (Cuzz, BMI) (2:43). DERBY 1030

**THE IDEALS**  
 ★★ The Duchess (Instant, BMI) (2:35) — ★★ Trans Zizstor (Instant, BMI) (2:35). FARGO 1024

**OLIVER SAIN**  
 ★★ Hucklebuck Twist (United, ASCAP) (2:13) — ★★ Harlem Nocturne (Shapiro-Bernstein, ASCAP) (2:22). BOBBIN 133

**THE FRONTIERS**  
 ★★ Each Night I Pray (There'll Come a Time) (Stebrite, BMI) (2:15)—★★★ You Shake Me Up (R-T, BMI) (2:35)

**JACKIE JAMES**  
 ★★ Beware (Fayhill) (2:00) — ★★ Rover Girl (Fayhill) (2:34). ALFA 111

**THE SKYLIGHTERS**  
 ★★ Hold On (Becky, BMI) (2:20)—★★★ Look a Here (Becky, BMI) (2:06). PENN 110

**THE MAROONS**  
 ★★ Someday I'll Be the One (Lois, BMI) (2:32) — ★★ Don't Leave Me Baby, Don't (Lois, BMI) (2:30). QUEEN 24012

**TEDDY REYNOLDS**  
 ★★ She'll Only Twist for Me (Modern, BMI) (2:05)—★★★ Do You Wanna Twist (Modern, BMI) (2:03). KENT 371

**VICKY LESTER**  
 ★★ Is This the Beginning of the End (Owen, BMI) (2:18)—★★★ Foolin' Myself (Owen, BMI) (2:40). AUDON 124

**KATYNA RANIERI**  
 ★★ Come Back to Rome (Tobias & Lewis-Myra, ASCAP) (3:26)—★★★ No Regrets (Miller, ASCAP) (2:37). MGM 13071

**BEN HIGGINS**  
 ★★ A Whole Lot of Lovin' (Cherio-Jamie, BMI) (2:27)—★★★ Really Paradise (Cherio-Jamie, BMI) (2:23). JAMIE 1217

**BILL MASSEY**  
 ★★ What'cha Gonna Do (Jamie, BMI) (2:34) — ★★ Still Walkin' (Jamie, BMI) (2:24). GUYDEN 2063

**HARRY M. AND THE MARVELS**  
 ★★ You Are My Sunshine (Peer, BMI) (2:35)—★★★ I Won't Love Back (Nite-Time, BMI) (2:45). ABC-PARAMOUNT 10321

**CHUCK HOWARD**  
 ★★ I'm Alright (L. B. Jaffe, BMI) (2:45)—★★★ Time (Will Tell) (L. B. Jaffe, BMI) (2:43). ALLISON 918

**RONNIE AND DELINQUENTS**  
 ★★ Keeps Dragging Me On (Ace-Lou Vin, BMI)—★★★ Bad Neighbor (Ace-Lou Vin, BMI). JC 1000

**JOE SENECA**  
 ★★ I Bruise Easy But I Heal Quick (Northern, ASCAP) (2:39)—★★★ Everybody Go Limbo (Bourne, ASCAP) (2:34). CORAL 62311

**JON KENNEDY**  
 ★★ Big Bad Jon the Twister (Rise, BMI) (2:30)—★★★ Pop-Eye Time (Rise, BMI) (2:31). BINGO 111

**GRADY MARTIN**  
 ★★ Twist and Turn (Cigma, BMI) (2:23)—★★★ Good, Good, Good (Cigma, BMI) (2:12). DECCA 31381

**JAMES GALE**  
 ★★ Theme From Marlene (Gordelys) (2:36)—★★★ Because of You (Broadcast, BMI) (2:37). STACY 917

**JIMMY BAZZELL**  
 ★★ Little Things (Ace, BMI)—★★★ Slow Poison (Ace, BMI). ACE 653

**BOBBY DUNN**  
 ★★ Diddle Dee Dee (Ordell, BMI) (2:25)—★★★ Slow Drag (Ordell, BMI) (2:57). UNITED ARTISTS 435

**TEMPTATIONS**  
 ★★ Isn't She Pretty (Jobete, BMI) (2:34) — ★★ Dream Come True (Jobete, BMI) (2:46). GORDY 7001

**PAT HUNT**  
 ★★ Goodnight My Love (House of Fortune, BMI) (2:25) — ★★ You Are My First Love (Modern-Finesse, BMI) (2:20). KENT 374

**AL HENDRIX**  
 ★★ Monkey Bite (Blowers, BMI) (1:55) — ★★ For Sentimental Reasons (Duchess, BMI) (2:05). PIKE 5912

**FREDNA PARKER**  
 ★★ It's Spring Again (Gaslight, BMI) (2:15)—★★★ All You Have to Do (GII) (2:35). NORMAN 518

**BEN SHERWIN**  
 ★★ Little Girl (Stop Your Crying) (Hi-Point, ASCAP) (2:43)—★★★ Wonderful Dream (That'll Never Come True) (Hi-Point, ASCAP) (2:20). GOLD ARROW 210

**FONTELLA BASS**  
 ★★ I Don't Hurt Any More (Hill & Range, BMI) (2:07)—★★★ Brand New Love (Lycy, BMI) (2:40). BOBBIN 134

**POP LIMITED SALES POTENTIAL ... SHARON ARNOLD AND THE LYLE STONE BAND**  
 Cold, Cold Heart (Peer, Int'l) (2:05)—A Little Bitty Tear (Pamper, BMI) (1:35). CUCA 1074

**GUS JENKINS BAND**  
 The New Tricky (2:35) — Tuba Twist (2:08). CATALINA 711

**JILL DONNER**  
 He Was a Wonderful Fellow (Winslow, ASCAP) (2:42)—Our Baby Boy (Winslow, ASCAP) (2:23). RONNIE 2004

**THE BLUE BONNETS**  
 Spring (Winslow, ASCAP) (2:24) — Dreaming of By-Gone Days (Winslow, ASCAP) (2:35). RONNIE 1045

**JAY JAY AND THE SELECTONES**  
 Humpty Dumpty (Millay, ASCAP) (2:35) — When I Look Around (Millay, ASCAP) (2:30). GUEST 6201

**LUCIA MARTIN**  
 Star From Heaven (Briarcliff-Webster, BMI) (3:02)—Big Jim (Briarcliff-Webster, BMI) (2:30). KING 5608

**JOEY DELMAR**  
 I Say a Prayer (Britone-Ben-Lee, BMI) (2:15) — I've Got It (Britone-Ben-Lee, BMI) (1:50). BELL-GLADE 1001

**SANDY SHAW**  
 It's Got to Go (Ray Maxwell, BMI)

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(2:15)—Don't Change (Billy-Larry Martin, ASCAP) (2:30). RONNEX 1169

**BEN TATE**

The Homesick Cowboy (Winslow, ASCAP) (2:33)—The Girl of My Dreams (Winslow, ASCAP) (2:50). RONNEX 1044

**JOEY AND THE TWISTERS**

★★★ Do You Want to Dance (Clockus, BMI) (2:28)—★★★ Last Dance (Saxon, BMI) (2:03). DUEL 509

**THE ROMEO'S**

★★★ Lunaleil (Dov, ASCAP) (2:34)—★★★ Kathy (Dov, ASCAP) (2:30). SOUTHSIDE 1003

**GORDON JENKINS AND HIS ORK**

★★★ Lolita (Chappell, ASCAP) (2:13)—★★★ Hava Nagila (Leeds, ASCAP) (2:28). TIME 1049

**LARRY PAUL**

★★★ The Makings of a Man (Aldon, BMI) (1:55)—★★★ Mr. Satan (Saxon, BMI) (2:42). MALA 450

**VIGOR FISHER**

★★★ Last Chance to Foot Stomp (Republic, BMI) (2:09)—★★★ The Way You Love Only Me (Republic, BMI) (2:26). MALA 448

**GINA BOYER**

★★★ Twilight Time (Porgie, BMI) (2:27)—★★★ I Don't Hurt Anymore (Hill & Range, BMI) (2:30). LIBERTY 55447

**MOLLY BEE**

★★★ Lyin' Again (Central Songs, BMI) (2:17)—★★★ Just for the Record (Pamper, BMI) (2:34). LIBERTY 55438

**TRAVIS EDMONSON**

★★★ The Web (Carte, BMI) (2:30)—★★★ Cuanta La Mera (Guantanamo, Carte, BMI) (2:40). REPRIZE 20071

**LARRY VERNE**

★★★ Hoo-Ha (Balladeer, ASCAP) (2:18)—★★★ I'm a Brave Little Soldier (Bamboo, BMI) (2:38). ERA 3075

**CAROL LAWRENCE**

★★★ Tell Me Lies (Wolf-Mills, ASCAP) (2:39)—★★★ More Than You Know (Miller, ASCAP) (3:15). CHOREO 102

**HANK JONES AND DEAN KAY**

★★★ Ain't Got a Nickel (Miller, ASCAP) (2:11)—★★★ Wishin' Well (Miller, ASCAP) (2:03)

**THE NEONS**

★★★ Fat Girls (4-Star, BMI) (2:35)—★★★ Magic Moment (4-Star, BMI) (2:15). CHALLENGE 9147

**HERBIE MANN AND HIS ORK**

★★★ Carnival (Jungnickel, ASCAP) (2:54)—★★★ La La La (Williamson, ASCAP) (2:35). ATLANTIC 5019

**DOUG MORRIS**

★★★ I'll Never Get Nearer to Heaven (Robert Mellin, BMI) (2:42)—★★★ I'm Gonna Be With You (Robert Mellin, BMI) (2:16). ABC-PARAMOUNT 10322

**(BIG) MILLER**

★★★ Blues Theme From "Reprize" (Ya Hear Me) (Robbins, ASCAP) (2:07)—★★★ Sam's Song (Sam Weiss, ASCAP) (2:01). COLUMBIA 42411

**LEW FAVER**

★★★ Make the Best of It (Brandom, ASCAP) (1:52)—★★★ Musical History (Brandom-Albino, ASCAP) (2:15). VAS-SAR 321

**★★★ STRONG SALES POTENTIAL**

**COUNTRY & WESTERN**

**JIMMIE SKINNER**

★★★ 100 Proof Heartaches — MERCURY 71952 — On this doleful weeper Jimmie Skinner sings of a girl who is gone and how he can't forget her. It's a sad tale told with feeling by the chanter over good support. Worth exposure. (Jimmie Skinner, BMI) (2:26)

★★★ I Know You're Married (But I Love You Still)—The title of this song tells a tale, and Skinner sings it skillfully again supported nicely by the combo. Both sides could do well in the field. (Lois, BMI) (2:00)

**GEORGE JONES AND MARGIE SINGLETON**

★★★ Waltz of the Angels—MERCURY 71955—George Jones and Margie Singleton join forces for a first-rate reading of a pretty waltz item. Side has a lot to it and could turn into a big hit for the duo. Backing is in the country vein. (Central Songs, BMI) (2:38)

★★★ Talk About Lovin'—Bright novelty is handed a good performance by the duo on this happy side. Backing is in the pop-country groove and it adds up to a catchy side Strong wax here. (Glad, BMI) (2:10)

★★★ Hear the Whistle Blow a Hundred Miles — COLUMBIA 42413 — A fine old train blues, with the boys giving out with their great nasal styled harmonizing, all to the persistent banjo backing. A most satisfying side. (Peer Int'l, BMI) (2:34)

★★★ The Legend of the Johnson Boys — A lot of folk roots here on this saga effort by the boys. Fiddles and banjo are heard to fine advantage. (Peer Int'l, BMI) (2:13)

**INTERNATIONAL**

**ERNESTO BONINO**

★★★★ Gondoli' Gondola' — VESUVIUS 1053—Italian disk fans might like this side which was the third place winner in this year's San Remo Festival. Side is of the lilting ballad type with smart singling from the vocalist, fine ork backing and vocal chorus. (Meazzi, Biem) (3:12)

★★★ Loro—(Meazzi, Biem) (2:31)

**JAZZ**

**QUINCY JONES**

★★★★ The Quintessence—IMPULSE 206 —From Quincy Jones' new album on the label comes this pretty tune which spotlights attractive horn work over a moody, bluesy backing. Listenable and worth spins (Foundations, ASCAP) (4:14)

★★★★ For Lena and Lennie—Piano is featured on this tribute to Mr. and Mrs. Lennie Hayton (Lena is Lena Horne, of course) and it, too, is a warm and meaningful tune. Two fine sides. (Silhouette, ASCAP) (4:14)

**MITCHELL-RUFF TRIO**

★★★★ Street of Dreams — ATLANTIC 5018 — The threesome takes this lovely ballad at an extremely slow tempo. The piano and bass work is top-notch and sweet programming jockeys looking for a different type item would do well to take a listen. (Miller, ASCAP) (2:59)

★★★ Gypsy in My Soul—(Words and Music, ASCAP) (3:14)

**LATIN AMERICAN**

**OLGUITA**

★★★★ Sin Amor (Chachacha)—PACIFIC 344—This is a big band outing in the cha cha tempo. Side features attractive singing in Spanish by the lass with a good beat. (Hall of Fame, BMI) (2:37)

