

# BILLBOARD MUSIC WEEK

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

## PAGE ONE RECORDS



## Harvey's, Nashville, Sells 39c Singles

NASHVILLE—The price war on singles jumped into the spotlight again last week when Harvey's record department (the leased department being run by Buckley's discount record shop) offered 20 to 40 hit singles at 39 cents each. Starting last week Harvey's was selling at 39 cents such hits as "Mashed Potato Time," "Soldier Boy," "Love Letters," "Old Rivers," "Slow Twist," "Johnny Angel," "Two of a Kind," "Walk on the Wild Side," "I Wish We Were Married," "Annie Get Your Yo-Yo" and "Stranger on the Shore." He advertises the sale each night over WKDA, key top 40 station.

Mr. Buckley told BMW that business was booming as a result of the special price. He stated that "I'm not doing this to hurt anyone, but I want people to know that Harvey's sells single records. If selling them at 39 cents won't do it, then I'll sell them at 25 cents." He also said that he was not the one who started the singles price cutting. He claimed that Grant's (directly across the street from Harvey's) started it when they cut the price of singles to 77 cents soon after Buckley took over Harvey's record department. "When they did that I went to 59 cents, and they came back at 50 cents. That's why I went down to 39 cents," he said.

When asked if he could make any money selling the singles at 39 cents, Buckley said that he lost money on every record. Although Buckley obtains many records at much under the normal 60 cents per single disk for his mail order record show over station WLAC here, he claimed that the records on sale in Harvey's were not the same records. He said he did get a discount on some hit records, and that if he ordered in quantities of 1,000 he would sometimes get 300 freebies. But even then he figured he lost money on every record at 39 cents.

"I took on the single sale as part of my advertising and promotion overhead. If the sale keeps bringing people into my store I'll keep running it for another month," Buckley said. "Meanwhile I sell a lot of other singles for 89 cents, and I get LP business out of the sale, too. I think it's worth it."

## Houston Dips, Discounts Cut In

HOUSTON—Business slowed down perceptibly in this city last week, with few records grabbing much in the way of sales on either the album or the singles level. There was no reason given for the decline but some dealers and distributors felt that the summer slump may have arrived a bit early this year.

The discount scene, which has been growing in this town, appears to have reached New York-styled proportions. According to one distributor over 18 chains are now selling LP's at deep discounts. What disturbs the distributors is that most of these discount stores are buying their merchandise out of town, from either New York, Los Angeles, Chicago or St. Louis.

One distributor, H. W. (Pappy) Dailey, told BMW that he had managed to wean one discount house back to buying his records locally. The chain was Fed-Mart, who had been purchasing their disks from San Diego. Chain has stores in Dallas, San Antonio and Houston. According to Bud Dailey the chain decided to buy locally after he showed them they could get better service, carry less inventory, and buy for the same price as they could out of town. Dailey is attempting to do this with as many other discounters in town as possible.

## Chi Sales Budding With Spring

CHICAGO—Spring vacation and the end of what dealers described as a "slow Lenten season" helped to inject new life into the record business last week.

The pace for hot new singles picked up. "Limbo Rock," by the Champs on Challenge, took off with both dealers and juke box operators. Strong air play was helping spur sales all around.

One big one-stop said that sales to dealers were well ahead of last month, somewhat unusual for this time of the year. Album sales continued steady. Big action was noted on Columbia's original-cast "West Side Story," Acker Bilk's new "Stranger on the Shore" album on Atco, Andy Williams' "Moon River" album on Columbia, and Rick Nelson's new album on Imperial.

Discounting continued, though not at an unusually high pace. Perhaps the most optimistic note was prompted by the weather. The city had its first days of seasonal spring, and with it a rush to the outdoors. Kids in shorts flocked into the stores to browse over new singles. "Although," as one dealer dourly noted, "there's more browsing than buying, but, at least, they're here, and that's a good sign."

(Continued on page 8)

(Continued on page 8)

### 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.

- AFTER THE LIGHTS GO DOWN LOW . . .**  
George Maharis, Epic 9504 (Harvard, BMI) (Houston, Dallas-Fort Worth)
- CINDY'S BIRTHDAY . . .**  
Johnny Crawford, Del Fi 4178 (Maravilla, BMI) (Seattle)
- HULLY GULLY CALLING TIME . . .**  
Jive Five, Belton 2019 (Leopard, BMI) (Chicago)
- IF YOU WANT TO . . .**  
Carousels, Gone 5118 (Alan K., BMI) (New York)
- TRICK BAG . . .**  
Earl King, Imperial 5811 (Travis, BMI) (New Orleans)
- LIMBO ROCK . . .**  
Champs, Challenge 9131 (Four Star, BMI) (Chicago)
- MAGIC CIRCLE . . .**  
Buzz Clifford, Columbia 42290 (January, BMI) (Baltimore)
- MY NAME IS MUD . . .**  
James O'Gwynn, Mercury 71935 (Tree, BMI) (Houston)
- SNAP YOUR FINGERS . . .**  
Joe Henderson, Todd 1072 (Cigma, BMI) (Detroit)
- J. A. J. . . .**  
Dynamics, Bolo 730 (Bolmin, BMI) (Seattle)

### NEW ON THE HOT 100

- 64. **MOON RIVER . . .**  
Henry Mancini, RCA Victor 7916
- 80. **LEMON TREE . . .**  
Peter, Paul and Mary, Warner Bros. 5274
- 86. **I CAN'T STOP LOVING YOU . . .**  
Ray Charles, ABC-Paramount 10330
- 88. **PLAYBOY . . .**  
Marvelettes, Tamla 54060
- 90. **HIT RECORD . . .**  
Brook Benton, Mercury 71962
- 92. **TWISTIN' WHITE SILVER SANDS . . .**  
Bill Black's Combo, Hi 2052
- 95. **OH, MY ANGEL . . .**  
Bertha Tillman, Brent 7029
- 97. **FORTUNETELLER . . .**  
Bobby Curtola, Del Fi 4177
- 98. **ADIOS AMIGO . . .**  
Jim Reeves, RCA Victor 8019
- 99. **LIPSTICK TRACES . . .**  
Benny Spellman, Minit 644
- 100. **WHY'D YOU WANNA MAKE ME CRY . . .**  
Connie Stevens, Warner Bros. 5265

### ALBUMS

#### ★ NATIONAL BREAKOUTS

MONO

- NANCY WILSON/CANNONBALL ADDERLEY, Capitol T 1657**
- NAT KING COLE SINGS/GEORGE SHEARING PLAYS, Capitol W 1675**
- BABY IT'S YOU, Shirelles, Scepter SLP 504**

STEREO

- POINT OF NO RETURN, Frank Sinatra, Capitol SW 1676**
- NAT KING COLE SINGS/GEORGE SHEARING PLAYS, Capitol SW 1675**

#### ★ NEW ACTION LP'S

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

MONO

- HEY! BABY & 11 OTHER SONGS ABOUT YOUR BABY . . .**  
Bruce Channel, Smash MGS 27008
- DUET . . .**  
Doris Day-Andre Previn, Columbia CL 1752
- DINO—ITALIAN LOVE SONGS . . .**  
Dean Martin, Capitol T 1659
- THE MIDNIGHT SPECIAL . . .**  
Harry Belafonte, RCA Victor LPM 2449
- BLUES CROSS COUNTRY . . .**  
Peggy Lee, Capitol T 1671
- STATE FAIR . . .**  
Sound Track, Dot DLP 9011
- BEYOND THE REEF . . .**  
Earl Grant, Decca DL 4231
- ALL AMERICAN . . .**  
Original Cast, Columbia KOL 5760
- CHAPEL BY THE SEA . . .**  
Billy Vaughn, Dot DLP 3424
- BOBBY DARIN SINGS RAY CHARLES . . .**  
Atco 140
- TWISTIN' THE NIGHT AWAY . . .**  
Sam Cooke, RCA Victor LPM 2555
- TWIST UP CALYPSO . . .**  
Gary (U. S.) Bonds, LeGrand LLP 3002
- TWISTIN' 'N' TWANGIN' . . .**  
Duane Eddy, RCA Victor LPM 2525
- ITALIANO . . .**  
Frankie Avalon, Chancellor CHL 5025
- MR. BROADWAY . . .**  
Tony Bennett, Columbia CL 1763

STEREO

- MODERN SOUNDS IN COUNTRY & WESTERN MUSIC . . .**  
Ray Charles, ABC-Paramount ABCS 410
- EL CID . . .**  
Sound Track, MGM SE 3977
- 'S CONTINENTAL . . .**  
Ray Conniff, His Ork & Chorus, Columbia CS 1776
- PETER, PAUL AND MARY . . .**  
Warner Bros. WS 1449
- STRANGER ON THE SHORE . . .**  
Mr. Acker Bilk, Atco 129

### NEW ON THE TOP LP'S

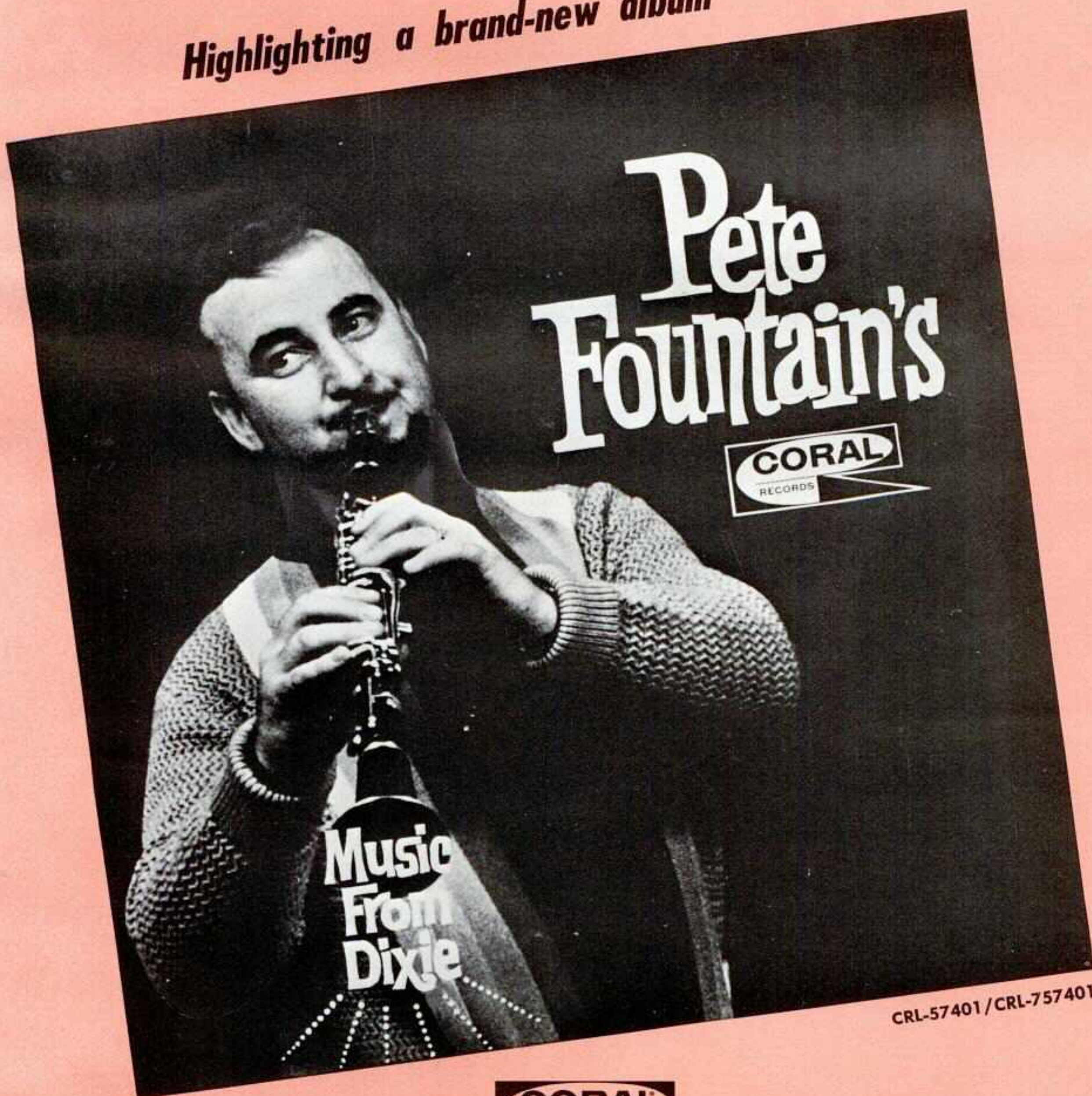
MONO

- 111. **NANCY WILSON/CANNONBALL ADDERLEY . . .**  
Capitol T 1657
- 115. **NAT KING COLE SINGS/GEORGE SHEARING PLAYS . . .**  
Capitol W 1675



# MAY 11<sup>th</sup> is PETE FOUNTAIN DAY on CORAL RECORDS!







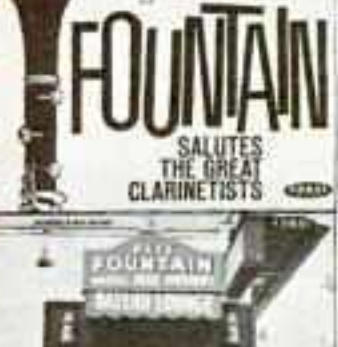






*Highlighting a brand-new album*



CRL-57401 / CRL-757401

See Your **CORAL RECORDS** Distributor Now  
for exciting details of this special promotion  
on the entire Pete Fountain Album Catalog.

\*Available in stereo

- CRL 57200 
- CRL 57282° 
- CRL 57359° 
- CRL 57357° 
- CRL 57341° 
- CRL 57334° 
- CRL 57333° 
- CRL 57314° 
- CRL 57394° 
- CRL 57378° 
- CRL 57389° 
- CRL 57313° 
- CRL 57284° 

STAR PERFORMERS—Selections registering greatest upward progress this week.

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

Δ 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.

Chart table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains 34 entries.

Chart table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains 35-63 entries.

Chart table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains 65-100 entries.

HOT 100—A TO Z—(Publisher-Licensee)

Alphabetical listing of Hot 100 songs and artists.

Alphabetical listing of Hot 100 songs and artists.

Alphabetical listing of Hot 100 songs and artists.

BUBBLING UNDER THE HOT 100

List of songs and artists bubbling under the Hot 100.

DOT RECORDS PROUDLY PRESENT

*An Exciting New Hit By*

**BILLY VAUGHN**

**CONTINENTAL MELODY**

*b/w*

**BORN TO BE WITH YOU**

**#16359**



**Billy Vaughn's Great New Album**

**"Chapel By the Sea"**

**Mono 3424**

**Stereo 25424**

With the following hits: Chapel By the Sea, Petite Fleur, Exodus, Can't Help Falling in Love, Moon River, Don't Break the Heart That Loves You, Midnight in Moscow, The Twist, Tuff, Route 66 Theme, Bonanza and Wonderland By Night.



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

## DISK FIRMS VIE FOR NARAS HONORS

### Counterfeit Hearings Ready to Roll

By MILDRED HALL

WASHINGTON — The House Judiciary Committee will set the wheels in motion May 10 for passage of a law to make record counterfeiting a criminal offense. A battery of legal topnotchers in music, copyright and government will testify during hearings before the

Willis (D., La.) Subcommittee on Patents and Copyrights, on the Celler bill to penalize counterfeits and anyone who knowingly aids them, by fines up to \$10,000, jail terms up to 10 years, or both. (BMW, April 24, 1961.)

These hearings will follow by one week the previously announced May 3 hearings scheduled for Rep-

resentative Celler's (D., N. Y.) bill to extend copyright terms for music and other creative works which would otherwise go into public domain within the next five years. Duplicated on the Senate side, the House resolution will extend renewal terms of all works due to expire by December 31, 1967, to that date, or until the expected enactment of a revised copyright law extending the term of copyright to 76 years. (BMW, April 7.)

#### Would Amend 1909 Act

The Celler bill to penalize record bootlegging, an operation said to involve one-third of all present-day records, including LP's as well as singles, would also amend the 1909 Copyright Act to allow recovery of statutory damages up to \$5,000 for record infringement, rather than limiting recovery to treble the mechanical royalties lost.

Scheduled to testify during the hearings beginning May 10 are the anchor man in the anti-counterfeit fight, Julian T. Abeles, general counsel for Music Publishers Protective Association and member of the firm of Abeles & Bernstein, New York; Sigmund Steinberg, counsel for the Record Manufacturers' and Distributors' Association (ARMADA), another crusader against the bootlegging; Henry Brief, for Record Industry Association of America (RIAA); Sidney A. Diamond, general counsel, Lon-

(Continued on page 41)

### United Artists to Promote Artists for Entire Month

NEW YORK—United Artists for the first time in its history will devote an entire month to promoting an artist. Celebrating the month of May as "A Tribute to Ferrante and Teicher," UA President Art Talmadge has blue-printed a giant campaign including 1) national newspaper editorial and ad coverage; 2) national magazine coverage; 3) point-of-sale material, including window and in-store displays; 4) window trimming service; 5) press and promotion kits for newspaper and radio coverage, etc.

Also set is a nation-wide tour by Ferrante and Teicher, to contact dealers and jockeys. UA will also put out a special package of Ferrante and Teicher hits—with title strips—for juke box operators.

All in all, some \$1,000,000 worth of merchandise will be involved in the promotion.

An unusual aspect of the drive is the participation of various of the label's top artists, who will salute Ferrante and Teicher via special albums. Such special albums—by Steve Lawrence, Eydie Gorme, Nick Perio Perito, Gene Pitney, Terry Snyder and Burl Ives, etc.—will be included in store displays and in the general advertising.

Tying directly in with the May celebration, UA will release two new packages by the piano duo plus a new single. The packages are "Golden Themes From Motion Pictures" and "The Many Moods of Ferrante and Teicher."

In all, the promotion entails 21 albums, eight of which are by the piano duo, 12 by participating

artists and a special, the new "Original Motion Picture Hit Themes." Latter features "Moon River" by Ferrante and Teicher; "Town Without Pity" by Gene Pitney and 14 other performances.

In the past two years, the piano team have scored smash hits with their versions of the theme from the film, "The Apartment," "Exodus" and "Tonight"—all million-record sellers. UA estimates they sold 6,000,000 singles in the past two years.

The pair's album sales in the past two years have been estimated at more than 2,500,000, including such smashes as "Tonight," "West Side Story," "Love Themes" and "Golden Piano Hits."

#### EDITORIAL

### Each Vote Counts

The record industry is a combination of creativity and hard commercial enterprise. It derives its dynamics from these two elements. Both are vital and complementary.

Today, interest is keyed to creativity—for the NARAS Awards will shortly focus industry-wide attention on outstanding creative performances in some 40 categories (see separate story).

Ballots are already in the hands of NARAS members.

We urge each member to vote carefully, giving conscientious consideration to the various nominees. Only through such a conscientious attitude on the part of members can the final vote be meaningful.

The NARAS executives have done their part in setting up screening procedures, checking eligibility, etc. For four years, they have labored unselfishly. They have planned well. The end result of their vision can only enhance our industry — both creatively and financially.

But the crystallization of this effort, is, in the last analysis, up to the members.

Don't muff it.

### NARM'S EXEC SEC. TALKING TO I. J. MORGAN

PHILADELPHIA — Jules Malamud, executive secretary of the National Association of Record Merchandisers, told BMW last week that NARM had not refused I. J. Morgan, local rack jobber and one-stop, an opportunity to join the association. He said that Jerry Rosen, head of the firm, had talked to him, but had not filled out an application. "Rosen is a friend of mine," said Malamud, "and I'm talking to him this week, to see if he will apply for membership. If he fulfills the qualifications he can become a member. We have both large and small rack jobbers in our organization."

### RCA Victor Leads List Of Grammy Nominations

By LEE ZHITO

HOLLYWOOD—RCA Victor has grabbed 41 nominations in the forthcoming National Academy of Recording Arts & Sciences' Grammy Awards, topping a list of 38 labels whose product will be considered by NARAS members for the coveted honors. Both Capitol and Columbia each tied with 26 nominations, with Decca and Verve next in line, each receiving 9. Liberty follows with 8, Angel with 7 and London and Reprise each receiving 4 nominations. Command, Epic, Kapp, Mercury and United Artists each have 3 nominations.

In combining nominations of sister labels, Capitol-Angel would be second to RCA Victor with a total of 33 nominations, edging out Columbia-Epic who would be in third place with a total of 29 nominations.

NARAS mailed the ballots to its members Thursday (26), covering nominations in 40 different categories. Voting deadline is midnight, May 12. The nominations were tabulated by the accounting firm of Haskins & Sells, who also will count the ballots for the final awards. Identity of the winners will be kept in sealed envelopes and turned over to NARAS on the evening of May 29, date of the awards presentation. Simultaneous awards banquets will be held that evening in Los Angeles, New York and Chicago, where the Grammys will be presented. This will mark the first time that Chicago has participated in the event. Its chapter was formed last year.

Each nominee will receive a special plaque signifying that he had been nominated for a Grammy during the 1961 awards period. Plaques will be sent to the nominees sometime after the May 29 awards event. In addition, a plaque, larger than the nominees' plaque, will be presented to the artist and repertoire man responsible for the Grammy award winners in the first three categories (Record of the Year, Non-Classical Album of the Year and Classical Album of the Year). These will be presented during the Grammy Awards event and will be known as "The Special National Trustees Award for Artist and Repertoire."

Complete NARAS nominations are as follows:

- Category 1—Record of the Year**  
 1. BIG BAD JOHN—Jimmy Dean  
 2. LAZY RIVER—Si Zentner  
 3. MOON RIVER—Henry Mancini  
 4. THE SECOND TIME AROUND—Frank Sinatra  
 5. TAKE FIVE—Dave Brubeck

- Category 2—Album of the Year (Other Than Classical)**  
 1. BREAKFAST AT TIFFANY'S—Henry Mancini  
 2. GENIUS SOUL—Ray Charles  
 3. GREAT BAND WITH GREAT VOICES—Si Zentner Ork, Johnny Mann Singers  
 4. JUDY AT CARNEGIE HALL—Judy Garland  
 5. THE NAT COLE STORY—Nat King Cole  
 6. WEST SIDE STORY (Sound Track)—Johnny Green, Music Director

- Category 3—Album of the Year—Classical**  
 1. ART OF THE PRIMA DONNA—Sutherland, Molinari, Pradelli  
 2. BLOCH: SACRED SERVICE—Leonard Bernstein, New York Philharmonic and Choirs, Robert Merrill, cantor  
 3. BRAHMS: SYMPHONY NO. 2—William Steinberg, Pittsburgh Symphony  
 4. REVERIE FOR SPANISH GUITAR—Laurindo Almeida  
 5. STRAVINSKY CONDUCTS, 1960—Le Sacre Du Printemps; Petrouchka; Igor Stravinsky cond. Columbia Symphony

- Category 4—Song of the Year**  
 1. A LITTLE BITTY TEAR—Hank Cochran

- Category 5—Best Instrumental Theme or Instrumental Version of Song**  
 1. AFRIKAAN WALTZ—Galt McDermott  
 2. THE GUNS OF NAVARONE—Dimitri Tiomkin  
 3. LA DOLCE VITA—Nino Rota  
 4. PARIS BLUES—Duke Ellington

(Continued on page 32)

### BREAKDOWN OF AWARDS BY LABEL

HOLLYWOOD—The following is a list of record company standings in order of number of National Academy of Recording Arts and Sciences Grammy Awards nominations each received:

RCA Victor	41
Capitol	26
Columbia	26
Decca	9
Verve	9
Liberty	8
Angel	7
London	4
Reprise	4
Command	3
Epic	3
Kapp	3
Mercury	3
United Artists	3
ABC-Paramount	2
Atlantic	2
Colpix	2
DGG	2
Golden	2
Riverside	2
Vee Jay	2
Vista	2
Argo	1
Audio Fidelity	1
Blue Note	1
Caedmon	1
Choice	1
Contemporary	1
Disneyland	1
Dot	1
Impulse	1
Instant	1
MGM	1
Minit	1
Oiseau Lyre	1
Parkway	1
Roulette	1
Sue	1

### Index to Contents

General	Hot R.&B. Sides	37	Programming Panel	31
International Music	Local Singles Breakouts	1	Yesteryear's Hits	31
Manufacturer News	National Breakouts	1	Vox Jox	31
Music Pop Charts	New Action LP's	1	Music-Phonograph Merchandising	35
Best Selling Phonographs & Tape Recorders	New on the Hot 100 Chart	1	Album Covers of the Week	35
Best Tracks from the Spotlight LP's	New on the LP Charts	1	Best Selling Phonographs & Tape Recorders	35
Bubbling Under the Hot 100	Top LP's	Cover	Disk Deals for Dealers	35
Double-Play Disks	Top LP's by Category	12	Coin Machine Operating	42
Hits of the World	Yesteryear's Hits	31	Bulk Vending	44
Honor Roll of Hits	Reviews	LP Reviews	Coin Machine News	42
Hot 100	Single Record Reviews	25	Double-Play Disks	43
Hot C.&W. Sides	Radio-TV Programming	31	Buyers and Sellers Classified Mart	40
	Artists' Biographies	31		
	Easy Listening	32		

## PAUL ACKERMAN RESIGNS BMW POST; CHASE EDITOR

NEW YORK—Paul Ackerman resigned this week as music editor of Billboard Music Week. Sam Chase, editorial director, takes over as editor, effective immediately.

Roger Littleford, publisher, in an announcement to the staff on Friday (27), explained that the resignation was the result of a difference of opinion on immediate and long-range editorial plans between Ackerman and the magazine's management group.

Ackerman joined The Billboard in 1934 as a reporter and worked in several departments including legit, vaudeville and radio before leaving for service in World War II. Upon his return he briefly rejoined the radio-TV staff, then moved into music. He became music editor in 1949.

"It is with extreme reluctance that we accept the resignation of Paul," Littleford said. "It is especially difficult to lose the services of a friend and co-worker of nearly 30 years."

Sam Chase joined The Billboard in 1947 and was editor of the Radio-TV department from 1952 until the department was discontinued in 1959. Since then he has been assistant publisher and editorial director.

## Capitol Completes Test of Door-to-Door Campaign

HOLLYWOOD — Capitol Records last week concluded the last leg of a month-long three-market test of a direct door-to-door disk sales plan in conjunction with Community Record Service. Utilizing the canvassing talents of a magazine sales group, Capitol's wares were pitched door-to-door in the Cleveland, St. Louis, and Los Angeles market areas. Records were sold at list price.

Capitol Marketing Vice-President

## Philips Moves European Wax

CHICAGO — Growing importance of European recordings on the American market is shown by initial sales figures of Philips Records here.

Of the label's initial two months' releases, the top six sellers are equally divided between European and domestic product.

Philips records albums throughout the U. S. and produces European disks through a licensing agreement with Philips Phonographic Industries of the Netherlands.

Philips sales manager Lou Simon said the figures show "an even greater market here for the European classical product than we had imagined."

Included in the top six albums are "Liszt Concerto 1 and 2," Sviatoslav Richter; "Mozart Symphony 36 and 38," Concertgebouw Orchestra; "Vienna Boys' Choir Singing Songs by Schubert and Brahms" (all European) and "Swing Low, Sweet Clarinet," Woody Herman; "Twist to the Great Blues Hits," Blue Barons, and "Unpredictable," Patrice Munsel.

Lloyd Dunn confirmed the fact that the door-to-door tests had been completed, and told BMW that "no further tests are contemplated at this time." He said it was too soon for the company to have studied the results of the tests or reached any conclusions as to how successful they were. Dunn added: "We have no plans in the immediate future to pursue this form of selling on a national basis."

Various record companies periodically have been lured by the prospects of door-to-door direct disk sales as a means of increasing sales volume, with Capitol being the latest to study its potential. Prior to Capitol, Columbia Records had made exhaustive tests in this area of record selling. Most successful in the door-to-door field remains Texas' Word Records who has used the door-to-door selling as the keystone of its business.

Magazine canvassers Warren Brubaker and W. P. Barry head the Community Record Service operation, using only Capitol's product for the test. The Angel line was not included.

## RCA Victor Has A Summer Festival

NEW YORK—RCA Victor will soon issue a special two LP album called "Summer Festival" which will sell for the price of a single Red Seal LP. The two LP set is subtitled "20 of the World's Greatest Artists—19 Selections of Music America Loves Best."

The artists include Fiedler, Cliburn, Richter, Price, Tebaldi, Bjoerling, Moffo and Lanza. Set will be nationally advertised with the slogan "Two LP's for the Price of One." Firm expects to have a big summer seller with the special price package.

# Detroit & Chicago Join Hands; Produce One World's Fair of Music and Sound

CHICAGO — The International Sound Fair originally scheduled for Detroit's Cobo Hall is being merged with the World's Fair of Music and Sound to be presented at McCormick Place here August 21 through September 9.

Announcement of the projected consolidation was made jointly by Aaron D. Cushman, president of the Chicago exposition, and Coleman Finkel, president of the Detroit conclave.

The consolidation continues to maintain the name of the Chicago show—World's Fair of Music and Sound. Cushman continues as president, with Coleman Finkel and Dick Schory in charge of business seminars. Hal Cook, former executive vice-president of the Detroit show, joins the World's Fair of Music and Sound as New York representative.

Among key exhibitors from the Detroit show now coming to Chicago are Columbia, Capitol, Warner Bros. and both the recording and home instrument divisions of RCA Victor.

**Stems From Industry Needs**  
"The consolidation," Finkel pointed out, "stemmed from the

recognition of industry needs for one unified show where dealer business meetings, educational clinics, diversified products and entertainment talents of the highest caliber are presented."

Cushman noted the result will be the "largest exposition covering all phases of the music and sound industries ever presented both to the trade and to the general public."

The exposition is expected to attract more than 300,000 persons, including 15,000 to 20,000 dealers from all segments of the business.

Momentum for the fair has been steadily picking up. Chicago's Mayor Richard Daley and Illinois Gov. Otto Kerner declared the period of the show "Music and Sound Week."

The fair is also picking up radio and television coverage, plus interest from consumer magazines and daily newspapers.

Other officers in the show include baseball's Bill Veeck, vice-president; John King, artist representative, vice-president, and John Brennock, director of exhibits.

**To Boost Exhibitor Sales**  
Cushman noted that prior to the

consolidation the exhibitor space for the Chicago show had been 50 per cent sold. Merging the two shows is expected to boost exhibitor sales considerably.

Cushman candidly noted that the merger would act as a stimulus for those manufacturers who have been unable to decide which show to attend.

Participating will be manufacturers of hi-fi and stereo equipment, organs-pianos, music and band instruments, radio-television equipment, recording companies, electronic equipment, communications equipment and publications.

Among firms previously announced as exhibitors for the Chicago Fair are ABC-Paramount, Zenith, Acoustic Research, Allied Radio, Revere Camera, Ludwig Drum, Wurlitzer, G. LeBlanc Corporation and Shawnee Press.

Elements of the fair will include exhibits, business seminars, music clinics, cultural symposiums and a variety of performances by top artists and groups.

## Capitol Closes N.J. Warehouse

HOLLYWOOD — Capitol Records Distributing Corporation has closed its Newark, N. J., warehouse, making it the fourth such facility it has shut down during the past three months. Others were Hartford (January 31), Oklahoma City (February 28), and Milwaukee (March 31).

No change is being made in Capitol's sales coverage of these markets. Original sales staffs are being kept in each city to continue servicing accounts as usual. Also, CRDC is maintaining in each of these markets a sales office with telephone and will-call service. Each office will keep on hand a small stock of new release albums, singles and key catalog LP's.

Newark customers will be supplied by the New York City warehouse. New York and Boston branches will fill Hartford's orders. The Chicago warehouse will service Milwaukee, and CRDC's Dallas warehouse will supply Oklahoma City.

CRDC Vice-President and General Manager Stan Gortikov, in confirming the report that the warehouse facilities were being closed, told BMW: "These moves give cognizance to changing distribution patterns, and constantly improving delivery capabilities in various areas. Like many major U. S. companies, CRDC finds it necessary to maintain this sensitivity in shifts in population, purchasing patterns, distribution, and transportation trends."

## FOUR MONTHS OLD

## Chi's Kent Distrib Firm Digs Record Business

BMW—MUSIC—DISTRIB BIO

CHICAGO — With the record business going through dramatic marketing changes, what chance has a small independent distributor starting in business today?

Judging by Kent Records, four-month-old distributorship here, owned by partners Bill Berman and Bert Loob, the answer appears to be "pretty good."

During its brief existence, Kent has consistently increased and often doubled its weekly sales volume. During the past two weeks, Kent did a gross equal to its first three months in business.

**Handles 31 Labels**

The firm now has some 31 labels in the house, including several album lines, and is shooting for a first year's gross of some \$250,000.

Kent is also working on what it hopes will be its first big hit, "Hully Gully Callin' Time," by the Jive Five on Beltone. The tune has hit position 28 on the influential WLS Silver Dollar Survey and is getting good supporting air play around the city.

Kent started in business at the turn of the year with a little cash, some good experience (Loob was formerly with M-S and Garmisa Distributing here as well as being in the retail record business) and a lot of ambition.

The firm decided to specialize in r.&b. "because that's where our main contacts were," but is also working to strengthen its pop lines.

Ask the partners about the future of the distributing business and Berman's answer is indicative of Kent's entire attitude. "It's a peculiar question to ask me," Berman told this reporter, "when we're all hepped up and putting more and more money and time into the business."

"I'm not saying the distributing business doesn't have its headaches," he notes, "but we've been able to solve them with a lot of hard work and steady promotional effort."

**Kent Expanding**

If anything, Kent gives every indication of expanding. Besides Berman and Loob, the staff consists of three combination sales and promotion people: Leroy Phillips, Phyllis White and Robert Berman (Bill's son) and stockman Albert Jackson.

Electric bookkeeping equipment was recently installed and Kent carries on as vigorous a direct-mail campaign as the budget allows. "We hope to expand our promotional and advertising effort through the year," the partners stated.

Besides distributing, Kent also

(Continued on page 41)

## LATE POP SPOTLIGHTS

### SINGLES

PAUL ANKA



**I NEVER KNEW YOUR NAME** (Spanka, BMI) (2:37)—  
**A STEEL GUITAR AND A GLASS OF WINE** (Spanka, BMI) (2:01)—Two powerful sides by Paul Anka should keep the chanter's hit string intact. Both sides were penned by Paul. Topper is a powerful ballad with a Latin-ish backing, sung with emotion by the singer. Flip is an unusual hunk of material by the lad which also gets a meaningful and happy vocal performance.

RCA Victor 8030

THE SHOWMEN



**COM'N HOME** (Minit, BMI) (2:29)—Here's a strong new side by the Showmen, which features a driving vocal by the lead singer and striking gospel-styled piano work in the backing. It can be danced to Twist fashion by the teen set. Flip is "I Love You, Can't You See" (Minit, BMI) (2:14).

Minit 647

## Re-Elect Adams ASCAP Pres.

NEW YORK — Stanley Adams was re-elected president of ASCAP for his third term by the ASCAP Board of Directors. He has served on the ASCAP board since 1944.

Other officers elected with Adams were: Rudolph Tauher of G. Schirmer, first vice-president; Jimmy McHugh, second vice-president; J. J. Bregman of BVC, treasurer; Adolph Vogel of Elkan-Vogel, assistant treasurer; Deems Taylor, secretary, and Ned Washington assistant secretary. Leon Brettler, executive vice-president of Shapiro-Bernstein, was elected to fill the unexpired term on the board of the late Louis Bernstein.

## EDITORIAL

## A United Effort

A troublesome problem was happily resolved this week when executives of the International Sound Fair—originally scheduled to be held at Detroit's Cobo Hall—and the World's Fair of Music, scheduled for Chicago's McCormick Place August 31-September 9, announced a merger (see separate story).

This statesman-like move accomplishes two things immediately: (1) It does away with confusion in the minds of exhibitors and the public, and (2) It recognizes the need for—and therefore makes possible—one unified show promoting every facet of the sound industry.

Aaron Cushman, Coleman Finkel, Hal Cook and others who brush aside personal ambitions in order to present a single show having maximum impact, are to be congratulated.

Many key exhibitors and trade groups have announced their participation in the consolidated venture. We urge full industry co-operation. The long-range benefits of such an annual event are obvious and manifold.

# NARM President Becker Names 15 to Committees

NEW YORK—Appointments to 15 committees were made last week by Glen C. Becker, Music City Racks, Los Angeles, as the first official act of his new administration as prexy of the National Association of Record Merchandisers.

At the same time, Becker said NARM has made "phenomenal" strides since its inception four years ago, adding, "particularly in this year under the guidance of our executive director Jules Malamud."

Appointed to the regular membership committee were Abraham Levine (Lesley Sales, Boston), Eastern region chairman, and Ed Mason (Record Rack, Los Angeles), Western region chairman. Serving on the associate membership committee will be Endo Corsetti (Wambach, Harrisburg, Pa.), Eastern region chairman, and John Billinis (Utah Sundries, Salt Lake City), Western region chairman.

George Berry (Modern Record Service, New Orleans), is chairman of the administrative and budget committee, which includes Larry M. Rosmarin (Record Distributing, Houston) and Albert Hyman (Almore Playtime, Amsterdam, N. Y.). Co-chairmen of the mid-year meeting are Kenneth Sachs (Merchants Wholesale, Detroit) and James J. Tiedjens (Musical Isle, Milwaukee). Tiedjens also chairs the promotion and merchandising aids committee.

Becker is chairman of the contract committee, which includes Edward M. Snider (Edge, Ltd.,

Washington) and Cecil Steen (Recordwagon, Boston). Co-chairmen of the NARM survey committee are Snider and Harold Goldman (Rak Sales, St. Louis).

Working directly with NARM executive director Malamud on the publicity public relations committee are Joseph Shapiro (Akorn-Supermarket, Lindon, N. J.), Eastern; James A. Guthrie (Record Distributing, Dallas), Southern; John Wren (Western Merchants Wholesale, Denver), Midwestern; Stuart Burnat (Music City Record Racks, Los Angeles), Western, and Gordon Bjork (Gordon Sales, Seattle), Northwestern.