★★★★ El Lorito Y El Carbon (San-Montano)—This side, much like the flip, moves along nicely. The tune is in a much quicker tempo with the band swinging well, and the lass sings. (Morro, BMI) (2:29)

**OLGUITA**

★★★★ La Coneccion—PACIFIC 345—A fast-paced mambo here that zips right along. The lass sings the lyric in an acceptable Latin style while the band punches out the unison figures. (Hall of Fame, BMI) (2:31)

★★★ Pa-Pa-Pachange (Pachanga)—(E. B. Marks, BMI) (2:42)

**★★★ MODERATE SALES POTENTIAL**

**COUNTRY & WESTERN**

**JIM AND JESSE AND THE VIRGINIA BOYS**

★★★ My Empty Arms (Cigma, BMI) (2:22)—★★★ Stormy Horizons (Central Songs, BMI) (2:25). EPIC 9508

**KEITH DANIELS**

★★★ You're My Everything (Cedar, BMI) (2:40)—★★★ Mocking Mandolin (Cedar, BMI) (2:27). EMPIRE 514

**B. J. JOHNSON**

★★★ Lonesome Conscience (Labor, BMI) (2:30)—★★★ Why Return? (Labor, BMI) (2:22). CARMA 507

**LAVINIA LEE**

★★★ Last Night in Town (Owen, BMI) (2:21)—★★★ Lavinia's Tune (Micro, BMI) (1:51). AUDON 125

**BILL WOODS**

★★★ Girl in the Blue Velvet Band (Peer, BMI)—★★★ Door of Temptation (Chris, BMI). GREEN 600

**VANDERGRIFT BROS.**

★★★ Who Needs Your Cold, Cold Love? (Lois-Tanridge, BMI) (2:26)—★★★ Hello Agala Sweet Lips (Lois-Tanridge, BMI) (2:27). KING 5615

**LEON ASHLEY**

★★★ Not Going Home (Pamper, BMI)—★★★ You Win Agala (Acuff-Rose, BMI). GOLDBAND 1124

**LEON HOBSON**

★★★ I Can't Forget Loving You (Tronic, BMI) (2:36)—★★★ Three Little Roses (Starday, BMI) (2:10). NASHVILLE 5050

**CARL DIXON**

★★★ Hunting Out of Season (Cuzz, BMI) (2:15)—★★★ Carry Me Back to Ark. (Rain, BMI) (2:00). HOOD 1031

**RHYTHM & BLUES**

**JESSIE HILL**

★★★ The Pot's on a Strike (Minit, BMI) (1:53)—★★★ Can't Get Enough (Of That Ooh Poo Pah Doo) (Minit, BMI) (2:37). MINIT 646

**SACRED**

**JIM HALL**

★★★ As I'm Riding Home (Austin-Hope, BMI)—★★★ You Know the Blessed Saviour (Austin-Hope, BMI). CHESWOLD 201

**FOLK TALENT & TUNES**

By BILL SACHS

Teen-age country artist, Beverly Mae Wilson, of El Cajon, Calif., is slated to cut her first c.&w. sides for Impact Records with the Shorty Bacon band late this month. Beverly's personal manager, Robert A. Sherwood, has her set for several p.a.'s and TV guest shots in Southern California during the next few weeks. . . . Curtis Artists Productions, Goodlettsville, Tenn., has Ernest Tubbs and His Texas Troubadours trouping the Louisiana, Florida and Alabama country through April, while Ray Price and His Cherokee Cowboys are winging it through Oklahoma and Texas. Same office has Jim Reeves and the Blue Boys touring Texas, Buck Owens and the Buckaroos in Canada and the Northeastern section of the country, and Charlie Walker in Texas and Oklahoma.

For the 10th consecutive year, Harry (Hap) Peebles, Wichita, Kan., promoter, has framed a program of top-rated country music artists for the Sedgwick County Sheriff's Benefit in Wichita April 27-28. Talent line-up will comprise Ferlin Husky and band, Dick Flood, Martha Carson, the Plainsmen Quartet, the Coquettes, Smiley Wilson, and Billy Thompson and the Melody Ramblers. Prior to the Wichita engagement, the unit will make stops at City Auditorium, St. Joseph, Mo., April 21; Kansas City, Mo., 22; Sioux City, Ia., 23; Topeka, Kan., 24; Omaha, Neb., 25, and Lincoln, Neb., 26.

Ramblin' Lou continues his day duties 6-9 a.m., six days a week, on WJLL, Niagara Falls, N. Y., while promoting c.&w. talent in the territory along with working with his own band in the area several nights a week. His latest booking has a package headlining Hank Snow and His Rainbow Ranch Boys playing the Civic Center, Potsdam, N. Y., April 25; Three Rivers Inn, Syracuse, N. Y., 26, and the State Theater, Niagara Falls, N. Y., 29, with two performances at each stand. Ramblin' Lou and his wife Joan are celebrating the recent arrival of a daughter, Linda Lou. Joan sings and plays electric guitar with Lou's combo.

Spiritual and gospel music, presented by top-rated quartets, offered on a monthly basis at the Arcadia Theater, Wichita, Kan., continues to find favor with large crowds, according to Harry (Hap) Peebles, Wichita, Kan., promoter.

**LIMITED SALES POTENTIAL**

**POPULAR**

THE CONTINENTALS  
Blues in the Night (BMI)—No Money No Luck Blues (BMI). VANDAN 8067

FRANK AMATO  
Don't Sweetheart Me (Advance, ASCAP)—I Bel'cha My Heart (Leeds, ASCAP). COUNSELLOR 6207

LES PARKER  
Love Slick Blues (Mills, ASCAP) (2:23)—We're Gonna Dance All Night (Mayhew, BMI) (2:17). T-KAY 111

**COUNTRY & WESTERN**

JACK SILVERS  
Make Me Smile Again (Frontier, BMI) (2:09)—The Last Letter (M. M. Cole, BMI) (2:28). ACADIA 1001

BILLY MICK  
Mirror on the Wall (Wil-Flo, BMI) (2:15)—Lonely Nights Have Ended (Wil-Flo, BMI) (2:45). SHAMROCK 716

RUSTY STOCKSTILL  
I Remember When (Glad, BMI) (2:22)—You Took the Best Part of Me (Glad, BMI) (2:30). ESQUIR 3423

moter, who sponsors the monthly programs. The sixth anniversary program, last Saturday (14), featured the Chuck Wagon Gang, of Dallas; Wally Fowler, Nashville; the Plainsmen Quartet, Baton Rouge, La., and Elmer Childress, formerly with the All-American and Rangers quartets. . . . Slick Norris hopped into Beaumont, Tex., Saturday (14) with Glenn Barber for a United Artists session at the new Gulf Coast Studio. Slick returned to Houston Saturday night and doubled back to Beaumont Sunday (15) with Smokey Stover, who cut his first session for Toppa Records. To be released late this month on Toppa are sides by Adrian Roland and Wade Ray which Norris produced. This marks Wade's initial record release in years.

Wil-Helm Agency, Nashville, has framed a package featuring the Wilburn Brothers, Bobby Helms, Margie Bowes, Loretta Lynn and Stringbean to appear as a feature of Coca-Cola Day at Harry Smythe's Buck Lake Ranch, Angola, Ind., Decoration Day. The unit will appear in three performances, and the Coca-Cola firm is distributing more than 100,000 ducats for the event in the Angola area. The same package is also being set for a string of fair, park and outdoor celebration dates, according to a Wil-Helm spokesman. . . . New country releases on the Hickory label are Rusty and Doug's "Cheated, Too" b.w. "So Lovely, Baby"; Bob Gallion's "Small Town Girl" b.w. "Honky Tonk World," and Wilma Lee and Stony Cooper's "Have Faith in Me" b.w. "Matthew 24."

Ott Devine, manager of WSM's "Grand Ole Opry," lists recent bookings as follows: Faron Young, Corpus Christi, Tex., April 18; New Orleans, La., 20; Bristol, Tenn., 28; Ferlin Husky, St. Joseph, Mo., April 21; Kansas City, Mo., 22; Sioux City, Ia., 23; Topeka, Kan., 24; Omaha, Neb., 25; Lincoln, Neb., 26; Wichita, Kan., 27-28; Roy Drusky, Hamilton, Ont., April 28; Bill Anderson, San Antonio, Tex., April 20; Dallas, Tex., 21; Stonewall Jackson, Salt Lake City, Utah, April 20; Minnie Pearl, Winter Haven, Fla., April 20; Willis Brothers, Asheville, N. C., April 21; Roanoke, Va., 22; Huntington, W. Va., 27; Margie Bowes and the Wilburn Brothers, Spokane, Wash., April 22; Red Deer, Alta., 23; Calgary, Alta., 24; Edmonton, Alta., 25; Yorkton, Sask., 26; Regina, Sask., 27; Winnipeg, Man., 28; Minot, N. D., 29; Stringbean, Asheville, N. C., April 21; Huntington, W. Va., 27; Jimmie Driftwood, Pine Bluff, Ark., May 13; Rotary Club, Memphis, Tenn., May 29; Rotary Club, Birmingham, Ala., 30; Idyllwild, Calif., July 1-15; Los Angeles (Calif.) University, 16; State Teachers College, San Diego, Calif., 19, and University of Chicago, 25.

Thirteen-year-old country singer, Valerie Soars, who has had her own radio program on Station ZBM in Bermuda for more than a year, played a week's engagement with the Lakehead's Sunny Mountain Boys at Red Rock, Ont., and followed with an engagement at Fort William, Ont., before returning to school in Bermuda. The Canadian appearances were arranged

by her manager, Dave Carter, deejay at CJLX, Fort William. On April 25 Carter will emcee a "Grand Ole Opry" package featuring Kitty Wells, Johnny and Jack and Charlie Phillips set to play Fort William. . . . Belated congratulations to Buddy Killen, executive vice-president of Tree Publishing, Nashville, and his secretary, Sue Wambles, who were married recently in the Tennessee city.

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Say You Saw It in Billboard Music Week

# IRS BACKS DOWN ON \$250 STAMP CASE

By MILDRED HALL

WASHINGTON—Internal Revenue Service has recently made an out-of-court settlement, refunding gaming machine tax previously imposed on pinball location owner, Michaels Enterprises, Inc., here. The machines, located at the National Airport and in Union Station, had no meter or push button, but did have multiple-coin insert. No evidence of gambling was produced when the \$250 tax was originally collected.

Questions raised in the industry as a result of the case are: Will the decision strengthen the rule of "use" and evidence of gambling in determining when a pinball machine is to incur the gaming tax? Will it weaken the IRS ruling of March, 1960, that any machine equipped with multiple coin slots and meter-button equipment for free plays is automatically subject to the gaming tax, regardless of whether there is evidence of actual payoff. And third, will the case entitle other pinball locations with similar machines, similarly located, to appeal imposition of gaming tax?

## No Evidence of Gambling

In bringing the case to the Court of Claims, Washington attorney Morris B. Schwartz, for the Michaels' firm, held that no evidence of gambling had been produced by IRS, that the machines had been divested of meter and button by the location owner, and that the very location of the machines, in an airport and at a railroad station, indicated no intent to have the machines used as gambling devices.

This left only the very narrow area of whether the machines would be covered by IRS's March 1960 ruling, although possessing only one of the three ordinarily requisite devices to stamp the machine a gambling device, and whether the decision to tax at the \$250 rate countered

IRS's own policy of deciding largely on the basis of what use and purpose the machine served.

IRS spokesmen say the case is one of informal decision, with no formal ruling being issued, therefore it is not precedential and does not disturb any previous rulings or policies laid down by the agency. IRS insists it is strictly an "individual case decided on individual circumstances." However, agency spokesmen admit that appeals may come from some location owners in identical circumstances who may have paid the gaming tax, or who did not contest the tax in court. Under no circumstances can it be considered an across-the-board decision that will automatically rule out the gaming tax for machines with only multiple-coin insert, and none of the other devices referred to in IRS's March 1960 ruling.

## Preferred Court Ruling

Attorney Schwartz says he would have preferred to have the case come to conclusion, and to what he was sure would have been victory for his client in court. By making full refund, IRS automatically removes the case from court decision, since Court of Claims handles cases in which suit is for recovery of excise paid. The refund also permits IRS to forego any formal ruling on the case.

Attorney Schwartz believes that if carried through, the case would have been precedential on a wider scale than Internal Revenue would care to face. It is his opinion that the earlier ruling, branding machines as gambling devices on the basis of mechanical features, would no longer stand court test. This ruling grew out of the famous case of the Nine Pinballs in Chicago, which was uncontested and brought a judicial decision that all pinballs, because of their very design, were in the gambling machine category. (IRS admits, however, that it has never tackled a case against a purely amusement type pinball machine with no gambling type devices, on the basis of the court's finding.)