Co-chairman of the product standardization committee are Rosmarin and Donald Belzer (Record Service, Minneapolis). Working directly with NARM legal counsel Earl M. Foreman on the constitution and bylaws committee are Alvin Driscoll (Pioneer Distributor, Wichita, Kan.), David F. Watson (Pic-A-Tune, Oakland, Calif.) and Rosmarin.

Driscoll also chairs the 1963 convention committee with Becker handling business sessions for that event. The NARM awards committee, chaired by Lou J. Kustas (Toy House of Hudson Valley, Poughkeepsie, N. Y.), includes Gerald S. Lilienfield, (Edge, Washington), Eastern region; Donald Van Gorp (Musical Isle, Milwaukee), Midwestern; Richard Williamson (Western Merchandisers, Amarillo, Tex.), Southern region, and John T. Edgerton (Pic-A-Tune, Oakland, Calif.).

Other committee chairmen appointed were Harold Goldman, social functions committee; Ceil Steen, NARM awards banquet, and Peter C. Wambach (Wambach Distributors, Harrisburg, Pa.), installation luncheon.

## Lewerke Resigns Interdisc Position

HOLLYWOOD — Jack Lewerke confirmed last week that he has withdrawn as president of Interdisc, S. A., Lugano, Switzerland, and as a director of Interdisc, Ltd., London. He will concentrate his efforts in operating his two disk outlets here, California Record Distributing, and Merit Distributing. Lewerke served as president of the Swiss-based firm for two years, and as a director of its London counterpart for one year.

Lewerke's withdrawal from both firms coincides with the recent

## DANCE ALONG WITH ASTAIRE

NEW YORK—MGM Records has set a tie-in with the 130 Fred Astaire dance studios throughout the country to promote the Choreo label's release of "Three Evenings With Fred Astaire." There will be free dance lessons to purchasers of the "Three Evenings" album via a special coupon inserted in each album. Offer is being advertised through streamers on record shop windows as well as ads in the Astaire dance studios.

## Shuffle CRDC Regional Staff

HOLLYWOOD — Capitol Records Distributing Corporation last week shuffled its regional and branch manager corps: George Novak, former Region No. 2 manager, replaces Vito Samela (now singles sales and promotion manager) as head of CRDC's Region No. 1, covering the Northeastern seaboard including the New York City market.

Miké Mackulicks moves from Baltimore sales manager to replace Novak as Region No. 2 manager, covering the Baltimore, Charlotte, Philadelphia, and Buffalo branches. Martti Takki, CRDC Boston salesman, becomes Baltimore sales manager. John Jossey, Miami sales manager, becomes Region No. 4 manager, covering Detroit, Pittsburgh, and Cincinnati branches, the Cleveland sales office and Louisville distributor, to replace Max Callison who became national rack sales manager. Charlotte branch salesman, Jack Griffith, becomes Miami sales manager.

Bob Keels is switched from managing Region No. 5 to heading Region No. 6, embracing Chicago, Milwaukee, Minneapolis, Kansas City, and Des Moines, succeeding George Gordon who now is national album sales manager. Seattle sales manager, Bob Setzer, takes over Region No. 5, covering the Seattle branch, and distributors in Billings, Denver and Salt Lake City. Seattle salesman Jack Manning moves up to sales manager.

acquisition of distribution rights to Interdisc's lines by Philips (BMW, March 31). As a result of the deal, Philips now distributes abroad the Riverside and subsidiary lines, as well as Contemporary, World Pacific, the Prestige subsidiaries (Bluesville, Moodsville, Swingsville), Hi Fi, Stereoditties, GNP, and Vee Jay).

# GEMA: See Return Of Seized Copyrights

MUNICH — Dr. Erich Schulze, GEMA's board chairman, has been given to understand in Washington that war-seized German copyrights soon will be returned to their German owners.

Dr. Schulze has just returned from a business trip to the United States and Japan. While in the U. S. he had a series of meetings with officials in Washington about the restoration of German copyrights.

Dr. Schulze is being supported on the copyright restoration issue by ASCAP, which had endorsed the German argument that the seizure of property by the U. S., regardless of the grounds or the nature of the property, weakens U. S. moral authority in the world.

Dr. Schulze says that failure to establish and protect the sanctity of copyrights inevitably reacts against the sanctity of patents and foreign-owned property generally.

The copyrights, he added, are not involved in claims for the mass of war-seized German assets in the U. S. The Kennedy administration has advised the German that these assets will not be restored.

Dr. Schulze returned from the U. S. convinced that Congress soon will pass an amended copyright act requiring juke box operators to pay music royalties, as is now the case in West Germany.

Schulze said his talks in Washington convinced him that there is strong support in Congress for extending copyright music royalties to phonographs.

"Up to now only the phonograph trade has profited economically from the juke box boom," Dr. Schulze said, "and the holders of the copyrights on the music played in American juke boxes have received nothing."

"This is obviously a most unjust situation and in my talks with people in Washington I found general agreement that the copyright holder must receive royalties for music played in juke boxes."

Dr. Schulze is also convinced that private owners of tape recorders must become reconciled to payment of music-taping royalties, whether they actually do music taping or not.

GEMA will ignore the Bonn government refusal to make an issue of Parliament's striking of the taping royalty paragraph from the draft copyright act pending in Parliament.

This measure, which updates the present copyright act passed in 1905, was sent to Parliament with a paragraph regulating royalty payments by private owners of tape

recorders. In drafting the new measure the interior ministry accepted GEMA's recommendations in toto for compulsory payment of royalties by private owners of tape recorders.

### Delete Tape Provision

The Bundesrat (upper house of the Bonn Parliament) deleted the taping royalty provision from the measure, and the government accepted the deletion. But not Dr. Schulze and GEMA.

GEMA takes the position that the decision of the West German Federal Court in this respect is binding on Parliament, the court having ruled that mere ownership of a recorder is prima facie evidence of intent to tape music and therefore requires payment automatically of music royalties.

The German copyright society has established a central office for the collection of taping royalty payments and advised all private recorder owners that they will be expected to ante up.

Yearly copyright payment has been set at 12 marks (\$3), and the office has been opened at 28 Herzog-Wilhelm Strasse, in Munich.

## Riverside's New Series

NEW YORK—Riverside Records is launching a new series aimed at the broad pop market to retail for a \$3.98 list price. Called the 3500 series, it tees off with seven albums, including gospel, r.&b., and a specially packaged jazz composer's series. The Staple Singers, and Eddie (Cleanhead) Vinson are on the first release, plus the jazz composer's LP's.

Riverside is also issuing a special sampler that will sell for \$1.98, called "How to Be Very Very Popular," featuring tracks from nine different albums, in the Hawaiian, Latin, and Dixieland grooves. Firm is promoting the sampler via store promotion pieces, and deejays will also receive copies of the sampler. There will be sampler co-op ads with distributors for radio and newspaper advertising.

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

... Subscribe Today ...

BILLBOARD MUSIC WEEK, 2160 Patterson Street, Cincinnati 14, Ohio

Please enter my subscription to BILLBOARD MUSIC WEEK for

1 YEAR \$15     3 YEARS \$35     New     Renew

Payment enclosed     2 EXTRA issues for cash     Bill me later

Above subscription rates are for U. S., Canada and Europe. Other overseas rates on request.

787

Company \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_

Type of Business \_\_\_\_\_ Title \_\_\_\_\_



**BILLBOARD MUSIC WEEK**  
The Music-Record Marketer

## May Is London's Mantovani Month For Promo Push

NEW YORK—London Records is continuing a long-time tradition with its "May Is Mantovani Month" again this year. The firm has always gone all out on a huge promotion campaign on the artists extensive album catalog, and intends to have a bigger and better campaign this year.

One of the added features to Mantovani Month this May is the fact that London is sending out 6,000 copies of the latest LP releases by the ork leader, "American Waltzes," to radio stations throughout the country. In addition to the record stations will receive a complete alphabetical listing of every title in every Mantovani LP including timings and clearance information.

# BILLBOARD MUSIC WEEK

Published by  
The Billboard Publishing Company  
2160 Patterson St., Cincinnati 14, Ohio  
DUbar 1-6450

Publisher  
Roger S. Littleford Jr. ... New York Office

Editorial Office  
1564 Broadway, New York 36, N. Y.  
PLaza 7-2800

Sam Chase, ... Editorial Director  
Paul Ackerman, ... Music Editor  
Aaron Sternfeld, ... Coin Machine Editor

Robert Rolontz, ... Assoc. Music Editor  
June Bundy, ... Radio-TV Programming Ed.  
Ren Grevatt, ... Merchandising Editor

Wm. J. Sachs, Exec. News Editor, Cincinnati  
Nicholas Biro, Midwest News Editor, Chicago  
Lee Zhitto, ... West Coast Editor, Hollywood  
Mildred Hall, ... Chief Washington Bureau  
Jack Maher, ... Copy Editor

General Advertising Office  
1564 Broadway, New York 36, N. Y.  
PLaza 7-2800

Andrew Csida, ... Advertising Co-Ordinator  
Dan Collins, ... Singles Sales  
Robert O'Brien, ... LP and Equipment Sales  
Frank Luppino, ... International Sales  
Richard Wilson, ... Midwest Music Sales  
R. McCluskey, ... West Coast Music Sales

Coin Machine Advertising  
188 W. Randolph St., Chicago 1, Ill.  
Central 6-9818  
Richard Wilson, ... Coin Machine Ad. Mgr.

Circulation Sales  
1564 Broadway, New York 36, N. Y.  
C. J. O'Connor, ... Circulation Manager

Subscription Fulfillment  
Send Form 3579 to  
2160 Patterson St., Cincinnati 14, Ohio  
Joseph Pace, ... Fulfillment Manager

European Office  
Arthur Rosett, ... Director  
31 Devonshire Place, London W. 1  
WELbeck 0356

Branch Offices  
Chicago 1, 188 W. Randolph St.,  
Central 6-9818  
Hollywood 28, 1520 North Gower  
Hollywood 9-5831

St. Louis 1, 812 Olive St.  
CHestnut 1-0443  
Washington 5, 1426 G St., N.W.  
NAtional 8-4748

Cable Address:  
MUSICWEEK NEWYORK

Subscription rates payable in advance. One year, \$15 in U. S. A. (except Alaska, Hawaii and Puerto Rico), Canada and Europe. Rates in other foreign countries on request.

Subscribers who request change of address should give old as well as new address. Published weekly. Second-class postage paid at Cincinnati and at additional entry office.

Copyright 1962 by The Billboard Publishing Company. The company also publishes Vond, the bi-monthly magazine of automatic vending; one year, \$7 in U. S. A. and Canada; Amusement Business, the weekly magazine of amusement management; one year, \$10, and High Fidelity, the magazine for music listeners; one year, \$6. Postmaster, please send Form 3579 to Billboard Music Week, 2160 Patterson St., Cincinnati 14, O.

Vol. 74 No. 18



# JOHNNY MATHIS MAGIC HIS LATEST SINGLE MARIANNA



4-42420

Featured in the Perlberg-Seaton Production  
"The Counterfeit Traitor" - a Paramount Release

## COLUMBIA RECORDS

Also Available on Single 88



© "COLUMBIA", MARCAS REG. PRINTED IN U.S.A.

This One



GRE9-7Z5-9NWD Copyrighted material

# WEEKLY MARKET ANALYSIS

Continued from page 1

## Easter Thanksgiving in Cleveland

CLEVELAND—Sales were rather quiet here last week, following the pre-Easter holiday week, which many dealers reported was a solid sales period for singles.

Jim Morgan of Bandstand-Southgate, a key retail chain here, said that his pre-Easter week disk sales were up 60 per cent over last year's holiday week. "She Cried" by Jay and the Americans, "Mashed Potato Time" and renewed sales interest in Henry Mancini's long-time hit, "Moon River," accounted for a great deal of the business, according to Morgan.

Of the newer releases, the disk garnering the most sales last week, said Morgan, was "Wonderful Land" by the Shadows on Atlantic. The record is currently a big hit in England. Morgan attributed its click here to the fact that local station WHK featured the disk as its "Pick Hit" last week. Bandstand sells each WHK "Pick Hit" for 69 cents (as compared to regular 89-cent price) during the week platter is featured.

Sales were also up, said Morgan, on Santo and Johnny's "Come On In" LP on Canadian-American, which was WHK's "Pick Hit Album" last week.

Cleveland, at one time a prime breakout point for new records, has only one Top 40 station (WHK) now. Westinghouse station, KYW, mixes current hits with standards and LP selections; WERE recently adopted a "Good Music" format; WDOK is a long-time "Good Music" outlet; and WJMO and WABQ features rhythm and blues.

Deejays at WHK are allowed to spotlight one new release (rather than current best sellers) every half hour, and one of the hottest break-out shows on WHK for singles—according to many local distributors and dealers—is Johnny Holliday's 3-7 p.m. airer. However, one distributor noted sadly: "It's not like the old days when a Bill Randle or Joe Finan couldn't walk down the street without being mobbed by fans."

Although most distributors opined that WHK is the station mainly responsible for breaking singles here, a key one-stop exec said KYW does a better job because they stay with a record.

Many Cleveland distributors and manufacturers concentrate on breaking disks on r.&b. stations WJMO and WABQ in hopes that they will move it over into the pop market. Mary Well's current pop hit, "The One Who Really Loves You," was broken out in Detroit by WJMO first.

## Business Up and Down in L. A.

HOLLYWOOD—Conflicting reports from dealers in this area resulted in mixed reaction to business volume here last week, with some claiming business was ahead, others that sales were holding their own, while most retailers contacted contended sales volume suffered the usual post-Easter dip. General consensus of dealer opinion was that singles sales were edging back after their nosedive during tax week, but that LP sales were slower in showing signs of rallying.

Singles appreciably bounced back during Easter week, thanks to school vacations which resulted in increased store traffic. LP business, however, enjoyed little benefit from the holiday, since most spending was for clothes, with little left over for album buying.

Sample comments, showing mixed opinions of various dealers:

Clyde Wallich (Music City Stores): "Business is always off after Easter, and this year is no exception. Singles seem to be holding on but generally sales are 7 per cent under last year."

Dale Arbuckle (Arbuckle Music): "Business is fine. Each month is bigger than the one before, and April looks like it will top March, which had been our biggest month so far this year."

Dick Smith (Arcadia Music): "Sales are down about 7 per cent, particularly in LP volume."

Al Spaulding (Westchester Music): "Sales are holding their own. Business was good last week, and this week looks like it's going to be about the same. I see no change."

Jack Lishon (Lishon Music): "Business is off by 15 per cent of what we had in March."

## Detroit Distributors Add Promo Men

DETROIT—Business was only fair here last week, but local distributors were in there swinging with newly beefed-up promotion staffs.

The new promotion staffers include Ray Sajor, Cadet; Melvin Da Kroot, Arc; Vince Pernicano and Harvey Cooper, Jay Kay; Ed Benson, Music Merchants, and veteran plugger Curley Dmytro, S. & S.

In addition to Joe Henderson's "Snap Your Fingers" on Todd (a BMW "Regional Breakout" this week), newer releases showing some action here included "Limbo Rock" by the Champs on Challenge; "Papa-Oom-Mow-Mow" by the Rivingtons on Liberty; the Marvelettes' "Playboy" on Tamla, "I'll Try Something New" by the Miracles, also Tamla, and Jimmy Smith's "Walk on the Wild Side—Part II" on Verve.

## NEW ON THE TOP LP'S

Continued from page 1

- 123. **BABY IT'S YOU** . . . Shirelles, Scepter SLP 504
- 132. **STRANGER ON THE SHORE** . . . Mr. Acker Bilk, Atco 129
- 148. **'S CONTINENTAL** . . . Ray Conniff, His Ork & Chorus, Columbia CL 1776

### STEREO

- 39. **POINT OF NO RETURN** . . . Frank Sinatra, Capitol SW 1676
- 50. **NAT KING COLE SINGS/GEORGE SHEARING PLAYS** . . . Capitol SW 1675

## Dunn and Frasier Off on European Tour for Capitol

HOLLYWOOD — Capitol Marketing Vice-President Lloyd Dunn and Director of the International Division Bud Frasier leave this week for meetings at EMI in England and a tour of affiliated companies in Europe. Dunn will extend his junket to visit affiliated firms in Athens, Istanbul and the Near East before returning to his Hollywood home base.

Dunn will spend part of his trip in London to Attend EMI's international classical meetings during which plans for the new fiscal year along with details concerning artists and repertoire are discussed. In addition to heading Capitol's marketing, Dunn has executive responsibility for the Capitol Classics and Angel facet of the operation, as a member of the triumvirate which controls the complete disk product output of the label (others: Vice-President Alan Livingston is head of pop albums, Vice-President Joe Csida heads singles).

Frasier is vice-president and general manager of Capitol Records International Corporation, in addition to his duties as Capitol Records, Inc., International director.

## Top Jazz Violinist Eddie South Dies

CHICAGO—Eddie South, 57, one of the great jazz violinists of all time and a recording artist with Mercury, died here last week in a South Side hospital. South had been ill the past two years with diabetes and a heart condition.

Originally making his reputation in night clubs, South gained the admiration of jazz, classical and pop musicians around the world. Paul Whiteman dubbed him the "Dark Angel of the Violin." Fritz Kreisler, upon hearing South play, told him he should have pursued a career in classical music.

South's latest release for Mercury was "The Distinguished Violin of Eddie South." His most recent recording, "Music for the Birds," was done with Mike Simpson and is due for release on the Mercury-Wing label soon.

Born in Missouri, South adopted Chicago as his home. He is survived by his widow, Lillian Hines, a night club pianist.

## Atlantic Signs Pact With Discos of Peru

NEW YORK—Atlantic Records has signed a distribution contract with Discos Hit of Lia, Peru. Henceforth all Atlantic and Atco releases will be issued by Discos Hit under the Atlantic label in Peru.

The deal was made by Miriam Bienstock, Atlantic vice-president, and J. L. Salazar, Discos Hit prexy.

# SAY COLUMBIA CRACKS \$100 MIL GROSS MARK

NEW YORK—Columbia Records cracked the \$100 million mark for its gross sales figure in 1961. Although CBS does not break down the figure for the record department earnings, it was ascertained that the record firm's 1961 gross totaled close to \$104 million, the highest figure ever racked up by Columbia.

In 1960 Columbia's gross was estimated at \$70 million plus. Columbia officials reported that business in 1961 was 33 per cent up over 1960, in large part due to the 5,000,000 or better LP sales chalked up by Mitch Miller's Sing Along series.

Columbia's better than \$100 million figure includes gross income from distributor and rack sales, sales through the record club, sales of subsidiary labels Epic, Perfect and Harmony, and sales of the firm's custom division.

So far this year sales for the first quarter of 1962 are running ahead of sales for the first quarter of 1961, according to top Columbia brass. Classical sales were reported as being 80 per cent better in the first quarter of 1962 as the same period last year.

## NEWS REVIEW

### Great Tribute To Stravinsky

In honor of Igor Stravinsky's 80th birthday Columbia Records has issued six albums of the composer's works, with four of the recordings conducted by the composer himself. They include "Pulcinella Suite," "Violin Concerto in D Major," the opera "Le Rossignol" (The Nightingale), and "Works for Two Pianos and Four Hands." The six albums feature Issac Stern, Gold and Fildale, the New York Philharmonic Orchestra under Leonard Bernstein, the Columbia Symphony Orchestra, and the Chorus and Orchestra of the Opera Society of Washington.

All six of the albums have been packaged in most attractive fashion. One of the covers has a reproduction of a Matisse curtain design, another a reproduction of a Picasso painting, and a third a picture of the "Firebird" costumes designed by Gontcharova. Placed in a dealer's window, they make an impressive display.

The attractive packaging, of course, only adds to the contents. And all of these albums are first-rate recordings, not only musically but also from an engineering sense. They are all recorded in stereo and the sound is exceptional. Issac Stern's performance of the Stravinsky concerto is striking, and Gold and Fildale's reading of the eight easy pieces for piano four hands is delightful. This is a noteworthy tribute on the part of Columbia records to a great composer, and a well deserved one. The six LP release should turn into a steady, long-term sellers.

**Le Rossignol, Chorus and Orchestra of the Opera Society of Washington (Columbia ML 5727); The Firebird Ballet, Columbia Symphony, Stravinsky conducting (Columbia ML 5728); Pulcinella Suite, Concerto for Piano, Wind and Orchestra, New York Philharmonic, Bernstein conducting (Columbia ML 5729); Violin Concerto in D Major, Symphony in Three Movements, Issac Stern and Columbia Symphony, Stravinsky conducting (Columbia ML 5731); Petroushka, Columbia Symphony, Stravinsky conducting (Columbia ML 5732); Works for Two Pianos and Four Hands, Arthur Gold and Robert Fildale (Columbia ML 5733).** Bob Rolontz

## 'NO STRINGS' ON ATLANTIC

NEW YORK—A four-star review of "No Strings," (a new album featuring Herbie Mann, Chris Connor, LaVern Baker, and Bobby Short) was erroneously listed on the Atco label. The album is on the Atlantic label. Atco is Atlantic's subsidiary label.

## Roulette Firm Walkin' With Regal Shoes

NEW YORK—Roulette Records, which made a big chart comeback with the Twist, is sponsoring a special "Twist-O-Rama" sales program, featuring five new Twist LP's, three catalog Twist packages, and a nation-wide tie-up promotion with the Regal Shoe Store chain.

At the same time, the label is offering distributors a special 15 per cent discount on the entire Roulette, Roose and Tico catalogs, including the five new Twist albums, Dinah Washington's first Roulette LP, "Dinah '62," and two new Tico albums by Machito and Tito Puente.

The new Twist packages include Joey Dee's "Back at the Peppermint Lounge," "Twistin' at the Peppermint Lounge" (Miami Beach) with the Seven Blends; "Let's All Twist at the Peppermint Lounge" (Miami Beach) with Dale Hawkins; "Twistin' Knights at the Roundtable" with Bill Haley and His Comets and "The Most of the Twist," featuring Dee, Count Basie, Sarah Vaughan, the Seven Blends, the Orchids, Machito and others.

The tie-up with the shoe chain, which kicks off this week, calls for Regal to feature special window displays of eight Roulette Twist albums in all Regal stores around the country. Regal will also use Roulette's Twist albums as premium giveaways with the sale of shoes, and plans are in the works for Roulette artists to make guests appearances to ballyhoo upcoming openings of new Regal Shoe Stores.

Tie-up display promotions are also being made by Roulette distributors between record dealers and Regal Shoe Stores in their respective cities. Roulette is making special display material available, including window display kits and in-store display.

Meanwhile, Joey Dee has two albums (one the "Hey Let's Twist" sound track) on BMW's Best Selling Monaural Album charts (No. 7 and No. 19), and a single, "Shout," in the No. 6 slot on BMW's "Hot 100" this week.

## Barney Ales Named Motown Label Veepee

DETROIT — Barney Ales has been named vice-president of Motown Record Sales Corporation by Berry Gordy, head of the label. Ales has been national sales manager and holds that post along with his new one. Ales said that the firm expects to show great growth in 1962 via increased album production for the Tamla, Motown, Gordy and Workshop Jazz labels.

# "MAY IS MANTOVANI MONTH" 1962

Featuring National Consumer Contest...

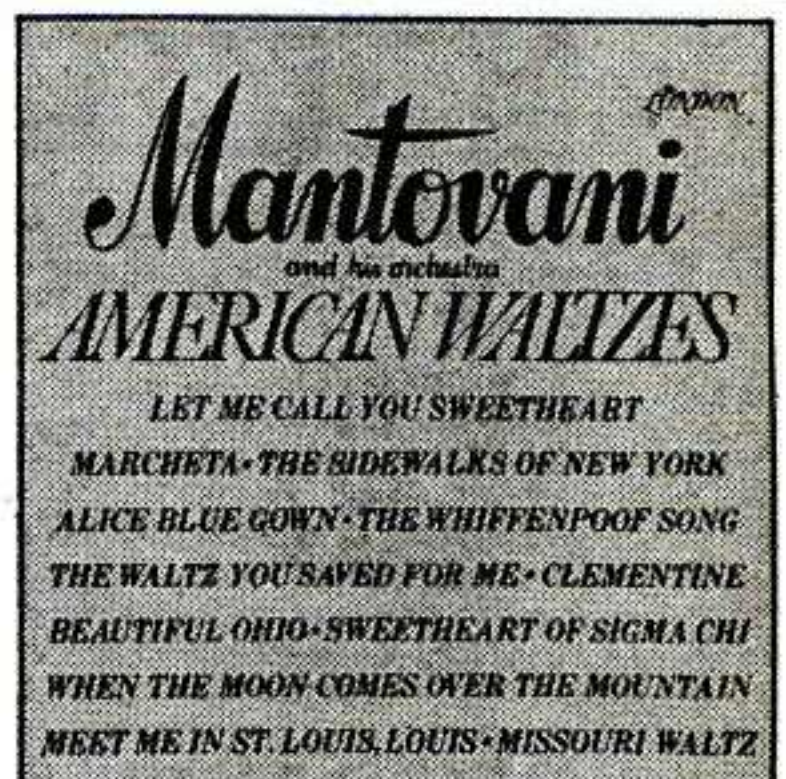
## MANTOVANI CONTEST

select the songs for Mantovani's next LP

## WIN A VACATION FOR 2 IN ENGLAND

Special Mantovani recording to everyone submitting a qualified entry

Contest ends June 30, 1962



OFFICIAL ENTRY BLANK ENCLOSED ONLY  
WITH MANTOVANI'S NEW LP  
"AMERICAN WALTZES"

## NATIONALLY ADVERTISED IN

- Time
- New Yorker
- Sunset Magazine
- This Week Magazine
- N. Y. Times Magazine
- Ladies Home Journal
- Schwann Catalog
- American Record Guide
- Campus Illustrated



**AMERICAN WALTZES**  
Beautiful Ohio; Sweetheart Of Sigma Chi; Alice Blue Gown; Whiffenpoof Song; Missouri Waltz; Meet Me In St. Louis, Louis; Let Me Call You Sweetheart; The Sidewalks Of New York; Clementine; Marcheta; The Waltz You Saved For Me; When the Moon Comes Over the Mountain.  
Stereo: PS248  
Mono: LL3260

NOTE: PS248 and LL3260 are each shipped in special cartons. Each carton contains 10 copies and makes a handsome counter display. See at right.

## PROGRAM COVERS COMPLETE CATALOG OF MANTOVANI LP's

(INCLUDING NEW RELEASE "AMERICAN WALTZES")

**EXTRA DISCOUNT**

**100% EXCHANGE**

### SPECIAL RADIO STATION PROMOTION

6000 radio stations will receive a special 7" 33 1/3 rpm record featuring 6 best-suited-for-airplay selections from Mantovani's new LP "American Waltzes."

**DELAYED BILLING**

**ADVERTISING  
MATS**

### DISPLAY MATERIAL

- Catalogs
- Streamers
- Browser Cards
- Day-Glo Footprints
- Display Racks

*LONDON*  
RECORDS

539 West 25th Street, N.Y. 1, N.Y.

Check with your distributor for complete program terms

**TIME** ANNOUNCES  
**RECORDS** THE PERFECTION OF

a major new achievement in recording technology, a completely new level in musical reproduction:

**PROCESS**



**PROCESS 70**

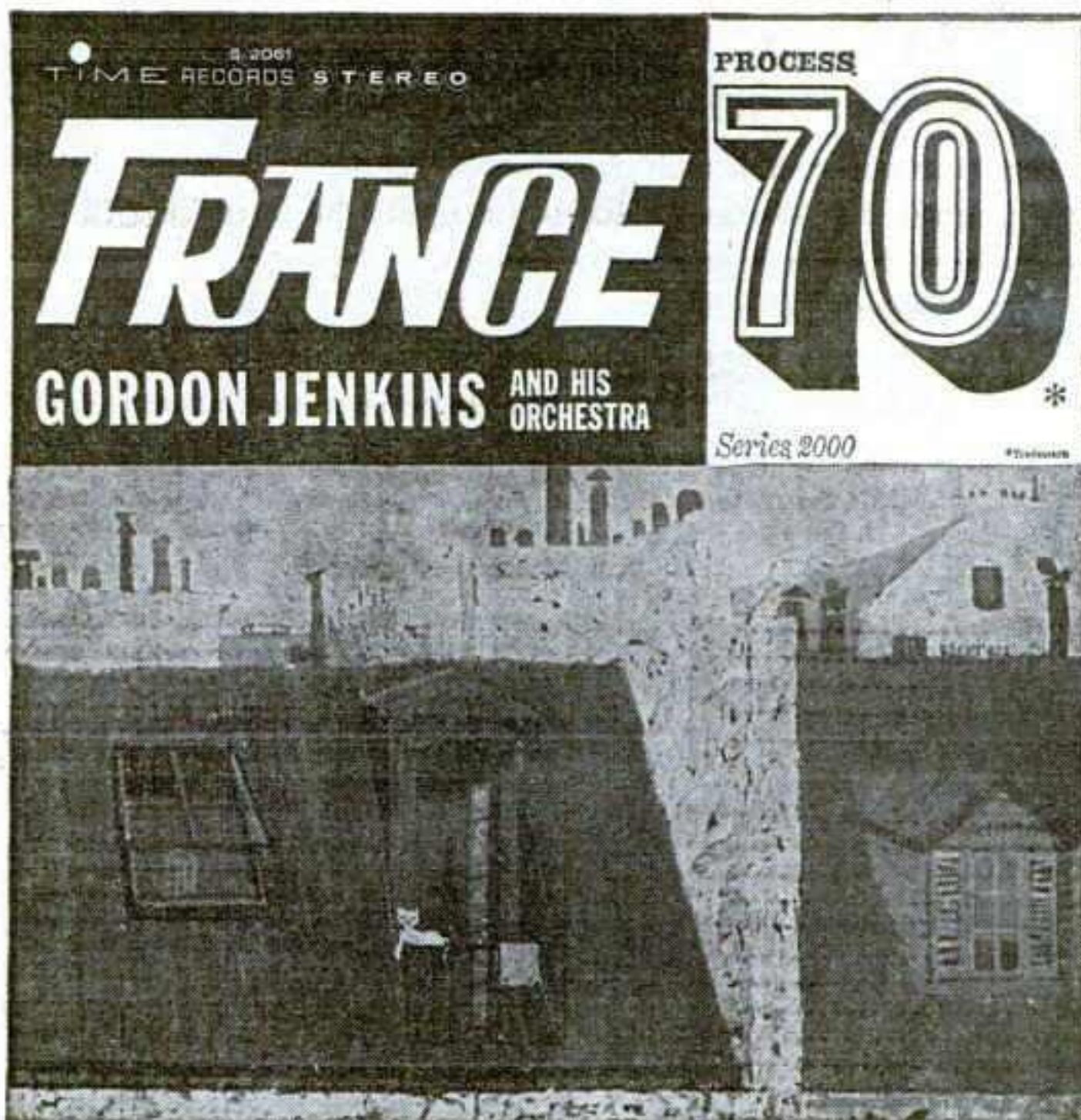
ushers in a new era in the recording of music. Developed as the result of intensive research and experimentation, it adds a living presence, realism and clarity to the reproduction of music on records which has never before been attainable. **PROCESS 70** has been used on all Series 2000 releases of Time Records, both Stereo and Monaural, since the series was initiated. This fact was never announced, because the technology was in its experimental phases. It is responsible, however, for the acknowledged superiority of musical sound on all Series 2000 recordings—a superiority noted by reviewers, technicians and discriminating listeners throughout the country. Now, after two years of research and experimentation, Time Records is deeply pleased to announce that *Process 70* has been perfected. Unlike 35 mm. recording on film, which was first used in 1957 and dropped by most recording companies, **PROCESS 70** is now being brought to the attention of the public for the first time. It shares none of the technical liabilities of 35 mm. recording, preserving a superior dimensional stability, requiring no sprocket drive or high contact pressure. *The heart of Process 70 technology* consists of a restricted pre-emphasis

characteristic, with an enhanced overload handling

capacity while an even wider band width of reproduction is maintained. Faster transport of the original recording medium yields an inherent increase in high frequency response, which permits improvement of transient characteristics of the reproduced tape and a lower distortion level, with less high frequency boost and therefore less need for high frequency de-emphasis. **PROCESS 70** is mastered in a unique way, resulting in a clearly discernible improvement in transient response and cleanness in the high frequency range. Its signal-to-noise ratio is superior by as much as 4db, confirmed by comparative listening tests using original studio recordings. **PROCESS 70** masters at a lower distortion rate than any method in existence today, and attains a clearer separation without the need for "gimmicks" to trick the listener with false attitudes. **PROCESS 70** is the highest level yet attained in fidelity reproduction of fine music. It delivers a greater distortion-free range and a broader sound, producing a "best-seat-in-the-house" listening experience in every **PROCESS 70** recording.

\*TRADEMARK

Process 70 was developed in cooperation with United Recording Studios, Los Angeles.

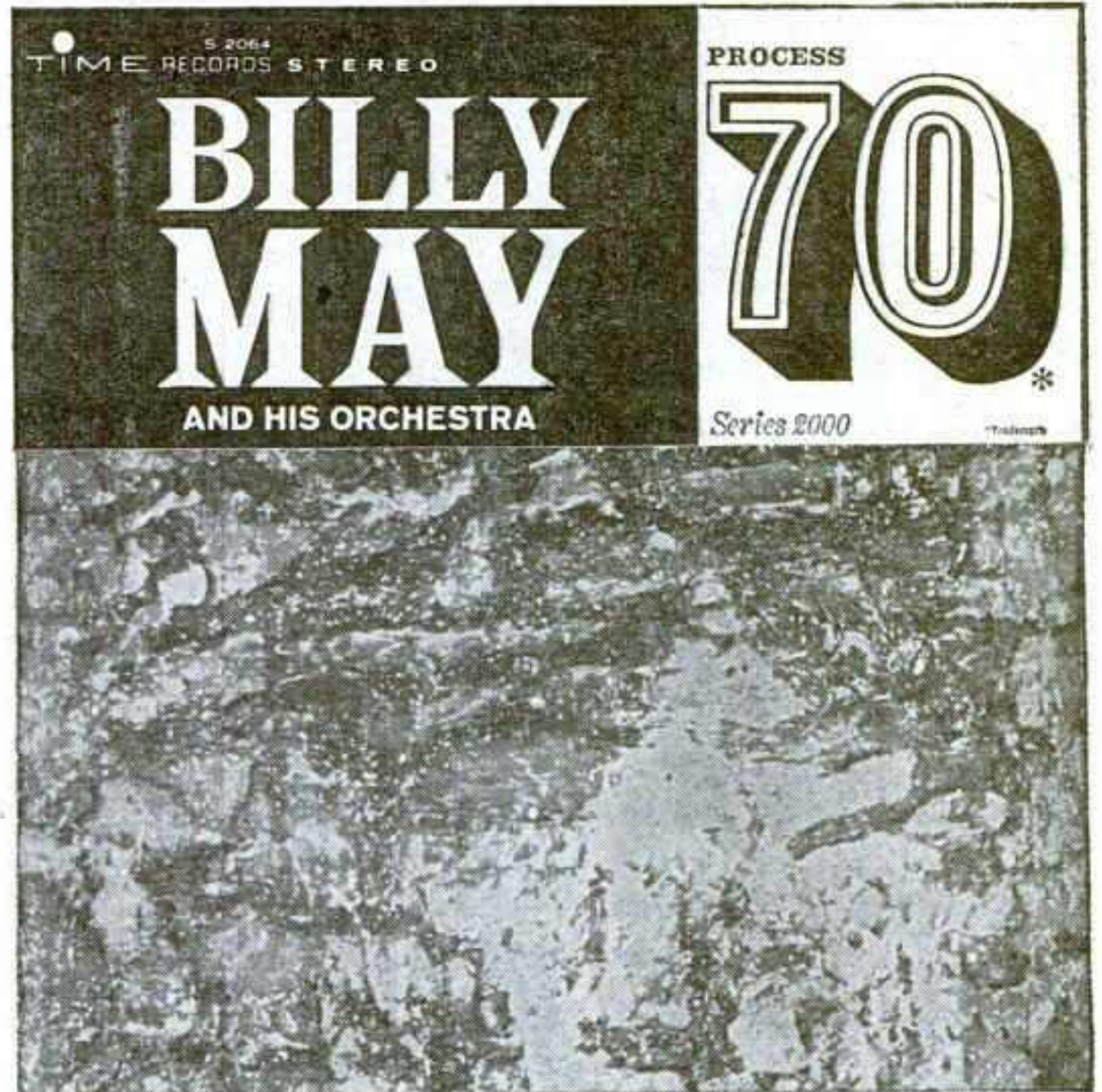


**THE ADVENT OF PROCESS 70  
IS HERALDED WITH THESE  
FOUR DRAMATIC NEW RELEASES**

**SIX MONTH DATING OFFER expiring May 15:**

Six month dating available for qualified dealers. Contact your distributor for free in store demonstration record.