Technically, it is the Attorney General's office that decided IRS had better withdraw in this case and refund the tax money to Michaels' Enterprises. In such case, industry immediately dubs it "weak case for the government." However, IRS spokesmen believe the Attorney General's decision to settle is based on "characteristics of this individual case. The particular circumstances and all factors involved do not add up to a good court case. A bad case can result in bad law." Also, the "administrative settlement," as it is called, lets IRS conclude the case without formal rulings and without having to face claims of establishing precedent in similar circumstances.

Since the whole matter is settled informally and verbally, no statement can be obtained from IRS. Even the attorney for Michaels does not receive one. However, the Attorney General's office notes that as soon as stipulation of the case is filed with their office, it will make refund "in the amount the plaintiffs would have received (other than costs) had they prevailed in this litigation. The amount of recovery demanded in the petition, however, is not controlling, but is subject to the recomputations made by the service."

## Arguments May Arise

Attorney Schwartz does not wish to be quoted as saying the case is finally and formerly closed, because he has as yet not received IRS stipulation. However, it is held a sure thing at this point, by all concerned, that refund will be made—and from that point, argument and interpretation may arise in any of the 60 tax districts dealing with coin-machine excise.

"It must be remembered," IRS spokesmen point out, "that individual decisions on whether a machine is in use for gambling or for amusement rest about 90 per cent on circumstances and how the machine is operated, rather than in mechanical devices incorporated in the machine."

## EDITORIAL

# Who's on First?

In September, 1959, the Internal Revenue Service ruled that a coin machine is subject to the \$250 gaming tax if the unit has either a meter for registering free plays, a knock-off button to release free plays or a chute for multiple coin insertion to increase the odds.

According to the IRS, if a machine contains any of these three features, it is considered a gambling device per se, with no evidence of actual payoffs required.

On April 4, a federal judge in Kansas City, Kan., upheld the IRS ruling by refusing refunds to two Kansas operators who had paid the \$250 tax and who had sued the IRS to get their money back. The decision itself, however, did not rule specifically on the validity of the IRS regulation. The constitutionality of this regulation still has not been tested.

And the IRS is apparently not too anxious to have it tested. The following case seems to bear this out.

## Washington Case

Michael Enterprises, Inc., a Washington operating firm, had shelled out \$250 each for several games in the National Airport and in Union Station. These games—stripped of knock-off buttons and meters for registering free-play—did have chutes for multiple coin insertion. According to the language of the IRS regulation, they were subject to the \$250 tax stamp.

The operator filed suit in the Court of Claims, seeking a refund on the basis that the games were not used for gambling, and that the IRS had produced no evidence of gambling.

But the Court of Claims never had the opportunity to rule on the matter. For the IRS has made a complete refund, and the case is apparently closed.

## "Informal Decision"

IRS spokesmen say the case is one of "informal decision" and does not affect any previous ruling of the agency. We find this hard to swallow.

If the IRS ruling holds water, there was no reason to make the refund. If the IRS ruling does not hold water, the criteria set for the \$250 stamp are meaningless.

Stripped of its technical language, the IRS ruling holds that games incorporating certain features—features which lend themselves to gambling—are gambling devices per se.

It is true that many, if not most of these machines falling in the IRS classifications, have at one time or another actually been used for gambling. But that is not the point.

## Burden of Proof

To classify a mechanical device as a gambling machine per se merely because it allegedly lends itself to gambling is to place the burden of proof on the accused.

We do not question the right of the federal government—or of any State or municipal government for that matter—to license or prohibit gambling devices.

We do question, however, the imposition of arbitrary standards which free the State from establishing proof of wrongdoing.

## Amusement Devices

In the Washington case, the operator was operating amusement devices which the IRS had classified as gambling machines. When the operator protested that he had paid a

# See Fireworks When MOA Ops Meet With Disk Manufacturers at Confab

• Continued from page 4

vention last year in Miami Beach, Fla.

The panel between diskeries and juke box industry representatives could bring a lot of problems out in the open. Operators have complained that the record industry is ignoring what amounts to some 50 per cent of its singles market and is aiming its material at teen-agers who comprise the other 50 per cent.

MOA, too, is piqued at the slowly but steadily decreasing number of diskeries exhibiting at its convention each year. Operators comment that even some of those that do exhibit do so with a half-hearted attitude.

The record companies counter that this is only half the story. They point out that record companies have always produced records with the juke box operators in mind and that lately even more companies have put out packages specifically aimed at operators.

Regarding the convention, record firms have argued that attendance is decreasing and it isn't worth their time or money to exhibit.

## Airing Likely

Both sides are likely to get a good airing if the panel members take off their gloves and get down to basic issues.

Another factor that could add interest is a growing behind-the-scenes sentiment among some members of the juke box industry to forget about record companies entirely and make the annual MOA convention an all-coin machine show.

The group's feeling is basically

this: With the exception of three juke box manufacturers—Seeburg, Rock-Ola and Wurlitzer—MOA has virtually 100 per cent participation from juke box and amusement game manufacturers. In addition, the association is drawing increased support from the vending industry.

## Vending Exhibitors

This year, for example, exhibitors from the vending ranks include Continental-Apco, National Rejectors, National Vendors and Giepen.

Why not, argue some, concentrate on coin machine exhibitors and stop knocking ourselves out trying to get record company exhibitors? Although still only a sliver sentiment, the arguments have a great deal of appeal to some members of the juke box industry.

This year MOA took steps to revive record company interest by inaugurating its first MOE Award to the outstanding record company, artist and single record of the year.

## Membership Voting

Voting is by MOA's full membership, and presentation is to be made at the association's annual banquet which traditionally is the wind-up for the convention.

Two weeks ago, MOA put some beef into its stand, announcing that only record companies who exhibit at the convention will be eligible to have artists perform at the floor-show, and only exhibiting record companies would be eligible to receive their MOE awards publicly. "If a winner is not an exhibitor," said MOA, "the award will be

shipped to the record company involved. However, MOA does not intend to publicize non-exhibiting winners."

Program plans for the convention include a welcoming address by George A. Miller, MOA president; a discussion on Internal Revenue Service (IRS) rules and regulations by Samuel J. Michaelson, chief of the IRS audit division, and an address by Congressman George P. Miller, chairman of the House Committee of Science and Aeronautics. Miller's address will cover in detail the U. S. space exploration program. Also the previously mentioned copyright discussion and the juke box industry-record company panel.

The National Coin Machine Distributors Association and several exhibiting manufacturers are planning meetings at the time of the show.

## Exhibitor List

Exhibitors to date include AC Automatic Services, Inc., American Shuffleboard Company, Bally Manufacturing Company, Billboard Music Week, Capitol Projectors Corporation, Capitol Records, Chicago Dynamic Industries, Cine Sonic Sound Company, Columbia Records, Commercial Equipment Company, Continental-Apco, Dot Records, Fischer Sales, Giepen Associates, Jay Jay Polka Records, Irving Kaye Company, Logan Distributing Company, MGM Records, McFadden Amusement Corporation, Munves-Mencuri Corporation.

Nail-Tone Inc.; National Rejectors, National Shuffleboard; National Vendors, Inc.; Plaza Records, Star Title Strip Company, Strong-Arm Charley Company, Union Trust Life Insurance Company, United Manufacturing, United Music Corporation, Urban Industries, Valley Sales, Wico Products, Williams Electronics Manufacturing Company, Victor Electronics, Koin Equipment Distributing Company.

gambling tax unjustly, the IRS, in effect, said he could have his money back.

But the IRS was not willing to risk the possibility of a federal court ordering that agency to make the refund.

The IRS has termed the Washington action an "individual case decided on individual circumstances."

We submit that it is nothing of the sort. The law applies equally to all operators, in all 50 States. The IRS ruling is either constitutional or it isn't. And the industry would like to find out which.

# EUROPEAN NEWS BRIEFS

## Coin Construction Hit

BONN—Coin machine trade construction, including plant facilities and display space, will be affected by a measure now before the Bundestag. Construction for non-essential purposes is virtually excluded by the pending legislation, which is being asked by Economics Minister Ludwig Erhard to relieve inflationary pressures from the construction market. Under the bill, permits will be refused for all non-housing construction which cannot be proved "urgent and in the public interest." Officials said there was little chance that any type of coin machine construction could be approved under the measure.

## Payout Liberalization Denied

BRUNSWICK, W. Germany—The Bonn government has rejected petitions by payout machine manufacturers and operators to liberalize play conditions. The government has ordered the present tight legislation, which is lapsing, to be extended for another year. After the government refused to raise the present playing ceiling from 1 mark (25 cents) to 2 marks (50 cents), the trade petitioned for a general liberalization on a modest scale "bringing our trade into line with changed economic conditions. The government rejected this petition, too, with the advice to the trade to let well enough alone and be grateful payouts are permitted in Germany and not banned, as in most other Continental countries. Some acerbic officials take the view—and are telling the trade so—that continual trade pressure for easing of payout regulation is detrimental to the trade's own best interests.

## Disk Cases Controversy

HANOVER, W. Germany—Bundeswehr (Army) authorities have "suggested" to juke box operators in north Germany that they "eliminate" a tune titled "The Soldier and the Civilian," which has provoked several near riots in Bundeswehr garrison-town bistros. The tune spoofs the military, one of its lines reading, "Whoever told me that it's nice to be a soldier must have been out of his head." Another line pokes fun at sergeants as the GI's worst enemy. Draftees seem to find the tune hilarious, but the Bundeswehr's tough non-commissioned officers find nothing to laugh about, and they have been staging protests in offending locations. The defense ministry sides with the sergeants, contending that the tune goes "beyond the bounds of propriety" in "ridiculing the country's defenders."

## Bergmann Tests Trailers

LONDON—Thomas Bergmann & Sons' United Kindom sales agency, Symplay Limited, is testing a trailer promotion scheme. Symplay has converted an ordinary camping trailer, or what the British call a "caravan," into a "mobile showroom." The trailer has been outfitted with Bergmann's Symphonie juke boxes, a record library, and similar juke box sales amenities. Symplay's drivers cruise about Britain with the trailer, simply stopping and demonstrating the Symphonie wherever opportunity beckons. The trailer's sides advertise "Symplay Limited, coin-operated entertainment—MOBILE SHOWROOM." The trailer rear has a sign inviting, "Stop Me and Play Me on the Symphonie Juke Box." Symplay thus uses the mobile showroom to create popular demand for the Symphonie as well as location demand.

## Dutch Export Target Game

DELPH, Netherlands—Holland has developed as a major export market for the target rifle game manufactured by the Emil Bergfeld Apparatebau of Oberhausen, in the Ruhr. Designated the FMBFO, the Bergfeld target game is praised as a highly sophisticated electronic game providing an authentic test of marksmanship. The magazine holds three cartridges and the player has a choice of six targets. Some enterprising operators have dubbed it the "Nato target game" and are painting it with the colors of the Nato nations.

## Kicker Bows New Plant

AACHEN, W. Germany—The Kicker Corporation, which produces West Germany's Kicker soccer game, has observed its 10th anniversary with the dedication of a brand new factory at Niederbardenberg. Among the guests were Charles Gosteli, who built the first kicker game 25 years ago, and Erich Kaufmann, who represents the Kicker firm in Switzerland. Aachen city officials lauded the Kicker management for having built the firm literally from the ground up. Guests included the mayor of Aachen and church representatives, who praised the Kicker product as "wholesome recreation for everybody." A lunch reception was held in the Hotel Quellenhof at Aachen and a general reception at the plant in the afternoon for the plant staff.

## German Collections Drop

FRANKFURT—Juke box collections have dropped sharply in West Germany. Operators generally report marked fall-off in collections, and numerous operators report a drop of up to 30 per cent. Various factors are blamed. The phonograph has lost its appeal as a novelty, and the market is saturated. Trade experts are beginning to wonder if 55,000 boxes, the

(Continued on page 49)

# Moore Affidavit Charges Bribe Was To Forego Fifteen-Year Jail Sentence

NEW YORK — Sanford J. Moore, former Long Island operator and juke box distributor, has filed an affidavit in federal court, Brooklyn, charging that he was threatened with a 15-year prison sentence unless he paid a \$35,000 bribe in a Long Island bankruptcy fraud case.

Moore and two associates, Sherwood Schwach and Allen Kerner, had pleaded guilty of diverting \$100,000 for Gibraltar Amusements, Ltd., in a federal bankruptcy case. The plea was entered on March 9, 1961.

Between the trial and the sentencing, Moore was alleged to have bragged that he would get a light sentence because he had the judge "in my hip pocket."

### Sentence Reduced

On March 20, 1961, Moore was sentenced to three years, and his associates got lighter sentences from Judge Leo F. Rayfiel. On December 6, 1961, Moore's sentence was reduced to one year.

In the meanwhile, a federal grand jury began investigating the alleged fix attempt.

Indicted on charges of con-

spiracy in this connection were Elliott Kahaner, former assistant United States attorney; Dr. Robert M. Erdman, an orthopedic surgeon; State Supreme Court Justice J. Vincent Keogh, and Anthony Corallo, a well-known hoodlum and ex-convict.

### May 7 Trial

The defendants in the conspiracy case have all pleaded not guilty and are expected to go on trial May 7.

Moore's affidavit came to light Monday (9) after Joseph C. Hallinan, an attorney representing

(Continued on page 45)

# U. S. Firms Well Represented At First Antwerp Trade Fair

By OMER ANDERSON

ANTWERP—The first Antwerp Coin Machine Trade Fair attracted 3,000 visitors, and the exhibition featured the largest number of Continental and U. S. coin machine firms ever to participate in a trade fair in Belgium.

Seeburg had one of the largest exhibits, including the new Seeburg Artist of the Week 33-r.p.m. model with directional stereo; the Seeburg background music system, and Seeburg's new expanded vending line.

The Seeburg exhibit was under the charge of Henri Herbosch, director of Seeben S.A., the Seeburg Benelux subsidiary. Also present was George Gilbert, Seeburg export chief.

### Dial System

Rock-Ola, AMI and Wurlitzer were all represented. AMI's German subsidiary, Tonomat, displayed its 200-selection Teleramic box, which is operated by a telephone dialing system and is tailored to the European market.

Major attention focused on the large stand of Loewen Automaten Benelux, the Benelux sales organization of N.S.M., the giant West German coin machine manufacturer.

N.S.M. displayed its Fanfare Silver juke boxes, its Rotamint and Roulamint payouts, and its just-out electronic reaction-test machines.

The Fanfare Silver was promoted

at the fair here as a two-in-one box for all locations. The box is built in two sections: the top section can be operated as a wall box, and the two sections joined form a console box.

Loewen, which is the sales arm of N.S.M., mobilized its top brass for the showing here. On hand were Gerhard W. Schulze, known to the German trade as "Mr. Coin

(Continued on page 49)



SOME 3,000 VISITORS ATTENDED THE RECENT ANTWERP COIN MACHINE TRADE FAIR. Pictured above are some of the crowds at the Seeburg exhibit. Other U. S. firms exhibiting—Rock-Ola, AMI and Wurlitzer—also drew large crowds to their exhibits.

# Eager Beaver Firm of Canada Plans Full-Scale Invasion of U. S. Bulk Mkt.

TORONTO — A full-scale invasion of the U. S. bulk vending market — in both machines and ball gum — will soon be under way. This week, the Beaver Casting & Vending Supply Company of near-by Scarborough went into production on its new machine line. At the same time, ground was broken here for a \$200,000 ball gum plant which is expected to be in production early this summer.

Key man in both ventures is Kenneth McPhail, Beaver president, and also a partner in the ball gum plant, Vend-Craft Gum, Ltd.

Beaver has been making bulk machines for the Canadian market for two years, but the new line is a radical departure from previous models.

An exclusive U. S. representative, Campbell Vending, Inc., Buffalo, has been named.

### Buymore Named

First U. S. distributor named is Manny Greenberg's Buymore Vending of Long Island. Buymore will handle the line in New England, New York, New Jersey, Pennsylvania, Maryland, Delaware and the District of Columbia.

The new Beaver models are designed for battery installations in high-traffic locations.

The Mark I Deluxe Console consists of three complete sections, with a total of 10 globes, and stand. One section, with four eight-inch plexiglass globes, has two

units vending 5-cent confections, one unit vending 10-cent confections and a fourth unit vending 1-cent confections.

The center section contains two units, each with a 23-inch plexiglass globe. One vends 5-cent confections and the other vends penny ball gum.

The other section has four eight-inch plexiglass globes, one vending 5-cent capsules, another vending 10-cent capsules and the other two vending 1-cent confections.

### Units Removable

Each stand has concealed wheels for mobility, with the base measuring 16 by 12 inches. A sliding center bar allows units to be removed for servicing. The sections themselves are 42 inches from the floor. Each section also has a top plate with corner locks to eliminate water seepage on merchandise.

Price for the three-section, 10-unit battery is \$234.50, plus freight and local taxes.

The four-unit sections list for \$79.50 with stand, while the two-unit sections (with 23-inch plexiglass globes) list for \$69.50 with stand. All prices are plus freight and local taxes.

Eight-inch globe units list for \$19.95 each, while the 23-inch globe model goes for \$27.95. The single-unit stand, with a red base

and chrome pipes, sells for \$9.25, while a stand capable of holding two units sells for \$9.75.

McPhail said his plant is geared to turn out as many as 500 units a day.

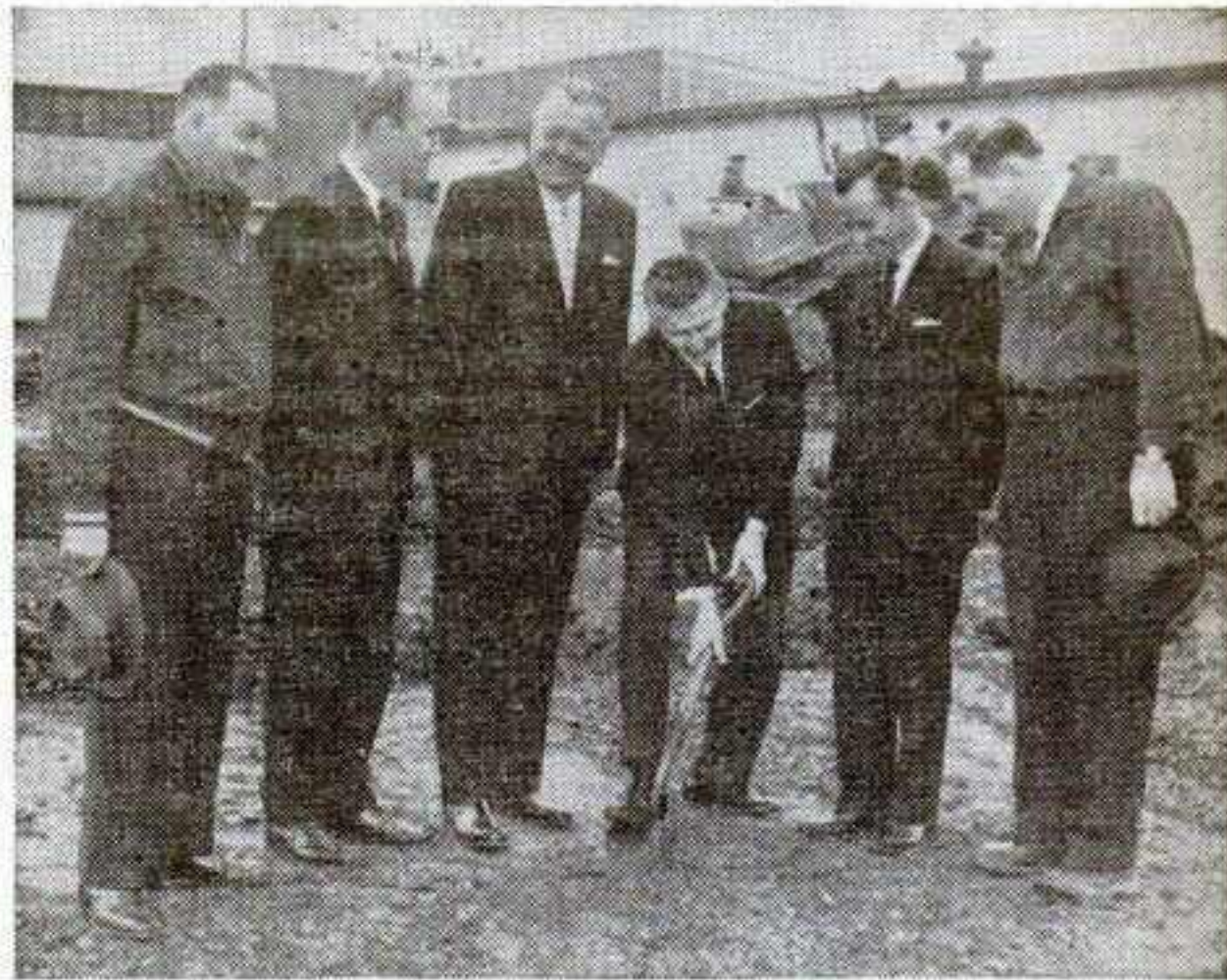
### Douglas Partner

In the ball gum venture, McPhail is in partnership with Sterling B. Douglas, who has been manufacturing gum for 30 years.

The plant, to be devoted exclusively to the manufacture of ball gum, will occupy 30,000 square feet, although the initial section will be half that size. Investment in plant and machinery will top \$200,000, McPhail said.

On the roof will be a 30-ton sugar storage tank, through which sugar can be distributed throughout the plant, and a 30-ton storage tank for corn sirup. Specially designed machinery has been ordered from Europe.

When the plant is in full production, some 150 persons are expected to be employed. Production capacity is based on annual sales of \$1,500,000.



**BREAKING GROUND** for the new Vend-Craft Gum factory is Ken McPhail, vice-president. Others are, left to right, W. A. Mitchell, contractor; Ewart Crackel, comptroller; Sterling B. Douglas, president; Joe Schwarzli, plant engineer, and W. W. Rhenish, contractor.

## Government Files Tax Lien Against Arrow Vending Firm of Philadelphia

PHILADELPHIA—The federal government has filed a \$2.9 million lien for unpaid income taxes against the Arrow Vending & Distributing Company here.

The lien is for assessments and penalties in 1956, 1957 and 1958 and was filed in the name of Kenneth O. Hook, district director of the Internal Revenue Service in Common Pleas Court.

No individuals were named in the action which Hook said was a civil companion to charges of evading \$243,727 in income taxes pending against the three Cardonick

*(Continued on page 50)*

## Indiana Bulk Assn. Sets First Meet April 24

INDIANAPOLIS — First meeting of the Indiana bulk vending operators' association is set for April 24, 7 p.m., at Manny Restaurant, here.

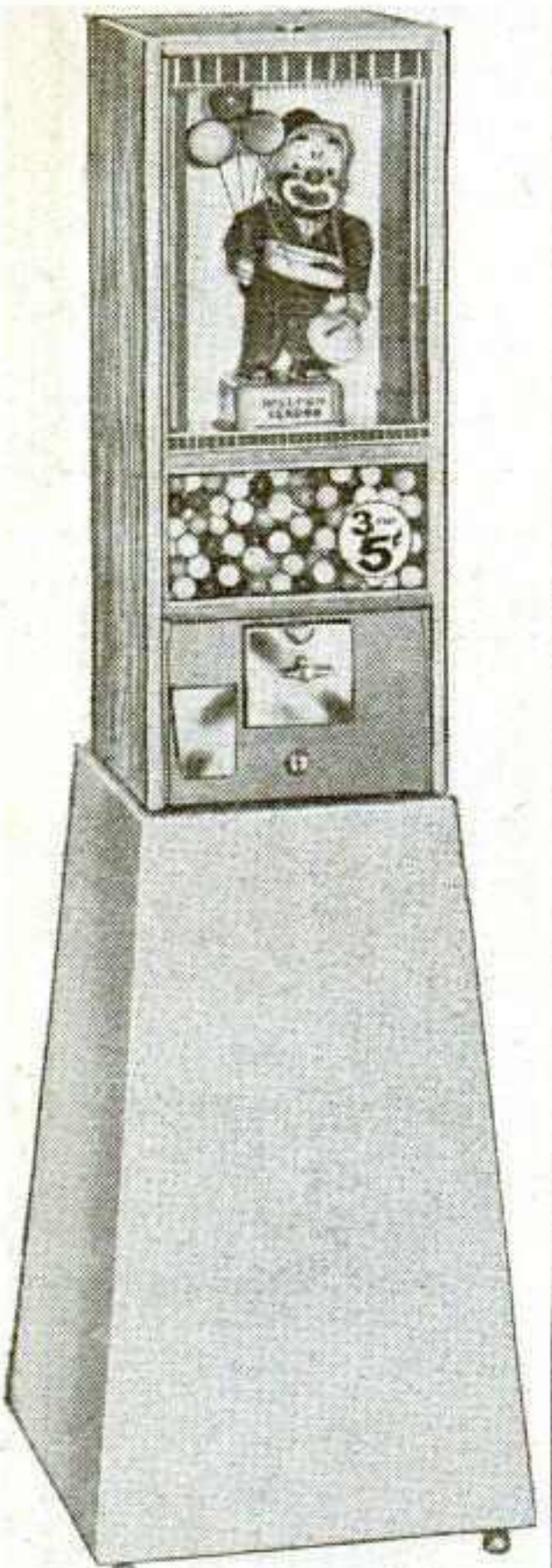
All Indiana operators are invited to attend. Otha Abbott, Abbott Vending Company, Brooklynn, Ind., is organizing the initial gathering.

One of the group's first projects will be a general review of the State's tax and health statutes. Operators will also be seeking a forum for exchange of operating ideas and techniques.

### Will Join NVA

Plans are for the Indiana group to affiliate with National Vendors Association, the national bulk industry association headquartered in Chicago.

NVA now has affiliate State associations in Florida, Massachusetts, North Carolina, South Carolina, Missouri, Ohio, New York and Canada.