**Buy six, get one FREE—entire catalog included.**



**TIME  
RECORDS**  
2 West 45 Street, New York 36, N. Y.

EVERYTHING  
IS...  
AT DEL-FI/DONNA



**JOHNNY CRAWFORD**  
"CINDY'S BIRTHDAY"  
b/w "SOMETHING SPECIAL"  
Del-Fi 4178



**BOBBY CURTOLA**  
"FORTUNE TELLER"  
Del-Fi 4177



**RENEE and RAY**  
"QUEEN OF MY HEART"  
DONNA 1360

**DELFI RECORDS**  
6277 Selma  
Hollywood 28, Calif.

FOR INVENTORY AND PROGRAMMING

TOP LP's BY CATEGORY

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

**VOCAL LP's**

Title (Label) Top LP Rank (Stereo) Mono

**Male Vocalists**

- **ALBUM 7 BY RICK (IMP)**..... 84
- **ALWAYS YOU (COL)**..... 71
- Paul Anka Sings His Big 15 (ABC)..... 56
- Belafonte at Carnegie Hall (RCA)..... 125
- Big Bad John (Col)..... 64
- Chubby Checker/Bobby Rydell (Cameo)..... 97
- **NAT KING COLE SINGS/GEORGE SHEARING PLAYS (CAP)**.....(50) 115
- **CRYING (MONU)**..... 55
- Danny Boy & Other Songs I Love to Sing (Col)..... 22
- Do the Twist (Atl)..... 24
- Doin' the Twist at the Peppermint Lounge (Rou).....(43) 7
- **DUKE OF EARL (V-J)**..... 69
- **FOR TEEN TWISTERS ONLY (PARK)**..... 17
- For Twisters Only (Park)..... 29
- Heavenly (Col)..... 46
- He'll Bent for Leather (Col)..... 120
- Buddy Holly Story (Cor)..... 58
- **HONKY-TONK MAN (COL)**..... 124
- Hymns (Cap)..... 90
- Hymns at Home (Cap)..... 121
- I Remember Tommy (Rep)..... 57
- Johnny's Greatest Hits (Col)..... 27
- Jump Up Calypso (RCA).....(45) 43
- Let's Twist Again (Park)..... 39
- Linger Awhile With Vic Damone (Cap)..... 88
- **LIVE IT UP (COL)**.....(29) 21
- **MODERN SOUNDS IN COUNTRY & WESTERN MUSIC (ABC)**..... 50
- **POINT OF NO RETURN (CAP)**.....(39) 72
- Portrait of Johnny (Col)..... 103
- Jimmy Reed at Carnegie Hall (V-J)..... 136
- Rick Is 21 (Imp)..... 143
- Runaround Sue (Laurie)..... 35
- **SINATRA AND STRINGS (REP)**.....(8) 11
- Take Good Care of My Baby (Lib)..... 150
- **JOHNNY TILLOTSON'S BEST (CAD)**..... 133
- Twist (Park)..... 14
- Twist With Bobby Darin (Atco)..... 74
- **TWISTIN' ROUND THE WORLD (PARK)**..... 106
- **VERSATILE BURL IVES (DEC)**.....(47) 40
- **ANDY WILLIAMS' BEST (CAD)**..... 112
- **YOUNG, ALIVE & IN LOVE (RCA)**..... 89
- Your Twist Party (Park)..... 5

**Female Vocalists**

- All the Way (Dec)..... 98
- Joan Baez, Vol. I (Van)..... 38
- Joan Baez, Vol. II (Van)..... 20
- **THE CLASSIC DELLA (RCA)**..... 99
- **PATSY CLINE SHOWCASE (DEC)**..... 83
- Connie's Greatest Hits (MGM)..... 117
- **DO THE TWIST (MGM)**..... 85
- Ella in Hollywood (Ver)..... 145
- Judy at Carnegie Hall (Cap).....(7) 9
- **LENA ON THE BLUE SIDE (RCA)**..... 102
- **GLORIA LYNNE AT BASIN STREET EAST (EVER)** 63
- Never on Sunday (MGM)..... 104
- Roaring 20's (WB)..... 129
- **SINCERELY BRENDA LEE (DEC)**.....(33) 48

**Duos and Groups**

- **BABY IT'S YOU (SCEP)**..... 123
- **CAMPUS ENCORE (CAP)**..... 42
- **COLLEGE CONCERT (CAP)**.....(9) 3
- Encore of Golden Hits (Merc)..... 30
- Kingston Trio (Cap)..... 107
- Kingston Trio Close Up (Cap)..... 105
- Lion Sleeps Tonight (RCA)..... 118
- **MIGHTY DAY ON CAMPUS (KAPP)**..... 62
- **PETER, PAUL AND MARY (WB)**..... 91
- Sing Out! (RCA).....(15) 25
- Slightly Fabulous Limeliter (RCA)..... 141
- **A SONG FOR YOUNG LOVE (CAP)**.....(14) 8
- **STANDING ROOM ONLY (UA)**..... 110
- Tonight in Person (RCA)..... 135
- Twist With the Ventures (Dalt)..... 34

**Choruses**

- Happy Times Sing Along With Mitch (Col)..... 139
- **RHYTHM SING ALONG WITH MITCH (COL)**.....(46) 68
- Saturday Sing Along With Mitch (Col)..... 144
- Sentimental Sing Along With Mitch (Col)..... 130
- Sing Along With Mitch (Col)..... 73
- Your Request Sing Along With Mitch (Col)..... 114

**Mixed Voices**

- Oldies But Goodies, Vol. I (OS)..... 70
- Oldies But Goodies, Vol. III (OS)..... 92
- Sixty Years of Music America Loves Best, Vol. III (RCA)..... 146

**CLASSICAL &**

**SEMI-CLASSICAL LP's**

- **BRAHMS: CONCERTO NO. 2 (RCA)**.....(37) 140
- My Favorite Chopin (RCA)..... 87
- **NIGHTFALL (CAP)**.....(40)

**INSTRUMENTAL LP's**

Title (Label) Top LP Rank (Stereo) Mono

**Mood and Dance**

- **AFRIKAAN BEAT AND OTHER FAVORITES (DEC)**..... 119
- **BOUQUET OF LOVE (COL)**.....(36)
- **DOWN HOME (RCA)**.....(31) 67
- **DRUMS ARE MY BEAT (IMP)**..... 81
- Ebb Tide & Other Instrumental Favorites (Dec)..... 59
- Golden Piano Hits (UA)..... 100
- **GREATEST STRING BAND HITS (DOT)**.....(18)
- Italia Mia (Lon)..... 142
- Let There Be Drums (Imp).....(35) 26
- Let's Twist Her (Hi)..... 75
- **MARIA (KAPP)**.....(11) 23
- Melody and Percussion for Two Pianos (Lon).....(48)
- Moon River (Dot).....(12) 33
- New Piano in Town (RCA)..... 80
- Persuasive Percussion, Vol. I (Com).....(13)
- **ROMAN GUITAR (COM)**.....(41)
- **'S CONTINENTAL (COL)**..... 148
- So Much in Love (Col).....(17) 18
- Somebody Loves Me (Col)..... 126
- Stereo 35/MM (Com).....(4)
- Stereo 35/MM, Vol. II (Com).....(16)
- **STRANGER ON THE SHORE (ATCO)**..... 132
- **TONIGHT (UA)**.....(25) 51
- Twistin' in High Society (Epic)..... 96
- **UP A LAZY RIVER (LIB)**..... 149
- **ROGER WILLIAMS' GREATEST HITS (KAPP)**.....(44) 131
- Yellow Bird (Dot).....(19) 47
- **YOUNG AND WARM AND WONDERFUL (RCA)**.....(24) 65

**Jazz**

- Best of the Dukes of Dixieland (AF).....(38)...
- Combol (RCA).....(42)
- **HORN A-PLenty (RCA)**.....(49) 61
- **MIDNIGHT IN MOSCOW (KAPP)**.....(30) 13
- Midnight Special (B-N)..... 31
- **SOMEDAY MY PRINCE WILL COME (COL)**..... 122
- Time Further Out (Col).....(22) 44
- Time Out (Col).....(23) 12
- What'd I Say (Atl)..... 49
- **NANCY WILSON/CANNONBALL ADDERLEY (CAP)**..... 111

**SHOW MUSIC**

**Original Cast**

- **ALL AMERICAN (COL)**.....(28)
- Camelot (Col).....(6) 10
- Carnival (MGM)..... 108
- Flower Drum Song (Col)..... 41
- How to Succeed in Business Without Really Trying (RCA)..... 52
- Milk and Honey (RCA)..... 54
- Music Man (Cap)..... 101
- My Fair Lady (Col)..... 32
- **NO STRINGS (CAP)**.....(26) 78
- Sound of Music (Col).....(5) 15
- South Pacific (Col)..... 82
- **SUBWAYS ARE FOR SLEEPING (COL)**..... 93
- West Side Story (Col).....(10) 6

**Sound Track**

- Babes in Toyland (Vista)..... 109
- Blue Hawaii (RCA).....(3) 2
- Exodus (RCA)..... 128
- Flower Drum Song (Dec).....(27) 36
- G. I. Blues (RCA)..... 134
- Hey, Let's Twist (Rou)..... 19
- King of Kings (MGM)..... 127
- Never on Sunday (UA)..... 77
- Oklahoma! (Cap).....(20)
- South Pacific (RCA).....(21) 79
- West Side Story (Col).....(2) 1

**Music From Musicals, Films and TV**

- Breakfast at Tiffany's (RCA).....(1) 4
- Great Motion Picture Themes (UA)..... 94
- **GREAT THEMES FROM HIT FILMS (COM)**.....(32)
- West Side Story (Cap)..... 138
- West Side Story (UA).....(34) 66

**COMEDY LP's**

- The Astronaut (Kapp)..... 60
- Behind the Button-Down Mind of Bob Newhart (WB) 95
- **THE BICKERSONS (COL)**..... 76
- Jose Jimenez in Orbit/Bill Dana on Earth (Kapp)..... 53
- Knacker's Up (Jub)..... 16
- **MOMS MABLEY AT GENEVA CONFERENCE (CHESS)**..... 28
- Moms Mabley at the Playboy Club (Chess)..... 147
- Moms Mabley at the UN (Chess)..... 86
- Mike Nichols & Elaine May Examine Doctors (Marc)..... 37
- Sinistatinal (Jub)..... 116
- Songs for Sinners (Jub)..... 113
- Rusty Warren Bounces Back (Jub)..... 45
- Woody Woodbury's Saloonatics (Steread)..... 137

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

# THE BIG BALLAD OF THE YEAR!

"I CAN MEND  
YOUR BROKEN  
HEART" #8017

ACUFF-ROSE  
PUBLICATIONS, INC.  
Nashville 4, Tennessee

# DON GIBSON

*America's hit-making balladeer scores with a great new  
tune that's a sure spring tonic for sales. Order now!*

 **RCA VICTOR**   
THE S. RADIO CORPORATION OF AMERICA  
The most trusted name in sound



**PIHOIHOI  
MEANS  
EXCITEMENT  
!**

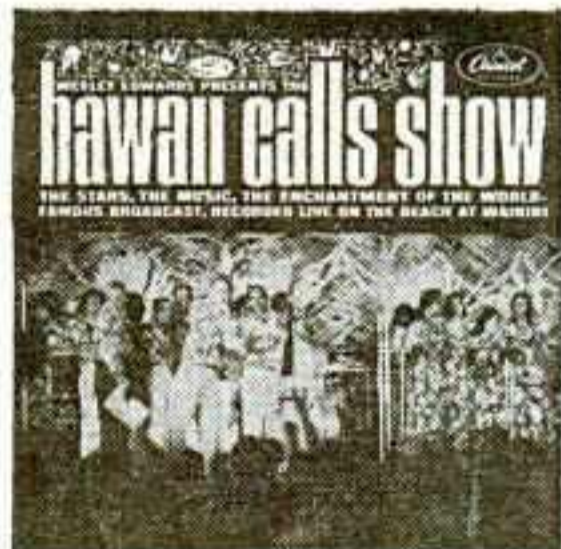
**ONE DOLLAR OFF\***

ON THESE NEW HAWAIIAN  
RELEASES PLUS THE ENTIRE  
CAPITOL HAWAIIAN CATALOG!

Here is Hawaii's favor-  
ite music by Hawaii's  
most popular, authentic  
artists.

Stock up and make May  
a big money month!

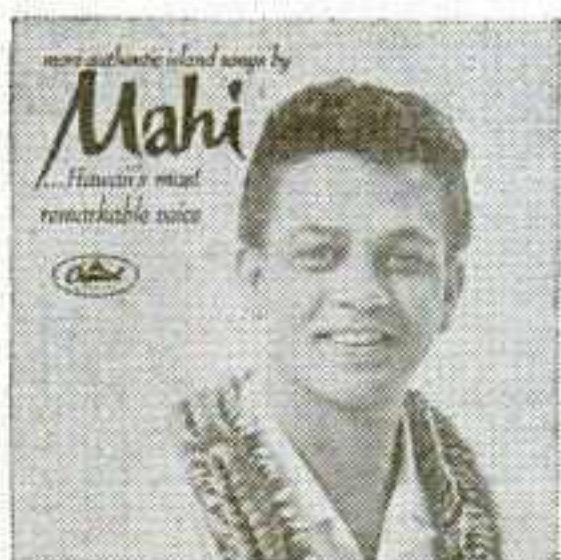
\*One dollar off CRDC's  
total price for purpose  
of computing discounts.



The Hawaii Calls Show, Web-  
ley Edwards (S)TAO-1699



Hauana (S)T1700



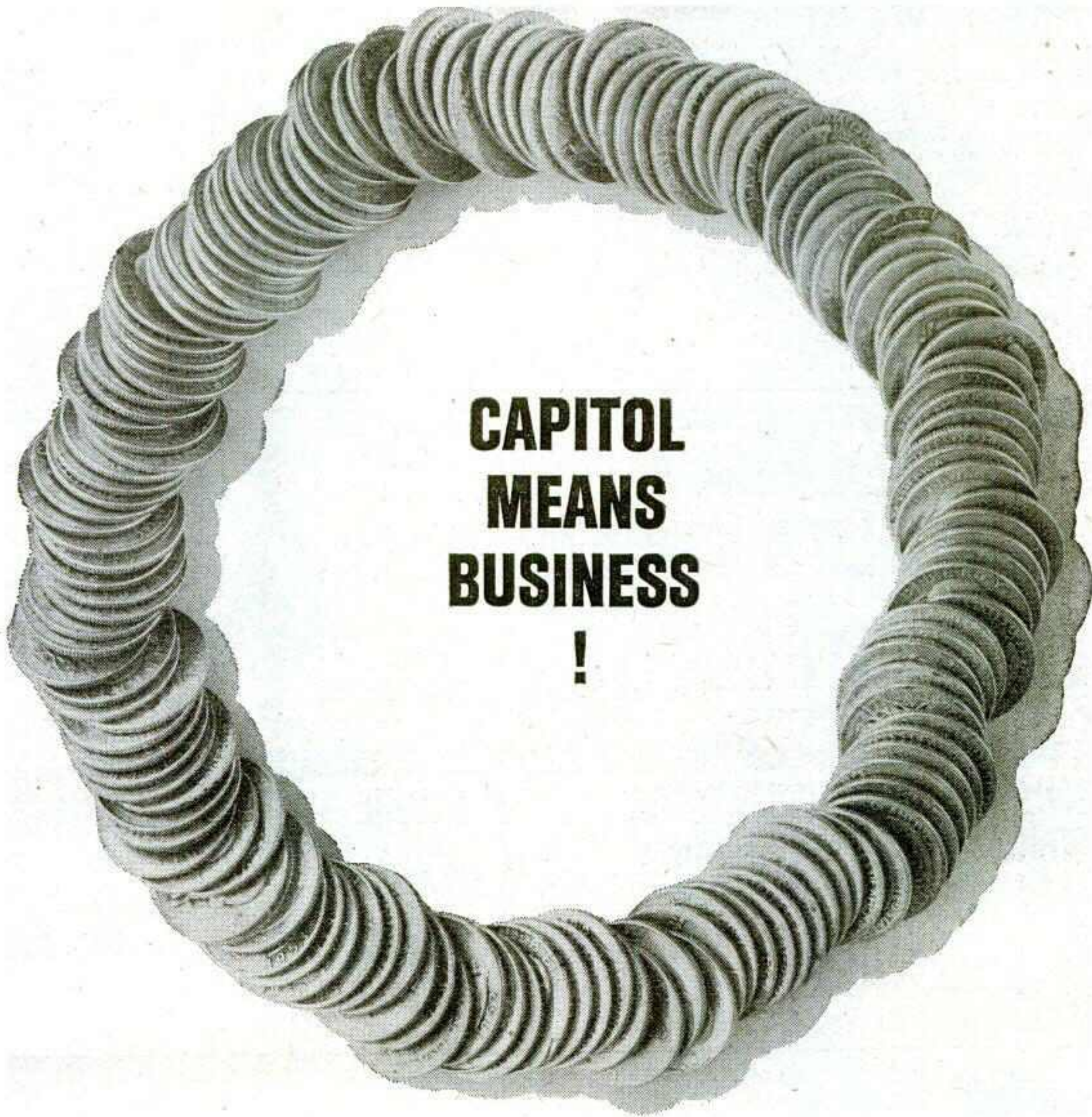
Mahi (S)T1698

**MAY IS HAWAIIAN CATALOG  
MONTH ON CAPITOL.**



**A PROMOTION THAT'S NUI-NUI  
(REALLY BIG)!**





**CAPITOL  
MEANS  
BUSINESS  
!**

**SENSATIONAL  
LP BARGAIN  
FOR 99c\*!**

"Who's News" is a big bargain for your customers and a big sale-maker for you. 11 great tracks from famous Capitol albums. See your CRDC representative for details.

\*CRDC's total price for purpose of computing discounts.

**WHO'S NEWS!**

In one fabulous album—the nation's top recording stars at their singing and swinging best!

**99c**

<b>THE BROTHERS CASTRO</b> I'LL REMEMBER APRIL	<b>VIC DAMONE</b> STRANGE ENCHANTMENT	<b>TENNESSEE ERNIE FORD</b> WAITING FOR THE ROBERT E. LEE	<b>THE FOUR FRESHMEN</b> CANDY	<b>GLEN GRAY JONAH JONES</b> TWO O'CLOCK JUMP
<b>STAN KENTON</b> TONIGHT	<b>THE KINGSTON TRIO</b> WHERE HAVE ALL THE FLOWERS GONE	<b>PEGGY LEE</b> DOWN TO CHICAGO BLUES	<b>THE LETTERMEN</b> THE WAY YOU LOOK TONIGHT	<b>THE FOUR PREPS</b> MOON RIVER
				<b>NANCY WILSON</b> GUESS WHO I SAW TODAY

**SOON TO BE A  
SALES SMASH!**

"Dave Guard and the Whiskeyhill Singers" (S)T-1728

Exciting new album by the nation's most talked about singing group!



© CAPITOL RECORDS, INC.

**ALL HOT!  
ALL HIT BOUND!**



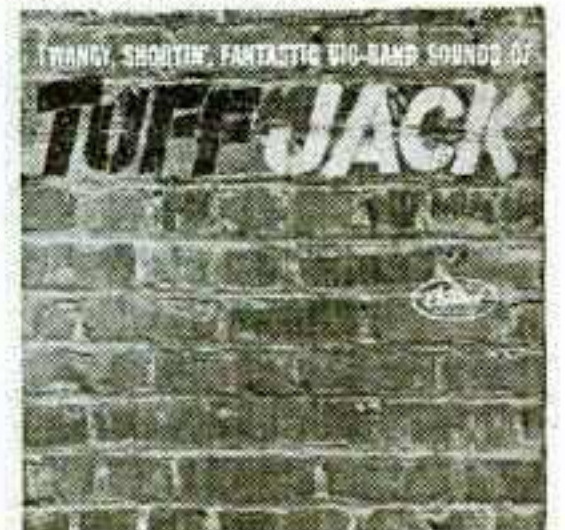
"Latin and Hip" (S)T-1706 • Swinging sounds with a south-of-the-border flavor...



"The Best of the Kingston Trio" (S)T-1705 • Top tunes by the top trio in recorded music...



"Once Upon A Time" (S)T-1711 • The Lettermen at their singing, selling best, including the smash single "How is Julie?"...



"Tuff Jack" (S)T-1727 • The beat's in! The sound's in! The effect's brand new!

### British Distrib Imports Jazz Direct; U.K.'s Ember Label Sells to Chains

LONDON—Two British firms here, one a distributor and one an indie record label, have come up with novel approaches to jazz record marketing. The distributing firm is Ken Lindsay's Central Record Distributors, Ltd., and the label is Jeff Kruger's Ember firm. Lindsay's CRD company handles American jazz label, Blue Note here. But instead of importing the tapes and making the records, sleeves, etc., here, CRD imports

finished Blue Note records from the U. S. According to Lindsay, this has definite advantages for an American manufacturer. It gives him label identity overseas, helps spread the initial costs of manufacturing, art work and general production over the American and overseas market, and gives him an exact count of the number of records sold to his overseas distributor. The CRD chief points out that the distributor who imports finished

records can order a little at a time from the manufacturer, whereas if he manufactured the disks overseas he would have to press a substantial quantity to get a reasonable price. CRD is now 16 months old, and in addition to Blue Note, the firm now imports the Candid jazz label from the U. S. and is distributing the Danish Stoyville line as well. Kruger's Ember label, a low price jazz line with such artists as Lionel Hampton, Dizzy Gillespie, the Platters, Billy Eckstine and others, is making a bid to put its disks in new outlets. Kruger is going to sell his records to chemists, chain stores and tobacco kiosks, "and any other outlet that is profitable." As an example of this policy,

### Rydell Nabs 'Birdie' Movie Plum as 'Hugo'

NEW YORK — Bobby Rydell has been set for the role of Hugo in the movie version of "Bye Bye Birdie," according to his office here. This will mark Rydell's first movie role and it is considered a plum for the young singer.

Ember signed last week with a chain of stores on the South Coast to handle its disks. According to Kruger he will continue to put his records in any type of store that has steady traffic. He claims that eventually records will be sold by pretty well anybody who can put up a rack to hold records."

### Correspondents Hear Kennedy's Music Favorites

WASHINGTON — The White House Press Correspondents' dinner held here last week (April 27) spotlighted President Kennedy, British Prime Minister MacMillan, and music, with emphasis on musical show tunes which are the President's favorites.

Among the tall names supplying the music were Benny Goodman, with a select group from the band that will go with him to Moscow; Gwen Verdon; Richard Adler, composer of "Damn Yankees," heading up a 30-member mixed chorus, plus Sally Ann Howes singing music from "Gwanina."

The annual black-tie affair was sponsored by the White House Correspondents Association and the White House Photographers, and had the co-operation of the American Society of Composers, Authors & Publishers (ASCAP) and the American Federation of Musicians. Emcee was Hiram Sherman, and additional talent included actors Peter Sellers and Elliott Reid.



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

**"CONGRATULATIONS ON YOUR WEDDING"**  
 Tuneweavers  
 Checker #1007

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

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

**CHESS PROD. CORP.**

2120 S. Michigan Ave., Chicago 16

### Prestige Adds Three Distribs

NEW YORK—Prestige Records made a number of key distrib changes. The jazz label and its subsidiary labels are now being handled by Benart in Cleveland.

In Chicago, Kent Distributors is now handling the International, Bluesville, Lively Arts, Near East, Irish, and Tru - Sound labels. D. & M. Sales in San Francisco is now handling all Prestige labels.

# Any Way You Look At It NEWTOWN has 2 Chartbreakers

GOING ALL THE WAY!

A NEW INSTRUMENTAL HIT

**"I SOLD MY HEART TO THE JUNKMAN"**  
 by the **BLUE BELLES**  
 NT #5000

**"WORKOUT"**  
 by **RICKY DEE & THE EMBERS**  
 NT #5001

ORDER NOW FROM YOUR DISTRIBUTOR

Radio Stations, Disk Jockeys and Program Directors,  
 Thanks Again for the Air Spins!

Send for Free DJ or Radio Station Copies to:

Harold B. Robinson  
 6600 N. Broad St.  
 Philadelphia 26, Pa.  
 Phone: Livingston 8-5010

Albany  
 DELTA  
 Bob Deneri

Atlanta  
 DIXIE  
 Howard Ball

Baltimore  
 GENERAL DISTR.  
 Henry Nathanson

Boston  
 DISC  
 Jack Sager

Buffalo  
 BEST  
 Joe Pinter

Charlotte  
 MANGOLD

Cincinnati  
 A & I  
 Ike Klayman

Cleveland  
 M & S  
 Dennis Gannin

Chicago  
 ALL-STATE  
 Paul Glass

Detroit  
 MUSIC MERCHANTS

Hartford  
 TRINITY  
 Ed DiNallo

Hawaii  
 ERIC  
 Earl Wealf

Indianapolis  
 WHIRLING

Los Angeles  
 BUCKEYE  
 Russ Regan

Memphis  
 MUSIC SALES

Miami  
 TOPPS DISTR.  
 Fred Morron

Milwaukee  
 JOHN O'BRIAN

Minneapolis  
 D & G  
 Dick Gruenberg

Nashville  
 SOUTHERN  
 Howard Allison

Newark  
 APEX-MARTIN  
 Joe Martin

New Orleans  
 CENTRAL RECO  
 Tony Ponitto

New York  
 BETA DISTR.  
 John Halonka

Pittsburgh  
 FENWAY  
 Nick Cenzi

Philadelphia  
 SOL LAMPERT

Phoenix  
 SUNLAND  
 Oswald Venzor

San Francisco  
 ACME SALES  
 Olan Harrison

Seattle  
 C & C  
 Stan Jaffee

St. Louis  
 RECORD MERCH.  
 Skip Gorman • Al Chotin

**TRIPLE SALES  
STRENGTH!!!!**



# **BROOK BENTON**

**“THANKS TO THE FOOL”**

**“HIT RECORD”**



**MERCURY  
7 1 9 6 2**



**ANOTHER PROFIT MAKER FROM THE HOUSE OF HITS**

BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

(Courtesy Escalera a la Fama, B. A.) \*Denotes local origin

- This Last Week Week
1 2 LA BALLADA DALLA TROMBA-Gastone Parigi (Microfon); Los Cinco Latinos (Columbia)
2 5 POPOTITOS-Los Teen Tops (Columbia)
3 1 LES TWIST EGAIN-Chubby Checker (Fermata); Richard Anthony (Odeon)-Kalman Music-Fermata
4 4 COME SEPTEMBER-Billy Vaughn (Dot); Jose Carl (Columbia)-Adaris Music-Fermata
5 3 \*DEL TIEMPO I MAMA-Los Chalchalers (Victor)-Korn
6 6 \*GAUCHO PACHANGUERO-Carlos Argentino (Music Hall)-Korn
7 7 BRIGITTE BARDOT-Burt y los ritmicos (London); Yuyu Da Silva (Victor)-Fermata
8 8 HAPPY BIRTHDAY, SWEET SIXTEEN-Neil Sedaka (Victor)-Fermata
9 9 NO EXISTE EL AMOR-Adriano Celentano (Microfon); Tony Vilar (Columbia)-E.A.R.-Fortisimo
10 10 \*TE DESAFIO-Roberto Yanes (Columbia)-Edami

AUSTRALIA

(Courtesy Music Maker, Sydney) \*Denotes local origin

- This Last Week Week
1 1 MOON RIVER-Henry Mancini (RCA)-Chappell
2 2 NUT ROCKER-B. Bumble and the Stingers (Festival)-not published
3 - WONDERFUL LAND-The Shadows (Columbia)-Alberts
4 3 GOOD LUCK CHARM-Elvis Presley (RCA)-Belinda
5 11 \*I'VE BEEN EVERYWHERE-Lucky Starr (Festival)-Belinda
6 5 WIMOWEH-Karl Denver (Decca)-D. Davis
7 - CINDERELLA-Jack Ross (London)-not published
8 9 CHIP CHIP-Gene McDaniels (Liberty)-Belinda
9 4 MULTIPLICATION-Bobby Darin (London)-Belinda
10 12 HANDSOME GUY-Dick Lory (Liberty)-not published
11 8 MIDNIGHT IN MOSCOW-Kenny Ball (Pye)-Essex
12 6 \*SING-Johnny O'Keefe (Leedon)-Boosey & Hawkes
13 14 AFRIKAAN BEAT-Bert Kaempfert (Polydor)-D. Davis
14 10 PERCOLATOR-Billy Joe and the Checkmates (London)-Tucon
15 15 STRANGER ON THE SHORE-Acker Bilk (Columbia)-Chappell

AUSTRIA

- This Last Week Week
1 1 TANZE MIT MIR IN DEN MORGEN-Gerhard Wendland (Philips)-Weinberger
2 2 ICH BIN AUF DEM WEG ZU DIR-Britta Martell (Polydor, German version); WALKING BACK TO HAPPINESS-Helen Shapiro (Columbia, English version)-Tutti
3 - NO BIER, NO WEIN, NO SCHNAPS-Gus Backus (Polydor)-Tonleiter
4 7 MEXICO-Bob Moore (Decca)-Southern
5 - WEINE KEINE TRAENE UM MICH, BELLA MARIE-Carlos Otero (Polydor)-Schneider
6 8 EINE INSEL FUR ZWEI-Connie Francis (MGM)-Schneider
7 3 LET'S TWIST AGAIN-Chubby Checker (Columbia, Ariola)
8 9 LAST DANCE-John Buck (Warner Bros.)
9 - HEISSER SAND-Mina (Polydor)-Schneider
10 - DER LOWE SCHLAFT HEUT NACHT-Henry Salvadore (Polydor)-Gerig

BRITAIN

- (Courtesy New Musical Express, London) \*Denotes local origin
This Last Week Week
1 1 \*WONDERFUL LAND-Shadows (Columbia)-Frances Day & Hunter
2 2 HEY! BABY - Bruce Channel (Mercury)-Peter Maurice

- 3 3 \*WHEN MY LITTLE GIRL IS SMILING-Jimmy Justice (Pye)-Aldon
4 4 DREAM BABY-Roy Orbison (London)-Acuff-Rose
5 7 HEY LITTLE GIRL-Del Shannon (London)-Vicki
6 5 TWISTIN' THE NIGHT AWAY Sam Cooke (RCA)-Kags
6 6 SPEAK TO ME PRETTY-Brenda Lee (Brunswick)-Macmelodies
8 15 NUT CRACKER-B. Bumble (Top Rank)-Ardmore & Beechwood
9 26 \*WONDERFUL WORLD OF THE YOUNG-Danny Williams (HMV)-Leeds Music
10 11 LOVE LETTER-Ketty Lester (London)-Chappell
11 10 \*NEVER GOODBYE-Karl Denver (Decca)-Palance Music
12 25 \*STRANGER ON THE SHORE-Acker Bilk (Columbia)-Sherwin
13 8 \*TELL ME WHAT HE SAID-Helen Shapiro (Columbia)-Ardmore & Beechwood
13 17 EV'RYBODY'S TWISTIN'-Frank Sinatra (Reprise)-Peter Maurice
15 13 \*WHEN MY LITTLE GIRL IS SMILING-Craig Douglas (Top Rank)-Aldon
16 9 CAN'T HELP FALLING IN LOVE-Elvis Presley (RCA)-Manor
17 16 \*THE PARTY'S OVER-Lonnie Donegan (Pye)-Chappell
18 14 LET'S TWIST AGAIN-Chubby Checker (Columbia)-West One
19 12 \*DR KILDARE THEME-Johnnie Spence (Parlophone)-Robbins
20 18 \*Z CARS-Johnny Keating (Piccadilly)-Essex Music
21 19 \*MAIGRET THEME-Joe Loss (HMV)-Langham Music
22 26 LOVE ME WARM AND TENDER-Paul Anka (RCA)-Spanka Music
23 19 SLOW TWISTIN'-Chubby Checker (Columbia)-Manor
24 19 \*WIMOWEH-Karl Denver (Decca)-Essex Music
25 28 ROCK-A-HULA BABY-Elvis Presley (RCA)-Belinda Music
26 23 \*SOFTLY AS I LEAVE YOU-Matt Monro (Parlophone)-Robbins
27 28 YOUNG WORLD-Rick Nelson (London)-Sydney Bron
28 - \*I'M GONNA CLIP YOUR WINGS-Frankie Vaughan (Philips)-Flamingo
29 22 \*MARCH OF THE SIAMESE CHILDREN-Kenny Ball (Pye)-Williamson
30 24 \*A HOLE IN THE GROUND-Bernard Cribbins (Parlophone)-Noel Gay

EIRE

- (Courtesy Dublin Evening Mail)
This Last Week Week
1 2 WONDERFUL LAND-The Shadows (Columbia)-Frances Day
2 1 MARCH OF THE SIAMESE CHILDREN-Kenny Ball (Pye)-Williamson
3 3 CRYING IN THE RAIN-Everly Brothers (Warner Bros.)-Aldon
4 5 \*SOFTLY AS I LEAVE YOU-Matt Monro (Parlophone)-Robbins
5 7 DREAM BABY-Roy Orbison (London)-Acuff-Rose
6 4 TELL ME WHAT HE SAID-Helen Shapiro (Columbia)-Ardmore
7 10 THE WANDERER-Dion (HMV)-Dominion
8 - WHEN MY LITTLE GIRL IS SMILING-Jimmy Justice (Pye)-Aldon
9 - HEY, LITTLE GIRL-Del Shannon (London)-Vicki
10 6 ROCK-A-HULA BABY-Elvis Presley (RCA)-Belinda

FRANCE

- \*Denotes local origin
This Last Week Week
1 1 \*RETIENS LA NUIT-Johnny Hallyday (Philips)-French Music
2 2 \*LECON DE TWIST-Richard Anthony (Columbia); Caterina Valente (Decca)-Caravelle
3 4 \*ALLELUIA-Charles Aznavour (Barclay)
4 3 \*LE CHEMIN DE LA JOIE-Les Chaussettes Noires (Barclay)-Salvet
5 7 \*LES BOURGEOIS/MADELENNE Jacques Brel (Barclay)-Philips
6 5 PEPPERMINT TWIST-Les Chaussettes Noires (Barclay)-Semi
7 6 \*ACHETE MOI UN JUKE BOX-Dalida (Barclay)-French Music

- 8 8 \*LE MEXICAIN-Les Compagnons de la Chanson (Columbia); Marcel Amont (Polydor)-French Music
9 9 THE SAVAGE-The Shadows (Columbia)
10 - \*CLAIR DE LUNE A MAUBEUGE-Bourvil (Pathe); Pierre Perrin (Ricordi)-Caravelle

GERMANY

- (Courtesy Automaten-Markt, Braunschweig) \*Denotes local origin
This Last Week Week
1 1 \*ZWEI KLEINE ITALIENER-Conny (Electrola)-Intro
2 2 \*EINE ROSE AUS SANTA MONICA-Carmela Corren (Ariola)-Francis, Day & Hunter
3 3 \*NO BIER, NO WEIN, NO SCHNAPS-Gus Backus (Polydor)-Tonleiter
4 4 HAPPY JOSE-Jack Ross (London)-Intro
5 9 \*ICH SCHAU DEN WEISS EN WOLKEN NACH-Nana Mouskouri (Fontana)-Schaeffers
6 8 SILVER MOON-Peter Kraus (Polydor)-Rialto
7 7 HAWAII TATTOO-The Waikikis (Telefunken)-Trumpf
8 10 \*HEISSER SAND-Nina (Polydor)-Rialto
9 6 THE PEPPERMINT TWIST-Caterina Valente & Silvio Francesco (Decca)-Marbot
10 5 GELD WIE HEU-Gerd Botthcher (Johnny Will) (Decca)-Budde
11 15 \*ALO AHE-Freddy (Polydor)-Esplanade
12 13 LA MER D'HAWAII-Die Gitarros (Golden 12)-Marbot
13 12 LET'S TWIST AGAIN-Chubby Checker (Ariola/Columbia)-Gerig
14 11 MEXICO-Bob Moore (London)-R. M. Siegel
15 17 \*DIE WEGE DER LIEBE-Siw Malmkvist (Metronome)-Schaeffers
16 19 STRANGER ON THE SHORE-Acker Bilk (Metronome)-R. M. Siegel
17 16 HEY ANNABELLA SUSANN-Candy Kids (Fontana)-Aberbach
18 14 \*TANZE MIT MIR IN DEN MORGEN-Gerhard Wendland (Philips)-Melodie der Welt
19 18 STRIPTEASE SUSI-Ralf Bendix (Electrola)-Gerig
20 20 HAPPY BIRTHDAY SWEET SIXTEEN (HAPPY BIRTHDAY, JOSEFIN)-Neil Sedaka (RCA)-Intro

HOLLAND

- (Courtesy Platennieuws, Amersfoort) \*Denotes local origin
This Last Week Week
1 1 THE YOUNG ONES-Ciff Richard (Columbia)-Basart
2 2 HAPPY JOSE-Jack Ross (London); Willy Schobben (Ariola)-Portengen
3 3 LET'S TWIST AGAIN-Chubby Checker (Columbia)-Belinda
4 4 NORMAN-Sue Thompson (Funckler)-Int. Muziek Co.
5 6 JAMBALAYA-Fats Domino (Imperial)-Chappell
6 5 MEXICO-Bob Moore (London); Willy Schobben (Ariola)
7 7 ROCK-A-HULA BABY-Elvis Presley (RCA)-Belinda
8 9 ZWEI KLEINE ITALIENER-Conny (HMV)-Portengen
9 10 CRYING IN THE RAIN-The Everly Brothers (Warner Bros.)
10 8 DAAR MAG JE ALLEEN MAAR NAAR KIJKEN-Johnny Hoos (Fontana)-Benelux Music

HONG KONG

- This Last Week Week
1 1 GOOD LUCK CHARM-Elvis Presley (RCA Victor)
2 2 YOUNG WORLD-Rick Nelson (Imperial)
3 5 LOVE ME WARM AND TENDER-Paul Anka (RCA Victor)
4 7 LA PALOMA TWIST-Chubby Checker (Parkway)
5 6 LOSE HER-Bobby Rydell (Cameo)
6 - EVERYBODY'S TWISTIN'-Frank Sinatra (Reprise)
7 9 ME AND MY SHADOW-Brian Hyland (Kapp)
8 - MOON RIVER-Henry Mancini (RCA Victor)
9 4 SEND SOMEONE TO LOVE ME-Steve Lawrence (UA)
10 - SHE CRIED-Jay and the Americans (UA)

ISRAEL

(Courtesy Kol Israel Broadcasting) \*Denotes local origin

- This Last Week Week
1 2 MOON RIVER-Henry Mancini (RCA)-Famous-Chappell
2 1 THE YOUNG ONES-Ciff Richard (Columbia)-Hanns-Wintmark, Ltd.
3 10 THE WANDERER-Dion (Lauri)-Schwartz Music-Disal Music-ASCAP
4 3 MULTIPLICATION-Bobby Darin (Atlantic)-Pub. Adams
5 - TELL ME WHAT HE SAID-Helen Shapiro (Columbia)-Ardmore-Beechwood Mecolico-BIEM/NCB
6 6 THE LION SLEEPS TONIGHT-The Tokens (RCA)-Cromwell Music
7 4 NO MORE-Elvis Presley (RCA)-ASCAP
8 - LOVE LAND-Paul Anka (Arton)-ABC-Paramount-BMI
9 5 \*THERE'S A HOLE IN THE BUCKET-Yona Atari-Yosy Banay (Israphon)-AGUM
10 - CRYING IN THE RAIN-Everly Brothers (Warner Bros.)-Aldon Music

JAPAN

(Courtesy UTAMATIC, Tokyo) \*Denotes local origin

- This Last Week Week
1 1 \*ERIKO-Hashi Yukio (Victor)-Victor
2 3 LOUISIANA MAMA-Gene Pitney (United Artists) Victor; Fujiki Takashi (Teichiku)-Teichiku
3 2 \*AME NO HANAZONO-Nakasone Miki (King)-King
4 4 THE TWIST-King Curtis Combo (Victor)-Victor
5 5 \*GARASU NO JOHNNY-Ai George (Teichiku)-Teichiku
6 6 \*YAMAOTOKO NO UTA-Dark Ducks (King)-King
7 8 \*TABISUGATA SANNIN OTOKO-Ishihara Yujiro (Teichiku)-Teichiku
8 7 \*KOSHU-Matsushima Akira (Victor)-Victor
9 9 \*OUSHO-Murata Hideo (Columbia)-Columbia
10 - NO MORE-Elvis Presley (Victor)-Victor

MEXICO

(Courtesy Audiomusica, Mexico) \*Denotes local origin

- This Last Week Week
1 1 \*EL LOCO-Javier Solis (Columbia)-Pham
2 2 \*MI CAPRICHITO-Sonora Santanera (Columbia)-Emmi
3 3 \*FLORIDA TWIST-Bill Haley (Orfeon)-Pham
4 5 \*ADELANTE-Javier Solis (Columbia)-Emmi
5 6 MY GIRL JOSEPHINE-Bill Black's Combo (London)-Pending
6 9 \*CARAVANA TWIST-Bill Haley (Orfeon)-Pending
7 7 \*PA TODO EL ANO-J. A. Jimenez (RCA)-Pham
8 9 \*SUSY LA COQUETA (Run-around Sue)-Mayte (RCA)-Brambila
9 - \*MUNEQUITA (Roly Poly)-Enrique Guzman (Columbia)-Emmi
10 8 MULTIPLICATION-Bobby Darin (Gamma)-Pending

NEW ZEALAND

- This Last Week Week
1 3 NORMAN-Sue Thompson (HMV)-Acuff/Rose
2 4 DUKE OF EARL-Gene Chandler (Top Rank)-Cop Control
3 7 HEY! BABY-Bruce Channel (Mercury)-Cop Control
4 6 \*PLEASE MR. POSTMAN-Lynn Barnett (Viking)-Leeds
5 1 THE WANDERER-Dion (HMV)-Tucon
6 2 MIDNIGHT IN MOSCOW-Kenny Ball (Pye)-Cop Control
7 10 LET'S GET TOGETHER-Haley Mills (Disneyland)-Chappell
8 - STRANGER ON THE SHORE-Mr. Acker Bilk (Columbia)-Mellin
9 5 THE LION SLEEPS TONIGHT-The Tokens (RCA)-Cop Control
10 - \*CRYING IN THE RAIN-Bill & Boyd (Phillips)-Tucon

NORWAY

(Courtesy Verdens Gang) \*Denotes local origin

- This Last Week Week
1 1 SAN'T AR LIVET (You Can Have Her)-Anita Lindblom (Fontana)-Sweden Music-Ivan Mogull, Ltd.
2 2 LET'S TWIST AGAIN-Chubby Checker (Columbia)-Stockholm Musik-produktion
3 3 WONDERFUL LAND-The Shadows (Columbia)-Norsk Musikforlag
4 8 GOOD LUCK CHARM-Elvis Presley (RCA)-Belinda
5 5 TELL ME WHAT HE SAID-Helen Shapiro (Columbia)-None
6 - ZWEI KLEINE ITALIENER-Conny Frobes (Columbia)-Sweden Music
7 6 HAPPY JOSE (Ching Ching)-Dave Appell (Columbia)-Egil Monn Iversen
8 4 \*DET VAR DU SOM SA NEI (Wings of a Dove)-Grynet Molvig (RCA)-Harmonyforlaget
9 9 A LITTLE BITTY TEAR-Burl Ives (Brunswick)-Not published
10 - DREAM BABY-Roy Orbison (London)-Not published

PERU

(Courtesy La Prensa, Lima) \*Denotes local origin

- This Last Week Week
1 1 PUEBLO SIN COMPASION (Town Without Pity)-Gene Pitney (UA)
2 2 \*NORMA-Gustavo (Hit) Moreno (Sono Radio)
3 4 TWISTIN' USA-Chubby Checker (Parkway-Odeon)
4 7 MULTIPLICATION-Bobby Darin (Atco)
5 9 LET'S TWIST AGAIN-Chubby Checker (Parkway-Odeon)
6 3 \*POQUITA FE-Los Panchos (Columbia)
7 6 GRITA (Shout)-Joey Dee (Roulette-Philips)
8 5 \*CARACOLEANDO-Niko Estrada (Odeon)
9 10 PSICOSIS-Sonora Sensacion (S. Radio)
10 9 UN POCO MAS-Los Panchos (Columbia)

SPAIN

(Courtesy Discomania, Madrid) \*Denotes local origin

- This Last Week Week
1 1 LOVE ME WARM AND TENDER-Paul Anka (RCA) Hispavox
2 2 DANCE ON LITTLE GIRL-Paul Anka (Hispavox)-Hispavox
3 3 \*MARY CARMEN-Duo Dinamico (La Voz)-Del Sur
4 4 \*TERCER HOMBRE-Duo Dinamico (La Voz)-Del Mundo
5 5 KISSIN' ON THE PHONE-Paul Anka (Hispavox)-Hispavox
6 7 MOLIENDO CAFE-Lucho Gatica (La Voz)-Hispavox
7 - \*LOS CANONES DE NAVARONE-Rudy Ventura (Columbia)-Del Mundo
8 6 \*CANTO DE UN FRACASO-Tonio Areta (Hispavox)-Hispavox
9 8 \*MUY JOVEN PARA AMAR-Duo Dinamico (La Voz)-Del Mundo
10 11 CINDERELLA-Paul Anka Hispavox-Hispavox

SOUTH AFRICA

(Courtesy Radio South Africa)

- This Last Week Week
1 1 MOON RIVER-Henry Mancini (RCA)-Chappell
2 4 PEPITA-Los Machumbas (London)
3 5 WHEN THE GIRL IN YOUR ARMS IS THE GIRL IN YOUR HEART-Ciff Richard (Columbia)
4 2 MULTIPLICATION-Bobby Darin (Atlantic)-Aberbach
5 3 A WONDER LIKE YOU-Rick Nelson (Renown)-Sydney Bros.
6 7 I UNDERSTAND-The G-Clefs (London)
7 6 JOHNNY WILL-Pat Boone (Dot)-Holding Grp
8 - FORGET-ME-NOT-Eden Kane (Decca)-Essex Music
9 8 PENNY FLUITJE KWELA-Fred Woolridge (Rave)
10 9 THE YOUNG ONES-Ciff Richard (Columbia)-Witmark

**It's Humorous.**

**It's Novel.**

**It's Great.**

**THE JOHN BIRCH SOCIETY  
THE CHAD MITCHELL TRIO**



IN AN ATTRACTIVE 4-COLOR SLEEVE. K457

**It's a Hit Single!**

Produced by Belafonte Enterprises

**KAPP RECORDS**



**AUSTRALIA**

**Won't Let Chubby  
Twist Up 'Matilda'**

By **GEORGE HILDER**  
19 Todman Ave., Sydney

One of the titles on Chubby Checker's album, "Twistin' Round the World," has had to be altered for Australian release. "Twistin' Matilda" is the well known "Ausie" song "Waltzing Matilda" and the owners of the copyright could not permit the song to be altered in any way. Whilst it has been agreed that the lyrics of Chubby Checker's performance may remain as presented on the record the title in all cases has to be changed to the original "Waltzing Matilda."

Winifred Atwell made a major move this month when she switched to Pye Records after 10 years with Decca. . . . Marian Anderson will make an Australian tour under the J and N. Tait banner, opening in Sydney May 24. . . . Gary (U. S.) Bond's latest release from the Legend Label is to be issued on "His Master's Voice" on May 10, the title "Twist Twist Senora." Previously all Bond disks have been on Top Rank released in this country by Festival.

**BRITAIN**

**Appoint Execs for  
New Decca Subsid**

By **DON WEDGE**  
News Editor, New Musical Express

Directors of Decca Records, Ltd., the newly formed disk subsidiary of British Decca, include **W. W. Townsley**, long assistant to group chairman **Sir Edward Lewis** and last week named commercial manager of the new firm, and **Arthur Haddy**, Decca's chief engineer for many years and responsible for many technical developments, best known of which is probably ffr sound. They join other directors from the main Decca board including **Lewis** and his Swiss associate, **M. A. Rosengarten**, as well as **J. Gray**, **H. C. Lambert** and an American, **H. S. Schwarz**.

**Ops Meet**

The Phonograph Operators' Association, representing most of Britain's juke box operators, held a meeting April 12 designed to improve relations between itself and disk manufacturers. Only two disk firms were represented, however—**Pye** and the indie, **Ember**. The operators, who pay retail price for disks, were critical of manufacturers' failure to pass on the recent tax reduction.

**Sinatra Waxing**

Reprise's first overseas recording project gets under way June 12, when the label's president, **Frank Sinatra**, cuts an album in London. probable title is "Great Songs From Great Britain." Idea was first put forward by Sinatra last fall to Pve execs **Louis Benjamin** and **Roger Threlfall**, who were in Hollywood to conclude the distribution pact with Reprise. Pye has since suggested titles, and Reprise has commissioned **Bob Farnon** to arrange and conduct the sessions. The album, part of Sinatra's plan to have Reprise's international distributors play an active part in the label's operation, is mainly intended for British markets, but will no doubt be issued elsewhere.

**Visitors**

Philips and U. S. Columbia planned an ambitious launching for

the CBS label. Due in for the April 26 ceremonies were Columbia international execs **Harvey Schine**, **Nat Shapiro** and **Stanley West**. Among the label's artists, **Percy Faith** was flying in from Hollywood, **Anita Bryant** was due after recording in Germany, and the **Lambert, Hendricks and Ross** vocal trio was interrupting a Continental tour to return to London. First albums are due for release May 2 and the first single—probably **Steve Lawrence's** "Lady Loves to Twist"—on May 4.

Dot's international director **Jim Bailey** returned from Hollywood to finalize details of an extension of the pact for distribution by Decca on the London label.

**Publishing**

First singles from the new **Lionel Bart** musical "Blitz" were issued Friday (27). They were by **Vera Lynn** (HMV) and **Max Bygraves** (Decca). During his London stay **Buddy Greco** cut one song for Fontana. Singles from 14 other artists are expected, including **Matt Monro**, **Shirley Bassey** and **Mantovani**. EMI is committed to four LP's on the show. Bart's firm, Apollo, publishes. . . . To help push the **Temperance Seven's** revival of "Sahara," **Lawrence Wright Music** is making arrangements available to 400 band leaders in dance halls all over the country. . . . The Songwriters' Guild stages its annual concert May 6 at the Victoria Palace.

Following the creation of Decca, Ltd., as a central holding company with a series of off-shoots, including Decca Records, there were three additions to the board. They include **Lord Tenby**; 67-year-old son of **Lloyd George** and—as **Gwilym Lloyd George**—a member of wartime and postwar governments, and **Sir Robert Adeane**, a city financial expert.

The British Songwriters' Guild analyzed the music used by BBC's radio domestic services again last year and found that the total of pop, light music and allied items used was 113,843—9,371 more than in 1960. Of these, 36.2 per cent were British compositions, 2.4 per cent less than in the year before.

**Robbins** has the publishing right to "Time Beat," the electronic composition produced by the BBC Radiophonic workshop, and issued as a pop single by Parlophone. . . . The Cinematograph Exhibitors' Association has referred to the Performing Right Tribunal its dispute with the Performing Right Society on the ground that the PRS tariff for Bingo performances was too high. . . . The British Copyright Act becomes effective in Zanzibar May 1.

**CANADA**

**Toy & Disk Tie  
Circles in Orbit**

By **STAN FISHER**  
Montreal Star

RCA Victor of Canada will release a single shortly to coincide with the marketing of a new toy across the Dominion. The toy is called an Orbiteer and the whole idea of the gimmick is that unlike **Charlie Drake's** Boomerang it will come back. The title of the record is "My Orbiteer Will Come Back" and the music is by **Billy O'Conner** of CBC fame. The flip side features **Diane Brooks** and is titled "Orbiteer Twist." Both the toy and the platter hope to cash in on the space age, the Twist and **Charlie Drake's** last hit.

**Gerry Thomas**, of the International Sales section of Liberty Records of Hollywood, in town recently to pay a visit to London Records

of Canada who canded the Liberty label up here. London Records has announced a cross-Canada sales plan to be in effect all the month of May. Dealers will get a 10 per cent discount on all LP's in the London catalogue in what has been tagged the "Cash in Bonus Plan."

**Billy Martin** back in Montreal with his band after an engagement at the Peppermint Lounge in New York.

**Harry Belafonte**, booked in at Toronto's O'Keefe Center for two weeks starting April 30, is sure of a sell-out and rumors flying all over Eastern Canada about a **Paul Anka** tour later this spring. The Rhonda Fleming show didn't draw terribly well in Toronto and was canceled out in Montreal before it even got here.

**DENMARK**

**Legal Action May  
End Radio Mercur**

By **ARNE HANSEN**  
11 Malerbakken, Holte

The Danish commercial Radio Mercur most probably will be stopped by law at the last parliament session June 15. A bill to make all employment at the station criminal came before the parliament April 14, and even if the opposition at this occasion made the government a proposal on concession for a State-controlled commercial radio, it is the general opinion that the days of Radio Mercur are numbered.

Radio Mercur started almost four years ago with one transmitter on a ship in International waters under a South American flag. With another transmitting ship, Mercur now covers practically the whole of Denmark and has listeners of at least one million (whole population of Denmark is four million people).

Each day new propositions on utilization of FM are discussed in the press, and the public interest for free radio-diffusion is more lively than ever.

**Disk Shorts**

**Anita Lindblom**, the Swedish songstress, who some months ago went straight to the top of the Danish hit lists with "San't ar livet" ("You Can Have Her"), has now made another attack on an American hit. This time it's **Sue Thompson's** "Norman," which in the Swedish version is rebaptized to "Charlie."

While in Copenhagen to present "Charlie" on TV, **Anita** received from Fontana a silver disk (with bow and brooch) for the sales of 75,000 "San't ar livet" in Denmark.

**EIRE**

**O'Reilly Forming  
Radio & TV Firm**

By **KEN STEWART**  
Dublin Evening Mail

Following a recent month-long holiday in the U. S. as guest of **Bing Crosby**, Dublin businessman **George O'Reilly** has formed a company called Television and Radio Production Services.

While in America he was aided by **Milton Kray**, program director of Station KLAS, Las Vegas, in preparing a series of interviews with celebrities, which may be broadcast shortly from Radio Eireann. Among artists taped were **Dean Martin**, **Connie Francis** and **Andy**

**Williams**, all of whose disks are steady sellers here. Also lined up for our national radio station is a 12-program series, "The Bing Crosby Story," in which Crosby introduces each number personally. This project is expected to start a sales rush on the singer's records.

Regarding his new company, O'Reilly told BMW: "Its primary function will be to act for U. S. firms, selling their products to Telefis Eireann, and also to encourage foreign television interests to produce TV films here, using Irish actors and musicians."

The CBS label will be launched in Ireland on May 1. A special press conference will be held at a Dublin hotel, and it is likely that at least one of the label's stars will attend. CBS will be distributed here by Irish Record Factors.

**FRANCE**

**Gold Record  
For Hallyday**

By **EDDIE ADAMIS**  
92 quai du Maréchal Joffre  
Courbevoise (Seine)

**Johnny Hallyday** has been awarded a golden disk for having reached the million mark with his French and English versions of "Let's Twist Again" in six months time. Hallyday is the second million seller of Philips' roster, the first being **Georges Brassens**.

**New Talents**

Seldom before has a month seen such an expansion in the French diskeries' talent rosters. Latest signings are: **Bob Sleg** (Decca), **El Toro** (Vogue), **The Toppers** (Ricordi), **Enrico Macias** (Pathé), **Leny Escudero** (Bel Air), **Jean Valtay** (Festival), **Les Cadets** (Barclay), **Jean Amani** (Diadem), **Gina Gardel** (Philips).

**Disk Business**

The French record industry's total amount of business for 1960 has been of 14 milliards 700 millions of old francs. . . . Re-issues on an LP form of 25-year-old 78 r.p.m. hits by **Maurice Chevalier**, **Damia**, **Elyane Cells**, **Rina Ketty**, **Mistinguett**, **Lucienne Boyer** and **Jean Lumiere**, have sold five times more than at the best year of their first issue.

**Filmusic**

The promotional power of the films is indicated anew by this month releases: "West Side Story" by **Stan Kenton** (Capitol); the original soundtrack from "Le Bateau d'Emile" by **Jean Prodromides** (Barclay); "Les 7 Péchés Capitaux" by **Michel Legrand** (Philips); the original soundtrack of "Paris Blues" by **Duke Ellington** (United Artists).

**GERMANY**

**TV 'Hit Magazine'  
Has Big Following**

By **JIMMY JUNGERMANN**  
102 Ismaninger Street, Munich 27

**Werner Muller's** "TV Hit Magazine" has the highest rating of all music specs in German TV now. Approximately 82 per cent of the German TV owners tune in for the show. Muller's Saturday Night show were features: **Lys Assia**, Switzerland; **Gitte**, Sweden; **Greetje Kauffeld**, Netherlands; **Siw Malmkwist**, Denmark; **Pirko Manola**, Finland; **Nan Mouskouri**, Greece, and the German stars **Ilo Schieder**, **Peter Beil**, **Fred Bertelmann**, **Udo**

**Jurgens**, **Willy Schneider** in a typical presentation. The producer of the show is **Klaus Oberall**.

**Visitors**

American pianist **Van Cliburn** will play his first concert in Munich May 10. . . . **Al Hirt** and his band will visit Munich to play a concert at **Freddie Brocksleper's** night club. . . . Dutch publishers **Johnny Hoes** and **Guus Janssen Jr.** visited Munich to discuss an exchange program between their Benelux Music and Les Editions Internationales Basart N.V., and Munich Edition Montana. . . . **Peter Rebhuhn**, **Budde rep.**, and **Alfred Schacht**, **Aberbach rep.**, visited Munich.

**Record Sales**

Some 300,000 records have been sold of "Drei Weisse Birken" on the Philips label with **Monika and Peter**, and sung by the **Hellberg Two** on Odeon. . . . Near 100,000 records were sold within the first week after the issue of the new **Manos Hadjidakis** hits "Einmal Weht Der Sudwind Wieder" b.w. "Ich Schau Den Weissen Wolken Nach," by **Nana Mouskouri** on Philips.

U. S.-German publisher, dee jay and producer **Paul Siegel** produced his new **Oederland** ork and choir sound for Teldec again with two sides for Germany on Decca. "Kokos Nuss" is a Latin Twist from Switzerland, published by **Sarah Dimenstein** in Zurich, and **Michel-Melodie Der Welt** in Germany.

**To Release 'La  
Paloma' by Elvis**

By **BRIGITTE KEEB**  
Automaten-Markt, Braunschweig

**Elvis Presley** will be the third artist during a half year's time to sing "La Paloma" on single (on RCA) after Germany's top male singer **Freddy** had a smash hit some months ago with his German-Spanish Polydor version. The same firm issued the tune (sung in English) by **Connie Francis**, which, however, did not prove a best seller. Teldec hopes for a new Presley hit of this tune. It is one of the most commercial evergreens in Germany and once was a big hit with late singer and actor **Hans Albers**, and it also was a best seller recently in the instrumental version by **Billy Vaughn**.

**Festival**

The German Jazz Festival 1962 will be held from May 29 to June 1 in Frankfurt and parts of it will be shown over TV.

**To Germany**

The Australian Melbourne New Orleans Jazzband will give concerts in May in Dusseldorf, Hamburg and Mannheim. . . . English songstress **Petula Clark** is scheduled in the middle of May for appearances in German TV in Munich as well as for her first Germany recordings for Pye, distributed here by Deutsche Vogue in Frankfurt.

**Changes**

Former East German band leader **Kurt Henkels**, who came to Western Germany three years ago, has been signed by the Norddeutsche Rundfunk Television as chief band leader after former conductor **Viktor Reschke** left this station.

**New LP's**

Sonet-Storyville issued a 17-title LP, "A Whole Lotta Frankie," on Chancellor, featuring **Frankie Avalon's** most famous hits, among them five Golden records: "Venus," "Bobby Sox to Stockings," "De De Dinah," "Gingerbread" and "Talk, Talk, Talk." . . . Ariola released an LP "Glenn Miller and His Orchestra," featuring original waxings of 1939 and 1940 from the pic "Sun Valley Serenade." . . . Teldec just released recordings of late French guitarist **Django Reinhardt**, which were recorded before his death in Italy.

## Much Excitement Over F. S. Arrival

By HEMMY J. S. WAPPEROM  
Editor, Platennieuws

Edisonstraat 21, Amersfoort

The hottest news in our show business world is the visit of Frank Sinatra next June. Eartha Kitt also will visit Holland and will be the guest star in a one hour one-woman show in the Amsterdam Concertgebouw on May 6. Bowema's MGM label will release a single record on the occasion.

From May 15 to 29 the Belgium group, "The Chacachas" (RCA-Inelco L.C.), will perform in the Blue Note night club, Scheveningen. . . . Becaud had tremendous success in his Concertgebouw Amsterdam appearance on April 29. (His HMV single series met here with splendid sales.)

### Disk News

One of the quick selling Philips EP records just now is one by Soeur Sourire, a nun from Belgium who sings her own chansons with guitar accompaniment. This week another collection of her chansons will be released on LP. . . . Recordings that were made during the European tour of gospel singer Mahalia Jackson last spring have been released on album "Tell the World" (Philips). Vico Torriani, accompanied by an orchestra directed by Bert Paige, cut Dutch versions of the American hit "Caterina" and the Italian song "Permetete Signorina" in the Phonogram Studio at Hilversum (Decca).

## HUNGARY

## State Opens Vocal Training Studios

By PAUL GYONGY  
Derekutca 6, Budapest

The State Radio and the Musicians' Union opened studios to train people who have some singing ability. Lessons are free. After six or 12 months of studying the best pupils get tryouts, recordings are made and the best are presented in a separate broadcast.

To raise the average musical taste and knowledge, at the insistence of Zoltan Kodaly brought the State Department to the decision that in many primary schools already solmization is taught as obligatory subject. As there is a certain lack of teachers, there plan is to give musical education through records manufactured specially for this purpose by the Hungarian Record Company. It is hoped that by autumn 1963 5,000 schools will be able to install phonographs or turntables with amplifiers, and the record company will be able to manufacture the necessary material on records. The plan is to use the installation also for literary purposes.

### Music Trade Talk

The manager of the publisher Edicione Italcarsich, Milano, was in Budapest, and after listening to brand-new Hungarian pop songs took top cleffer Szabolcs Fenyves' charming song "Serenella" to Milano, hoping for a hit.

The Budapest Telephone Exchange's innovation is the "Hit of the Week" service. All you have to do is dial a certain number and you can hear the week's hit as established by the only record wholesale firm. Significantly, this can be heard only after office hours so that employees cannot use their offices' telephones to hear the newest hits.

## ISRAEL

## Michaeli Teaches Audience Taste

By AZARIA RAPOPORT  
73 Ahad Haam Street, Tel Aviv

Israel's Hit Parade is probably unique in at least one sense. On Kol Israel Broadcasting, Rivka Michaeli is trying (with quite some success) to turn it Educative.

For the last two months she has been advising listeners as to how they should judge a tune and what they should listen for and how they should enjoy it. As a result of it there is a marked change in audience's reaction to new records, and this week "Moon River" (RCA) is first on the list, having fought successfully Elvis Presley and other gods of juvenile listeners.

Miss Michaeli has also chosen, about five months ago, the theme tune of "Murder, She Said" (Parlophone) as the signature tune for Hit Parade. Some listeners say this refers to Miss Michaeli in person.

The Ink Spots have arrived in Israel for a month's tour. They are currently appearing at the Adria night club, but plan a tour of the country in a series of concerts.

## ITALY

## Sing Tour Set For June 16

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

June 16 has been fixed as the starting date from Milan for the First Singing Tour of Italy by Pietro Garinei and Sandro Giovannini participating as co-sponsors of the event which will have its finals at Fiuggi June 28 and 29. The competition will be unique in that neither singers nor their phonograph labels will be required to contribute to the costs which will be covered by the community tourist offices and other sponsors.

Walter Chiari has been named emcee and to date 800 young singers have asked to be included in the newcomers division. A highlight is expected to be a duel between two of Italy's top feminine vocalists, Milva and Mina.

In addition to prizes for dramatic recordings and one for "Voices From the Cosmos," a disk made up of tapes of space flights, Cetra has won the Italian Record Critics Prize for the best original modern jazz, Piero Umiliani's "Little American Suite." "14 Milva Hits" was

best feminine voice LP of light music for 1961.

### Record Notes

Oscar victory of "Moon River" was celebrated in Italy by Nico Fidenco, who sang his Italian recording on RCA of song over "Cinema of Today" program. . . . To promote "Capri Moon," a Connie Francis recording while she is in Italy, CGD is offering a trip to Capri for the best dealer window display on the subject between now and May 15. The American singer is here to tape three TV shows. . . . Columbia has come along with "The Incomparable Callas" with selections from six of her operas and "The Voice of Paris" with Edith Piaf. . . . Opening of La Belle Americaine" was marked by Durium with issue of sound track and of a twist of that name by Little Tony.

Luciano Virgili won first and fourth prizes in the Italian division of European Song Festival on radio with "In the Light of the Sun" (Bixio-Mallio) and "The Target" (Danzi-Caliagno). . . . Piero Piccioni's sound track for "Living Congo" has been issued by Voce del Padrone. . . . Johnny Dorelli has now recorded "Monte Carlo" in four languages. . . . Graz, lots!

## JAPAN

## Concertgebouw Bows Festival

By J. FUKUNISHI

108 Kakinokizaka, Meguroku, Tokyo

The Fifth Osaka International Music Festival raised its curtain on April 12 with the Concertgebouw Orchestra performing under the direction of Eugen Jochum before a capacity audience at the Festival Hall. The orchestra is to give four more performances.

Alma Cogan is booked to sing at 11 cities across the country on her arrival on May 4. Toshiba Records will market her LP on May 5 embodying "Pocket Transistor," "Always I Love You" and others. . . . Frank Sinatra with the Bill Miller Sextet arrived on April 18 in the course of his round-the-world tour. They are giving three charity shows in Tokyo.

### Diskeries

Toshiba Records will distribute Liberty label and its debut on April 15 consisted of five stereos, five monos and five singles. . . . Reprise label debuts on June 5 through Nippon Victor.

Goddard Lieberson, president of Columbia Records, is to arrive on April 22 for negotiations with Nippon Columbia.

# MUSIC AS WRITTEN

## New York

The folk trio, Peter, Paul and Mary, is playing the Padded Cell, Minneapolis. They open at New York's Blue Angel June 7. . . . Al Serino opens at the Interlude, Brooklyn, May 16. . . . Ruggiero Ricci is off on a two-month tour of the Latin American republics. . . . Brook Benton is co-starring with Fats Domino on a one-nighter tour which winds up in Houston May 20. . . . Saverio Saridis opens at the Rooster's Tail, Detroit, May 7. . . . Norman Ober, head of program writing for CBS, had his first novel, "Bungalow Nine," published by Walker & Company last week. . . . Atlantic issued a new single by the Shadows, top English group. Disk is "Wonderful Land," currently a smash in Great Britain.

A new movie to be made by Leo Kerz, "You Gotta Cut Loose," will feature Carl Holmes and the Commanders, the Atlantic Twist group. . . . New Cleveland distrib for Caedmon is Great Lakes Record Distributing. . . . Jean Kiff has signed with the Confederate label. . . . Damita Jo is now playing Chicago's Maryland Hotel. . . . Don Robey, Duke chief, flew to Chicago recently to supervise recording session with Bobby Bland. New Bland and Little Junior Parker LP's will be issued on Duke soon. . . . Joe Reisman composed the dramatic musical underscoring for the new musical version of "Julius Caesar" called "Infidel Caesar." . . . A Billie Holiday Memorial Concert will be held at Carnegie Hall, New York, May 7, to aid the country's first municipal narcotics center. . . . Composer Kay Swift has penned a 21-minute score for the Seattle World's Fair Coliseum show called "Century 21." . . . Diamond Records has signed Shawn Elliot.

The Philadelphia Orchestra is off on a six-week trans-continental tour. . . . Czech pianist Ivan Moravec is coming to the U. S. in May to record for the newly formed Connoisseur Society of New York, according to CS chiefs Alan Silver and James Goodfriend. . . . Enzo Stuarti has returned to New York's Persian Room. . . . Jay and the Americans opened at New York's Camelot. . . . Mack Clark has joined Eastern, Allied and Associated distrib in Hartford, Conn., as manager of public relations.

Richard Elsasser's 11-city tour is under way. The organist will perform in Minneapolis and Duluth, Minn.; Portland, Ore.; Seattle, Ohio and Illinois. . . . Ivan Mogull has acquired the rights to "Don't Break the Heart That Loves You" and "Drop It Joe" for France, the Benelux and Scandinavian territories for his Ivan Mogull Music firm. Bob Roloitz

## Cincinnati

Mrs. Mary Conner Kelley, wife of John S. Kelley Jr., vice-president of King Records, died Sunday night (22) at Jewish Hospital here after a long illness. . . . The Jimmie Skinner Music Center, managed by Lou Epstein, has moved to larger quarters at 124 East Sixth Street. . . . Tommy Wills, whose Tomcats hold forth at the Miami Club, Hamilton, Ohio, has

(Continued on page 22)

## SPAIN

## Saetas Songs Hit During Holy Week

By RAUL MATAS  
32 Av Jose Antonio, Madrid 1 3

Holy Week has again been important reason for launching new "Saetas." The Andalusian songs restricted for religious processions

only, are sung during the famous Holy Week in Seville. There is no tourist or pilgrim who can escape the deep emotion of these melodies with plenty of "cante jondo" and probably moorish origin. "Saetas" should be considered collector's items and Spain has published a great many.

### Music Shorts

Hazy Osterwald came to Madrid to participate in a special show. Lorenzo Gonzalez, Venezuelan singer (Quiero amanecer), was also star in the show. . . . The tango has a Bachicha in France. Felix Del Prado, Spanish troubadour, makes the vocal parts of Typic records. . . . Frankie Avalon's "Gondolier" ("With All My Heart") issued by Chancellor-Hispavox, Frankie is due here at the end of June or July.

Rocio Durcal is a new juvenile name in movies and songs. The Andalusian, 16, and star of "Juvenile Song," will have a heavy promotion around the world. "Quando Quando Quando," San Remo's fourth prize, recorded in Spain by crooner Jose (Pepe) Guardiola, No. 1 in the local rating. Lola Flores, Carmen Sevilla and Paquita Rico, the three singing, dancing and acting sensations of the flamenco art, together in "El Tablao de la Luna." The music is being released by Philips with Carmen Sevilla.



A convenient international directory of companies now offering their experience, facilities and services for the sale, distribution, exploitation or manufacture of products in the music and phonograph record field.

# INTERNATIONAL BUYERS & SELLERS EXCHANGE

is now a part of the Billboard Music Week

## CLASSIFIED MART

and can be found on page 40

when answering ads . . .

Say You Saw It in  
Billboard Music Week

THE NATION'S TOP TUNES

# HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING MAY 5

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	5	<b>SOLDIER BOY</b>	By Luther Dixon-Florence Green—Published by Ludix (BMI)	5
2	2	<b>JOHNNY ANGEL</b>	By Pockriss-Duddy—Published by Post (ASCAP)	8
3	3	<b>MASHED POTATO TIME</b>	By Mann-Lowe—Published by Rice-Mill (BMI)	7
4	1	<b>GOOD LUCK CHARM</b>	By Aaron Schroeder-Wally Gold—Published by Gladys, (ASCAP)	7
5	7	<b>STRANGER ON THE SHORE</b>	By Bilk-Young—Published by Mellin (BMI)	4
6	4	<b>SLOW TWISTIN'</b>	By Jon Sheldon—Published by Woodcrest (BMI)	8
7	8	<b>SHOUT</b>	By Isley Brothers—Published by Wemar-Nom (BMI)	5
8	10	<b>LOVER, PLEASE</b>	By Bill Swan—Published by Lyn-Lou (BMI)	6
9	6	<b>YOUNG WORLD</b>	By Jerry Fuller—Published by Four Stars (BMI)	7
10	12	<b>P. T. 109</b>	By Wilkin-Burch—Published by Cedarwood (BMI)	3
11	11	<b>TWIST, TWIST SENORA</b>	By Guida-Bargo-Royster—Published by Rock Masters (BMI)	4
12	13	<b>DEAR ONE</b>	By Finneran-Finneran—Published by Maureen (BMI)	5
13	15	<b>SHE CRIED</b>	By G. Richards-T. Daryll—Published by Trio (BMI)	4
14	9	<b>LOVE LETTERS</b>	By V. Young-E. Heyman—Published by Famous (ASCAP)	8
15	22	<b>FUNNY WAY OF LAUGHIN'</b>	By Cochran—Published by Pamper (BMI)	2
16	25	<b>OLD RIVER</b>	By Crofford—Published by Glo-Mac-Metric (BMI)	2
17	18	<b>SOUL TWIST</b>	By Curtis-Robinson-Robinson—Published by Dan-Kelyn (BMI)	3
18	—	<b>SHOUT! SHOUT! (KNOCK YOURSELF OUT)</b>	By E. Maresca-T. E. Bogdany—Published by Broadway (ASCAP)	1
19	14	<b>MIDNIGHT IN MOSCOW</b>	By Soloviev-Sedot-Matuskevsky-Ball—Published by Melody Trails (BMI)	12
20	27	<b>HIDE NOR HAIR</b>	By P. Mayfield—Published by Tangerine (BMI)	2
21	29	<b>EVERYBODY LOVES ME BUT YOU</b>	By R. Self—Published by Champion (BMI)	2
22	24	<b>JOHNNY JINGO</b>	By Manning-Twomey—Published by Dickson (ASCAP)	3
23	17	<b>LOVE ME WARM AND TENDER</b>	By Paul Anka—Published by Spanka (BMI)	7
24	16	<b>CINDERELLA</b>	By J. Ross-E. Nemeth—Published by Vin-Sun (ASCAP)	4
25	19	<b>TWISTIN' THE NIGHT AWAY</b>	By Cooke—Published by Kags (BMI)	10
26	—	<b>UPTOWN</b>	By B. Mann-C. Weil—Published by Aldon (BMI)	1
27	20	<b>SHE CAN'T FIND HER KEYS</b>	By Alirred-Gold—Published by Arch (ASCAP)	5
28	—	<b>CONSCIENCE</b>	By Mann-Weil—Published by Aldon (BMI)	1
29	—	<b>CATERINA</b>	By Earl Shuman-Bugs Bower—Published by Rancom (ASCAP)	1
30	23	<b>GINNY COME LATELY</b>	By Peter Udell-Gary Geld—Published by Pogo (ASCAP)	3

## RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- SOLDIER BOY**—Shirelles, Sceptor 1228.
- JOHNNY ANGEL**—Shelly Fabares, Colpix 621.
- MASHED POTATO TIME**—Dee Dee Sharp, Cameo 212.
- GOOD LUCK CHARM**—Elvis Presley, RCA Victor 7992.
- STRANGER ON THE SHORE**—Mr. Acker Bilk, Aco 6217; Sammy Gardner, Norman 517.
- SLOW TWISTIN'**—Chubby Checker, Parkway 835; Clark Dale, Operators 2009.
- SHOUT**—Joey Dee and the Starlites, Roulette 4416; Isley Brothers, RCA Victor 7588.
- LOVER, PLEASE**—Clyde McPhatter, Mercury 71941; Dennis Turner, Louis 2002.
- YOUNG WORLD**—Rick Nelson, Imperial 5805.
- P. T. 109**—Jimmy Dean, Columbia 42338.
- TWIST, TWIST SENORA**—Gary (U. S.) Bonds, LeGrand 1018.
- DEAR ONE**—Larry Finnegan, Old Town 1113; Darrell McCall, Philips 40015.
- SHE CRIED**—Jay and the Americans, United Artists 415; Ted Daryll, Utopia 1003.
- LOVE LETTERS**—Ketty Lester, Era 306; Val Palmer, Operators 2011.
- FUNNY WAY OF LAUGHIN'**—Burl Ives, Decca 31371.
- OLD RIVER**—Walter Brennan, Liberty 55436.
- SOUL TWIST**—King Curtis, Enjoy 1000.
- SHOUT! SHOUT! (KNOCK YOURSELF OUT)**—Ernie Maresca, Seville 117.
- MIDNIGHT IN MOSCOW**—Aimable Ork, GNP 180; Kenny Ball, Kapp 422; Jan Bergens, London 10503; Teddy Buckner, GNP 180; Troy Walker, GNP 179.
- HIDE NOR HAIR**—Ray Charles and His Ork, ABC-Paramount 10314.
- EVERYBODY LOVES ME BUT YOU**—Brenda Lee, Decca 31379.
- JOHNNY JINGO**—Hayley Mills, Vista 395.
- LOVE ME WARM AND TENDER**—Paul Anka, RCA Victor 7977.
- CINDERELLA**—Jack Ross, Dot 16333.
- TWISTIN' THE NIGHT AWAY**—Sam Cooke, RCA Victor 7983.
- UPTOWN**—Crystals, Philles 102.
- SHE CAN'T FIND HER KEYS**—Paul Peterson, Colpix 620.
- CONSCIENCE**—James Darren, Colpix 630.
- CATERINA**—Perry Como, RCA Victor 8004.
- GINNY COME LATELY**—Brian Hyland, ABC-Paramount 10294.