**ACTION VICTORAMA**  
Write for Beautiful Illustrated Circular — Thoroughly Describing Fascinating Action and Play-Appel of ACTION VICTORAMA... SCRIPTO VENDORAMA and Other Money-Making Vendors.  
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5701-13 W. Grand Ave.  
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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 Lb.
Cashews, 450 ct., whole	30	.62
Mixed Nuts	30	.53
Spanish Peanuts	30	.31
Virginia Splits Peanuts	30	.35
Rainbow Peanuts (Candy)	30	.28
Boston Baked Beans	30	.28
Licorice Lozenges	30	.28
Confection Mix	30	.28
Jumbo Pistachios, Red	30	.69
Medium Pistachios, Red	30	.60
Small Pistachios, Red	30	.53
Leaflets (M&M Style Candy)	25	.37
Teeny Jelly Beans	33	.27
Candy Corn	30	.25
Hersheyettes	25	.47
Chicle Base Cub Chicks 520	30	.42
Chicle Base Cub Chicks 320	30	.42
Rainblo Tabby Lets 520	30	.32
Sugar Peps (Bulk Candy)	24	.40
Malvettes (Ball Style, 100 Ct.)	15	.35

**BALL GUM VARIETIES**

	Pack	Per Lb.
140-170-210 Rainblo Gum	35	.39
Rainblo 100's Centuries, Asstd. Colors—Grape, Cherry	18	.34
Rainblo Screwballs, 100's	18	.35
Rainblo 3/4 Chicle 140	25	.41
Rainblo 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, Wrigleys, Beech-Nut Brands, 1c, 10c, Per Box .47

**RECONDITIONED & REFINISHED VENDORS**

N.W. Model 49, 1c or 5c Bulk	\$13.50
N.W. Model 49, 1c Ball Gum	13.50
Silver King, 1c or 5c Bulk	8.50
Columbia Model ZM 5c Blk.	8.50
N.W. 3-Col. 5c Pkg. Gum	21.50
Columbia Model M 1c Bulk	7.50
Mills 6-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.	5.00
3-Col. 5c Trading Cards	22.50
Stand 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)	15.00
Master 1c-5c Bulk Vendor	10.00
Master 1c Bulk Vendor	7.50
Model V 1c Ball Gum	7.50
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 & Chicle	21.50
Columbus Model A, in lots of 10 or more, Ea.	3.95

Visit our self-service CHARMETERIA. The largest selection of charms in the country. Write for our charm list today.

SEND FOR NEW CATALOG. 1/3 DEPOSIT ON ALL ORDERS. BALANCE C.O.D. SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.

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on **BALL AND VENDING GUMS**  
SAME FINE FLAVORS, CENTERS AND COATING

**Direct Low Factory Prices**

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size	28 1/2¢ lb.
Chicle Ball Gum, 130 ct.	36 1/2¢ lb.
Clor-o-Vend Ball Gum	41 1/2¢ lb.
Clor-o-Vend Chicks, 320 ct.	41 1/2¢ lb.
Chicle Chicks, 320 & 520 ct.	37 1/2¢ lb.
Bubble Chicks, 320 & 520 ct.	29 1/2¢ lb.
Tab (short stick), 100 ct.	38¢ box
5-Stick Gum, 100 packs	\$1.90

F.O.B. Factory 150 lb. lots.

**AMERICAN CHEWING PRODUCTS**  
37 years of manufacturing experience  
4th & Mt. Pleasant • Newark 4 N.J.

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



**RELAX-A-LATOR**, a coin-operated foot vibrator, has been introduced by the Continental Manufacturing Company, Conway, Pa. The manufacturer claims that the vibrations stimulate circulation and eliminate drowsiness. Suggested locations are gas stations and restaurants on turnpikes and freeways.

**HORRIBLES**  
They're real, life like, soft, slimy, wriggly—they're HORRIBLE. That's why kids like them. Kids buy them so you'll love them too and the price is right.

FOR 5c CAPSULE VENDING:  
**Junior Horribles**  
packed 2 in a sample—  
**\$22.00 per M capsules**

FOR 10c CAPSULE VENDING:  
**Large Horribles**  
packed in capsules—  
**\$38.00 per M capsules**

At your nearest warehouse or direct from the factory.

Birmingham Vending, 540 2nd Ave., No. Birmingham 4, Ala.  
King & Co., 2700-2 West Lake Street, Chicago, Ill.  
Graff Vending Supply Co., Inc., 2817 West Davis, Dallas, Texas  
Star Vending Supply Co., 6327 Calhoun Rd., Houston, Texas  
Northwestern Sales & Service Co., 446 West 36th St., New York 18, N. Y.  
Rake Coin Machine Exchange, 609 Spring Garden St., Philadelphia 23, Pa.  
Northwestern Sales & Service Co., 1194 Tremont St., Boston, Mass.  
Operators Vending Machine Supply Co., 1023 South Grand Ave., Los Angeles 15, Calif.  
Oak Sales of Florida, 1121 71st, Miami Beach 41, Florida  
Oak Sales, 2033 Fifth Ave., Pittsburgh 19, Pa.  
Standard Specialties, 1028 44th Ave., Oakland, Calif.

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**WORMS!!** 6" Long Worms—50 Colors  
**SNAKES!!** 10" Long Snakes—10 Colors

Solid Colors With Stripes and Dots on Their Backs... Largest Assortment of Colors Ever Offered to the Vending Trade.

**ALL MDSE. FEATURED IN THIS AD PACKED IN GLUE-SEALED CAPSULES**

Worms packed 500 to the bag	\$25.00 per bag
Snakes packed 200 to the bag	19.80 per bag
Junior Horribles, 500 to the bag	11.00 per bag
Large Horribles, 500 to the bag	19.00 per bag

**SHARPLY DETAILED! LOOK AND FEEL LIKE REAL THING!**

Large Scare-Ems—Only \$50.00 per M Capsuled  
Junior Scare-Ems—Only \$30.00 per M Capsuled  
Large Frogs (with Dangling Legs)—Only \$38.00 per M Capsuled

**CHARMS! CHARMS! LARGE ASSORTMENT—OVER 320 DIFFERENT ITEMS.**  
WRITE FOR LATEST PRICE LIST.  
**KING & COMPANY**  
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# NVA, NAMA Link On Fla. Legislation

TALLAHASSEE, Fla. — The National Vendors Association has joined forces with the powerful National Automatic Merchandising Association to seek new vending legislation for Florida.

The groups are presently in contact with attorneys in Tallahassee to obtain local representation in the Florida capital.

A joint meeting is planned in Florida following the April elections.

## Seek Uniformity

Both vending associations will be aiming at uniform tax, license and health requirements for vending machines throughout the State. Donald Mitchell, NVA counsel, noted that currently each individual city, town and hamlet has its own schedule of fees, regulations and licenses. Most fees are levied on a "per-machine" basis and range from 75 cents per machine to as high as \$5 per machine.

Mitchell said the charges made it economically impossible for a bulk vending operator to maintain a route.

## Want Graduated Fee

NVA will seek to establish an

operator permit with a single fee — charged by the State — graduated according to the number of machines in the route.

The association will also attempt to have all taxes, licenses, health and other regulations incorporated under one heading. Codes recently adopted in Ohio and one in Detroit will be used as models.

Mitchell said the association had been in contact with James (Jimmy) Kynes, executive assistant to the governor, and that both Kynes and Florida's governor were in favor of a uniform set of regulations and fees.

## Few Obstacles

Chief obstacle, said Mitchell, would be the various municipalities, some of which would be reluctant to give up the control they now exercise.

Mitchell said there were also a few legal problems but that he felt these could be easily overcome.

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for your  
PROFIT LINE!**



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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 #33, 1c Porc. Con- verted for 100 ct. B.G.	6.50
Silver King 1c B.G. or Mds.	8.50
A.B.T. 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	.57
Pistachio Nuts, Large Tulip	.62
Pistachio Nuts, Vendor's Mix	.55
Pistachio Nuts, Sheik, Red	.50
Cashew, Whole	.65
Cashew, Butts	.46
Peanuts, Jumbo	.45
Spanish	.35
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey-ets	.47

Rain-Blo Gum, 72 ct.	\$ .32
Malt-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the Operator.  
One-Third Deposit, Balance C.O.D.

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**ALL  
PURPOSE  
VENDOR**

1c, 5c, 10c or  
25c Mechanisms

All parts interchangeable in seconds.

Vends bulk candy, peanuts, ball gum, charms and capsules. Many new time-saving features, including removable cash box and no top lock.

Unique in beauty and design.

STAMP FOLDERS, Lowest Prices, Write

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**NORTHWESTERN  
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NAVY

# Bribe Was to Forego Jail Sentence

• Continued from page 43

Justice Keogh, told Judge Rayfiel he needed the record to prepare his client's defense. Judge Rayfiel had ordered the entire record in the bankruptcy fraud case sealed after learning that the federal grand jury was investigating the alleged fix.

Moore opened his affidavit with the following statement:

## Accuse Kahaner

"I accuse Elliott Kahaner, then an assistant United States attorney, together with certain of his confederates, of coercing me to plead guilty to the indictment on March 9, 1961, and extorting \$35,000 from me.

He added that shortly after his arrest in February, 1961, Wally Cohen, a salesman-defendant who worked for Gibraltar, set up an appointment between him (Moore) and Cohen's cousin, Seymour Deutsch, an accountant.

According to the affidavit, "I met Deutsch for the first time shortly thereafter. Deutsch wanted to hear the entire background of the matter so that he could discuss it intelligently with his friend 'Elliott' whom he described as the United States Attorney General in charge of the criminal division of the Eastern District.

"Five of the defendants met with Deutsch at the firm's office in Wantagh, N. Y., on a Sunday to give him a complete description of the case."

## A Civil Matter

Moore said that Deutsch had termed their difficulties "a civil matter" which could be straightened out by Kahaner and Dr. Erdman.

Moore then told of meeting Dr. Erdman, who advised him that the difficulty was a minor one which he could help clear up.

"On a subsequent visit to Dr. Erdman," Moore continued, "I told him that I was going to retain certain counsel and was making arrangements to pay them \$60,000. Dr. Erdman's casual attitude toward me immediately changed, and he very strongly urged me against hiring skilled counsel. He cautioned me not to commit myself financially, as he expected good news for me shortly.

"A few days later, Cohen called me to his friend's shop on 19th Avenue, New York, and told me to come over to Dr. Erdman's office immediately. I went there. Dr. Erdman, Cohen and Deutsch were waiting for me.

## No Mention of Bribe

"Up to the moment, there was no mention of a bribe; there never had been any talk of a bribe, nor had I thought of such. As far as Deutsch knew, Dr. Erdman, as a favor to Deutsch, was going to attempt to persuade some United States attorney that my difficulties were actually civil and commercial."

At this point, charged Moore, Dr. Erdman said it would cost \$35,000 to take care of Moore's difficulties.

"He coldly told us," Moore said, "that four of the six of us arrested would not be indicted, and as for the remaining two, they would receive suspended sentences. I was further told that as I had spoken with Elliott Kahaner about this, I should be aware that Elliott Kahaner could be very vicious."

## Alleged Warning

Moore then claims he was warned that he and the co-defendants would get 15 years if they turned the proposition down.

That evening, Moore continued, Dr. Erdman told him that only Moore, his cousin, Sherwood Schwach, and his brother-in-law, Allen Kerner, would be indicted. "Fifteen thousand dollars was demanded within 10 days," Moore added, "ostensibly to limit the in-

dictionment to the three of us, and to dismiss the complaint against the other three. Kerner, Schwach, as well as myself, were subjected to a steady barrage from Cohen depicting the horrors in store for us unless the money was paid."

## Financial Arrangements

Moore then said he paid \$15,000 to Dr. Erdman, with the understanding that \$20,000 was to be paid after sentencing. But, he added, Dr. Erdman later insisted that the final payment be made the day before sentencing.

The affidavit continues: "He told me to have the money in a few envelopes. When I met him on the 29th (March, 1961), he told me to keep the \$2,500 separately. I did.

## Favor to Dr. Erdman

"We went to Brooklyn, met Kahaner, and I gave him the \$2,500 in his hand. Kahaner told me at this time that because I listened to Dr. Erdman, I saved myself a 15-year sentence. He told me he extended himself at so low a price only as a favor to Dr. Erdman.

"After Your Honor imposed prison sentences, Kahaner de-

manded additional money to see to it that my plea of guilty was withdrawn. No such arrangement was made.

"When questioned by the F.B.I. in regard to the alleged racketeering in the juke box business, I informed them of the extortion and coercion practiced upon me by Kahaner and Dr. Erdman. Dr. Erdman, when questioned by Assistant United States Attorney Shaffner, denied my charges. When confronted face-to-face, he broke down and confirmed my accusation.

"In essence I have described the sordid disgrace in which I participated. My participation, however, (Continued on page 49)



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# Coin UJA Bash to Honor R. Littleford and J. Orleck

NEW YORK—Coin machine industry leaders met here Tuesday (10) to plan the 1962 Coin Machine Division campaign for the United Jewish Appeal.

This year, Roger S. Littleford Jr., publisher of Billboard Music Week, and Joe Orleck, publisher of Cash Box, will be guests of honor at the Victory Banquet to be held June 5 at the Plaza Hotel. It marks the first time that the Coin Machine Division has honored anyone other than an operator, distributor or supplier to the trade.