## MUSIC AS WRITTEN

Continued from page 21

a new one out on the Terry label titled "Tougher Than Tough." He made the rounds of the jocks in Lexington, Ky., Louisville, and Evansville, Ind., last week, and this week visits Detroit and Cleveland. . . . **Leo A. Gutman**, director of advertising and sales promotion for Ziv-United Artists, has resigned to take over as ad manager for Paramount Pictures, with headquarters in New York. . . . **Roosevelt Lee and His Roulettes**, with **Shelby Dean** on vocals, are set indefinitely at the Peppermint Lounge, Newport, Ky., where Lee doubles as entertainment booker. **Bill Sachs**

### Pittsburgh

**Enoch Light**, president of Command Records, is due in town to supervise the waxing of several new Pittsburgh Symphony Orchestra albums for that label April 30, May 1 and 2 in Soldiers' and Sailors' Memorial Hall. The orchestra has already made four Command LP's with another two scheduled for release this summer. . . . The **Lettermen** will be in Pittsburgh on May 4 and 5 to promote their newest Capitol Single, "How Is Julie?"

**Mickey Kat "Borscht Capades"** canceled its May 2 date here reportedly due to the show being held over in Boston. . . . **Liberace** returned to **Rose Calderone's** Twin Coaches night club back to fulltime operation. **Johnny Puleo**, the **Four Freshmen**, **Brook Benton**, the **Ames Brothers**, the **McGuire Sisters** and **Guy Lombardo** are all set there, booked by **Joe Hiller**. . . . **Herb Cohen's** Fenway Records has a new home on Fifth Ave., and the United Recording Service has moved from Grant St. to Fort Duquesne and Seventh St.

Largest additions to the "Groove Spectacular" show to be presented by WAMO deejay **Porky Chedwick** May 11 at the Civic Auditorium are **Ketty Lester**, **Troy Shondell**, the **Castells**, **Bo Diddley**, the **Angels**, **Jay** and the **Americans** and the **Volumes**.

**Charles A. Feldman**, head of Cosnat Records here, and his wife hosted a party at their home on April 28 following the marriage of **Dorothy Shook**, Mrs. Feldman's daughter, to **Ralph J. Kellner** in the Church of the Ascension. . . . Pianist **Al Morgan** goes into the **Beau Brummell** club May 3.

Leonard Mendlowitz

### Chicago

Watch the **Bob Newhart** show this Wednesday (2) night. Chicagoans **Dan Sorkin** and **Mike Rapchak** will present a "good-music" award to **Paul Weston**, and some 500 "good-music" stations throughout the country are proclaiming Thursday (3) **Paul Weston Day**. . . . **Bob Keels** is Capitol's new regional manager here, replacing **George Gerkin** recently moved up to the Tower. . . . Columbia threw a "Moon River" cruise for **An'y Williams** Sunday. . . . Columbia's **Paul Cook** has his hands full with the biggest slug of artists the label has had here at one time in a long time. Williams opens at the **Palmer House**, **Tony Bennett** at the **Living Room**, **Clancy Brothers** and **Tommy Makem** at the **Gate of Horn**, **Miles Davis** at the **Sutherland**, **Chico Hamilton** at **McKies Disk Jockey Lounge**, plus a **Loyola University** concert for the **Brothers Four**, and a series of private appearances for **Les Brown**—all this week.

Mercury will participate in the National Music Week observance May 6-13 sponsored by the National Federation of Music Clubs here. . . . **Charlie Shavers** opens at the **London House** Tuesday (1). . . . Have a heart department: When **WLS's Dick Biondi** heard of pert teen-ager **Diane Mills** losing both legs in an auto accident he announced it on the air, asking for cards to cheer her up. Mercury's **Chic Silver** and **Ben Woods** were one of the first to respond with a Philips stereo phonograph and a supply of albums and singles. . . . **Severn Darden** switches from a satire to drama in "Krapp's Last Tape" opening at Playrights at **Second City** Tuesday (1). . . . Playboy's "Mother Rabbit" **Judy Horberg** returns from a **Miami Beach, Fla.**, vacation. **Nick Biro**

The World of Music is brought closer together each week through



BILLBOARD MUSIC WEEK'S  
**INTERNATIONAL**  
BUYERS & SELLERS  
**EXCHANGE**

It has profit opportunities for you! Don't miss reading it every week.

when answering ads . . .

Say You Saw It in Billboard Music Week

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.



**THE  
SEASON'S  
BIG  
NEW SINGLE  
!**

# TV'S HOTTEST PERSONALITY Richard Chamberlain

sings Music From TV'S HOTTEST SHOW

## Theme from Dr. Kildare

(Three Stars Will Shine Tonight)

b/w A KISS TO BUILD A DREAM ON

Music arranged  
and conducted by

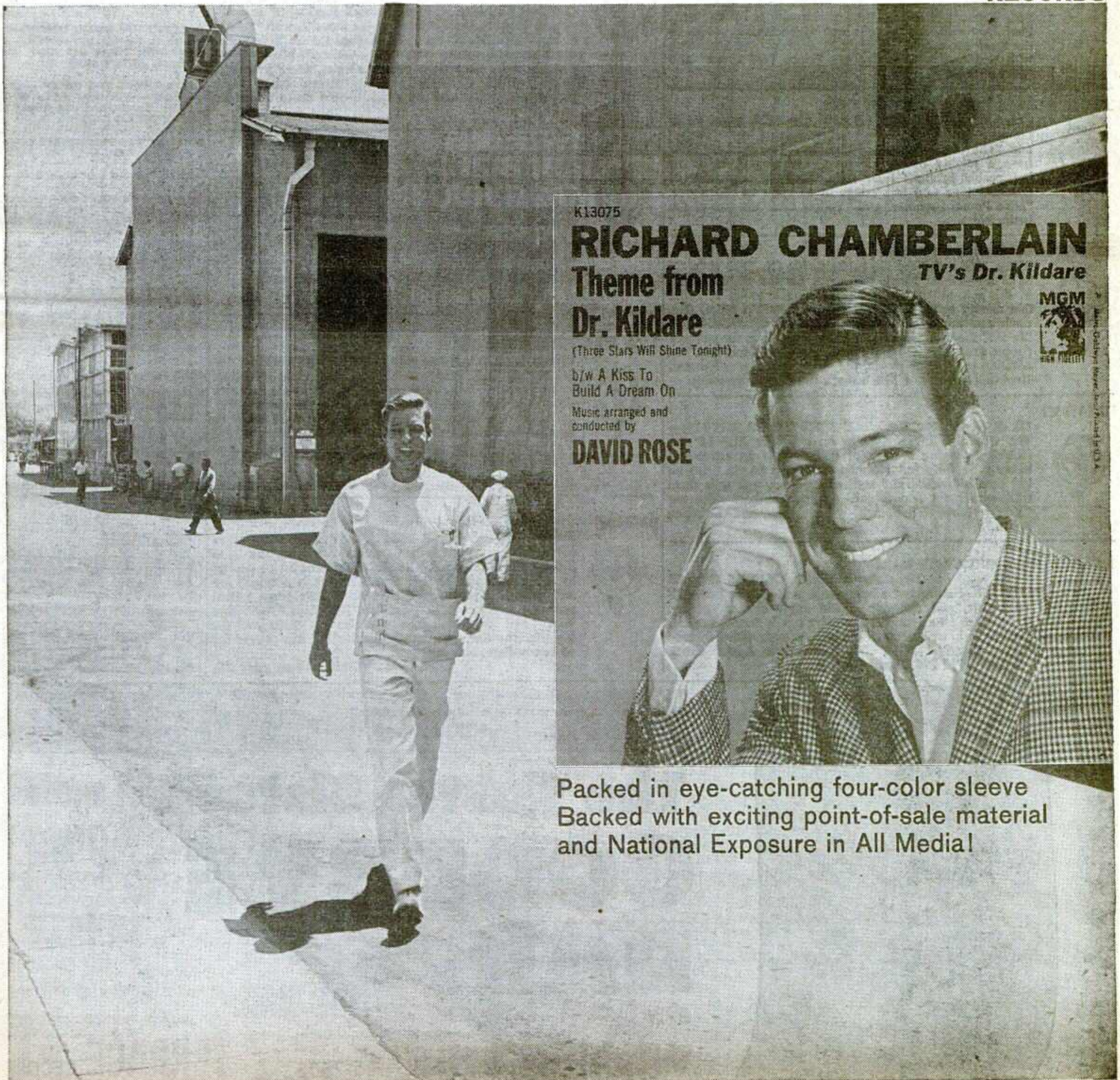
### DAVID ROSE

K 13075

**MGM**



**RECORDS**



K13075

## RICHARD CHAMBERLAIN

### Theme from Dr. Kildare

TV's Dr. Kildare

(Three Stars Will Shine Tonight)

b/w A Kiss To  
Build A Dream On

Music arranged and  
conducted by

### DAVID ROSE



Photo Courtesy: Warner Bros. Pictures Inc.

Packed in eye-catching four-color sleeve  
Backed with exciting point-of-sale material  
and National Exposure in All Media!

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

# ALBUM REVIEWS

**Pop**

**ARTHUR PRYSOCK SINGS ONLY FOR YOU**



**Old Town OTLP 2004**—The veteran warbler is in showmanly, expressive vocal form on this package of oldies. Tastefully backed by a jazz-flavored group, Prysock sings with soul and solid technique on such fine standards as "I Don't Stand a Ghost of a Chance," "April in Paris," "Unchained Melody," "I'm Through With Love" and "Imagination."

**THE BEST OF THE KINGSTON TRIO**



**Capitol T 1705 (M); ST 1705 (S)**—This potent LP features the top sides released to date by the Kingston Trio. Included in the LP are "Tom Dooley," "A Worried Man," "Where Have All the Flowers Gone," "M.T.A." and "Raspberries, Strawberries." It's a solid item that could rack up big, big sales.

**COUNTDOWN TIME IN OUTER SPACE**



**Dave Brubeck Quartet. Columbia CL 1775 (M); CS 8575 (S)**—This new album by the Dave Brubeck Quartet should be another smash for the group both in the jazz and pop fields. In the manner of "Time Out" and "Time Further Out," this album shows off Brubeck's jazz experiment in polyrhythms and polytempo. And it is all done with persuasive and exciting performances by Brubeck, Paul Desmond, Joe Morello and Gene Wright. Most of the tunes are originals, mainly by Brubeck and Desmond, with best tracks "Someday My Prince Will Come" and "Eleven Four."

**THE BROTHERS FOUR GREATEST HITS**



**Columbia CL 1803 (M); CS 8603 (S)**—With a line-up of material like "Greenfields," "Blue Water Line," "Frogg" and "The Green Leaves of Summer," the Brothers Four have a mighty potent LP here. The singing is in the impeccable Brothers Four style. They do a number of standard type and folk songs in addition to the above. "Nine Pound Hammer" and "Yellow Bird" are two of the better sides.

**FAMILY SING ALONG WITH MITCH**



**Mitch Miller and the Gang. Columbia CL 1773 (M); CS 8573 (S)**—Uncle Mitch has songs for the whole family in this set. Miller and the Gang sing a group of tunes that should bring forth nostalgia for many a mom, dad, uncle and aunt. "Somebody Stole My Gal," "K-K-Katy" "Ja-Da" should appeal to the older folks while for younger people are "Volare" and "It Happened in Monterey." In addition to the fine music, the album contains a Norman Rockwell portrait of Mitch that's suitable for framing.

**DINAH '62**



**Dinah Washington. Roulette R 25270 (M); SR 25170 (S)**—The Queen is in good form on this, her first LP for Roulette. Singing a flock of ballads over attractive ork backing by the Fred Norman crew, she hands them all her own individual and stylized readings, and sells them with excitement and fervor. Among the best sides are "You're Nobody Till Somebody Loves You" and "Drinking Again."

**HOLLYWOOD'S GREAT THEMES**



**Percy Faith and His Ork. Columbia CL 1783 (M); CS 8583 (S)**—Faith's last album fared well on the best selling charts, and this one should enjoy similar success. Faith wraps up a group of attractive movie themes in rich, melodic ork treatments. Fine deejay wax. Sides include "Moon River," "Maria," "Over and Over Again" (from "Jumbo"); "El Cid," etc.

**BACK AT THE PEPPERMINT LOUNGE**



**Joey Dee and His Starlitters. Roulette R 25173 (M); SR 25173 (S)**—This album was waxed live at the Peppermint Lounge No. 2 in Miami Beach, it swings and rocks as much as the original Lounge in Manhattan. Joey Dee and his combo bring their frantic Twisting style to Miami and perform a flock of standards in wild rocking fashion. Crowd noises add to the disk. Best sides are "Kansas City," "Talkin' About You," "You Must Have Been a Beautiful Baby" and "C. C. Rider." Strong wax here.

**YOU BETTER MOVE ON**



**Arthur Alexander. Dot DLP 3434 (M); DLP 25434 (S)**—Arthur Alexander, who had a big hit with "You Better Move On" the title song of this album, shows off his warm pipes on a fine collection of recent hits on this new platter. Chanter comes through solidly on such items as "Love Letters," "Lover Please," "Love Me Warm and Tender," "The Wanderer," "Don't Break the Heart That Loves You" and "You're the Reason." His many fans should want this new set.

**DON'T KNOCK THE TWIST**



**Chubby Checker and Various Artists. Parkway 7011 (M)**—This is the original sound track recording of the new Chubby Checker flick, "Don't Knock the Twist." In addition to Checker the LP features the Dovells, with "Bristol Stomp," Dee Dee Sharp with "Mashed Potato Time," and the Carroll Brothers with "Bo Diddley." Most of the Checker sides have been out on singles, like "Twistin'," "Slow Twistin'," "The Fly" and "La Paloma Twist." Name power of Checker and the movie should make this a big seller.

**ONCE A UPON A TIME**



**The Lettermen. Capitol T 1711 (M); ST 1711 (S)**—The Lettermen, one of the hottest of the new groups, who certainly know how to sell a tune, have a fine new album here for both the adults and teen trade. The lads sing a flock of warm standards in moving style, showing off some fine harmony in doing so. The tunes include "Time Was," "Young and Foolish," "Once Upon a Time," "My Funny Valentine" and "How Is Julie?" Attractive arrangements aid the group's stylish performances.

**Low Priced Pop**

**MAY I SING FOR YOU?**



**Clyde McPhatter. Mercury Wing MGW 1224 (M); SRW 16224 (S)**—McPhatter has a big one in the "Hot 100" (No. 7 this week), so this collection of some of his old Mercury sides should be a solid item in the low price album field, both pop and r.&b. Selections—sung with McPhatter's usual fervor and style—include "Harbor Lights," "Put Your Arms Around Me Honey," "That's My Desire" and other oldies.

**Jazz**

**BASHIN'**



**Jimmy Smith. Verve V 8474 (M); V 6-8474 (S)**—Jazz organist Jimmy Smith's latest single "Walk on the Wild Side" leads off this LP. The album features Smith backed by a big band for the first time. The ork is arranged for and conducted by Oliver Nelson. There's some potent swinging stuff on this set besides "Wild Side." "Ol' Man River" and "In a Mellotone" are also top tracks with the big ork. The flip has Smith in his familiar trio groove for more top-flight blowing.

(Continued on page 28)

**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**

**FAMILY SING ALONG WITH MITCH**—Mitch Miller and the Gang (Columbia CL 1773); "Volare" Robbins Music, ASCAP & BIEM) (2:21)

**COUNTDOWN IN OUTER SPACE**—Dave Brubeck Quartet (Columbia CL 1775); "Someday My Prince Will Come" (Bourne, ASCAP) (6:22)

**DINAH '62**—Dinah Washington (Roulette R25170, SR25170); "Is You Is or Is You Ain't My Baby" (Leeds, ASCAP) (3:20)

**HOLLYWOOD'S GREAT THEMES**—Percy Faith & His Ork. (Columbia CL 1783, CS 8583); "Over and Over Again" (Harms, ASCAP) (4:10)

**DON'T KNOCK THE TWIST**—Chubby Checker and Various Artists (Parkway 7011); "Don't Knock the Twist" (Lamm, ASCAP) (2:17)

**BACK AT THE PEPPERMINT LOUNGE**—Joey Dee and His Starlitters (Roulette R 25173, SR 25173); "Kansas City" (Lois, BMI)

**YOU BETTER MOVE ON**—Arthur Alexander (Dot DLP 3434, DLP 25434); "Funny How Time Slips Away" (2:45)

**ONCE UPON A TIME**—The Lettermen (Capitol T 1711, ST 1711); "Once Upon a Time" (2:45)

**COUNTRY & WESTERN**

**THE SADNESS IN A SONG**—Stonewall Jackson (Columbia CL 1770, CS 8570); "The Sadness in a Song" (Cedarwood, BMI) (2:27)

**JAZZ**

**BASHIN'**—Jimmy Smith (Verve V8474); "Ol' Man River" (Harms, ASCAP) (4:28)

**JAZZ SAMBA**—Stan Getz, Charlie Byrd (Verve V8432); "Bain" (Peer Int'l) (6:35)

**RAY BROWN**—(Verve V8444 (M), V6-8444 (S)); "Work Song" (Upam BMI) (5:23)

**LATIN AMERICA**

**THE EXCITING TITO PUENTE BAND IN HOLLYWOOD**—(GNP); "Midnight Sun" (Crystal, BMI) (3:11)

**NOVELTY**

**MAD TWISTS ROCK 'N' ROLL**—Various Artists (Big Top); "Throwing the High School Basketball Game" (Ross-Jungnickel-Norick, ASCAP) (2:26)

**Hot Chart Items**

from

THE AMERICAN LONDON GROUP

Ernie Maresca  
**SHOUT! SHOUT!**  
**KNOCK YOURSELF OUT.**

Jimmy Soul  
**TWISTIN' MATILDA**

Ace Cannon  
**BLUES (STAY AWAY FROM ME)**

Jerry Byrd  
**MEMORIES OF MARIA**

Bill Black's Combo  
**TWISTIN' WHITE SILVER SANDS**

.....and now 2 new

# The Castle Sisters GOODBYE DAD

B/W

**Wishing Star** 45-7506

**TERRACE RECORDS**

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

# SINGLES REVIEWS

★★★★ **STRONG SALES POTENTIAL**

## POP

### JAN AND DEAN

**TENNESSEE** (Wonder-Achlen, BMI) (2:05) — **YOUR HEART HAS CHANGED ITS MIND** (Aldon, BMI) (2:34) — A tremendously exciting march tune, sparked by a Salvation Army-type drum beat, is handed a striking performance by the duo on the top side of this powerful disking. "Your Heart Has Changed Its Mind" is a good contrast to "Tennessee," being an interesting ballad sung well and backed smartly by the ork. **Liberty 55454**

### BILLY STORM

**A MILLION MILES FROM NOWHERE** (Raleigh, BMI) (2:28) — **SINCE I FELL FOR YOU** (Advance, ASCAP) (2:28) — The boys sing both of these sides in fine style. Top side is a ballad that's taken at a brisk tempo beautifully built and on sweeping strings. Second is the old Buddy and Ella Johnson hit ballad handed a vital vocal backed by bluesy piano, swelling vocal chorus and mushrooming string figures. **Infinity 018**

### CASTLE SISTERS

**GOODBYE DAD** (Aldon, BMI) (1:52) — The girls tell of their marriage in impassioned tones, as they say goodbye to dad. It's a sentimental piece well produced. Flip is "Wishing Star" (Greta, BMI) (2:01). **Terrace 7506**

### BILLY JOE CHECKMATES

**ROCKY'S THEME** (Jay Ward, BMI) (2:04) — The theme from the "Rocky and His Friends" cartoon TV series is handed an infectious reading by the group here that should score with the kids and young adults, too. The side is backed with "Twist That Thing" (Meadowlark, BMI) (2:04). **Dore 636**

### JOHNNY HALLYDAY

**BE-BOP-A-LULA** (Lowery, BMI) (2:36) — Strong rock treatment here of the old Gene Vincent hit gets solid backing of band and chorus. Potent dance item for teens. Flip is "I Got a Woman" (Progressive, BMI) (3:10). **Philips 40024**

### LES PAUL AND MARY FORD

**ANOTHER TOWN, ANOTHER TIME** (Iris-Trojan, BMI) (2:35) — **YOUR CHEATIN' HEART** (Fred Rose, BMI) (2:49) — The guitar and vocal duo have two solid country-pop items here that are done with immense feeling. Miss Ford, naturally, handles both vocals. The first is a beautiful weeper with rhythm and chorus. The second is the great Hank Williams classic that's sung with quiet emotion by the lass with a big plus from Paul's guitar work. Two fine ones. **Columbia 42419**

### RICKY DEE AND THE EMBERS

**WORK OUT** (Parts 1 and 2) (Sunset, BMI) — Ricky and the group have strong swing and vitality. Much hand-clappin' and shouting make the instrumental an attention-getter. It has a similar feel to Sam Cooke's "Twistin' the Night Away." Both sides are fine but Side 2 has a slight edge. **Newton 5001**

### SHEPHERD SISTERS

**LOLITA YA YA** (Chappell, ASCAP) (2:28) — The girls perform the tune from the movie production "Lolita" with a keen sense of the dramatic. With a chorus and ork building interest, the gals build tension via key changes and repeating figures. Reverse side is "Marvin" (Trio, BMI) (2:09). **United Artists 456**

### JOANNIE SOMMERS

**THEME FROM A SUMMER PLACE** (Witmark, ASCAP) (2:17) — **JOHNNY GETS ANGRY** (Tod, ASCAP) (2:31) — Vocal treatment by Miss Sommers of the Percy Faith smash is a mighty potent item. The lass shows a graceful way with the ballad against most enticing background. Sharp material—and the gal knows what to do with it—on the flip. It's a bright side with a big assist going to the arrangement backing her. **Warner Bros. 5275**

### CONNIE FRANCIS

**SECOND HAND LOVE** (Merna, BMI) (2:48) — **GONNA GIT THAT MAN** (Fraucon, ASCAP) (2:15) — Connie Francis turns in two sock readings on this new double-powered release. Top side is a first-rate country weeper sung by the thrush with passion; flip is a rocker and the lass belts the lyrics to a powerful beat. Both are winners. **MGM 13074**

### THE EVERLY BROTHERS

**THAT'S OLD-FASHIONED** (Aberbach, BMI) (2:23) — **HOW CAN I MEET HER?** (Aldon, BMI) (1:48) — High styled singing by the Everlys plus distinctive arrangements make these new sides strong contenders. Top side has a fine beat and tells a good story of teen romance; flip is a good rocker spotlighting harmonica licks in the arrangement. Good wax. **Warner Bros. 5273**

### THE VENTURES

**INSTANT MASHED** (Electron, BMI) (2:24) — **MY BONNIE LIES** (Electron, BMI) (1:45) — The Ventures are sure to please their teen fans with these happy instrumental sides. Top rocker is an instrumental answer to "Mashed Potatoes," and the second side is a driving version of "My Bonnie Lies Over the Ocean." Both can make it big. **Dolton 55**

### THE MIRACLES

**PLL TRY SOMETHING NEW** (Jobete, BMI) (2:33) — A very pretty tune, smartly arranged and smartly played by the large ork, receives a first-rate interpretation from the Miracles, with the lead coming through with a fine lead vocal. Strong teen disking. Flip is "You Never Miss a Good Thing" (Jobete, BMI) (2:36). **Tamla 54059**

### THE CHIPMUNKS WITH DAVID SEVILLE

**AMERICA THE BEAUTIFUL** (Monarch, ASCAP) (2:04) — The familiar patriotic hymn is sung as soberly as the Chipmunks can, with Alvin's voice standing out over his brother chipmunks. The animals are joined by a people vocal group on the second chorus and Alvin spells out A-m-e-r-i-c-a at the end. Strong side for the pre-teen set. Flip is "My Wild Irish Rose" (Monarch, ASCAP) (2:40). **Liberty 55452**

### JOHNNY CRAWFORD

**CINDY'S BIRTHDAY** (Maravilla, BMI) (1:59) — Johnny Crawford, who had a big one with "Patti Ann," could have another solid seller with this lovely tune about "Cindy's Birthday." The lad sings it warmly and the ork support is extraordinary. Much above the usual run. Flip is "Something Special" (Maravilla-Gilbey, BMI) (2:20). **Delfi 4178**

## Country & Western

### GOLDIE HILL

**DOORSTEP TO HEAVEN** (Hill & Range, BMI) (2:46) — This is perhaps Goldie's best side in a long time, and it could easily go pop as well as country. She sings the sad tale with heartfelt intensity and the backing on the waltz item is in the proper country groove. Flip is "I'm Afraid" (Cedarwood, BMI) (2:2). **Decca 3139**

(Continued on page 34)

**JIMMY AND THE ROMEOS**  
 ★★★★★ **Kathy**—SOUTHSIDE 1003—Good music stations are likely to give this well-crafted song a try. Tasteful. (Dov, ASCAP) (2:30)

★★★★ **Lunalei** — Another tasteful item, this one with an attractive rhythm and lilt. For good music outlets. (Dov, ASCAP) (2:34)

**JOAN BAEZ**  
 ★★★★★ **Pal of Mine**—VANGUARD 35013 —From her second hit album comes this bright side by the hit folk song stylist Joan Baez. She sells the blue grass ditty in her own sock style, aided by the Greenbriar Boys. (2:31)

★★★★ **Lonesome Road**—On this side the thrush accompanies herself on a traditional folk effort and hands it a warm and meaningful vocal. Her guitar work is first-rate, too. (2:20)

**LITTLE RICHARD**  
 ★★★★★ **Why Don't You Change Your Ways**—MERCURY 71965—There's a touching message in this tune that's somewhat in the spiritual category. Side has a potent feeling with strong string and choral backing. (Woodman, BMI) (2:30)

(Continued on page 34)

## 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.

chart contenders from **THE AMERICAN LONDON GROUP**

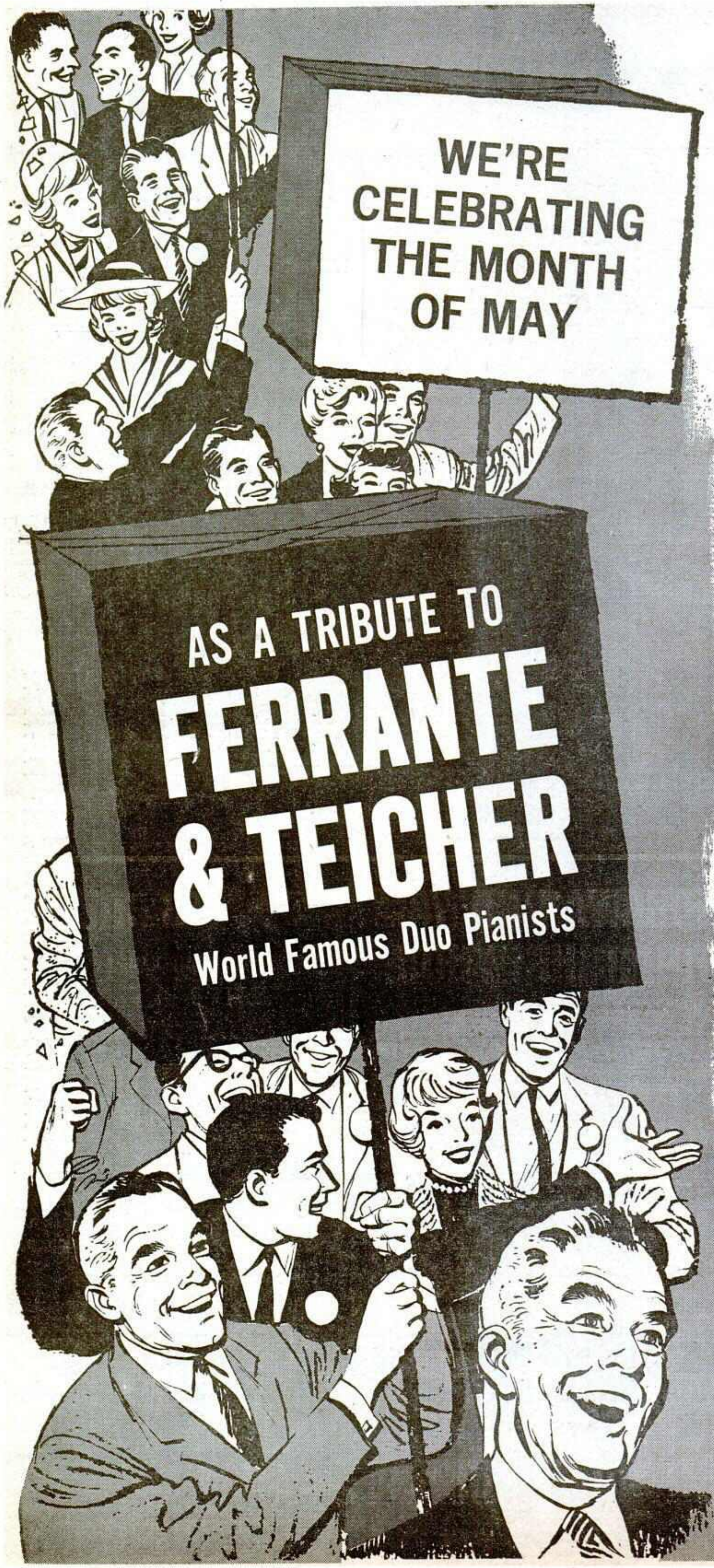
**Norris Wilson**

# BABY DON'T POUT

B/W

**Pink Dally Rue** 45-459

**Monument**  
RECORDS



United Artists Records and its stars are proud to pay tribute to the outstanding performance and artistry of Ferrante And Teicher. This tribute will take place during the month of May and feature the albums listed on the next page.

# BUY 100 \* GET 20 FREE!

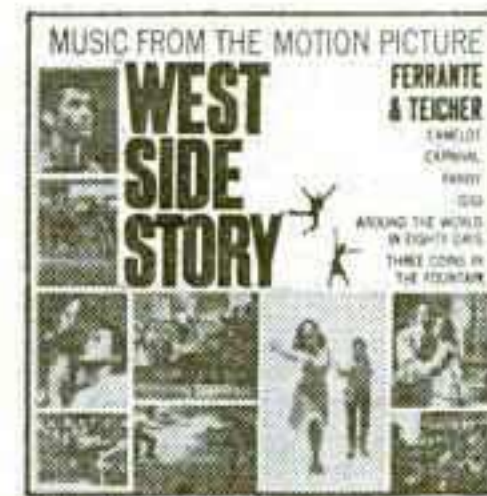
LONG TERM DEFERRED BILLINGS • 100% EXCHANGE POLICY



**GOLDEN THEMES FROM MOTION PICTURES**  
UAL 3210 UAS 6210 (Stereo)



**THE MANY MOODS OF FERRANTE & TEICHER**  
UAL 3211 UAS 6211 (Stereo)



**WEST SIDE STORY**  
UAL 3166 UAS 6166 (Stereo)



**TONIGHT**  
UAL 3171 UAS 6171 (Stereo)



**LOVE THEMES**  
WWR 3514 WWS 8415 (Stereo)



**GOLDEN PIANO HITS**  
WWR 3505 WWS 8505 (Stereo)



**THE WORLD'S GREATEST THEMES**  
UAL 3121 UAS 6121 (Stereo)



**LATIN PIANOS**  
UAL 3135 UAS 6135 (Stereo)

**PLUS THESE TOP SELLING ALBUMS WHO ARE ALL SALUTING FERRANTE AND TEICHER**

3125 6125 (Stereo)	THE HIGHWAYMEN	2001 3001 (Stereo)	MANY SIDES OF GENE PITNEY GENE PITNEY
3168 6168 (Stereo)	STANDING ROOM ONLY THE HIGHWAYMEN	3521 8521 (Stereo)	GENTLE PURR-CUSSION TERRY SNYDER
3180 6180 (Stereo)	SOLID GOLD GUITAR AL CAIOLA	3502 8502 (Stereo)	BLAZING LATIN BRASS NICK PERITO
3518 8518 (Stereo)	TWO ON THE AISLE STEVE LAWRENCE & EYDIE GORME	3512 8512 (Stereo)	LATIN BRASS GOES TO ITALY NICK PERITO
3114 6114 (Stereo)	LAWRENCE GOES LATIN STEVE LAWRENCE	3060 6060 (Stereo)	BALLADS BURL IVES
3152 6152 (Stereo)	I FEEL SO SPANISH EYDIE GORME	3145 6145 (Stereo)	MANHATTAN TROUBADOUR BURL IVES

## EXTRA ADDED ATTRACTION

3197 6197 (Stereo)	ORIGINAL MOTION PICTURE HIT THEMES - MOON RIVER, TOWN WITHOUT PITY, POCKET FULL OF MIRACLES, EL CID, TONIGHT, GUNS OF NAVARONE, PARIS BLUES, MARIA, KING OF KINGS AND OTHERS.
-----------------------	---

**COAST TO COAST NEWSPAPER COVERAGE! NATIONAL MAGAZINE INSERTIONS**

**FERRANTE AND TEICHER TOURING THE U.S. JUST TO VISIT DEE JAYS AND STORES**

**BLAZING FULL COLOR WINDOW DISPLAYS COMPLETE IN KIT...DIRECT TO DEALERS**

**SPECIAL PACKAGE DESIGNED FOR JUKE BOX OPERATORS**

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

**"VIOLETTA"**  
**RAY ADAMS**  
LAURIE-3118

**JOHNNY TILLOTSON**  
*His Newest Chartmaker!*  
**"IT KEEPS RIGHT ON A-HURTIN'"**  
Cadence #1418  
**CADENCE RECORDS**  
119 West 57th St., New York City

*Broke Big!*  
**"IF YOU WANT TO"**  
**THE CAROUSELS**  
G-5118  
**GONE RECORDS**  
1650 Broadway New York, N. Y.

**NEW NOVELTY SENSATION!**  
**THE SNUFFY TWISTER**  
Featuring **SNUFFY SMITH** and the **HOOTIN TWISTERS**  
words an' callin' by **FRED LASSWELL**  
A **TEMPWOOD V RECORD**  
Nationally distributed by  
**JAY-GEE RECORD CO., INC.**  
318 West 48th St., N. Y. 36, N. Y.

**A SMASH!**  
**DINAH WASHINGTON**  
**WHERE ARE YOU**  
and  
**YOU'RE NOBODY TILL SOMEBODY LOVES YOU**  
R-4424  
**ROULETTE RECORDS**  
1631 BROADWAY N.Y.C., N.Y.

*Their Next Hit!*  
**"PLEASE HELP"**  
the  
**DUKAYS**  
442  
VERVO

**SPRING BOARD TO SPRING!**  
**I SOLD MY HEART TO THE JUNKMAN**  
THE BLUE BELLS Newtown  
**THAT'S MY DESIRE**  
THE SENSATIONS Argo  
**LOVESICK BLUES**  
FLOYD CRAMER—RCA VICTOR  
LES PARKER—T-K  
**MILLS MUSIC, INC.**  
1619 Broadway New York 19

The pick of the new releases:  
**SPOTLIGHT ALBUMS OF THE WEEK**  
Strongest sales potential of all albums reviewed this week.  
• Continued from page 24

**JAZZ SAMBA**



**Stan Getz, Charlie Byrd. Verve V 8432**—Another beautiful set from tenor saxist Stan Getz. It's another highly unusual LP, following hard on the heels of his "Focus" album. This time Getz plays against a samba beat ingeniously arranged by Charlie Byrd. The arranger's provocative guitar work is also very much in evidence. It's small combo work that's alive and highly satisfying. "Baia," "Samba Dees Days" and "Samba Triste" are only a few of the seven magnificent tracks.

**RAY BROWN**



**Verve V 8444 (M); V6-8444 (S)**—Oscar Peterson's bassist, considered by many to be the best in jazz, fronts a big jumping band on this LP. Alto saxist Cannonball Adderley is the featured performer, which should add a good many sales, and the arrangements are by Ernie Wilkins. The band is composed of top-flight East Coast jazzmen. Brown is featured on both bass and cello throughout the album. Some of the first-rate tracks include "Work Song," "Two for the Blues" and "It Happened in Monterey."

**BLUES SONATA**



**Charlie Byrd. Offbeat OLP 93009 (S); OLP 3009 (M)**—Guitarist Charlie Byrd shows his enormous versatility, high good taste, and wide ranging musical competence on this set. Accompanied by piano and rhythm, he plays a jazz sonata that's like little else ever heard before. In addition the LP also contains four tracks of familiar jazz tunes done with crisp definition and humor. Top-flight jazz fare.

**Classical**

**CARL ORFF: ANTIGONAE (3-12")**



**Deutsche Grammophon SLPM 13872-19**—The first waxing of Orff's controversial opera provides a fascinating disk experience which will have much appeal to fans of modern music as well as opera. Eight grand pianos and a heavy percussion section provide the spine of the instrumental backing, with much of the singing both by principals and chorus done in octaves and monotonies. The dramatic effect is quite startling. Fine cast includes Inge Borkh, Carlos Alexander, Gerhard Stolze and Ernst Haefliger. Elaborate packaging includes illustrated booklet and English text.

**Semi-Classical**

**TRIAL BY JURY**



**Various Artists, Glyndebourne Chorus, Pro Arte Orchestra (Sargent). Angel S 35977 (S)**—This is the first new "Trial By Jury" to be issued in many years and it's a mighty good one. It spotlights Savoyards George Baker, Elsie Morrison, Richard Lewis, and John Cameron, plus the Pro Arte Orchestra and the Glyndebourne Festival Chorus under Sir Malcolm Sargent. They handle the light operetta with style and the recording itself is first-rate. Strong wax here for Glyndebourne and Sargent fans.

**Country & Western**

**THE SADNESS IN A SONG**



**Stonewall Jackson. Columbia CL 1770 (M); CS 8570 (S)**—Jackson is in fine, virile vocal form on this package of folksy country items. His moving delivery is spotlighted on such weepers as "The Sadness in a Song," "Second Choice," "One Look at Heaven," "Sorrow's Tearing Down the House," etc. Should also appeal to his pop following.

**Latin American**

**THE EXCITING TITO PUENTE BAND IN HOLLYWOOD**



**GNP 70**—The gutsy and swinging big Latin American band roars and wails through this set. The arrangements have that distinct Puente touch with impelling rhythm and punching brass. Besides a number of Latin American standards and originals the album features jazz-tinged tunes like "April in Paris" and "Midnight Sun." Top-flight L. A. fare.

**Novelty**

**MAD TWISTS ROCK 'N' ROLL**



**Various Artists. Big Top 12-1305**—Teen-aged devotees of Mad magazine and r.&r. should go for this zany satire on current rockers. Some of the lyrics are on the tasteless side, but they all have that "Mad mag" touch. "Mad's" grinning trade-mark (Arthur Newman) is featured on the cover, giving package display value. Titles, delivered by teen-aged-type soloists and groups, include "Throwing the High School Basketball Game," "Agnes the Teen-Age Russian Spy" and "All I Have Left Is My Johnny's Hub Cap."

(Continued on page 30)

**\*\*\*\* STRONG SALES POTENTIAL**

**\*\*\*\* LOVE LETTERS**  
Julie London. Liberty LST 7231 (S); LRP 3231 (M)—The sultry thrush is in her usual sexy vocal form here on a group of sentimental standards. Her 15th album stacks up with her previous packages as fine jockey wax for romantic segs. Selections include the title tune, "All the Way," "Fascination," "I Love You Porgy," "I Miss You So" and "The Second Time Around."

**\*\*\*\* TWIST TO THE GREAT BLUES HITS**

**The Blue Barons with the Merry Melody Singers. Philips PHS 600-017 (S); PHM 200-017 (M)**—A flock of great rock and roll oldies are wrapped up in catchy, instrumental treatments and a fine danceable beat. Package has solid teen appeal. Tunes include "The Twist," "Let the Good Times Roll," "Hey Little Girl," "Long Tall Sally," "C. C. Rider" and "Shake Rattle and Roll."

**\*\*\*\* TWIST WITH KEELY SMITH**  
Dot DLP 3423 (M); DLP 15423 (S)—Despite the heavy Twist competition, this collection will do strong business. Keely Smith gives a potent account of herself on the vocals while the arrangements provide a variety of tempos for terping, from leisurely to brisk. Most of the favorite Twist tunes are included in this collection.

**\*\*\*\* MR. ROCK AND SOUL**  
Roy Hamilton. Epic LN 24000 (M); BN 26000 (S)—Here's a fine new album by Roy Hamilton that could rack up strong sales. The chanter is very much at home with this fine swinging, bluesy material. Tunes include "That's Alright," "Blowtop Blues," "I'm Gonna Move to the Outskirts of Town" and "Mama Don't Allow It." One of Hamilton's best in a long time.

**\*\*\*\* ELVIN!**  
Elvin Jones and Company. Riverside rlp 9409 (S)—The Jones brothers plus Basie friends take over the action on this album. Drummer and leader Elvin is in top form as are trumpeter Thad and pianist brother Hank. All three are experts in their craft while the two Basie comrades, Frank Wess and Frank Foster, add much in the way of swinging flute and teno sax work. This is jazz in the modern swing groove.

**\*\*\* MODERATE SALES POTENTIAL**

**\*\*\* MORT LINDSEY: GREAT SOUNDS! GREAT SONGS! GREAT BANDS!**  
Dot DLP 3418 (M); DLP 2542 (S)

**\*\*\* RAY RANDALL**  
Rantra EP 45-410

**\*\*\* BANJO ON MY KNEE**  
John Call. Mercury Wing MGW 12164 (M); SRW 16152 (S)

**\*\*\* HONKY TONKY PIANO**  
Pete Handy. Mercury Wing MGW 12201 (M); SRW 16201 (S)

**\*\*\*\* STRONG SALES POTENTIAL**

**JAZZ LP'S**

**\*\*\*\* 2 FEET IN THE GUTTER**  
Dave Bailey Quintet. Epic LA 16021 (M); BA 2021 (S)—This is the third LP featuring drummer Dave Bailey and his quintet on the label and it is one of his best to date. The group, featuring Bill Gardner on trumpet, Billy Gardner on piano, Frank Haynes on tenor and Ben Tucker on bass, handle a flock of originals in a relaxed, and yet swinging style. Best sides are "Comin' Home Baby" and "Lady Iris B." Good wax.

**\*\*\*\* STRONG SALES POTENTIAL**

**CLASSICAL LP'S**

**\*\*\*\* HAYDN SYMPHONIES: SURPRISE AND THE CLOCK**  
Berlin Philharmonic Orchestra, Karl Richter, Cond. Deutsche Grammophon SLPM 13872 (S); LPM 18782 (M) — Two of Haydn's best-loved symphonies, No. 94 (Surprise) and No. 101 (Clock), are given affectionate performances by the superlative Berlin Philharmonic. Conductor Karl Richter has the orchestra under complete control, and all the subtleties in the scores are brought out. Heavy competition for these popular works, but this version will more than hold its own.

**\*\*\*\* BLOCH: CONCERTO FOR VIOLIN AND ORCHESTRA**  
Roman Totenberg, Viola, Vienna State Opera Orchestra (Golschmann). Vanguard VSD 2110 (S)—Vanguard has been rendered.

(Continued on page 30)

Have you seen **BALLROOM DANCE MAGAZINE**  
Send for free sample copy  
Box B 231 W 58 St N Y 19, NY

**DISTRIBUTORS RACK JOBBERS ONE STOPS RETAILERS DISCOUNT OPERATORS**

Major LP's & EP's, Singles (all labels, all artists). Accessories. Any quantity of factory new records (not used), 33 1/2's, 45's, 78's—available to you at cost of less than manufacturer's. Send for a free listing of prices and type records we can supply.  
SEND FOR FREE CATALOG OF ALL MERCHANDISE AVAILABLE  
**HAM-MIL TRADING CORP.**  
1520 N. Broad St., Philadelphia 21, Pa.  
Phone: POplar 3-0585

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



PHOTO ON LOCATION BY ENREBERG

Where there's business action, there's a businesspaper  
**BILLBOARD MUSIC WEEK**

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



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



**BREAKING!**

**RAY ANTHONY'S WORRIED MIND**

**ORCHESTRA CONDUCTED BY JIMMIE HASKELL**

**B/W AL DI LA #4742**



# SPECIAL MERIT ALBUMS

Continued from page 28

## Pop

### UNPREDICTABLE PATRICE MUNSEL



Philips PHS 600-020 (S); PHS 200-020 (M)—Metropolitan Opera star Patrice Munsel is presented here in a showcase of swinging selections, including jump tunes, blues and romantic ballads, and the result is terrific. Miss Munsel projects the rhythms and moods of pop music with feeling and the imaginative interpretations and special lyrics arranged and conducted by Phil Moore give her a big assist. The songstress' readings of "Last Night When We Were Young," "As You Desire Me," "The Lonesome Road," "Sometimes I'm Happy" and "Baby, Baby All the Time" are the greatest. A potent package that could

score as well as the Eileen Farrell LP's did, and there's plenty of good programming here for the deejays as well.

## Jazz

### SATURDAY NIGHT-SUNDAY NIGHT AT THE BLACKHAWK, SAN FRANCISCO



Cal Tjader Quartet. VerveV 8459—An in-person date by the Tjader group here at San Francisco's Blackhawk nitery. The musicianship is excellent and the pace and programming gives an all-round sampling of what vibest Tjader and his comrades can do. "Stablemates," "Stompin' at the Savoy" and "Summertime" show much of the group's range and vitality. Jockeys interested in non-rock and roll programming might do well to listen in on this one.

### THE SOUL OF HOLLYWOOD



Junior Mance. Jazzland JLP 963 (S)—While this pianist draws most of his kudos from the jazz world, there's much in this set that's slanted for pop listening of the non-rock and roll variety. It features themes and other tunes associated with movies arranged in modern fashion, but still very much in a broad pop style. A good many of the tunes are taken in ballad tempo that are perfect for easy listening formats. "Tara's Theme," "Exodus," "Never on Sunday" and the theme from "The Apartment" are perfect illustrations.

# Reviews of New Albums

Continued from page 28

ing a major service in releasing various works by Ernest Bloch not otherwise in the catalog. The great Szigeti version of the Violin Concerto was deleted quite a while back, so this new effort is doubly welcome, especially in providing modern sound as well as a fine performance. Romantic in concept, yet containing many modern concepts, it is a fine work. Bartok's "Rhapsody No. 1" fills out the disk.

### ★★★ MOZART: PIANO CONCERTO IN G MAJOR, K. 453; BEETHOVEN: PIANO CONCERTO NO. 2 IN B FLAT, OP. 19

Friedrich Gulda. Vanguard VSD 2106 (S)—Two satisfactory performances here by Friedrich Gulda of familiar piano concertos by Mozart and Beethoven. The Mozart concerto (No. 17) is played with care and taste, and the pianist turns in another good reading on the Beethoven work. The orchestra under Paul Angerer, is made up of men from the Vienna Symphony.

### ★★★ MOZART: PIANO CONCERTOS 17 AND 21

Geza Anda. Deutsche Grammophon SLP 138783 (S); LMP 18783 (M)—Two of Mozart's most melodic creations receive exemplary treatment at the hands of Geza Anda, who has been winning increasing attention and stature with recent recordings. Each work has but one stereo rival, and this disk could well offer the top-selling version of each. The Deutsche Grammophon sound is of its usual exceptional calibre, and the new hard-jacket packaging adds a de luxe touch.

### CLASSICAL FOUR STAR ALBUM REV

★★★ SCHUBERT-BRAHMS: SACRED MUSIC AND LOVE SONGS  
Vienna Choir Boys. Philips PHM 500-002 (M); PHS 500-002 (S)—The vocal purity of the Vienna Choir Boys is spotlighted here on a group of expressive sacred themes and romantic folk tunes. Singing in German, the Choir is featured on "The Village," "Psalm XXIII," "Litany for All Souls Day," "Ave Maria," and others. Unusual album cover features both German and English lyrics on front and back in a decorative layout.

### ★★★ BRAHMS: VIOLIN AND PIANO SONATA NO. 2 IN A MAJOR; FRANCK: VIOLIN AND PIANO SONATA IN A MAJOR

Wolfgang Schneiderhan, Violin; Carl Seemann, Piano. Deutsche Grammophon SLP 138633 (S); LPM 18633 (M)—These noted European artists, Wolfgang Schneiderhan, violinist, and Carl Seemann, pianist, are popular sonata partners in the concert halls. Their performances together are most rewarding and this recording is no exception. There are other quality versions available here on these sonatas, but this high-caliber stereo rendition should sell well to classical buffs.

Various Selections. Philips PHS 900-001 (S); PHM 500-001 (M)—The I Musici, fine chamber music orchestra, presents "Music for String Orchestra in the 20th Century." The selections, extraordinarily well done by the noted ensemble, are: Barber's "Adagio for Strings"; Bartok's "Rumanian Folk Dances"; Respighi's "Ancient Airs and Dances"; and Britten's "Simple Symphony."  
*(Continued on page 41)*

## 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.

# memo to broadcasters

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

Now, you can make your record dollars more productive.

Now, through RSI you can get exactly the right singles and albums you need for your music programming. Get them fast... at prices that save you money... with an unconditional guarantee of complete satisfaction!

This un-matched RSI service is already enjoyed by nearly 1,000 radio stations. In the past year, subscribers received the best of the new releases—the "Spotlight Winners" selected by the Record & Music Staff of The Billboard.

They obtained singles on 83 different labels (including all the majors)... albums on 31 different labels. They drew heavily on RSI catalog services; made the happy discovery that every shipment from RSI contains only completely useable product!

### 8 Record Services in 13 Different Combinations!

Whatever type of music you feature, there's an RSI service that meets your requirements. (See box). Each service represents a solution to a specific programming problem. A very satisfactory solution, broadcasters tell us (in writing, yet) after first-hand experience with RSI.

To make your record dollar more productive, just fill out and mail the coupon below. Now.

## 8 DIFFERENT SERVICES

"SPOTLIGHT" SINGLES	RATES*	
	52 wks.	18 wks.
"Hot 100" 10 new records weekly	\$175.	\$60.
"Easy Listening"† 6 new records weekly	110.	40.
"Country" 8 new singles every 2 weeks, plus 2 LP's monthly	175.	60.
"SPOTLIGHT" ALBUMS	12 Months	4 Months
"Popular"† 10 new releases monthly	Monoaural 150. Stereo 180.	55. 62.
"Classics" 10 new releases monthly	Monoaural 150. Stereo 180.	55. 62.
"Jazz" 5 new releases monthly	Monoaural 75. Stereo 90.	30. 32.
CATALOG ALBUM SERVICES		
100 Easy Listening LP's (Instrumental only)	Monoaural 125.	Stereo 150.
50 Original Cast Broadway Show LP's	65.	

Individual selection permitted with minimum order of 40 LP's. Price per album: \$1.35 Monoaural; \$1.50 Stereo.  
\*Regular mail. Domestic air-mail and foreign shipping costs on request.  
†No Rock 'n' Roll

RSI, 333 East 46th Street, New York 17, N.Y.

Enclosed is payment for our subscription to the RSI services checked.

SINGLES	ALBUMS		(Monoaural)		(Stereo)	
	52 wks	18 wks	12 mos	4 mos	12 mos	4 mos
"Hot 100"	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
"Easy Listening"	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
"Country"	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
CATALOGS		Monoaural	Stereo	Send Catalog		
100 Easy Listening LP'S		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
50 Original Cast Broadway Show LP'S		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		

STATION CALL LETTERS

ATTENTION

COMPANY NAME

ADDRESS

RSI grants and reserves the right to cancel subscription services on a pro rata basis. It is a condition of this subscription that records supplied will be used for broadcast purposes only.



RECORD SOURCE, Inc.,

333 EAST 46th STREET, NEW YORK 17



# VOX JOX

By JUNE BUNDY

**CHANGE OF THEME:** Bill Wood Bell, formerly a deejay at several West Coast stations, has joined Formatic Radio, syndicated program and production aid service (produced by Stars International), as associate producer. . . . Jerry Lowe, ex-WWCO, Waterbury, Conn., is new staffer at WALK, Patchogue, Long Island, N. Y. . . . Jack Baker, formerly with WEMP, Milwaukee, is the new program director at WHIH, Norfolk, Va. He is also emceeing a 10 a.m. to 2 p.m. deejay show on WHIH.

Jimmy (The Wild Child) Witter left WLOB, Portland, Me., to take over the noon to 4 p.m. time slot at WMAK, Nashville. . . . Don Porter, WWYN, Erie, Pa., dropped his 3 to 5 p.m. daily show last week to take over "complete rein" of WWYN's news department. Other changes at WWYN include the move of Jim Kelly from the 7:30 p.m. to midnight time seg to 7 to 11 a.m. and 1 to 3 p.m. Jim Dewart takes over Kelly's old spot, and Jerry Glenn will now be on the air from 11 a.m. to 1 p.m. and from 3 to 7 p.m. Joe Ray, WWYN's c.&w. jock, remains in the 5 to 7 a.m. time period.

New deejays at WTAO, Boston, are Johnny Towne and Carl Wade. . . . Nick Charles, who recorded "The Three Dogwoods," on Stax, is a jock at WHBQ, Memphis. . . . Station WCBS commemorated William Shakespeare's birthday April 24 with a musical tribute on Bob Hall's "Music 'Til Dawn" show. . . . Budweiser beer is sponsoring a 15-minute modern jazz show starring pianist Billy Taylor, on WLIB, New York, Monday thru Saturday, 5:15 to 5:30 p.m. . . . Perry Ury has been upped from sales manager of WGMS, Washington, to general manager post at that outlet.

Deejay recording star Smitty Smith has been named program director of WKWS, Rocky Mount, Va., and is also emceeing a country and gospel show from 5 to 9 a.m. daily. . . . Chuck Helfrich, promotion director of KHJ, Hollywood, has organized a speakers bureau and is making KHJ spinners available for speaking engagements at civic affairs, etc. . . . Garry Parr, one-time staffer at WSTS, Massena, N. Y., is returning to the business, and has joined VPCM, St. Johns, Newfoundland, Canada. The 21-year-old deejay needs singles (pop, rhythm and blues and country and western), and albums "since," he writes, "almost 50 per cent of our programming is from albums."

Howard Miller, WIND, Chicago, moved to a seven-day-a-week schedule, starting Saturday (21), when he started a new show from 7:30 a.m. to 10 a.m. The new program brings Miller's total air time to 25 hours per week. . . . Charles Banks Scott has joined WSIX, Nashville, in the 10 a.m.-3 p.m. time slot. . . . Danny Dark, formerly with WFUN, Miami, and WERE, Cleveland, has taken over the 3-6 p.m. time seg at WIL, St. Louis. Ron Lundy, who formerly filled that period, has moved into the 6-9 p.m. time slot.

**TEXAS:** Chuck Boyle, ex-KITE, San Antonio, has switched to KTSA, same city. . . . Jerry C mmons, formerly with KBOX, Dallas, is the new program director at WDSU, New Orleans. . . . Rob Rownsend has returned to the deejay staff at KVIL, Dallas. . . . Chuck Benson, ex-KBOX, Dallas, has taken over program director post at KLIF, Dallas. . . . New staffer at KRLD-TV, Dallas, is Barry Easthope. . . . Tommy Sands, onetime deejay at KNUZ, Houston, turned spinner again recently when he visited Houston to plug his current movie "Babes in Toyland." His taped jockey seg was aired by KNUZ on the "Hi Fi Club."

**BUFFALO:** Carl Cisco, Mercury's promotion manager in Buffalo, reports the following info on station activities in his city: Doug China, of San Antonio, Tex., has replaced Russ Syracuse as program director at

(Continued on page 32)

## YESTERYEAR'S HITS

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

### POP—5 Years Ago April 29, 1957

1. All Shook Up, E. Presley, RCA Victor
2. Little Darlin', Diamonds, Mercury
3. Round and Round, P. Como, RCA Victor
4. Party Doll, B. Knox, Roulette
5. Gone, F. Husky, Capitol
6. School Day, C. Berry, Chess
7. Come Go With Me, D. Vikings, Dot
8. I'm Walkin', F. Domino, Imperial
9. Why, Baby, Why! P. Boone, Dol
10. So Rare, J. Dorsey, Fraternity

### POP—10 Years Ago May 3, 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, Capitol
5. Kiss of Fire, G. Gibbs, Mercury
6. Pittsburgh, Pennsylvania, G. Mitchell, Columbia
7. I'll Walk Alone, D. Cornell, Coral
8. Cry, J. Ray, Okeh
9. Forgive Me, E. Fisher, RCA Victor
10. Any Time, E. Fisher, RCA Victor

### RHYTHM & BLUES—5 Years Ago—April 29, 1957

- All Shook Up, E. Presley, RCA Victor  
I'm Walkin', F. Domino, Imperial  
Lucille, Little Richard, Specialty  
Come Go With Me, D. Vikings, Dot  
School Day, C. Berry, Chess

- Little Darlin', Diamonds, Mercury  
Party Doll, B. Knox, Roulette  
Just Because, L. Price, ABC-Paramount  
C. C. Rider, C. Willis, Atlantic  
Next Time You See Me, Little Jr. Parker, Duke

## PROGRAMMING PANEL

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

### THE QUESTION:

Do you think disk jockey shows help sell records?

### THE ANSWERS:

LARRY FISCHER  
KIOA, Des Moines, Ia.

I certainly do. The best example I can give happened last July when KIOA discontinued putting out a music sheet in the stores. Immediately we received calls from record shops within a 200-mile radius of Des Moines asking us to send them a copy of our inside music sheet because they did not want to buy records unless we were playing them. The number of records we have started in this area are too numerous to mention.



JAY LINDSAY  
KWFR, San Angelo, Tex.

Let's face facts! Without a kind push from the jocks, record companies would probably be in the red. A few months back I proved this to myself. I checked the local disk situation and caught a record with sad sales. I took Gene Thomas' "Sometimes" and gave it a steady two-week plug session. It quickly popped up to No. 1 on local charts and sales bounced sky-high. If jocks don't sell wax, why was there payola?



LEE JORDAN  
WCBS, New York

Yes, New York disk jockeys gave a big play to Jack Jones' "Lollipops and Roses." They played it into a hit and seem to be doing the same with Tony Bennett's "San Francisco." I featured a "Gay Life" contest in January, giving away tickets to that Broadway show, dinner and original-cast albums of the show. I featured more "Gay Life" music on my program than anybody else in New York. Result, the album is a best seller, although the show, to my shock, closed after 15 weeks.



## RADIO STATIONS

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

## BUYERS & SELLERS CLASSIFIED MART

Employment Section  
in  
BILLBOARD MUSIC WEEK

## 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.

### JIMMY SMITH (Blue Note)



**BIRTHDAY:** December 8, 1925. **HOME TOWN:** Norristown, Pa. **BACKGROUND:** At the age of nine Smith was the winner on a Major Bowes Amateur show and appeared as pianist on Philadelphia radio programs. In 1942, he teamed with his father in a song-and-dance routine for local night club work. He took time out from his career in the mid-forties to serve with the U. S. Navy in the Pacific during World War II. After his discharge, Smith began his first formal musical training in Philadelphia where he studied bass at the Hamilton School of Music in 1948 and the piano at Ornstein School in 1949-1950. He joined a group called Don Gardner and His Sonotones in 1952, first playing the piano and then organ. In 1955, Smith formed his own trio, and in 1956, concurrent with the group's club debut, captured the attention of numerous jazz buffs to become a hot new instrumental artist on the jazz scene. Blue Note Records signed him to a contract and he's recorded many albums for that label. Recently Smith's music made the break into the pop category and his single waxing of "Midnight Special" scored well on the Hot 100, and his LP of the same name is currently moving up on the Top Mono LP chart.

### ERNIE MARESCA (Seville)



**BIRTHDAY:** August 21, 1939. **HOME TOWN:** Bronx, N. Y. **EDUCATION:** High school and New York School of Printing. **HOBBY:** Sports. **BACKGROUND:** Ernie Maresca has primarily been known in the recording field as a songwriter. He's been penning tunes for five years and is credited with such hits as "Runaround Sue," "Runaround," "Lonesome Boy," "No One Knows," "A Lover's Prayer" and others. He also wrote two songs for the recent flick, "Twist Around the Clock," starring Chubby Checker, Dion and the Marceles. In addition, Maresca has been successful in the realm of a.&r. work, and was the moving power behind the organization of the recording group known as the Regents and their hit recordings of "Barbara Ann" and "Runaround." He is now under exclusive artist contract to Seville Records (part of the London group).

LATEST SINGLE: Shout! Shout! (Knock Yourself Out!)

## Propose 'Substantial' Lic. Charge for Broadcasters

By MILDRED HALL

WASHINGTON — A proposed overhaul of Federal Communications Commission would bring broadcasters a dish of sweet and sour prospects. On the sweet side, the organization survey of the FCC, undertaken for the Bureau of the Budget, suggests an early end to the Office of Network Study, which has had the networks jumping through hearing hoops for the past seven years. On the sour side, the study proposes fairly substantial license fees for all broadcasters to increase their respect for the worth of the license and help pay some of the increasing expense of the Commission.

Two other proposals may send shudders down broadcasters' spines. One, that the Commission chairman be made a "chief executive officer in fact as well as name"; second, and perhaps even more harrowing to broadcasters, the report speculates on the need to set up a network of FCC field offices at which both engineering and broadcaster problems would get first-hand investigation.

### "One-Shot" Project

The study of the agency and its

many difficulties, which was made by Booz-Allen & Hamilton, management consultants, says the Office of Network Study was something of a "one-shot" type of project from the beginning. Any further investigation along these lines, once the present Network Office turns in its final report, would be taken on by an enlarged FCC Research and Educational Division.

The Complaints and Compliance Division, another bugbear to broadcasters, would be enlarged and strengthened and would administer any network of field personnel dealing with broadcaster failings, should this ever become necessary. The Compliants Division, set up by Commissioner John Ford when he was FCC chairman under the Eisenhower administration, is snowed under with workload and hampered by a lack of "effective sanctions" against offenders, the report states.

Recommended are additional staff, and a more careful weeding out of complaints that are not significant. The tougher possibilities which the report recommends keeping "under observation" for

(Continued on page 32)

RCA Victor Leads List Of Grammy Nominations

Continued from page 4

5. THEME FROM CARNIVAL—Robert Merrill

Category 6—Best Solo Vocal Performance—Female

- 1. BASIN STREET EAST—Peggy Lee
2. THE ESSENTIAL BILLIE HOLIDAY
3. JUDY AT CARNEGIE HALL—Judy Garland
4. LENA AT THE SANDS—Lena Horn
5. MR. PAGANINI—Ella Fitzgerald

Category 7—Best Solo Vocal Performance—Male

- 1. A LITTLE BITTY TEAR—Burl Ives
2. BIG BAD JOHN—Jimmy Dean
3. DANNY BOY—Andy Williams
4. LOLLIPOPS AND ROSES—Jack Jones
5. PORTRAIT OF MY LOVE—Steve Lawrence

Category 8—Best Jazz Performance—Soloist or Small Group (Instrumental)

- 1. ANDRE PREVIN PLAYS HAROLD ARLEN—Andre Previn
2. BILL EVANS AT THE VILLAGE VANGUARD—Bill Evans Trio
3. DREAMSTREET—Erroll Garner
4. EUROPEAN CONCERT—The Modern Jazz Quartet
5. THE GREATEST HORN IN THE WORLD—Al Hirt

Category 9—Best Jazz Performance—Large Group (Instrumental)

- 1. A TOUCH OF ELEGANCE—Andre Previn
2. BASIE AT BIRDLAND—Count Basie
3. GILLESPIANA—Dizzy Gillespie
4. OUT OF THE COOL—Gil Evans
5. WEST SIDE STORY—Stan Kenton

Category 10—Best Original Jazz Compositions

- 1. A TOUCH OF ELEGANCE—Andre Previn
2. AFRIKAAN WALTZ—Galt MacDermott
3. GILLESPIANA—Lalo Schiffrin
4. PERCEPTIONS—J. J. Johnson
5. UNSQUARE DANCE—Dave Brubeck

Category 11—Best Performance by an Orchestra—For Dancing

- 1. CALCUTTA—Lawrence Welk
2. F DIG DANCERS—Quincy Jones
3. LAZY RIVER—Si Zentner
4. THE LERNER AND LOEWE BAND-BOOK—Les Brown
5. MR. LUCKY GOES LATIN—Henry Mancini
6. SHALL WE SWING—Glen Gray, Billy May

Category 12—Best Performance by an Orchestra—For Other Than Dancing

- 1. A CONCERT IN JAZZ—Gerry Mulligan
2. A TOUCH OF ELEGANCE—Andre Previn
3. BREAKFAST AT TIFFANY'S—Henry Mancini
4. THE GREATEST HORN IN THE WORLD—Al Hirt
5. WEST SIDE STORY—Stan Kenton

Category 13—Best Arrangement

- 1. ALL ABOUT ROSIE—Gerry Mulligan
2. LAZY RIVER—Si Zentner
3. MOON RIVER—Henry Mancini
4. NEW PIANO IN TOWN—Peter Nero
5. PERCEPTIONS—Dizzy Gillespie

Category 14—Best Performance by a Vocal Group

- 1. CLOSE UP—Kingston Trio
2. HIGH FLYING—Lambert, Hendricks & Ross

3. THE SLIGHTLY FABULOUS LIMELITERS—The Limelitters

Category 15—Best Performance by a Chorus

- 1. A SONG AT TWILIGHT—Roger Wagner Chorale
2. BELAFONTE FOLK SINGERS AT HOME AND ABROAD—Belafonte Folk Singers
3. GREAT BAND WITH GREAT VOICES—Johnny Mann Singers
4. HEY, LOOK ME OVER—The Pete King Chorale
5. THIS IS NORMAN LUBOFF—Norman Luboff

Category 16—Best Sound Track or Recording of Score From Motion Picture or Television

- 1. BREAKFAST AT TIFFANY'S—Henry Mancini
2. CHECKMATE—Johnny Williams
3. THE GUNS OF NAVARONE—Dimitri Tiomkin
4. LA DOLCE VITA—Nino Rota
5. PARIS BLUES—Duke Ellington

Category 17—Best Sound-Track Album or Recording of Original Cast From Motion Picture or Television

- 1. BABES IN TOYLAND—Bolger, Sands, Annette, Wynne, Camarata, music dir.
2. BLUE HAWAII—Elvis Presley
3. FLOWER DRUM SONG—Alfred Newman
4. PARENT TRAP—M. O'Hara, Hayley Mills, Camarata, music dir.
5. WEST SIDE STORY—Johnny Green, music dir.

Category 18—Best Original Cast Show Album

- 1. CARNIVAL
2. DO RE MI
3. HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING
4. MILK AND HONEY
5. WILDCAT

Category 19—Best Comedy Performance

- 1. AN EVENING WITH MIKE NICHOLS AND ELAINE MAY—Mike Nichols and Elaine May
2. HERE'S JONATHAN—Jonathan Winters
3. JOSE JIMENEZ THE ASTRONAUT—Bill Dana
4. STAN FREBERG PRESENTS THE UNITED STATES OF AMERICA—Stan Freberg
5. 2001 YEARS WITH CARL REINER AND MEL BROOKS—Carl Reiner and Mel Brooks

Category 20—Best Documentary or Spoken Word Recording (Other Than Comedy)

- 1. THE COMING OF CHRIST—Alexander Scourby
2. HUMOR IN MUSIC—Leonard Bernstein
3. MORE HAL HOLBROOK IN MARK TWAIN TONIGHT—Hal Holbrook
4. WISDOM, VOL. 1—Sandburg, Shapley, Nehru, Lipschitz
5. WORLD OF DOROTHY PARKER—Dorothy Parker

Category 21—Best Engineering Contribution—Popular Recording

- 1. BREAKFAST AT TIFFANY'S—Henry Mancini
2. COZY—Steve Lawrence and Eydie Gorme
3. GREAT BAND WITH GREAT VOICES—Si Zentner Ork, Johnny Mann Singers
4. JUDY AT CARNEGIE HALL—Judy Garland

Category 22—Best Engineering Contribution—Novelty

- 1. THE ALVIN SHOW—David Seville

- 2. CARTOONS IN STEREO—Bob Prescott
3. THE SOUPY SALES SHOW—Soupy Sales
4. STAN FREBERG PRESENTS THE UNITED STATES OF AMERICA—Stan Freberg
5. X-15 AND OTHER SOUNDS: Rockets, Missiles & Jets

Category 23—Best Album Cover (Other Than Classical)

- 1. A TOUCH OF ELEGANCE—Andre Previn
2. BREAKFAST AT TIFFANY'S—Henry Mancini
3. JACKIE'S BAG—Jackie McLean
4. JUDY AT CARNEGIE HALL—Judy Garland
5. NEW ORLEANS: THE LIVING LEGEND—Peter Bogace

Category 24—Best Recording for Children

- 1. GOLDEN TREASURY OF GREAT MUSIC AND LITERATURE—Maurice Evans, Danny Kaye, etc.
2. 101 DALMATIANS—Various Artists
3. PROKOFIEV: PETER AND THE WOLF—Leonard Bernstein
4. THE SOUPY SALES SHOW—Soupy Sales
5. YOUNG ABE LINCOLN—Original Broadway Cast

Category 25—Best Rock and Roll Recording

- 1. GOODBYE CRUEL WORLD—James Darren
2. I LIKE IT LIKE THAT—Chris Kenny
3. IT'S GONNA WORK OUT FINE—Ike and Tina Turner
4. LET'S TWIST AGAIN—Chubby Checker
5. THE LION SLEEPS TONIGHT—The Tokens

Category 26—Best Country and Western Recording

- 1. A LITTLE BITTY TEAR—Burl Ives
2. BIG BAD JOHN—Jimmy Dean
3. HELLO WALLS—Faron Young
4. HILLBILLY HEAVEN—Tex Ritter
5. WALK ON BY—Leroy Van Dyke

Category 27—Best Rhythm & Blues Recording

- 1. BRIGHT LIGHTS, BIG CITY—Jimmy Reed
2. FOOL THAT I AM—Elta James
3. HIT THE ROAD JACK—Ray Charles
4. MOTHER-IN-LAW—Ernie K-Doe
5. SAVED—LaVern Baker

Category 28—Best Folk Recording

- 1. BELAFONTE FOLK SINGERS AT HOME AND ABROAD—Belafonte Folk Singers
2. THE BIG BILL BROONZY STORY—Bill Broonzy
3. THE CLANCY BROTHERS AND TOMMY MAKEN—The Clancy Brothers and Tommy Maken
4. FOLK SONG OF BRITAIN, VOL. 1—Alan Lomax
5. THE SLIGHTLY FABULOUS LIMELITERS—The Limelitters

Category 29—Best Gospel or Other Religious Recording

- 1. EVERYTIME I FEEL THE SPIRIT—Mahalia Jackson
2. HYMNS AT HOME—Tennessee Ernie Ford
3. JESUS KEEP ME NEAR THE CROSS—Prof. Alex Bradford
4. LINCOLN HYMNS—Tex Ritter
5. SWING LOW—Staple Singers

Category 30—Best New Artist of 1961

- 1. ANN-MARGRET
2. DICK GREGORY
3. THE LETTERMEN
4. PETER NERO
5. TIMI YURO

Category 31—Best Classical Performance—Orchestra

- 1. BARTOK: Music For String Instruments, Percussion & Celesta/Hindemith: Mathis Der Maler—Herbert Von Karajan cond. Philharmonia
2. BRUCKNER: Symphony No. 4 In E-Flat Major/Wagner: Tannhauser Overture and Venusberg—Bruno Walter cond. Columbia Symphony
3. RAVEL: Daphnis Et Chloe—Charles Munch cond. Boston Symphony
4. R. STRAUSS: Don Juan/Debussy: La Mer—Fritz Reiner cond. Chicago Symphony
5. R. STRAUSS: Don Quixote: George Szell cond. Cleveland Orch.

Category 32—Best Classical Performance—Chamber Music

- 1. BEETHOVEN: Serenade, Op. 8—Heifetz-Primrose-Piatigorsky
2. BERG: Lyric Suite For String Quartet/Webern: 5 Pieces, Op. 5, 6 Bagatelles, Op. 9—Juilliard String quartet
3. FAURE: First Quartet, Op. 15/Schumann: Calvier Quartet, Op. 47 Pennario-Shapiro-Schonbach-Gottlieb
4. FAURE: Sonata No. 1/Debussy: Sonata No. 3—Gary Graffman and Bery Senofsky
5. FRANCK AND MOZART SONATAS—Erica Morini and Rudolf Firkusny

Category 33—Best Classical Performance—Instrumental Soloist (With Orchestra)

- 1. BARTOK: Concerto No. 1 For Violin and Orchestra—Isaac Stern, soloist; Ormandy cond. Philadelphia Orch.
2. BEETHOVEN: Emperor Concerto (No. 5)—Leon Fleisher, soloist; George Szell cond. Cleveland Orchestra
3. BOCCHERINI-CASSADO: Concerto For Guitar—Andres Segovia, soloist; Jorda cond. Symphony of the Air
4. BRAHMS: Double Concerto—Heifetz-Piatigorsky, Wallenstein cond.
5. R. STRAUSS: Don Quixote—Pierre Fournier, soloist; George Szell cond. Cleveland Orch.

Category 34—Best Classical Performance—Instrumental Soloist or Duo

- 1. BACH SUITE NO. 3—Andres Segovia
2. BARTOK, HINDEMITH, PROKOFIEV: Solo Violin Sonatas—Ruggero Ricci
3. BEETHOVEN: Appassionata Sonata—Sviatoslav Richter

BILLBOARD MUSIC WEEK EASY LISTENING

Table with columns: This Week, Last Week, From this week's Hot 100, Title, Artist, Label, Weeks on Hot 100. Contains top 20 easy listening songs.

4. LISZT RECITAL—Horowitz
5. REVERIE FOR SPANISH GUITAR—Laurindo Almeida

Category 35—Best Opera Recording

- 1. DONIZETTI: Lucia Di Lammermoor—Sutherland, Cioni, Merrill, Siepi, Chorus & Orch. of L'Accademia Di Santa Cecilia, John Pritchard cond.
2. MOZART: The Marriage of Figaro—Schwarzkopf, Moffo, Taddei, Wachter; Carlo Mari Giluini cond. Philharmonia Orch. and Chorus
3. PUCCINI: Madame Butterfly—De Los Angeles, Bjoerling, Piarzzini, Serini; Gabriele Santini cond. Rome Opera
4. R. STRAUSS: Elektra—Borkh, Schech, Maderia, Fischer-Dieskau, Uhl; Karl Bohm cond. Orch. and Chorus of the Dresden State Opera
5. WAGNER: Flying Dutchman—London, Rysanek, Tozzi, Elias; Dorati cond.

Category 36—Best Classical Performance—Choral (Other Than Opera)

- 1. BACH: B Minor Mass—Robert Shaw Chorale, Robert Shaw choral director
2. BEETHOVEN: Missa Solemnis—Westminster Choir, Warren Martin choral director; Leonard Bernstein cond. N. Y. Philharmonic
3. BERLIOZ: L'Enfance Du Christ—St. Anthony Singers, Pears, Morison; Goldsborough Orch. cond. by Colin Davis
4. POULENC: Gloria in G Major for Soprano Solo, Chorus and Orchestra; French National Radio-Television Chorus, Yvonne Gouverne choral director; R. Carter, soloist; orchestra conducted by Georges Petre
5. RESPIGHI: Land to the Nativity/Monteferdi; Magnificat, Roger Wagner Chorale, Roger Wagner, choral director; Alfred Wallenstein cond. L. A. Philharmonic Orchestra.

Category 37—Best Classical Performance—Vocal Soloist (With or Without Orchestra)

- 1. ART OF THE PRIMA DONNA—Joan Sutherland, Royal Op. House Orch.
2. BACH CANTATAS NO. 58 AND NO. 202—Eileen Farrell, Bach Aria Group Orch.
3. THE FABULOUS VICTORIA DE LOS ANGELES—Victoria de Los Angeles, Gerald Moore, pianist
4. OPERATIC ARIAS—Leontyne Price, O. deFabrutis and Orch.
5. TRIMBLE: Fragments From Canterbury Tales—Adele Addison

Category 38—Best Contemporary Classical Composition

- 1. DISCANTUS: Laurindo Almeida, composer
2. GLORIA IN G MAJOR—Francis Poulenc, composer
3. MOVEMENTS FOR PIANO AND ORCHESTRA—Igor Stravinsky, composer
4. QUINTET FOR BRASS INSTRUMENTS—Gunther Schuller, composer

Category 39—Best Engineering Contribution—Classical Recording

- 1. BRAHMS: Symphony No. 2—William Steinberg cond. Pittsburgh Symphony
2. POULENC: Concerto for Organ, Strings and Timpani—Maurice Rurflle, soloist; Georges Petre cond. French National Radio-Television Orch.
3. PROKOFIEV: Concerto No. 3—John Browning, soloist; Erich Leinsdorf, cond. Los Angeles Philharmonic
4. RAVEL: Daphnis Et Chloe—Charles Munch cond. Boston Symphony
5. R. STRAUSS: Elektra—Borkh, Schech, Maderia, Fischer-Dieskau, Uhl; Karl Bohm cond. Orch. and Chorus of Dresden State Opera

Category 40—Best Album Cover—Classical

- 1. ALBENIZ—Iberia—Ravel; Rapsodie Espagnole—Moral cond. Paris Conservatory Orch.
2. BEETHOVEN: Nine Symphonies—Klemperer cond. Philadelphia Orchestra
3. GOLDEN AGE OF ENGLISH LUTE MUSIC—Julian Bream
4. GOULD BALLET MUSIC: Fall River Legend, Interplay, Latin American Symphonette—Morton Gould and His Orchestra
5. PUCCINI: Madame Butterfly—Victoria de Los Angeles, Jussi Bjoerling; Santini cond. Rome Opera

License Charge

Continued from page 31

the present are forfeitures for bad administrative procedures by broadcasters, and the above-mentioned possible network of "integrated field officers." For the present, the report recommends a wait-and-see policy on the field office set-up for Complaint and Compliance personnel.