Guest speaker at the dinner will be William Cahn, assistant district attorney of Nassau County. Cahn played a major role in investigating coin machine operators.

Irving Holzman, the 1961 guest of honor and current general chairman of the drive, announced committee chairmen at the meeting. They are:

Manhattan, Lou Boorstein; Westchester, Carl Pavesi and Seymour Pollak; Hudson Valley, Jack Wilson; Connecticut, Abe Fish and Mac Perlman; Special Gifts, Al (Senator) Bodkin; Women's Telephone, Jean Blatt, Etta Bloom, Fran Bodkin, Frances Denver, Ruth Holzman, Edith Kaufman and Evelyn Siskind; Delegates to State and County Associations, Al

Bodkin, Aaron Sternfield and Marty Toohey; Honorary Chairmen, Tom Greco, Mike Munves, Meyer Parkoff, Al Simon, Barney Sugerman and Jack Wilson; Co-Chairman, George Holtzman Brooklyn, Harold Kaufman and Harry Siskind; Nassau, Joseph Albino Jr. and Ron Billings; New Jersey, Irving Morris and Oscar Parkoff; Publicity, Aaron Sternfield and Marty Toohey, Entertainment, Frank Luppino and Bob Austin, and Chairman Emeritus, Al Denver.

On the executive committee are Harry Berger, John Bilotta, Ted Blatt, Abe Green, Ben Hasket, Bernie Boorstein, Morris Kahn, Murray Kaye, Irv Kempner, Max Klein, Harry Koeppel, Abe Lipsky, Morris Rood, Max Weiss and Lou Wolberg.

Nash Gordon and George Nemzoff are secretaries.

Present at the meeting were Irving Holzman, Roger Littleford, Al Denver, Carl Pavesi, Harold Kaufman, Seymour Pollak, Al Simon, Aaron Sternfield, Lou Boorstein, Mr. and Mrs. Al Bodkin, Morris Rood, Lou Wolberg, George Holzman, Nash Gordon, Marty Toohey, Max Weiss, Ted Blatt and Meyer Parkoff.



NEW YORK INDUSTRY LEADERS met last week to plan the 1962 Coin Machine Division United Jewish Appeal drive. Seated, left to right: Max Weiss, Lou Boorstein, Irv Holzman, Carl Pavesi and Mrs. Fran Bodkin. Standing, left to right: Meyer Parkoff, Ted Blatt, Aaron Sternfield, George Holtzman, Marty Toohey, Seymour Pollak, Nash Gordon, Morris Rood, Al Simon, Harold Kaufman, Al (Senator) Bodkin, Al Denver and Lou Wolberg.

## 'Private' Pinball Room Test Due in Ind.

By JOSEPH KLEIN

GARY, Ind.—Will the sequestering of alleged gaming machines in booths marked "private" serve to circumvent a recent ruling by the Indiana Supreme Court?

That issue was raised this week by The Gary Post-Tribune, only days after the decision by which the State tribunal upheld the 1955 anti-payoff law.

In acting upon the appeals of the Hi-Jinks Company, a Fort Wayne distributing firm, and 10 persons, the Court held that the statute was constitutional even though it suggested certain exemptions in providing that the questioned gaming devices are illegal only when they are "accessible" to the public. Thus, conceivably, the law would grant immunity to fraternal, social and veterans' organizations.

### Implied Exemption

Attorneys for Hi-Jinks and the others argued that the law was made unconstitutional by the implied exemption. Both the State and Federal Constitutions call for general application of all laws, they contended.

The "pinball parlor," according to The Post-Tribune, "is a small cubbyhole built inside a tavern or restaurant to house pinball machines."

The article goes on to say that attorneys for some pinball operators "claim that if a gambling device is not accessible to the general public, it is legal."

"Are the pinball parlors accessi-

ble to the public?" The Post-Tribune asks.

The "answer might be forthcoming" from Fort Wayne in the Hi-Jinks case "sometime this year," according to the paper.

The Allen County (Fort Wayne) prosecutor's office told The Post-Tribune "that as soon as the official opinion of the Supreme Court is received by them, the indictments will be reinstated and a trial date set."

### Issue Unresolved

Indiana's anti-gaming machine issue remains unresolved after more than a decade of legislative controversy and litigation in numerous courts.

The first of the anti-pin laws

## RATAJACK LAD PITCHES IN, TOO

CHICAGO—A new temporary addition was made to the Music Operators of America staff here. Mark Ratajack, son of MOA's managing-director, E. R. Ratajack, spent his spring vacation running the addressing machine in the association headquarters. Young Ratajack, who is now 12, thus became initiated to the problems of life, voicing such questions as "Do I have to pay income tax?" and "How about my Social Security number?" while Papa Ratajack struggled with his composure, conscience and pangs of parenthood.

## Old, Obsolete Equipment Brings Much Goodwill

DENVER—Instead of junking obsolete amusement machines and phonographs which have served their day on the routes, give them to institutions for the underprivileged or ill, suggests Pete Geritz, owner of Mountain Distributors here.

For more than a quarter of a century in the field, the Denver distributor has earned incalculable goodwill through regularly presenting such equipment for charitable purposes. Beginning when he was associated with the late Wolf Roberts in distributing phonographs, and continued ever since on his own, Geritz has given phonographs to boys and girls clubs, to orphanages, to poor houses and hospitals.

Probably his most unusual market for gift amusement machines was the Colorado State Mental Hospital, where pin games, with their challenge of skill and never-ending inconsistency, have proven

to have a definite therapeutic value with the mentally disturbed.

Not infrequently, such gifts win favorable attention in Denver newspapers and have given Geritz a reputation for civic interest which has had a lot to do with smooth, harmonious relationships with the city council, planning board and licensing bureaus.

The most important thing, where such gifts are concerned, is a complete rebuilding job, beefing up of components which are likely to break down under heavy use, and carrying out maintenance quickly, Geritz indicated. Every gift phonograph, pinball table, or amusement machine, of course, creates a service load which must be met. Still, Geritz has never hesitated to make good on any request for such equipment, or to carry out the service responsibility, even if he has had to do the work himself.

was defeated narrowly in the 1951 assembly. It was introduced by Rep. Thomas C. Hasbrook, Indianapolis, a blinded veteran of World War II.

Passed in the 1953 session, the bill was invalidated by the Indiana Supreme Court a few months later.

An amendment, designed to restore its constitutionality, was adopted in the 1955 session.

### Free-Play Legalized

In that session also, free-plays were legalized only to be knocked out by an amendment two years later.

The statute, commonly known as the Hasbrook anti-gambling law, has been under continuous challenge in the courts of the counties and the State.

The Post-Tribune claims that "pinball parlors have been springing up in taverns and roadside restaurants with the little black and white 'private' sign on the door."

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*Memo*

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# 'Cookin' ' Making Chi Move

CHICAGO—"Cookin'" by Al Casey on the Stacy label, could be a comer for the juke box market. Music Box One-Stop reported good operator sales, with action on both sides of the record. The "Cookin'" side was also tabbed as a tune to watch by one of the city's largest singles-playing radio stations.

Otherwise juke box collections were spotty and operators were playing it safe with new records. Big sellers were the older standbys.

Biggest seller to the juke trade continues to be Aker Bilk's "Stranger on the Shore," on Atco, cited by both Music Box and Singer One-Stop. Both one-stops also mentioned big operator action on "Funny Way of Laughin'," Burl Ives on Decca, and "Everybody Loves Me But You," Brenda Lee on Decca.

## Oscar Effect

Academy Award publicity from Hollywood is expected to spur al-

bum sales on the retail level but neither Fred Sipiora, of Singer's, or Russ DiAngelo, at Music Box, felt it would have too much effect on operator buying.

Sipiora noted that the only tune possibly effected would be Henry Mancini's "Moon River" on RCA Victor. However, most operators already have the record and will merely keep it on their machines a little longer.

Other single hits mentioned in the nominations have been long dead as far as the juke box industry is concerned and it would take a minor miracle to bring about another wave of buying. Such hits, which could, however, spurt at the retail level, include "Tonight," Ferrante and Teicher, United Artist; "Maria," Roger Williams on Kapp and Johnny Mathis on Columbia, and "El Cid" theme music.

## Also Hot

Other disks doing good operator business at Singer's include "Shout Shout," Ernie Maresca, Seville (picking up, especially with teenage spots); "Adios Amigo," Jim Reeves, RCA Victor. Sipiora said the Reeves' tune has the same

flavor as "He'll Have to Go," the artist's big hit of a year ago.

Sipiora also mentioned late action on "Teach Me Tonight," by George Maharis (star of the television show, "Route 66") on Epic.

At Music Box, Russ DiAngelo said he was getting good operator action on "Dream," Dinah Washington on Mercury; "Let Me Love You," Buddy Greco on Epic; "I Want to Love You," Rene Roberts on New Phoenix; "She Cried," Jay and the Americans on United Artist; "Count Every Star," Linda Scott, Canadian American; "Preachin' Jazz," Fred Ford on Cover, "Mississippi Mud," Si Zentner on Liberty.

DiAngelo's personal pick is "So This Is Love," Castells on Era, not yet strong but "looking very good."

The new Elvis Presley EP arrived here April 9 and operators are starting to buy, but its still too early to make a positive statement. Operators have been less than 100 per cent enthusiastic about the extended-play disk idea in general, but the Presley name is a little too much to turn your back on and the prediction is it will be very big.

# Elvis Presley Leads Memphis Artists in Juke Box Disk Plays

By ELTON WHISENHUNT

MEMPHIS — Elvis Presley's "Good Luck Charm" topped most of the operators' popularity meters last week and, coincidentally enough, two more local artists have fast breaking records getting top play.

They are Ace Cannon, the saxophonist, whose new single is "Blues Stay Away From Me" and "Blues in My Heart," and Gene Simmons' "Caledonia Twist," both on the Hi label, a Memphis company.

Cannon is the Memphian whose single "Tuff" hit big a few months back and was on the charts a good while. Simmons, 25, is a young

fellow who has sung in night clubs about Memphis for several years, has had three or four records out before now, none successful, but appears to have a hit on his hands in "Caledonia Twist."

Parker Henderson, owner of Rainbow Amusement Company, said, "We are getting a lot of requests for "Caledonia Twist" and are getting it on the route."

He said Presley's "Good Luck Charm" is getting top play and so is Cannon's single which Henderson says he has "covered the route with."

George Cooper, route manager for Tri-State Amusement, got Can-

(Continued on page 49)

## MELODY LINGERS ON

# Boston Ops Find Twist Sides Continue Reign in Locations

By CAMERON DEWAR

BOSTON—The Twist has local operators baffled. Despite its long reign, it's still getting the biggest play in a majority of locations. The surprise to the music men is that this isn't confined to teen-age locations either.

Even barrooms and cafes and spots where dancing is allowed are going big for the beat, with mature customers pushing the money into the juke boxes and dancing until closing with Chubby Checker's "Slow Twist" on Parkway label getting the biggest play.

Leading the parade in the area seems to be "Johnny Angel" with Shelley Fabares on Colpix and the Atco label's "Stranger on the Shore" by Aker Bilk. The latter record isn't apparently the type operators expect to go too well, but the easy flow of this big ballad-type instrumental appears to

be registering in a big way. Naturally operators leave such a record in week after week.

## Other Ballads

This seems to be some sort of trend since operators report other ballads like "Love Letters" by Kitty Lester on Era, Burl Ives' "Songs of the West" on Decca, and "Love Is the Sweetest Thing" by Saverio Saridis on Warner Bros. accounting for lots of dimes and quarters. This is not to say that the kids still aren't going for the loud ones like "Let Me In" by the Sensations on Argo.

Boston operator Arnold Blatt reports quite a few calls for Hully Gully records and feels that it may come on strong. His trouble is mostly that Hully Gullys seem to be difficult to get. Blatt, whose route is mostly in town with some suburban locations finds the Twist leading the parade in all types of locations. He relies pretty much on the recommendations of distributors and one-stops with some emphasis on his own intuition.

In suburban Randolph, Donald Foote finds the kids still staying with the rock and roll type for the most part, with all ages calling for the Twist. In the midst of this he also finds ballad types doing quite well. At One-Stop, an uptown one-stop, operators have been picking up "Stranger on the Shore," Burl Ives' "Funny Way of Laughin'" on Decca and "Love Letters" in large quantities.

While One-Stop, Inc., sees a strong trend toward the ballad type of record, the Twist on several labels is still a big seller, and coming up strong are "Honky Tonk" with Johnny Horton on Columbia and that label's "PT 109," by Jimmy Dean. There is, they feel, a move away from the real wild and loud stuff with instrumentals coming in for a percentage of the business.

# Sammons Has Close Call As Wild Hog Causes Auto Wreck

EL DORADO, Ark.—George Sammons, president of Sammons-Pennington Company, distributor of Memphis, narrowly escaped death near here last week when a wild hog ran in front of his car. Sammons lost control and hurtled down a 40-foot embankment.

By a stroke of good fortune, the 1962 Oldsmobile, only two weeks old, hit a tree and did not plow into the Ouachita River.

Sammons suffered a back injury and bruises and was not believed seriously hurt.

Sammons, who makes weekly trips calling on music, game and vending operators in Arkansas,

(Continued on page 48)

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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.

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SHOUT (Part I) AND SHOUT (Part II)	JOE DEE & THE STARLITERS Roulette 4416
JAM (Part I) AND JAM (Part II)	BOBBY GREGG & HIS FRIENDS Cotton 1003
HIDE NOR HAIR AND AT THE CLUB	RAY CHARLES & HIS ORK ABC-Paramount 10314
WHAT'D I SAY (Part I) AND WHAT'D I SAY (Part II)	BOBBY DARIN Atco 6221
EVERYBODY LOVES ME BUT YOU AND HERE COMES THAT FEELING	BRENDA LEE Decca 31379
(I WAS) BORN TO CRY AND LOVERS WHO WANDER	DION Laurie 3123

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- Gottlieb Flipper Parade ..... 295.00
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- Williams Rocket ..... 125.00
- Keeney Hi-Straight ..... 145.00

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## Capitol Debts Midget Movie Coin Machines

NEW YORK—The Capitol Projector Corporation, manufacturing subsidiary of the Techno Corporation, this week went into production on its Midget Movie Theater.

The unit is based on the firm's Midget Movies, with sound tracks added and with a fiberglass cabinet. Dimensions are 20 by 25 by 68 inches.

Three selections, at 10 cents per selection, are available. Films, aimed for the kiddie market, consist of cartoon, comic and cowboy fare, with each film running from 60 to 90 seconds.

#### Large Screen

Unlike the Midget Movies, the Midget Movie Theater has a large screen which may be viewed by several persons. The unit sells for \$595, with each package of three reels listing for \$7.50.

Sam Goldsmith, Capitol executive, said the firm is building up a film library, and he plans a trip to the West Coast to get additional product.

Meanwhile, Goldsmith disclosed that Techno Corporation, Capitol's parent firm, has acquired the remaining 50 per cent of the stock of Ken-D Enterprises, a Long Island vending and game operation. The Ken-D operation has now been merged into Techno's operating subsidiary.

## Pa. Assn. To Hold '62 Meet in Oct.

HARRISBURG, Pa.—The Pennsylvania Amusement Machine Operators Association will hold its 1962 convention in October it was announced at the group's monthly meeting here Wednesday (4).

Leon Taksen, manager of the State AMOA, said the exact date and place were not yet set but would be shortly. He did say it would probably be in this vicinity, the central part of the State.

Taksen added that everyone was well pleased with the results of last year's convention, the group's first endeavor.

About 40 operators and distributors from throughout Pennsylvania attended the meeting at which much business was transacted.

Taksen said a large delegation from the Pennsylvania AMOA will be on hand for the MOA convention next month.

### Sammons Accident

• Continued from page 48

Mississippi and Tennessee, was about 20 miles north of El Dorado when he suddenly noticed a group of the "Arkansas Razorbacks" on the highway. They had been driven to high ground by rain-swollen creeks and rivers.

Sammons said he swerved to miss a hog in front of him, the Razorback swerved, they collided and the car went over the embankment.

Sammons spent several days in Warner-Brown Hospital in El Dorado, then was returned to Memphis. He had further X-rays of his back and treatment at St. Joseph Hospital in Memphis.

Mr. and Mrs. Sammons have six children.

In another stroke of bad luck in the family, the \$250,000 famous and colorful restaurant of Sammons' father, Papp's Lobster Shack, was destroyed by fire March 20. L. C. Sammons, the owner, had insurance to cover only 25 per cent of the loss.

## Low-Cost Paint Job Adds Class to Older Phonos

DENVER — Modern Music Company, major juke box operating concern here, has found a practical solution to the problem of marginal locations, which show a fairly small return, but which have an excellent potential. Such stops do not justify new equipment, nor do they justify the expensive refinishing job which is normally required to put an older juke into tip-top appearance condition.

Experimenting with ideas for rejuvenating older phonographs enough that they will make a good appearance on the location,

Modern tried fleck paint, made up of finely ground stone particles in an extremely elastic base. Sprayed at high pressure over any type of surface, plastic, wood or metal, the fleck paint immediately demonstrated itself as the ideal answer.

Inexpensive to apply, the paint makes a thoroughly modern appearance which harmonizes with most restaurants and taverns in which such locations are found, and is practically indestructible from the standpoint of wear.

All such locations are completely re-tested on a regular basis. If a stop appears to have a high profit potential, Sherman operates an older box as the basic installation, but switches over to a brand-new, top-capacity model at periodic intervals to see whether returns make this worthwhile.

There have been many locations in which a new box did not show the rate of collections which justified leaving it in place. An older phonograph which has depreciated much of its cost, and finished in a tone of fleck paint which matches the surroundings, is immediately substituted as soon as the collections establish themselves, and thus returns enough profit to make the installation worthwhile.

## Alvin Gottlieb To Tour Europe

ALVIN GOTTLIEB

CHICAGO—Alvin Gottlieb, of Gottlieb Manufacturing Company, leaves soon for a month-long tour of several key European markets.

Gottlieb will make stops in England, Italy, Greece and possibly Turkey. He'll be meeting with distributors and conducting a general survey of local conditions. Gottlieb noted that Italy and Greece were showing increased interest in the coin machine industry. He said interest is also growing in Turkey, though money is still tight.

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- Midway De Luxe Galleries
- Wms. Vanguard, Hercules
- Wms. Crusader, Titan
- Williams Baseball Games
- Bally Baseball Games
- United Baseball Games
- National 11-13-22-Col. Cigt
- Vendors
- National 10-Col. Candy
- Vendors
- United Late Shuffles
- United Late Bowlers

#### VENDING MACHINES

- Stoner 6-Col. Candy ... \$125
- Stoner 8-Col. Candy ... 145
- Stoner 8-Col. Show Mod. 155

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- Continental 30-Sel. Cigt. 195
- Smokeshop, 18 col. .... 150
- National, 11 col. .... 165
- National, 9 col. .... 110
- Lehigh, 10 col. .... 125
- Lehigh, 12 col. .... 135
- Avenco Coffee & Choc. 175
- Hebel Coffee & Choc. 175
- Vendo 210 Milk ..... 395
- Vendo 210 Ice Cream. 395
- Spacarb 3-Sel. Cold Drink ..... 195
- Spacarb 4-Sel. Cold Drink ..... 225
- Cole 4-Sel. Cold Drink. 325
- Cole 4 Sel. .... 395
- Hebel 5-Sel. Ice Cream. 175
- Welch Grape Juice .... 150
- Hi Fly Baseball ..... \$125
- 2-Pl. Basketball ..... 175
- Quarterback ..... 125
- Motorama ..... 175
- Space Age ..... 195
- Keeney League Bowler. 150
- Lord's Prayer ..... 150
- Hoot Mon Golf ..... 95
- Football Game ..... 95
- Mercury Floor Grips .. 85
- Wms. Crane ..... 110
- Wms. Peppy the Clown 195
- Set Shot Basketball ... 195
- Standard Metal Typwr. 225
- Sidewalk Engineer .... 125
- K.O. Fiter ..... 175
- Underses Raider ..... 125
- Auto. Drivemobile .... 150
- Auto. Silver Gloves ... 150
- Midget Movies ..... 125
- Capitol Panorams ..... 325
- Mills Panorams ..... 495

#### ARCADE EQUIPMENT

- Champion Baseball .... \$125

Distributors for WURLITZER, UNITED, GOTTLIEB & MIDWAY.

### CLEVELAND COIN

MACHINE EXCHANGE  
2029 PROSPECT AVE., CLEVELAND 15, OHIO  
All Phones: Tower 1-6715



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Sales Manager

Games Music Arcade Equipment

Check BANNER FIRST!

## BANNER SPECIALTY COMPANY

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## JUKE BOX & BINGO MECHANIC

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## WURLITZER

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TEN TOP TUNES

Operate

# Williams

1962

## WORLD SERIES

ready to score  
more money  
for you...

# Williams

ELECTRONIC Mfg. Corp.  
4242 W. Fillmore St., Chicago 24, Ill.

## FOR SALE GAMES

Gottlieb Tournament ..... \$ 65.00  
Chic Coin Bull's-Eye Drop Ball. 65.00  
Chi Coin Capri ..... 65.00  
Bally Circus ..... 65.00  
Midway Deluxe Shooting Gallery 365.00  
Midway Shooting Gallery.... 295.00

## PHONOGRAPH

AMI J200 ..... \$445.00  
AMI E80 ..... 65.00  
AMI D80 ..... 85.00  
Seeburg Wall Boxes, 3W1.... 37.50  
AMI Wall Boxes, 200 Sec.... 55.00  
AMI 120 Sel. Wall Boxes.... 30.00

Call, Write or Cable  
Cable: LEWJO

We are now distributors for  
Smokeshops and Gottlieb.

## Lew Jones Distributing Co.

Exclusive Wurlitzer Distributor  
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## FOR SALE

### CIGARETTE MACHINES

NATIONAL, 11-Col. .... \$175.00  
NATIONAL, 9-Col. .... 95.00  
LEHIGH, 10-Col. .... 95.00  
LEHIGH, 12-Col. .... 125.00  
KEENEY, 9-Col. .... 75.00  
CIGAROMATS ..... 100.00  
EASTERN, 22-Col. .... 150.00  
EASTERN, 12-Col. .... 95.00

### IMMEDIATE DELIVERY

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BALLY STRIKE B/A  
BALLY CHAMPION B/A  
BALLY OFFICIAL JUMBO S/A  
CC PRO S/A CC RED PIN S/A

## MONROE

COIN MACHINE EXCHANGE, INC.  
2423 Payne Ave., Cleveland 14, Ohio  
Phone: SUperior 1-4600

## EUROPEAN NEWS BRIEFS

• Continued from page 43

present count, is about the maximum number Germany can digest for the present. A particularly disturbing fact to operators is the comeback of the dance band. Numerous dine-and-dance spots which switched to phonographs and eliminated their ensembles have now restored the bands on weekends. Location owners report that their clientele demands "live" music. While the juke box can reproduce the sound of dance bands, it cannot duplicate their animation, according to location complaints.

## San Marino Bans Twist

SAN MARINO—This mountain-peak tourist attraction has banned the playing of the Twist on San Marino's grand total of 17 juke boxes (including three boxes usually in repair). The San Marino parliament, heavily larded with Communists, pushed through legislation outlawing the Twist on grounds

## U. S. Firms at Antwerp Trade Fair

• Continued from page 43

Machine"; his partner, Herbert Nack; their wives, and G. A. Whitaker of Blackpool, Loewen's British distributor.

Loewen's new electronic reaction test machine is receiving wide attention on the Continent as a "space-age game." A Loewen official explained, "It's really a very sophisticated electronic instrument, more scientific equipment than a game in the usual sense.

"There are all kinds of jobs nowadays in which reflexes are important, and our reaction test enables anybody to measure the speed of his reflexes and thus accurately gauge his capacity for certain types of work."

Another major display was the Scopitone movie juke box exhibited by the Cameca Corporation of Paris. Scopitone is described as the Continent's hottest sales number, and Emil Skawinski, the general sales manager, predicts his see-it, hear-it box will revolutionize the phonograph trade.

Skawinski received literally hundreds of sales inquiries during the four-day fair. Scopitone is viewed by many Continental operators as the answer to the increasingly serious competition being generated by television. Continental bars and public houses are providing super-screen TV for their patrons in direct competition to juke boxes, arguing that the increased patronage attracted by TV more than compensates for any loss of juke box revenue.

Scopitone attracted considerable interest because of its advertising sale potentialities. Many operators attending the fair are interested in showing advertising trailers with each film, or even inserting trailers at the beginning and end of each film.

Ernest Rennottee, who manufactures Belgium's only home-produced box, displayed his 100-selec-

tion box, which sells in competition to the Fanfare Silver, the Wurlitzer Lyric, and the Rock-Ola Princess.

The Verheda firm of Antwerp exhibited electronic soccer games and bingos, which are regaining official favor in several Continental countries where previous restrictions are being relaxed.

The fair was sponsored by the Union Belge de l'Automatique (UBA), and was attended by members of the Belgian Parliament and officials of the trade and customs offices in keeping with Antwerp's position as Europe's coin machine trading crossroads.

## Moore Affidavit

• Continued from page 45

was not as the architect of the scheme. I was used, exploited, cheated and defrauded. It was upon me that Kahaner and Dr. Erdman satisfied their avaricious lust. They were and are the insult to this court."

### Foreman Charge

Moore then dealt with the allegation that Louis (Gabe) Foreman delivered part of the money to a Supreme Court judge. He contends that at the time of the alleged payoff, Foreman was in England, and the government knows he was there.

Moore added that he had wanted his day in court to prove his innocence, and that he was willing to pay a considerable sum of money for his defense.

But, the affidavit continued, "This honest and legitimate intention was thwarted by Kahaner and Erdman to the extent that the advise of my retained counsel was disregarded. As the record at the time of the entry of my plea of guilty shows, George Becker, my lawyer, stated to the court that the plea of guilty was being entered contrary to his advice."