The seven commissioners are given their share of the blame for what the report believes is a catch-as-catch-can basis for handling the agency's tremendous workload at various administrative levels. The report says that the Commission membership "frequently does not provide a definitive body of policy or explicit instructions for staff guidance, with consequent uncertainty of operation." Also, the report feels the commissioners are too preoccupied with operational detail and individual cases which do not involve policy or precedential issues.



Continued from page 31

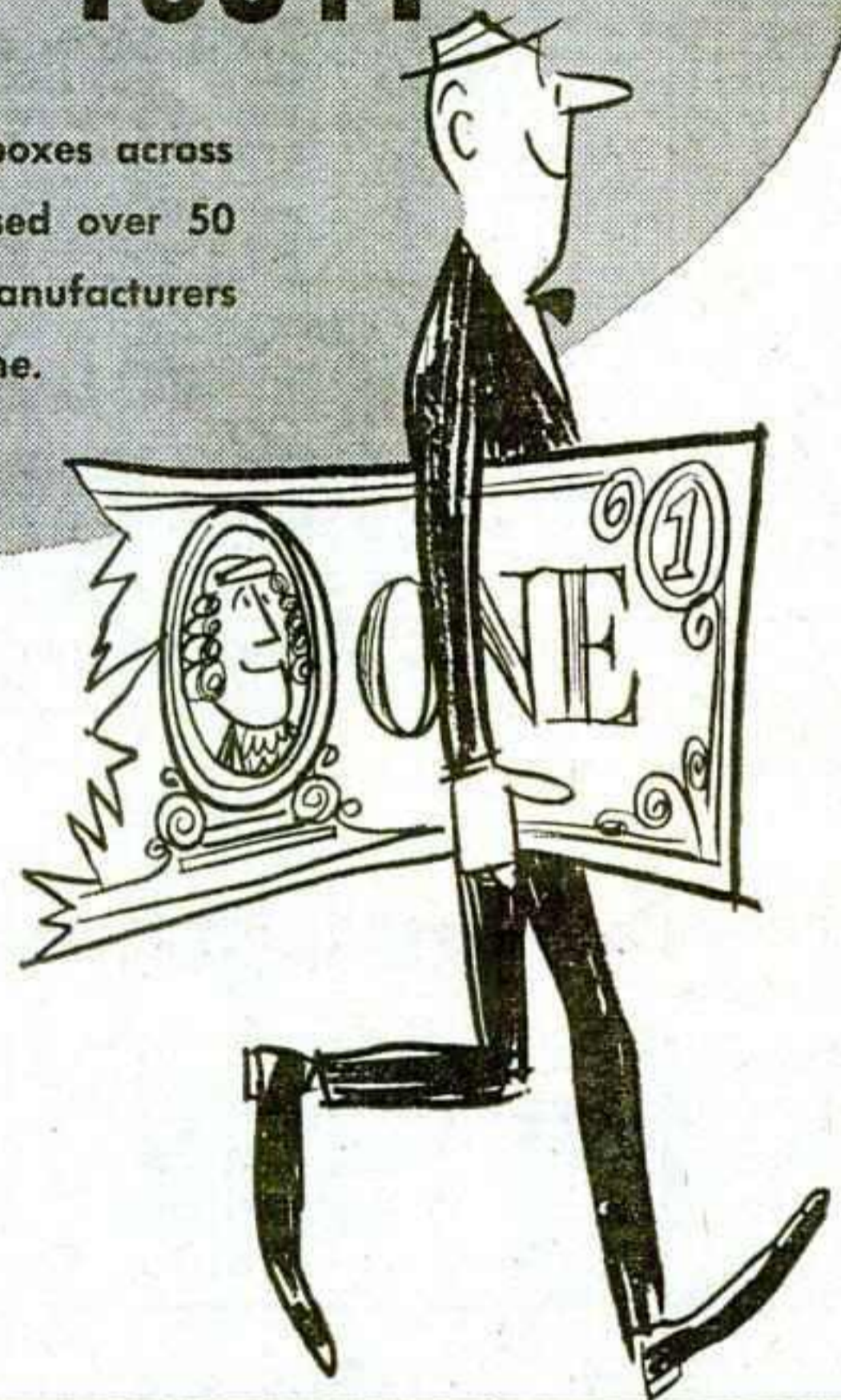
WKBW (now under new ownership of Capitol Cities, Inc.) with Herb Mendelson in as new station manager of same outlet... Fred Cestine and Jack Kelly have left WYSL... Joe Rico, who is active in World Wide Programming, Inc., syndication service, has joined WUFO... Jay Nelson has taken over the morning show at WKBW from Wayne Stitt, who has left the station. The "Golden Sound" continues at WJRZ (formerly WNTA) Newark, N. J., under the new ownership of the Bergen Broadcasting Company. In addition to long-time deejay personalities Paul Brenner and Bob Brown, the outlet now has a new comedy jockey team, Ed Fraim and Don Fortune, formerly with WEOK, Poughkeepsie, N. Y., a sister station. The duo is in the 6-10 a.m. time period... "Flagship Radio," new format introduced by WKMh this month, is a boom to record manufacturers' catalog, but a blow to pluggers working on new records. The station describes the format as follows: "Every selection is instantly recognizable and most are million-seller records from past years."

# Juke Box Operators accounted for 50% of all single records sold in 1961!

Through their more than 500,000 juke boxes across the country, Juke Box Operators purchased over 50 MILLION records last year! Yet, many manufacturers failed to share in this tremendous volume.

**ARE YOU  
GETTING  
YOUR SHARE  
OF THIS GIANT  
MARKET?**

*One way to reach this  
vast market is through . . .*



## **BILLBOARD MUSIC WEEK'S SPECIAL MOA (JUKE BOX OPERATOR) CONVENTION ISSUE MAY 12.**

Only BILLBOARD MUSIC WEEK brings your advertising message the complete industry-wide coverage it deserves, plus complete distribution at the convention in Chicago's Hotel Morrison. In addition, Billboard will provide your advertisement with the extra advertising and sales impact that only such up-to-the-minute operator programming and business features as these could offer:

**ECONOMIC PROFILE OF THE OPERATOR**—with a complete analysis of what and where they operate and a comparison with last year's profile showing the industry's growth.

**THE JUKE BOX INDUSTRY—1962**—with articles from regional correspondents on the stature of the industry to date with prospects for the rest of the year.

**PROGRAMMING AND ROUTE MANAGEMENT**—compilation of vital facts produced by a special programming survey, plus information on how individual operators cope with their problems.

PLUS

**COMPLETE CONVENTION COVERAGE**—with stories on the various seminars, exhibits, and events.

**DATE OF ISSUE: MAY 12**

**ADVERTISING DEADLINE: MAY 2**

**RESERVE YOUR SPACE NOW!**

**UNIQUE LIMITED EDITION**  
Collectors' Item  
MEMORIAL TRIBUTE TO



**ARTURO TOSCANINI**

Featuring the Maestro's inimitable comments during rehearsals of the NBC Symphony in Mozart's "Magic Flute Overture," Beethoven's "Symphony No. 9," Verdi's "La Traviata" (with commentary by Marcia Davenport). This priceless LP—not available commercially—will be sent to you without cost when you help aged and needy professional musicians by sending this ad with a contribution of \$25 or more to the

**MUSICIANS' FOUNDATION**

131 Riverside Drive, New York 24, N. Y. Telephone TR 3-0848  
Your Contribution Deductible for Income Tax Purposes  
(Note: No Broadcast Use May Be Made of This LP)

**RADIO STATIONS**

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

**BUYERS & SELLERS**

**CLASSIFIED MART**

Employment Section

BILLBOARD MUSIC WEEK  
Every Week in

**ATLANTIC HAS THE HITS!**

**SOME OTHER GUY**  
Richie Barrett  
ATLANTIC 2142

**MY HEART WENT DO DAT DA**  
Barbara Lewis  
ATLANTIC 2141

**BABY SITTING**  
The Corvells  
LU PINE 1004

**I FOUND A LOVE**  
The Falcons  
LU PINE 1003

**YOU DON'T MISS YOUR WATER**  
William Bell  
STAX 116

**POP-EYE STROLL**  
The Mar-Keys  
STAX 121

**MY LAST PHONE CALL**  
Lyn Earlinton  
LE MONDE 1501

**NEW RELEASES**

**STRANGER ON THE SHORE**  
The Drifters  
ATLANTIC 2143

**LOVE TWIST**  
Johnny Jenkins  
ATLANTIC 2144

**THE OOH-POO-PAH-DOO**  
Ronnie Dio  
ATLANTIC 2145

**WONDERFUL LAND**  
The Shadows  
ATLANTIC 2146



**ATLANTIC RECORDS**

1841 Broadway, New York 23

The pick of the new releases:

**SPOTLIGHT SINGLES OF THE WEEK**

Strongest sales potential of all records reviewed this week.

Continued from page 25

**BOB WILLS AND TOMMY DUNCAN**



**OKLAHOMA GIRLS** (Yosemite, BMI) (2:17)—**TOMORROW I'LL CRY** (Sage & Sand, SESAC) (2:39)—Western fans, and country and pop fans, too, will enjoy these new sides by Wills and Duncan. "Oklahoma Girls" is sung to the melody of "Buffalo Gal" on the top side, while "Tomorrow I'll Cry," a strong weeper, is handed another fine vocal by Tommy. Bob Wills makes his usual perceptive comments back of the singer. **Liberty 55450**

**ERNEST ASHWORTH**



**EVERYBODY BUT ME** (Jet, BMI) (1:58) — **(I JUST SPENT) ANOTHER SLEEPLESS NIGHT** (Acuff-Rose, BMI) (2:37)—Ernest Ashworth, formerly on Decca, makes a solid debut on Hickory with meaningful readings of two fine country weepers. "Everybody But Me" is about a man who's lonely for a love of his own; flip is about a love affair that is over. **Hickory 1170**

**SPECIAL MERIT SINGLES**

Pop Disk Jockey Programming

**MANTOVANI ORK**

★★★★ **WHISTLE DOWN THE WIND** (Harvard, BMI) (2:10) London 9520

**JUNE VALLI**

★★★★ **HUSH LITTLE BABY** (United Artists, ASCAP) (3:00) United Artists 466

Pop Talent

**SANDY ELSIE**

★★★★ **THE POOREST GIRL IN TOWN** (Arch, ASCAP) (2:10)  
★★★★ **A DATE WITH LONELINESS** (Travis, BMI) (2:41) Columbia 4248

**Reviews of New Singles**

Continued from page 25

★★★★ **He Got What He Wanted But He Lost What He Had**—A highly unusual rocking treatment of a gospel theme about Biblical characters who sold out. Punching big band plays the church chords with power. (Venice, BMI) (3:03)

**JOHNNY DRAPER**

★★★★ **Sentimental Me**—SMASH 1742—The oldie is sung in easy fashion by the lad over good support from group and combo. Both sides have a chance for sales. (Rox Jungnickel, ASCAP) (2:39)

★★★★ **I Never Danced Before**—Johnny Draper sells this bright effort nicely over listenable backing that is in the Drifters' tradition. Worth exposure. (George Pincus & Sons, ASCAP) (2:30)

**NORRIS WILSON**

★★★★ **Pink Dally Rue**—MONUMENT 459—A rocking blues, good for Twisting. Chanter belts it out in good style, to a strong rhythm. Merits action. (Acuff-Rose, BMI) (2:22)

★★★★ **Baby Don't Pout**—A fine song by Loudermilk gets a sensitive production by the chanter and arranger. (Acuff-Rose, BMI) (2:48)

**BILLY MAY**

★★★★ **Love Makes the World Go**—CAPITOL 4752—Stations following the sweet with a beat line should take to this side by Billy May. The band does a bright reading of the tune from the Broadway hit "No Strings." (Williamson, ASCAP) (1:45)

★★★★ **The Sweetest Sounds**—Instrumental treatment of the ballad from "No Strings." This side has a haunting Latin quality that should appeal to stations with a better music programming format. Good brass and sax work from the ork. (Williamson, ASCAP) (1:49)

**SANDY SELSIE**

★★★★ **The Poorest Girl in Town**—COLUMBIA 42418—Lass comes through with a personable performance on this bright ditty which has also been waxed on a couple of other labels. It could take off due to the vocal and arrangement. (Arch, ASCAP) (2:10)

★★★★ **A Date With Loneliness**—Sandy Selsie sells this country-pop weeper with feeling and emotion somewhat in the Brenda Lee style. Two impressive sides. (Travis, BMI) (2:41)

**CHET ATKINS**

★★★★ **Melissa**—RCA VICTOR 8029—This lovely melody is played with exquisite simplicity by Atkins. The tune is in three-quarter time and there's a fine string background and some top-notch piano work. Tune is from a new flick. (Athens, BMI) (2:16)

★★★★ **Down Home**—There's a touch of the old gospel in this one by Chet. Side is a lovely mixture of bluesy and ballad phrases taken at soft but quick three-quarter tempo. Strings and rhythm first-rate. (Lowery, BMI) (2:03)

**EARL BOSTIC**

★★★★ **People Will Say We're in Love**—KING 5636—Good, swinging reading of the oldie by Earl Bostic and his ork featuring Bostic's alto work and the driving rhythm section. Good juke wax. (De Sylvia-Bown & Henderson, ASCAP) (2:45)

★★★★ **Dark Eyes**—Same comment. (2:37)

**JACK LARSON**

★★★★ **We're Goin' Back**—DOT 16350—The chanter sells a bright novelty neatly aided by good backing from the vocal group. Good wax here. (Sherman-DeVorzon, BMI) (1:48)

★★★ **Do Yourself a Favor**—(Harry Bare, BMI) (1:48)

**LEON McAULIFF**

★★★★ **My Ace in the Hole**—CIMARRON 4054—The oldie is updated with some new lyrics and the singer turns in his usual strong reading over strong Western ork backing. Strong side for the country, western and pop markets. Label is now handled by ABC-Paramount. (Cedarwood, BMI) (2:22)

★★★ **Night Life**—(Pamper, BMI) (2:02)

**DALE THOMAS**

★★★★ **Too Young to Love**—DOT 16343—A good ballad in the country weeper vein. Thomas sings it well against a good arrangement with chorus. (Mixer, BMI) (2:08)

★★★ **Hello Lonesome**—(Sun-Vine, BMI) (1:47)

**JOHNNY OTIS**

★★★★ **I Know My Love Is True**—KING 5634—Otis comes through with a strong vocal on this bright rhythm tune aimed at the teen trade and featuring a catchy beat. Good wax here. (Briarcliff & O-Cal, BMI) (2:05)

★★★ **Queen of the Twist**—(R-T & O-Cal, BMI) (2:30)

**VICKI TASSO**

★★★★ **The Sound of the Hammer**—COLPIX 638—A smart side. Tune has the work song touch, with a persistent beat and a good arrangement supporting newcomer Vicki Tasso's effective thrashing. Good wax with a sound. (Marigold, BMI) (2:49)

★★★ **Foolish Me**—(Jeffrey-Bing, ASCAP) (2:28)

**SAM FLETCHER**

★★★★ **My Girl**—RCA VICTOR 8027—Attractive singing and arranging on this side. Style is in the swinging groove. Side is an odd mixture of pathos and humor. It has "Frankie and Johnny" aspects. Some stations may object to the lyrics. (Chalet, ASCAP) (3:25)

★★★ **This One Night**—(Alexis, ASCAP) (2:48)

**ROGER MILLER**

★★★★ **Sorry Willie**—RCA VICTOR 8028—This is a three-quarter time waltz weeper. Miller sings it with conviction as a strong background is formed by vocal chorus and piano with rhythm. (Tree, BMI) (2:23)

★★★ **Hitch Hiker**—(Tree, BMI) (2:23)

**MANTOVANI AND ORK**

★★★★ **Whistle Down the Wind**—LONDON 9520—Here's a haunting title theme from Haley Mills' new movie. Mantovani's lush instrumental treatment makes side solid programming item. (Harvard, BMI) (2:10)

★★★ **The Waltz You Saved for Me**—(Leo Feist, ASCAP) (2:45)

**JUNE VALLEE**

★★★★ **Hush Little Baby**—UNITED ARTISTS 466—This well-known folk lullaby receives a smart arrangement and top-flight performance from the lass. A touch of calypso, harmonica bits and vocal chorus all add to the disk. Tune is featured in forthcoming flick "The Miracle Worker." (United Artists, ASCAP) (3:00)

★★★ **I'm Afraid**—(Acuff-Rose, BMI) (2:20)

**WESTWOODS**

★★★★ **King Cricket Goes to Town**—ERA 3074—Driving instrumental is performed in exciting style here. Arrangement has novelty value, and side could grab coins. (Pattern, ASCAP) (2:20)

★★★ **King Cricket**—(Pattern, ASCAP) (2:10)

**THE ROMANCERS**

★★★★ **What About Love**—PAULETTE 5095—Chanter displays plenty of moxie and church-styled technique here. A well-produced side likely to get attention. (Tanridge-R.&T., BMI) (2:33)

★★★ **Marie That's You**—(Zodiac, BMI) (2:22)

**VISCOUNTS**

★★★★ **Night Fight**—MR. PEACOCK 112—Effective far-out instrumental side with exciting sounds of the night gimmicks. Off-beat jockey wax. (Monument, BMI) (2:16)

★★★ **Girl Like You**—(Monument, BMI) (2:31)

**AL HARRIS**

★★★★ **All for the Love of a Girl**—CAPITOL 4751—Here's some mighty fetching piano work, a la Floyd Cramer, by Harris on this c.&w. type ballad. Backing by vocal chorus, guitars and rhythm is distinctive. (American, BMI) (2:09)

★★★ **Old Kentucky Home** (Fowley, BMI) (1:56)

**THE WAIKIKI'S**

★★★★ **Hawaii Tattoo**—PALETTE 5091—Novelty instrumental; the Hawaiian flavor of the melody is fused with a sharp rhythm pattern, as the title indicates. (Zodiac, BMI) (2:22)

★★★ **Aloha Parade**—(Zodiac, BMI) (2:10)

**TEX RITTER**

★★★★ **The Pledge of Allegiance**—CAPITOL 4753—A huge chorus sings the pledge to the flag and Ritter reads a patriotic message outlining the meaning of the pledge. (Century, BMI) (3:00)

★★★ **Oh Shorty**—(Vanguard, BMI) (2:30)

**CALVIN AND CLARENCE**

★★★★ **Godnight, Irene**—FAIRLANE 21018—The folk-derived item gets a lively performance, with the chanting duo backed by an unusual arrangement. Watch it. (Ludlow, BMI) (1:48)

★★★ **I Don't Know (School Girl)**—(Wunder, BMI) (2:02)

**TEAM MATES**

★★★★ **Never Believed in Love**—PHILIPS 40029—The label picked up this master from LeCam after it had grabbed some action, and the side has a chance to attract the teen buyer. It spotlights the combo in a bright rock and roller which they sing with spirit. Has possibilities. (LeBill, BMI) (2:08)

★★★ **Once There Was a Time**—(LeBill, BMI) (2:53)

**HANK BALLARD**

★★★★ **Good Twistin' Tonight**—KING 5635—Ballard is back with another fine Twist side. Tune has the groovy beat and shouting Ballard vocal. Backing sets a cook-in' tempo. (Lois, BMI) (2:40)

★★★ **I'm Young**—(Lois, BMI) (2:45)

**DAVY JONES**

★★★★ **Love Is Strange**—AUDICON 117—Jones has a fine instrumental version of the Mickey and Sylvia hit of five years ago. The side features some fine steel guitar work with a talk and answer segment between Jones and the instrument. (Benghazi, BMI) (2:15)

★★★ **Velvet Waters**—(Conn, BMI) (2:02)

**MARIO AND JEANINE**

★★★★ **Melodi D'Amour**—KAREN 58—Here's a bright, import tune done in breezy tempo. It's had other disk versions, but this duo singing effort rates a listen. (Rayven, BMI) (2:28)

★★★ **Jealous of You**—(E. B. Marks, BMI) (2:43)

**THE TRAVELLERS**

★★★★ **Elenke**—IMAGE 5004—The Travellers sell this bright folk item with feeling over catchy backing. Tune is melodic and group has good harmony as they sing about a fickle woman. (Kenny Marlowe, BMI) (2:35)

★ **Should You Be Mine**—(Shadwick ASCAP) (2:59)

**★★★ MODERATE SALES POTENTIAL**

**CAMBRIDGE STRINGS**

★★★★ **Niagara Theme** (Tunetime, BMI) (2:18)—★★★★ **Blue Tango** (Mills, ASCAP) (2:40). LONDON 9524

(Continued on page 37)

**WILSON TOUCH**

**Guarantees, Service, Sound Advice All Make Tape Sales**

GREELEY, Colo.—Troy Wilson of Wilson & Wilson, sound equipment dealers here, has plenty of reason to think highly of tape recorders.

The dealer, an extreme enthusiast himself where tape-recorded music is concerned, sells better than 250 units per year, particularly impressive in view of the large percentage of \$400 stereo recorders involved. This profitable situation exists even though Wilson is selling in a community of some 22,000 population, 50 miles from Denver, where he must compete regularly with both local discount houses, and those in the big city only an hour away by highway.

Wilson bases his surprisingly successful tape recorder achievements on several factors. He carries nine brands, giving him an excellent

price spread all the way from low-end sets at around \$80, up to \$1,259 console stereo models. He shows at least one operating model of each recorder in the shop.

**Service Know-How**

The Colorado sound equipment dealer also makes a big issue of service and know-how. He is thoroughly capable of handling most non-electronic repairs, and where electronics are concerned, he bundles tape recorders brought in for repair into his car, and whisks them into Denver.

Another of his strong points is an unconditional guarantee on recorders which he has selected for inventory on the basis of long, exhaustive experience. Wilson currently features only one of the recorder brands he started with, simply because unhappy experiences

convinced him that those models were of insufficient quality, contained too many "bugs" for him to guarantee them to his customers.

Wilson discovers what the customer intends to use the tape recorder for, and then sells him on the correct model for the purpose. A music lover, for example, has no business with an inexpensive under \$100 recorder which doesn't have the decibel range to properly reproduce sound. A customer who wants to use a tape recorder for both business purposes, and for entertainment, needs a rugged model which can be moved around from place to place, and absorb the shocks without damage.

**Price No Obstacle**

Music, of course, is the prime element in selling stereo, and the Greeley dealer makes good on it by carrying a stock of around 350 to 400 pre-recorded music tapes, displayed on a large panel board on the wall of the showroom. Where a music lover balks at the still high price of albums, Wilson obligingly rents them, and helps his customers make a copy of a favorite tape album, by using two recorders and a patch board.

Students are probably the second-best customer type, buying tape recorders for an assist in their school work, recording lectures, notes, discussions with other students, etc. In this connection, Wilson is quick to deplore the so-called "midget" battery-operated portable tape recorders. When these low-priced developments came along, literally dozens of students bought them, on the theory that they could carry the recorders to class, and profit by recording lectures. Within a couple of weeks, most of the miniature recorders had been brought back by students complaining that they were not sensitive enough to pick up the lectures clearly, that the students would be kept broke buying dry cell batteries for them, and that reproduction was sometime gibberish. Wilson simply sold the students on the idea of buying AC powered units with long extension cords, and in this way, retained student good will, and created an excellent extra market.

**Accessories Important**

Accessories are definitely "big business" with Wilson & Wilson, who probably carry as large a line-up of tape recorder accessories as any dealer in the West. Accessories are sold with around 75 per cent of all tape recorder sales, again because they are not only displayed out in the open on an impressive pegboard display panel, but are vigorously demonstrated "so the customer can keep happy with his recorder."

**Osias Launches Perri Disk Firm**

NEW YORK—A new label, Perri, was launched this week by Richard Osias, head of one of the country's largest residential building firms. Osias has appointed Walter Blumberg as vice-president in charge of production, sales and promotion; Doc Bagby as chief of the a.&r. department; Jerry Moss as head of West Coast sales promotion; Irv Rothman as head of the music publishing firm, and Joseph James in charge of East Coast sales promotion.

Perri Records intends to release both singles and albums in the pop, rock and roll, jazz and classical fields. First singles feature Doc Bagby, Byrdie Green and George Smith.

Osias is the president of the new label, and Edward Gadinsky is the treasurer. In addition to Perri, Osias has also started a music publishing and artist management firm, Janel Enterprises.

**Association of Record Dealers Endorse Stabilization Proposal**

NEW YORK — A proposed Quality Stabilization Act, now in committee in both the Senate and House, has been vigorously endorsed by the Association of Record Dealers here. The measure, listed as HR 7685 in the House and as Senate Bill 159, came in for lengthy discussion at a meeting of the ARD chapter of SORD at

the Park Sheraton Hotel last week. The Act would have the effect of preventing the sale of an item at retail at below dealer cost, that is, in effect, preventing the use of the loss leader. Record dealers here also believe it would discourage transshipping.

ARD President, Mickey Gensler, (Continued on page 36)

**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.

**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.

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

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

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

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

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

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

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

**CAMEO-PARKWAY**—Expires August 31, 1962. Started March 1, 1962. Plan features a pre-pak of 80 LP's assorted of best-selling catalog and new releases, with minimum quantities of both mono and stereo, in a browser box. Dealers may purchase complete package initially at "unusual discounts and under stipulated conditions and may earn 12½ per cent reorder privilege for six months." Specific details are available through distributors.

**MONITOR**—No expiration date. Started January 31, 1962. Five LP's are specially priced to the distributor at \$1 and \$1.98 to the consumer. The Oistrakhs, Gilels, Kogan, Rostropovich playing Bach, Mozart and Beethoven; The Oistrakhs playing Bach, Sarasate, Hindemith; Rachmaninoff Third Piano Concerto played by Merzhanov; Richter plays Schumann, and Franck, Let's Dance the Pachanga and Charanga.

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

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

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

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

**BEST SELLING PHONOGRAPHS,  
RADIO'S & TAPE RECORDERS**

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

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

**PHONOS LISTING BETWEEN  
\$61 AND \$80**

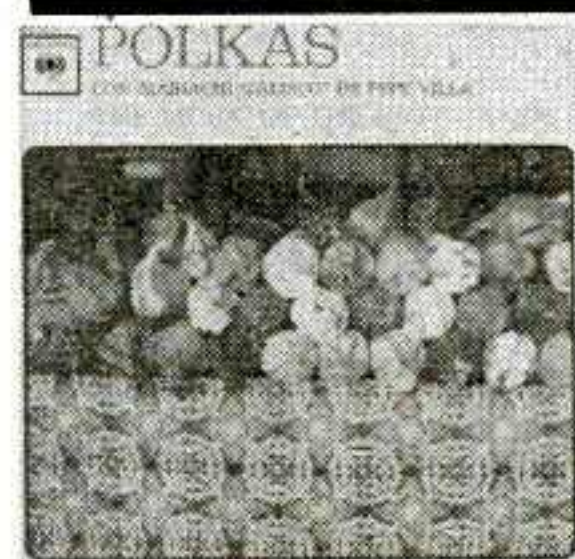
Pos. This Issue	Pos. 2/3/62 Issue	Brand	% of Total Points
1	2	Decca	25.2
2	3	Webcor	16.4
3	1	Magnavox	8.6
4	—	Voice of Music (V-M)	8.2
5	5	Capitol	7.3
6	4	Motorola	6.0
7	6	RCA Victor	3.4
8	—	Arvin	3.2
8	—	Philharmonic	3.2
8	—	Zenith	3.2
		Others	15.3

**PHONOS LISTING BETWEEN  
\$31 AND \$60**

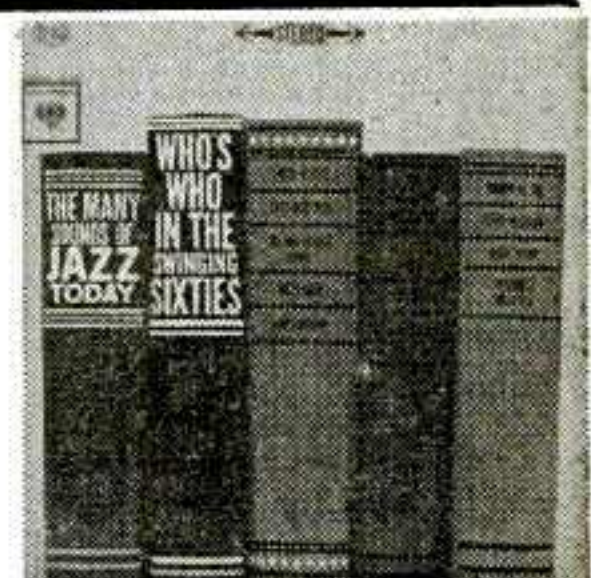
This chart is being rerun due to an error in the heading last week.

Pos. This Issue	Pos. 1/27/62 Issue	Brand	% of Total Points
1	1	Decca	26.9
2	3	Webcor	10.0
3	4	Voice of Music (V-M)	9.3
4	2	Capitol	5.9
5	—	Symphonic	5.6
6	5	Magnavox	4.8
6	—	Emerson	4.8
8	6	RCA Victor	4.5
9	—	Phonola	3.7
		Others	24.5

**ALBUM COVER OF THE WEEK**



**POLKAS**—Mariachi "Jalisco" de Pepe Villa, Columbia EX 5073. Brightly colored packages in festive wrappings on a white background make this cover by Barbara Gould an attractive display item. Dealers could utilize this package well to dress up international sections.



**WHO'S WHO'S IN THE SWINGING SIXTIES**—Various Artists, Columbia CS 8565. A striking cover by the Columbia Records photo studio and Henry Parker in orange, black, yellow, and green, with black and white lettering. Cover has plenty of eye-appeal and should make a potent display for jazz counters.

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

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	By special survey for week ending 5/5	Weeks on Chart
1	2	SHE'S GOT YOU, Patsy Cline, Decca 31354		10
2	1	CHARLIE'S SHOES, Billy Walker, Columbia 42287		10
3	3	IF A WOMAN ANSWERS, Leroy Van Dyke, Mercury 71926		6
4	6	A WOUND THAT TIME CAN'T ERASE, Stonewall Jackson, Columbia 42229		16
5	4	MISERY LOVES COMPANY, Porter Wagoner, RCA Victor 7967		17
6	12	SHE THINKS I STILL CARE, George Jones, United Artists 424		4
7	8	THREE DAYS, Faron Young, Capitol 4696		7
8	5	UNLOVED, UNWANTED, Kitty Wells, Decca 31349		10
9	18	P. T. 109, Jimmy Dean, Columbia 42338		3
10	9	ALLA MY LOVE, Webb Pierce, Decca 31347		13
11	7	TEARS BROKE OUT ON ME, Eddy Arnold, RCA Victor 7984		8
12	28	I GUESS I'LL NEVER LEARN, Charlie Phillips, Columbia 42289		4
13	10	A LITTLE BITTY TEAR, Burl Ives, Decca 31330		14
14	22	MY NAME IS MUD, James O'Gwynn, Mercury 71935		3
15	16	WILLINGLY, Shirley Collie & Willie Nelson, Liberty 55403		8
16	24	ACHING, BREAKING HEART, George Jones, Mercury 71910		11
17	11	NOBODY'S FOOL BUT YOURS, Buck Owens, Capitol 4679		11
18	20	FUNNY WAY OF LAUGHIN', Burl Ives, Decca 31371		2
19	25	HONKY-TONK MAN, Johnny Horton, Columbia 42302		4
20	14	GET A LITTLE DIRT ON YOUR HANDS, Bill Anderson, Decca 31358		3
21	29	SOMETIMES YOU JUST CAN'T WIN, George Jones, United Artists 424		2
22	23	JUST AIM'N', Lester Flatt & Earl Scruggs, Columbia 42280		5
23	27	GO ON HOME, Patti Page, Mercury 71906		12
24	30	THAT'S MY PA, Sheb Wooley, MGM 13046		17
25	21	WHERE I OUGHT TO BE, Skeeter Davis, RCA Victor 7979		9
26	—	OLD RIVERS, Walter Brennan, Liberty 55436		1
27	19	LONESOME NUMBER ONE, Don Gibson, RCA Victor 7959		20
28	—	WOLVERTON MOUNTAIN, Claude King, Columbia 42352		1
29	15	WALK ON BY, Leroy Van Dyke, Mercury 71834		35
30	13	LOSING YOUR LOVE, Jim Reeves, RCA Victor 7950		21

# Merco Files For Public Stock Offer

WASHINGTON—Merco Enterprises, which services 71 retail record departments throughout the country, including five leased departments of its own in discount centers in the New York metropolitan area, wants to expand via public stock offering. Merco has filed a registration statement with the Securities & Exchange Commission seeking to register 104,000 shares of common stock, of which 33,000 are for public sale by the company, and 71,000 shares outstanding, to be sold by the holders.

The Brooklyn firm would use \$25,000 of the proceeds of the sale to help cover expenses in its impending move to larger quarters in Garden City, Long Island. The rest would go to "possible" buy or establishment of additional leased record departments, and the remainder for working capital.

Underwriters are headed by D. J. Singer & Company, New York, and public offering price (maximum \$7.50 per share) will be supplied to the SEC by later amendment. The statement also includes 15,000 shares underlying five-year options to be sold to the principal underwriter at 1 cent each, exercisable at the public offering price.

The company has outstanding 301,035 shares of common stock (recently issued in exchange for the 105 capital shares then outstanding), of which Jack Grossman, president, and Marvin W. Rossman, vice-president, own 129,015 and 114,680 shares, respectively. They propose to sell 36,833 and 34,167 shares respectively. Book value of stock now outstanding is 72 cents per share.

## Record Dealers

Continued from page 35

revealed that he has written letters recently to FTC chairman, Paul Dickson, as well as to TV commentator, David Susskind, with the hope of obtaining public sympathy for the bill, through broadcast publicity.

At the meetings, dealers pledged to write letters regarding support of the measure to its various sponsors, including Senators Clifford Case and Harrison Williams, both of New Jersey; Senator Warren Magnusson of Washington, and Congressman Oren Harris, of Arkansas. All dealers were urged to write similar letters, and preferably by May 1. According to Gensler, Congressman Chet Hollifield of California has been quoted to the effect that such a measure can probably be gotten onto the floor and passed, if enough retailers will get on the letter-writing bandwagon.

Gensler also noted that he has set a meeting with members of a pharmaceutical association, and later hopes to get a meeting organized of retailers in 17 different fields, who would be favorably affected by such legislation. At this meeting the hope was expressed that certain Congressmen could be present.

CHICAGO — Bruce Channel's "Hey! Baby" album on Smash is the most successful LP in the firm's year-long history, according to Charlie Fach, Mercury vice-president in charge of special products. Fach said the album is among the top 10 in such markets as Dallas, Houston and Chicago. Extensive radio spot advertising was helping spur sales, Fach added.

# Revenue Service Set to Snare All Background Tax

WASHINGTON—Internal Revenue Service is determined that not one dollar of background music tax will escape the tax net—not even when the servicing center and the subscriber occupy the same building, using the same set of interior wires.

Ordinarily, the so-called "interior communications" are exempt from the communications tax on wire and equipment service, but IRS says this is only so when the actual "premises" occupied by both sender and subscriber are one and the same. Different office suites in the same building are considered separate premises, and no exemption is granted.

In February, 1962, IRS devised a tax on at least 80 per cent of background music revenue when broadcast via FM Multiplex service. Although a Court of Claims decision had knocked out IRS taxation of broadcast background music on the basis of its "wire and equipment service" tax, IRS invoked another ruling that allows them to tax "wire mileage service," exclusive of amounts claimed as terminal costs (BMW Feb. '10).

# Battle Assistant Sec'y of State for Cultural Affairs

WASHINGTON — President Kennedy has named Lucius D. Battle Assistant Secretary of State for Educational and Cultural Affairs.

Battle, a 43-year-old veteran of State Department service and long associated with cultural programs, will replace Philip H. Coombs, who resigned reportedly to return to the Ford Foundation, which he served for a number of years prior to taking the government position.

# Columbia Int'l Post to S. West

NEW YORK — Stan West has been named co-ordinator of European operations for CBS Records. He will report to Harvey Schein, general manager of Columbia Records International. West, who has been manager of international artists relations and promotion at Columbia for the past three years, will be responsible for co-ordinating activities of European affiliates in introducing the new CBS label in 1962. He will be involved in the areas of a.&r., creative services, operations and promotion. He will headquarter in Zug, Switzerland.

Michael Vermette will succeed West in New York as manager of promotion and merchandising services for the International Division. He has been West's associate since the beginning of 1962.

# Larger Quarters for Levy's Distrib Firms

ST. LOUIS—Paul Levy's Midwest Distributing Company, and La Mar Distributing Company, large indie distributors here, have moved to larger quarters on Delmar Boulevard. The new location contains 5,000 square feet on one floor, plus 1,100 feet on the balcony. The warehouse is set up as a self-service supermarket-type operation, equipped with push carts for dealer convenience. There are 102 feature albums always on display. Levy is extending invitations to manufacturers and other distributors to visit his new facilities.