## CLOSEOUT

Miscellaneous

## WALL BOXES and STEPPERS

AMI

18 W-120 Wall Boxes.... \$45.00  
65 W-80 Wall Boxes.... 35.00  
15 S-120 Steppers ..... 35.00

Wurlitzer

12 5210 Wall Boxes.... \$35.00  
1 Stepper ..... 35.00  
Rush 1/3 With Order, Balance C.O.D.

Send for new 1962 listing—Arcades,  
Games, Bingos, Rides, Music, etc.

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PHONE: CENTER 2-2903

that it was "degrading" and "wreaking irreparable damage" to the miniature realm's tourist trade. Christian Democratic deputies agreed with the Communists that Twist music "distorted" San Marino's tourist image as "an out of this world spot, something you've never experienced before." Parliament tacked a preamble onto the measure observing that traditional Italian music was good enough for San Marino natives and tourists could hear the "Twist in their own countries—or Italy.

## something to see! "PEEK-A-RAMA"

## "Profit-Makers" From chicago coin

- LONG RANGE RIFLE GALLERY
- TRIPLE GOLD PIN
- VARIETY ROLL DOWN BOWLER
- GOLD CROWN

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**WURLITZER**  
PHONOGRAPHS  
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## SPRING LOCATION SPECIALS

### SEEBURG

M100B ..... \$149  
M100C ..... 189  
220S ..... 595  
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E80 ..... \$ 85  
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Terms:  
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\*providing they are complete, in working order, no missing parts, and crated properly:

20 Wurlitzer 2100 @ \$190 1 Wurlitzer 2304 @ \$375 2 Wurlitzer 2200 @ \$200  
1 Wurlitzer 2250 .. 175 1 AMI G-120 ..... 150  
10 Wurlitzer 1700 .. 90 5 Wurlitzer 2150.. 150 10 Seeburg R's  
5 Wurlitzer 1900 .. 190 11 Wurlitzer 1800 .. 100 (bad cabinets o.k.) 240

## WE WANT ALL BALLY BINGOS

## WE HAVE FOR SALE . . .

5 Western Trails—greatest Kiddy Ride ever built—new \$phone

5 Rock-Ola 1455 ..... @ \$195 10 Candid Camera, new..... @ \$ 50  
35 AMI D-80, repainted ..... 50 10 Skill Cards Counter Machine.. 50  
5 Bally Sharpshooter Guns ..... 295 15 Cole 3-Flavor Drink Machine.. 125

## REDD DISTRIBUTING CO., INC.

126 Lincoln Street, Boston (Brighton) 35, Mass.  
PHONE: ALgonquin 4-4040

SEEBURG DIST. IN 5 STATES—BALLY DISTRIBUTORS—CHICAGO FACTORY REPS.

## EUROPEAN REPRESENTATIVE

Mr. Marinus van der Weijde Ingelheim-Rhein-Nord, Rheinstrasse  
212 Western Germany, Tel. Ingelheim/Rhein 2658.

## Elvis Presley

• Continued from page 47

non's record on all his machines fast because of the outstanding play Cannon's "Tuff," got. Cooper had been anxiously awaiting another Cannon record, knowing it would go good on his stops when it came.

### "Charm" No. 1

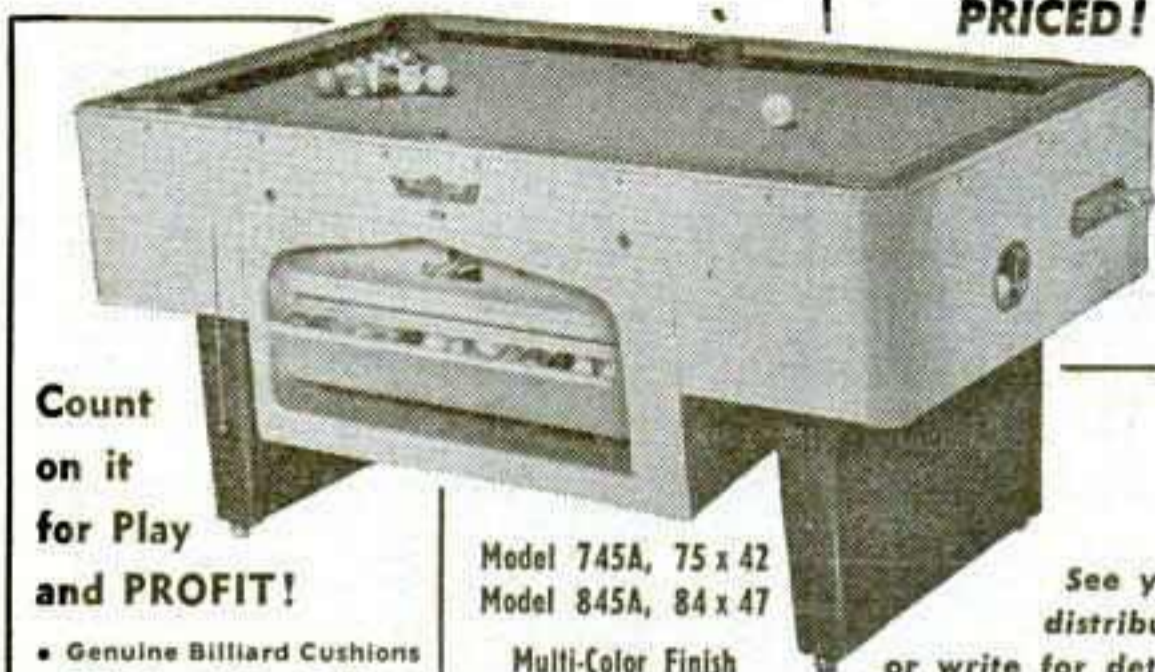
Alan Dixon, general manager of S & M Sales Company, reports "Good Luck Charm" still his No. 1 record on the popularity meter. A main advantage Presley has with juke box play in Memphis is that he is a home town boy and teen fans here give all his disks a good ride.

Frank Berretta, partner in Popular Tunes Music Service, one-stop where all the operators buy, says his two best sellers to operators are the Presley and Cannon Records.

He said another one which is beginning to sell good is "Soldier Boy" by the Shirelles on Scepter. The Shirelles are a vocal group and the tune is a slow rockaballad type.

# Valley "SPECIAL" 6-POCKET

**QUALITY BUILT—ECONOMY PRICED!**



Count on it for Play and PROFIT!

- Genuine Billiard Cushions
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Multi-Color Finish

See your distributor or write for details

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A Division of Valley Mfg. Co.  
333 MORTON ST., BAY CITY, MICH.  
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## Government Files

• Continued from page 44

brothers who were officers of the firm.

### June Trial

David Cardonick, who was president of the firm, and his brothers, Ruben and Leon, are due to come to trial in June.

The Arrow firm has been in the news recently. The State took the firm's cigaret licenses away after an investigation into the nonpayment of taxes. The Justice Department recommended that the firm be billed for \$718,539 in connection with this.

Arrow recently sold its business to a new firm, J. S. & N. Distributing Company.

The federal indictment against the Cardonick brothers claims they reported corporate income of \$40,707 instead of \$406,258 for the three years in question.

# THE TIME IS SHORT! But There Is Still TIME

to

# SECURE A BOOTH

and

# DISPLAY YOUR MERCHANDISE

at

## THE MOA TRADE SHOW AND CONVENTION

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See Your Competitor  
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## Music Operators of America, Inc.

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RAndolph 6-2810

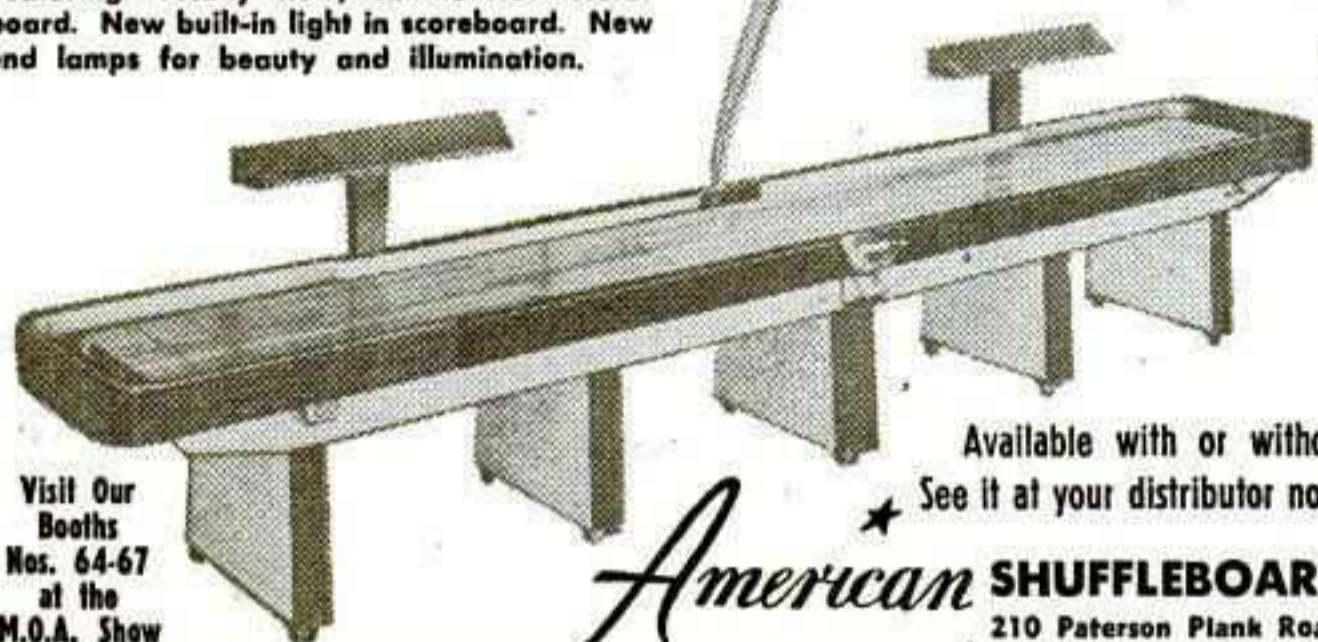
# AMERICAN'S Imperial

Featuring: Totally new, cantilevered scoreboard. New built-in light in scoreboard. New end lamps for beauty and illumination.

The ULTIMATE in shuffleboards

Watch your profits soar when you operate the

ALL NEW IMPERIAL!



Available with or without exclusive Magno Play Control. See it at your distributor now or write for free color brochure.

*American* SHUFFLEBOARD COMPANY  
210 Paterson Plank Road, Union City, N. J., UNION 5-6633

Visit Our Booths Nos. 64-67 at the M.O.A. Show

## A New Sensational Add-A-Ball with Exciting "Number-To-Beat" Feature!



- Number-To-Beat is lit by making purple rollovers or left Roto-Target. Player gets additional ball by making higher number on white rollover or right Roto-Target.
- 3 places to spin dual-number Roto-Targets
- Additional ball for high score
- Tilt penalty feature continues game
- 3 on-off pop bumpers
- Sparkling cabinet design

### EYE-CATCHING ANIMATION!

When player scores additional balls, Clown in light-box swings mallet and drives ball to top of strength tester.

See your distributor for a demonstration today!

New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!



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It's Always Profitable to Operate Gottlieb Games!



Frank and Fred Assunto and their Dukes of Dixieland

## Of Koss! A whole band right between the ears!

### Artist of the Week Album Packages

Week of April 9—  
Breakin' It Up On Broadway  
**DUKES OF DIXIELAND**

(Columbia)

Sinatra And Strings  
**FRANK SINATRA**

(Reprise)

Week of April 16—  
The Gentle Touch  
**JACKIE GLEASON**

(Capitol)

The New Sabre Dance  
**OTTO WEISS**

(Jubilee)

Seeburg's exclusive Koss stereophones. We have called them "the fabulous on-location accessory," and they are. They put the location customer right in the middle of the band—and give him the most extraordinary stereo experience possible. Merely fun & games? Not a bit of it! *They're extra money-makers.* Assembled to Seeburg Wall-O-Matics, they deliver only when the customer pays. One more reason why the new SEEBURG DIRECTIONAL STEREO phonograph is the world's greatest coin-collector.

**SEEBURG** with Artist of the Week

The Seeburg Sales Corporation, Chicago 22

**FROM**  
**ELVIS'**  
**GREAT NEW MOVIE**

**ELVIS PRESLEY**

RCA VICTOR  
45 EP EPA-4368

in  
**FOLLOW THAT DREAM**

**M** A Mirisch Company Presentation

Color by DeLuxe **UA**

AN ORIGINAL  
SOUNDTRACK  
RECORDING

4 GREAT SONGS  
FROM THIS  
GREAT MOVIE



**FOUR GREAT TUNES:**

"FOLLOW THAT DREAM"

"ANGEL"

"WHAT A WONDERFUL LIFE"

"I'M NOT THE MARRYING KIND"

**A 45 EP HIT!**

**ORDER BIG...NOW! EPA-4368**

**RCA VICTOR**



THE MOST TRUSTED NAME IN SOUND