**Jan Howard**  
"TOMORROW YOU WON'T EVEN KNOW MY NAME"  
Cap. 4744  
CENTRAL SONGS, INC.  
1483 NORTH VINE STREET  
HOLLYWOOD 28, CALIF.  
HO. 9-2239

**JAMIE**  
Breaking Nationally!  
**DANCING THE STRAND**  
MAUREEN GRAY  
Landa #689

**GUYDEN**  
RECORDS 1330 W. Girard Ave.  
Phila. 23, Pa. CE 2-3333

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

**EDDIE FISHER**  
sings  
**ARRIVEDERCI, ROMA**  
b/w  
**A CAMMINARE**  
#10326

ABC-PARAMOUNT  
FULL COLOR FIDELITY

**Bob Gallion**  
OFF AND SELLING!  
HICKORY 1164  
**SMALL TOWN GIRL**

AUDIO FIDELITY RECORDS  
LIMITED TIME OFFER!  
VOLUME 2  
98 MONO STEREO  
BONUS PRE-PAK  
FULL DEALER MARKUP!

the **FUTURE** with a promise  
**NAVY**

All key personnel with the exception of Fisher and Groshak will headquarter in Toronto. Groshak's base will be Regina; Fisher's office will be Montreal.

# Phonodisc Firm Crosses Canada

TORONTO—Phonodisc Limited, Canadian record manufacturer and distributor, is expanding its activities to improve its Coast-to-Coast distribution in Canada. Don McKim, head of Phonodisc, points out that the firm increased its business 26 per cent for the first quarter of 1962 against the same period in 1961.

Company is opening a new branch Mid-Western Canada, in Regina, Saskatchewan. Alex Groshak has been named sales manager for the Western division. Firm will operate its "stock on wheels" program in Midwest Canada.

Phonodisc has also made a number of new executive appointments. Bill Hewson is vice-president and operations manager of the company; Ron Newman is national sales manager, Dave Thompson has been named personnel manager in addition to his duties as credit manager, and Bill Fisher is the new manager of the Eastern division of Phonodisc. S. W. (Bud) Hayden is the firm's new promotion manager.

Meanwhile, Pacific Electronics, Ltd., in Vancouver, B. C., has been appointed distributor of Phonodisc products in the Pacific Coast area. New York representative of Phonodisc is Woody Hinderling.

Climbing Up the Charts!  
**"AIN'T SHE PRETTY?"**  
**Billy Duke**  
20th Fox 301  
1721 Broadway, N. Y. 19

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

By special survey for week ending 5/3

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	1	MASHED POTATO TIME, Dee Dee Sharp, Cameo 212	6
2	3	LOVE LETTERS, Kitty Lester, Era 3068	9
3	2	SOUL TWIST, King Curtis, Enjoy 1000	12
4	4	SOLDIER BOY, Shirelles, Scepter 1228	4
5	6	SOMETHING'S GOT A HOLD ON ME, Etta James, Argo 5409	10
6	9	ANNIE GET YOUR YO-YO, Little Junior Parker, Duke 345	8
7	5	SLOW TWISTIN', Chubby Checker, Parkway 835	7
8	12	I FOUND A LOVE, The Falcons, LuPine 1003	5
9	14	TRA LA LA LA LA, Ike and Tina Turner, Sue 757	6
10	8	HIDE NOR HAIR, Ray Charles & His Ork, ABC-Paramount 10314	4
11	24	THE ONE WHO REALLY LOVES YOU, Mary Wells, Motown 1024	2
12	23	WHO WILL THE NEXT FOOL BE, Bobby Bland, Duke 347	5
13	13	OUR ANNIVERSARY, Shep & the Limelites, Hull 748	11
14	11	AT THE CLUB, Ray Charles & His Ork, ABC-Paramount 10314	4
15	15	AIN'T THAT LOVING YOU, Bobby Bland, Duke 338	8
16	20	NIGHT TRAIN, James Brown, King 5614	3
17	19	THE JAM, Bobby Gregg & His Friends, Cotton 1003	5
18	21	MEET ME AT THE TWISTIN' PLACE, Johnnie Morissett, Sar 126	3
19	22	CRY TO ME, Solomon Burke, Atlantic 2131	11
20	7	TWISTIN' THE NIGHT AWAY, Sam Cooke, RCA Victor 7983	12
21	10	JAMIE, Eddie Holland, Motown 1021	17
22	—	GONNA MISS YOU AROUND HERE, B. B. King, Kent 372	1
23	16	THE TOWN I LIVE IN, McKinley Mitchell, One-Derful 2030	4
24	17	I FOUND OUT TOO LATE, Jackie & the Starlites, Fury 1057	3
25	18	HEY! BABY, Bruce Channel, Smash 1731	11
26	25	SAVE YOUR LOVE FOR ME, Nancy Wilson & Cannonball Adderly, Capitol 4693	5
27	26	CUTTIN' IN, Johnny (Guitar) Watson, King 5579	10
28	27	MIDNIGHT SPECIAL, Jimmy Smith, Blue Note 1819	10
29	28	WHAT'S SO GOOD ABOUT GOODBYE, Miracles, Tamla 54053	13
30	29	LET ME IN, Sensations, Argo 5405	14

● **Reviews of New Singles**

● Continued from page 34

**GARY AND GARY**  
 ★★ Bustin' Loose (Tee Pee, ASCAP) (2:22) — ★★ A Time to Live and Love (Maggie, BMI) (2:30). VEE JAY 434

**THE UNIQUE ECHOS**  
 ★★ Italian Twist (Bee, ASCAP) (2:10) — ★★ Zoom (Bee, ASCAP) (2:05). SOUTHERN SOUND 108

**DOLORES VELAR**  
 ★★ You're My Everything (Harms, ASCAP) (2:30) — ★★ Slow Motion (Poco, BMI) (1:59). CORAL 62315

**PAUL ANTHONY**  
 ★★ Hello Teardrops, Goodbye Love (RSVP-EDLOCK, BMI) (2:05) — ★★ Angel Face (RSVP, Starflower, BMI) (2:10). GAMBIT 1103

**DON MAY**  
 ★★ Twist Around the Clock (Myers, ASCAP) (2:24) — ★★ Don't Let the Sun Catch You Crying (Modern, ASCAP) (2:51). BAND BOX 296

**JERRY SHANE**  
 ★★ I Never Had It So Bad (Sherman-DeVorzon, BMI) (2:18) — ★★ New Generation (Sherman-DeVorzon, BMI) (2:03). VALIANT 6019

**AL HENDERSON**  
 ★★ The Lemon Twist (Lois-BenJohn, BMI) (2:25) — ★★ All Star Boy (Lois-BenJohn, BMI) (1:42). KING 5612

**THE CO-EDS**  
 ★★ Annabelle Lee (Don-Del, BMI) (2:25) — ★★ When It's Over (Don-Del, BMI) (2:25). CHA CHA 715

**EDDIE CANO**  
 ★★ A Taste of Honey (Songfest, ASCAP) (3:35) — ★★ Panchita (J.V.B., ASCAP) (1:41). REPRISE 20075

**JACK BARLOWE**  
 ★★ House of Stone (Danamos, ASCAP). SOMA 1175

**THE TOP NOTES**  
 ★★ Come Back, Cleopatra (Amelia-Sheila, ASCAP) (2:18) — ★★ Wait for Me, Baby (Medal, BMI) (2:16). FESTIVAL 1021

**PHILADELPHIANS**  
 ★★ The Vow (Schulman, BMI) (1:58) — ★★ I Missed Her (Schulman, BMI) (2:04). CAMEO 216 6

**ENZO STUARTI**  
 ★★ That Wonderful Girl of Mine (Supremes, ASCAP) (3:09) — ★★ Sympatica (Planetary, ASCAP) (2:53). ROULETTE 4425

**WILLIE SCHOBEN**  
 ★★ Napoli (BIEM) (3:06) — ★★ Shalom Alechem ((1:45). ABC-PARAMOUNT 10325

**THE DREAMS**  
 ★★ Too Late (Gregmark, BMI) (2:03) — ★★ Inexperience (Gregmark, BMI) (2:10). SMASH 1748

**EARL FORREST**  
 ★★ Memphis Twist (Don, BMI) (2:25) — ★★ Beale Street Popeye (Don, BMI) (2:25). DUKE 349

**DON CORNELL**  
 ★★ Bring Down the Curtain (Aldon, BMI) (2:44) — ★★ Night Train to Memphis (Peer Int'l, BMI) (2:25). JUBILEE 5423

**RICK AND THE KEENS**  
 ★★ Your Turn to Cry (Mellin-LeBill, BMI) (2:10) — ★★ Tender Years (South Coast, BMI) (2:12). JAMIE 1219

**TOMMY BOYCE**  
 ★★ The Way I Used to Do (Calboy, BMI) (2:30) — ★★ Come Here Jo Anne (Calboy, BMI) (1:58). RCA VICTOR 8025

**THE FRIARS FOUR**  
 ★★ The Wonderful Things He Can Do (Shapiro - Bernstein, ASCAP) (1:57) — ★★ Twenty-One Years (Leeds, ASCAP) (2:40). DECCA 31390

**NASHVILLE FIVE**  
 ★★ Stand Up and Say That (Shadows, BMI) (2:20) — ★★ Like Nashville (Robbins, ASCAP) (2:40). LONDON 9523

**TINA YOUNG**  
 ★★ Look Don't Touch (Densus, ASCAP) (2:05) — ★★ Goodnight My Love (Robbins, ASCAP) (2:20). DENNY 348

**RUDY MARTIN**  
 ★★ Irene of Acapulco (Carsey, BMI) (2:25) — ★★ Alone (Robbins, ASCAP) (2:25). CRYSTALLETTE 750

**EDDIE CARROLL**  
 ★★ I'm Sorry (Sandra-Pure Gold, dra-Pure Gold, BMI) (2:28). SANTO 504

**STEVE BARE**  
 ★★ Smooth (Lunsford, BMI) (2:25) — ★★ Daisy Mae (Lunsford, BMI) (2:15). CHEROKEE 785

**BOBBY VINTON**  
 ★★ Roses Are Red (My Love) (Lyle, ASCAP) (2:37) — ★★ You and I (Bourne, ASCAP) (2:27). EPIC 9509

**FREDDIE MORRISON**  
 ★★ Lucky in Love (Opal, BMI) (1:52) — ★★ Twistin' Little Baby (Opa, BMI) (1:44). VACA 8

**BILLY ADAMS**  
 ★★ Big M (Hara, BMI) (2:04) — ★★ My Happiness (Happiness, ASCAP) (2:15). HOME OF THE BLUES 242

**HAL AND HIS PALS**  
 ★★ Limbo (Clalborne, BMI) (2:18) — ★★ Run, Run Mr. Esroh (Clalborne, BMI) (2:03). DC 0434

**GEORGE KENT**  
 ★★ Little Wheels (Tree - Champion, BMI) (2:30) — ★★ Lonesome Is My Middle Name (Tree, BMI) (2:19). DIAL 3004

**LOUISA MORTILLA**  
 ★★ Why Won't He Smile? (Vitalent, ASCAP) — ★★ Lonnie and Ronnie (Vitalent, ASCAP). VITALENT 100;

**JIMMY PETERSON**  
 ★★ Anything You Ask (Sonlo, BMI) (2:33) — ★★ One Buffalo (Sonlo, BMI) (2:25). FEDERAL 12461

**ELOISE TRIO**  
 ★★ Mamma Look a Boo Boo Twist Duchess, BMI) — ★★ Calypso Twist (Deekay, ASCAP). DECCA 31385

**THE STANDARDS**  
 ★★ Why Can't It Happen to Me (RSVP, BMI) (2:41) — ★★ The Girl Across the Way (RSVP, BMI) (2:04). GAM, BMI) (1:02)

**HERB HARDESTY**  
 ★★ The Chicken Twist (Lois, BMI) (2:18) — ★★ Why Did We Have to Part. FEDERAL 12460

**MR. TEQUILA**  
 ★★ You Don't Have to Be Baby to Cry (2:05) — ★★ Big Boy (2:15). FLAIR 103

**HERBERT HUNTER**  
 ★★ Dr. Fleecewood — ★★ The Twistin' Party. SPAR 718

**JULIA STEELE**  
 ★★ When Autumn Comes (Count Don, Nala, ASCAP) (2:47) — ★★ You've Heard It Said (C. Shaw, BMI) (2:10). AJAY 903

**LEO DIAMOND**  
 ★★ Harbor Lights (Chappell, ASCAP) (2:46) — ★★ Theme for a New Love (Lero, ASCAP) (2:25). REPRISE 20,074

**TIMMY WELCH**  
 ★★ Lovin' Up a Storm (Bloor-Hoffman, BMI) (2:20) — ★★ Sweet and Innocent (Bloor-Hoffman, BMI) (2:25). REPRISE 20,072

**THE JOHN BUZON TRIO**  
 ★★ Tropical (Mills, ASCAP) (2:52) — ★★ Johnny's Blues (Ranger, ASCAP) (2:40). EPIC 9506

**ANY CORY**  
 ★★ Honest Abe (Rob-Ann-Pandora, (2:13) — ★★ Gunga Din (2:18). KING 5632

**CANDY WILLIAMS**  
 ★★ Last Night I Tried to Sleep (Malcolm, BMI) (2:21) — ★★ Maybe I Was Dreaming (Shawnee, ASCAP) (2:15). REQUEST 3012

**PAUL GREENWOOD**  
 ★★ Cryin' Winds (Sea-Lark, BMI) (2:36) — ★★ Green Light (Sea-Lark, BMI) (2:18) MUSIC 17

**THE PAGE BOYS**  
 ★★ Road of Life (Anjoe-Big Song, BMI) (2:22) — ★★ Lonely Sea (Anjoe-Big Song, BMI) (2:15). ABC-PARAMOUNT 323

**LEE EVANS**  
 ★★ I Feel Pretty (G. Schirmer, ASCAP) (2:16) — ★★ When Did I Fall in Love (Sunbeam, BMI) (2:20). CAPITOL 4748

**LORI WOOD**  
 ★★ The End of the World for Me (Nocturne, BMI) (2:06) — ★★ But That Was Long Ago (Nocturne, BMI) (2:08). AMY 842

**TOM CARTER AND RAMBLERS**  
 ★★ Flyin' Saucer Twist (Be-Are, BMI)

(2:20) — ★★ Twistin' Boogie (Be-Are, BMI) (2:05). NORTHWAY SOUND 1008

**DAVE PARKER**  
 ★★ Only for Love (Laura, BMI) (2:35) — ★★ Do What? (Twist) (Laura, BMI) (2:49). MALA 449

**BEN WASSON**  
 ★★ Am I Still Your Number One? (Dundee, BMI) (2:21) — ★★ It's Springtime (Dundee, BMI) (2:05). NORMAN 510

**JIM BOGLE**  
 ★★ Beware Bogle Bear (Pamper, BMI) (3:04) — ★★ Letter to My Love (Chuck Harding, BMI) (1:55). TEXAS 2629

(Continued on page 38)

**ALL DEALERS!!!**

**BUY 5...  
GET 1 FREE**  
 on  
**DOOTO'S**  
 NEW RED HOT  
 BEST SELLING  
 COMEDY  
 RELEASES



- \* 825 THE BOLD HATTIE NOEL—Dooto's newest, boldest, sidesplitting fun-maker...Top party LP.
  - \* 826 EARTHY MYRTH—Billy Allyn—Funnier than Foxx...A guaranteed party riot...Includes Vice in Vegas, etc.
  - \* 827 CRAZY NIGHT COURT—Gene & Freddie—Hilarious take-off on the popular TV show "Night Court."
- NEW DURABLE SALES • STIMULATING CATALOG ITEMS...ASK YOUR DISTRIBUTOR!**
- \* The Best Comedy Is On Dooto! \**

**DOOTO RECORDS**  
 9512 SOUTH CENTRAL AVENUE LOS ANGELES 2, CALIFORNIA  
 LOrain 7-2466

**SAR Says . . .**  
**"YOU'RE PICKIN' IN  
THE RIGHT COTTON PATCH"**  
*Simms Twins*  
 #130

When you order this monster . . .  
**"ROME"**  
*Johnnie Taylor*  
 #131

And don't forget . . .  
**"MEET ME AT  
THE TWISTIN' PLACE"**  
*Johnnie Morissette*  
 #126

**SAR RECORDS, Inc.**  
 6425 Hollywood Blvd. Hollywood 28, Calif.

**BREAKING BREAKING BREAKING**  
**EARL FOREST**  
**"MEMPHIS TWIST"**  
 and  
**"BEALE STREET POPEYE"**  
 DUKE 349

*Destined To Be 2 Hits*  
**CLENTT GANT**  
**"JUST LIKE YOU LIKE IT"**  
 and  
**"ALL MINE"**  
 DUKE 348

**WILLIARD BURTON**  
**"THE TWISTIN' TWIST"**  
 and  
**"DREAMING"**  
 PEACOCK 1917

**DUKE AND PEACOCK RECORDS, INC.**  
 2809 Erastus Street, Houston 26, Texas  
 Orchard 3-2611

Getting the Spins in Baltimore!  
**"INDIAN TWIST"**  
 c/w  
**"HIP, HIP"**  
**THE KORDAIRS**  
 Sweet 16 #103  
 D.J.'S, LIBRARIANS & PROGRAM DIRECTORS: WRITE FOR YOUR FREE COPY!  
**SWEET 16 RECORD CO.**  
 1697 Broadway New York, N. Y.

#F393  
**MOON PILOT**  
**MELODY**  
 by Camarata  
 b/w  
 "When You Wish Upon A Star"

**REAL BIG SELLER!**  
**Rick Nelson**  
**"YOUNG WORLD"**  
 #5805  
**IMPERIAL RECORDS**  
 6425 Hollywood Blvd.  
 Hollywood 28, Calif.

**SMASHING!**  
**"BALBOA BLUE"**  
 By  
**The Mar-Kets**  
 #55443  
**LIBERTY**

**4-35**  
**CAMEO/PARKWAY**  
**RECORDS, INC.**

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

**Reviews of New Singles**

Continued from page 37

**BOB MARSHALL**  
 ★★ Aln't No Big Thing (Clalborne, BMI) (2:35)—★ A Big Bite of the Blues (Clalborne, BMI) (2:54). DC 0433

**KELL OSBORNE**  
 ★★ Do You Mind (Recordo, BMI) (2:28)—★ Little Chick a Dee (Leon Rene, ASCAP) (2:15). CLASS 302

**BILLY SHA-RAE**  
 ★★ Wings of an Angel (Toy Town, ASCAP) (2:28)—★ What More Can I Say? (B. F. Wood, BMI) (2:45). BAY-UIKE NO. 3

**GIGI PARKER**  
 ★★ Lonely Girl Blue (Bobob, ASCAP) (2:08)—★ Someday Someday (Bobob, ASCAP) (2:08). CORAL 62314

**JOHN CONTE**  
 ★★ Good Good (Conte, BMI) (2:12)—★ Sentimental Joker (Conte, BMI) (2:00). CHATTAHOOCHEE 719

★★★ **STRONG SALES POTENTIAL**

**COUNTRY & WESTERN**

**THE STANLEY BROTHERS**  
 ★★ String, Eraser, and Blotter—KING 5629—This novel lyric thought is sung with feeling by the Brothers. Tune has to do with lost love, of course, and the boys sing it with back country charm. (Tannen, BMI) (2:9)

★★★ Still Trying to Get to Little Rock—Some wry country humor on this talk-sing side. The two boys play between dialog gags. Fine country sounds. (Lois, BMI) (2:42)

**MCCORMICK BROTHERS**  
 ★★ Before I Met You—HICKORY 1171—Good old-fashioned pickin' plus a strong vocal by the pair makes this a good disk for the blue grass trade. Nice side. (Cedarwood, BMI) (2:20)

★★★ The Dobro Twist—Inst.—Instrumental side spotlights first-rate work by the boys here on banjo and guitar plus rhythm accompaniment. Two enjoyable sides. (Fred Rose, BMI) (2:15)

**SKEETS McDONALD**  
 ★★ You Warned Me — COLUMBIA 42421—Skeets explains that his girl warned him that he would lose her if he kept honky-tonkin' around, and it has all come true. Good performance and good backing could help this go in the country field. (Cedarwood, BMI) (2:11)

★★★ What a Fool I Was — Country chanter performs this attractive weeper with feeling, over traditional backing for the market. Both sides could get action. (Four Star, BMI) (2:29)

**SPIRITUAL**

**MORGAN BABB**  
 ★★ What Is This?—NASHBORO 723—The spirit is upon Babb for his moving spiritual. The lyric has power and the vocalist's sermon is finely backed by piano and organ. (2:40)

★★★ Keep Faith in God—Another fine voice in the gospel world. Babb sings this spiritual with much warmth. He is backed by organ piano and rhythm. (Excellerec, BMI) (3:00)

**EDNA GALMON COOKE**  
 ★★ Don't You Wanna Go — NASHBORO 722—Miss Cooke displays fine voice on this easy rhythm inspirational side. She is backed by chorus and organ and guitar-dominated combo. (Excellerec, BMI) (2:38)

★★★ Jesus Will Never Say No—(Excellerec, BMI) (3:07)

**RHYTHM & BLUES**

**FREDDY KING**  
 ★★ Texas Oh — FEDERAL 12462—Fine instrumental here that's a solid r.&b. dance item. Disk features great guitar work and bluesy line. (Sonlo, BMI) (2:25)

★★★ What About Love—Happy feeling on this blues-like side. King sings in his own particular style with solid beat. (Tarridge-R-T, BMI) (2:44)

★★★ **MODERATE SALES POTENTIAL**

**COUNTRY & WESTERN**

**WAYNE RANEY**  
 ★★ Lonesome Wind Blues (Lois, BMI) (2:34)—★ Lost John Boogie (Lois, BMI) (2:36). KING 5639

**JEFF HUGHES**  
 ★★ Our Spaceman Did Come Back (Cedarwood, BMI) (2:38)—★ I Should've Kept Moving. (Cedarwood, BMI) (2:23). KAREN 59

**BUNNY BRADLEY**  
 ★★ How Much Better Off Would I Be? (BMI)—★ Don't Bring a Friend (BMI). RED-WING 700

**CHARLEY MURPHY**  
 ★★ Good-Bye Mama Blues (Murphy's, BMI) (2:30)—★ Home in Tennessee (Murphy's, BMI) (2:30). TRIANGLE 2561

**BOB CHILTON**  
 ★★ Stolen Kisses and Sneaky Love (American, BMI) (2:30)—★ I Can't Help Lovin' You (American, BMI) (2:19). CREST 1099

**SPIRITUAL**

**SUPREME ANGELS**  
 ★★ Let the Will of the Lord Be Done (Excellerec, BMI) (2:12)—★ Rest From My Labor (Excellerec, BMI) (2:42). NASHBORO 721

**SINGING CRUSADERS**  
 ★★ Jesus He'll Take Me (Excellerec, BMI) (2:47)—★ Baptism of Jesus (Excellerec, BMI) (2:40). NASHBORO 720

**GOSPEL SOLOTONES**  
 ★★ Jesus He'll Take Me (Excellerec, BMI) (2:47)—★ Baptism of Jesus (Excellerec, BMI) (2:40). NASHBORO 720

**MORGAN BABB**  
 ★★ What Is This (2:40)—★ Keep Faith in God (Excellerec, BMI) (3:00). NASHBORO 723

**HARMONIZING FOUR**  
 ★★ What a Fellowship—★ How Great Thou Art (Mana, BMI). VEE JAY 905

**HIGHWAY QC'S**  
 ★★ I Don't Want to Be Lost—★ Where He Leads Me. VEE JAY 906

**RHYTHM & BLUES**

**ROY HAWKINS**  
 ★★ Trouble in Mind (BMI) (2:16)—★ What a Fool I Was (Modern Music, BMI) (2:11). KENT 376

**LLOYD GEORGE**  
 ★★ Sing Real Loud (Travis, BMI) (2:02)—★ Lucy Lee (Travis, BMI) (2:35). IMPERIAL 5837

**INTERNATIONAL**

**BAGHEERA (BLACK PANTHER)**  
 ★★ Un Monde Entier "The World Outside"—★ Bon Voyage. CRI-TERION 1962

**POLKA**

**ART WALUNAS**  
 ★★ You Call Everybody Darlin' (Mayfair, ASCAP) (2:02)—★ Cloverleaf Polka (1:57). HEARTBEAT 1002

**LIMITED SALES POTENTIAL**

**PRENTICE SLADE**  
 Heavenly Angel (Pandora, BMI) (2:28)—Love Talk (Pandora, BMI) (2:05). KING 5630

**THE BOB DAVIS ORK**  
 My Life Begins With You (Consonant, ASCAP) (2:40)—Eastern Slope (Consonant, ASCAP) (2:37). ST. CROIX 52

**EDDY SOSBY**  
 Those Old Friends of Mine (Reliable, ASCAP) (2:45)—Darling You're the Sweetest Girl I Know (Reliable, ASCAP) (2:45). VARIETY 1000

**CAMPBELL BROS.**  
 Have a Heart (Alvera, BMI) (1:58)—Blue Blue Blue (Alvera, BMI) (2:35). ALVERA 1

**LOIS COSTELLO**  
 I'll String Along With You (Witmark, ASCAP) (1:48)—Let Me Be the One (Chicago, BMI) (2:00). VARIETY 1021

**BOB BELLOWS**  
 Tout Doux Tout Doux—Tonight You're Mine. ATHENS 2670

**MARTHA SHANKLIN**  
 Beach Boy (Music Products, ASCAP) (2:34)—The Star of Love (Music Products, ASCAP) (1:55). YANKEE DOODLE 110

**JEWELDINE TAYLOR**  
 Your Choice (Pamper, BMI) (2:43)—Look Who's Talking About Love (Chuck Harding, BMI) (2:00). TEXAS 2655

**JIMMY (T99) NELSON**  
 What Was I Supposed to Do! (Vamalco, BMI) (2:38)—She Was So Good to Me (Longhorn, BMI) (2:03). ALL BOY 8502

**SONNY GEE**  
 Ingrid (Arlen) (1:50)—Tidal Wave (Arlen) (2:00). ARLEN 506

**KATHY WILLIAMS**  
 Six Years of Sunshine (Arlen) (2:00) (Wishing on a Rainbow (Arlen) (2:30). ARLEN 1006

**THE AZTECS**  
 It's You That I Love (Starday, BMI)—The Answer to My Prayer (Starday, BMI) (2:30). ZIN-A-SPIN 002

**SANDY MARSHALL**  
 Full Moon Over High Blue Hill (Cedarlane, BMI) (2:30)—Blue Hill Twist (Cedarlane, BMI) (3:00). BLUE HILL 102

**DOTTIE SARDINHA**  
 In Seattle (B-W, BMI) (1:12)—Because You Love Me (B-W, BMI) (3:14). HILL-TOP 1880

**COLLEEN KAYE AND THE ROCKAWAYS**  
 Tell Me Why (2:34)—Two Girls (B-W, BMI) (2:43).

**COUNTRY & WESTERN**

**LES AND HIS WESTERN PLAYBOYS**  
 It's Rough! (B-W, BMI) (2:28)—Things That Might Have Been (B-W, BMI) (2:15). WEL BURN 103

**HAROLD CROSBY**  
 Gina (Hayride, BMI) (2:00)—Big Boss

Man (Cedarlane, BMI) (2:02). TOP FIFTY 141

**VIRGIL COX**  
 I'll Bet You Didn't Tell Him About Me (Battle, BMI) (2:41)—Here She Comes (Battle, BMI) (1:39). VACA 7

**JOHNNY BOZEMAN**  
 Gardenias (In My Garden) (Burnt Oak, BMI) (1:55)—Pretending (That I'm Happy) (Burnt Oak, BMI) (2:05). SANDY 1035

**RHYTHM & BLUES**

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

**SACRED**

**BUDDY JACK**  
 Satan Lost a Son (Arlen) (2:00)—From the Highway of Sin (Arlen) (2:05). ARLEN 1007

**HOT TO SELL**  
**JUDY JAE**  
 and the Moonglows  
**SENIOR PROM**  
 b/w  
**IVORY TOWER**  
 #JC-635  
**JACOB-CARLE**  
 20 E. Jackson Blvd.  
 Chicago, Illinois

**DIRECTIONAL**  
**NEW NEW NEW**  
**III SOUND III**  
 A PRODUCT OF PREMIER ALBUMS, INC.  
 356 W. 40 ST., N. Y. C.

**Her Biggest Single!**  
**RENEE ROBERTS**  
**"Let Me Love You"**  
 c/w  
**"I Need You"**  
 #6200  
**NEW PHOENIX RECORDS, INC.**  
 Hartland, Wisconsin  
 Phone: Forest 7-2414

**Throughout the World**

Music Record & Phonograph Manufacturers • Music Publishers • Retail Dealers & Wholesalers • Artists & Business Managers • Radio & TV Programmers • Producers, Distributors & Operators of Automatics . . .

**READ—BILLBOARD MUSIC WEEK**

**BECAUSE**—It Tells Them . . . *FAST* and *ACCURATELY* . . . What the People of the World Are Buying and Want to Hear!

THE WORLD'S LEADING BUSINESS JOURNAL  
 IN THE MUSIC-ENTERTAINMENT INDUSTRY

Subscribe Now →

Billboard Music Week delivered each week . . . days ahead of its issue date

**ONLY \$15 A YEAR!**

Austria Belgium Denmark England Finland France Germany (W.) Greece Holland Iceland Ireland Italy Norway Portugal Spain Sweden Switzerland Turkey

Rates for other countries vary due to higher delivery costs. (Will be supplied on request.)

Subscription Order—  
 Name (please print)  
 Address:  business  home  
 City Country  
 My Business Is  
 Payment attached. Bank Draft or International Postal Money Order (at current rate of exchange).

**Billboard Music Week**  
 1564 Broadway, New York 36, N. Y., U.S.A.



# FOLK TALENT & TUNES

By BILL SACHS

When Johnny Cash cut his Columbia session in Hollywood last week, his personal manager, Saul Holiff, received a sample shipment of elk summer sausage and Wyoming buffalo salami from the Rocky Mountain Packing Company of Casper, Wyo. As Johnny cut his sides, along with the Tennessee Two Plus One, Johnny Western, the Jack Halloran Singers and Billy Leibert, Saul served the delicacies to all those present. The sausage tidbits were samples of some of the food to be served at the Cash party to be held in New York prior to Johnny's Carnegie Hall appearance May 10. Prior to hopping into New York, Cash plays Spartanburg, S. C., May 3; High Point, N. C., 4; Columbia, S. C., 5, and Norfolk, Va., 6.

Bill Roberts, of Roco Production, Gastonia, N. C., has been named exclusive agent for Little Dodge City, reproduction of an old Western town in Charlotte, N. C., which opened for the season April 21. Country and western talent will be spotted at Little Dodge City throughout the season which ends Labor Day. . . . Smokey Montgomery Promotions presented a Folk Music Konsurt at the Civic Theater, Fort Wayne, Ind., Sunday (29), with Bill Anderson, of "Grand Ole Opry," backed by Joe Taylor and His Red Birds, appearing as headliner. Also featured were Doyle Wiegold and the Gigantics in a twist exhibition, and Smokey Montgomery.

Bob Neal, of the Wil-Helm Agency, Nashville, announces the addition of three country folk music artists to its talent stable—Bobby Edwards, of Capitol Records, now residing in Nashville; Dick Flood, heard on the Epic label, and Mac Wiseman, well-known bluegrass artist. . . . Roy Clark (Capitol) is set with his guitar and bag of gags at the Lasso Club, Lubbock, Tex., April 30-May 5. He heads back to the Golden Nugget, Las Vegas, at the end of the month. . . . Capitol Records' a.&r. producer, Ken Nelson, spent the Easter weekend with Wanda Jackson and her husband, Wendell Goodman, at their home in Oklahoma City. Wanda was in Nashville April 24-26 to cut another session for Capitol.

The Judy Lynn show, currently at the Golden Nugget, Las Vegas, features Gene O'Neal, of Amarillo, Tex., steel guitarist; Dave Rogers, of Phoenix, Ariz., rhythm guitar and vocals, and Miss Lynn, fiddle, rhythm guitar and vocals. . . . Curley Gold and His Texas Tune Twisters, western swing group, are keep-

ing busy on one-nighters in Northern California. . . . Billy Deaton is currently on tour to promote his new Smash Records release, "Gossip of a Friend" b.w. "What's Fair About Farewell." . . . Robert E. Frick, head of R.E.F. Recording Company, Indiana, Pa., reports that his firm is now handling distribution in the Pittsburgh area for other labels, including Blue Ribbon, Bryte, Rave and Blu-J.

Archie Campbell's "Old Country Church" program, aired weekly via WSM-TV, Nashville, is being eyed for syndication, according to Bob Ferguson, Nashville promoter-manager. The Sunday morning program features choir groups from local churches and specialty numbers by Harvie June Van. Archie plans and hosts each program. Campbell, "Grand Ole Opry" comedian and singer, is routed for Tullahoma, Tenn., May 4; Gainesville, Fla., May 18, and Municipal Auditorium, Little Rock, Ark., June 17. . . . Cheri Robbins, daughter of Mr. and Mrs. Jack H. Robbins, owners of "Cowtown Jubilee," Fort Worth, has joined the group called the Yellow Jackets, which appears on "Cowtown Jubilee" on alternate weeks. Group also works other dates in the Dallas-Fort Worth sector.

Country promoter Don Owens, well known in Washington radio-TV circles for many years, has formed Don Owens Music, Inc., with offices in Arlington, Va., and Memphis. The new BMI firm will publish music, manage acts and produce and promote shows, according to Owens. The firm's first publishing effort was on "Cold Dark Waters," penned by Owens, which RCA Victor has waxed with Porter Wagoner. Release was made last week. Tune was previously issued under the Blue Ridge label. Robert Buckalew, Memphis, is vice-president of the new firm.

Country deejay and promoter, Clyde (Barefoot) Chesser, of KOKE Radio, Austin, Tex., presents his next monthly "CC Jubilee" show at Municipal Auditorium, Austin, May 8, featuring Don Gibson, Ray Price and His Cherokee Cowboys, Claude Gray, Willie Nelson, Claude King and the Geesinslaw Brothers. Chesser will stage his anniversary show June 18, celebrating a full year of presenting his monthly programs in Austin. He reports that his April 2 show, featuring Minnie Pearl and Slim Whitman, drew an overflow crowd. Also on the bill were Roy Drusky (Decca), Roger Miller (RCA), Ray Frushay (Allstar) and Sonny Burns (United Artists). . . . The Jim Denny Artist

Bureau, Nashville, has added Carl Butler to its talent stable.

Hank Snow and His Rainbow Ranch Boys depart May 1 for a 16-day tour of Germany and Italy arranged by the Jim Denny office, Nashville. . . . The Philip Morris Derby Festival Show, being produced for the sixth consecutive year by Jim Denny, will be presented at the Fairgrounds Coliseum, Louisville, May 2. Talent parade comprises Jimmy Dean, Patsy Cline, Carl Smith, Don Gibson, Pee Wee King, Jean Shepard, Hawkshaw Hawkins, Grandpa Jones, the Dakota Cloggers and Tommy Downs. Last year's free show attracted some 28,000 people.

Gene Williams is producer and director of the new country music show, "Cotton Town Jubilee," presented each Saturday afternoon from the stage of the Rosewood Theater, Memphis, and aired over KWAM, Memphis' only c.&w. station. A "Grand Ole Opry" act is featured each week. To date, such names as Bill Monroe, Sonny James, Carl Butler and the Carlises have been spotlighted, with the Carlises slated for a repeat in May. . . . Recent bookings by the Jim Denny office, Nashville, include: Claude Gray, Austin, Tex., May 8; Odessa, Tex., 9, and Oklahoma City, 11-12; Billy Walker, Fort Leonard Wood, Missouri, May 4-5; Versailles, Mo., 6, and Kansas City, Mo., 8-11; Webb Pierce, Carl Smith, Hawkshaw Hawkins, Grandpa Jones and James O'Gwynn for Smokey Smith at the KRNT Theater, Des Moines, May 6.

Western band leader Leon McAuliff has framed a new 12-piece band, which will focus on what McAuliff describes as a "twist beat," which he says is nothing more than the old boogie eight-beat. The new aggregation, comprising all Tulsa, Okla., talent, is fronted by Wayne Johnson and opened as the house band at the Cimarron Ballroom in Tulsa April 14. McAuliff will continue to pilot his present western crew.

John McKenzie, 18 Woodville Avenue, Mile End, Coleford, Gloucestershire, England, is president and secretary of the Country & Western Appreciation Society of Great Britain, formed there recently "to promote good, authentic c.&w. music anywhere that c.&w. music is loved." The organization, McKenzie says, will soon publish a quarterly magazine devoted entirely to the futherance of country music, and he invites suggestions and the co-operation of everyone "genuinely interested" in country music. "We feel," writes McKenzie, "that there is far too much of the 'so-called' c.&w. music and not enough of the 'genuine, authentic' type that we all love so much. The c.&w. music field is becoming too commercialized and the public is being given the wrong impression of our music as these

(Continued on page 41)

As Timely  
as Tomorrow!

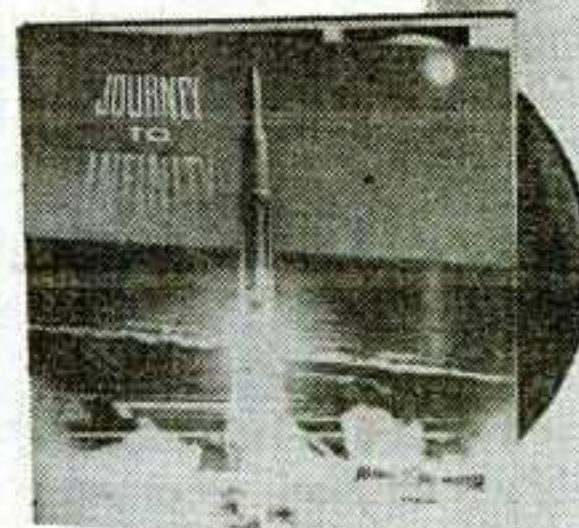
# JOURNEY TO INFINITY

Introduction by  
DR. WERNHER VON BRAUN

8 pages of photographs  
53 pictures in all

Authentic sound  
effects with symphony  
orchestra background.

\$5.98 retail  
STEREO or MONO.



Territories  
still open:  
SOUTHERN  
PENNSYLVANIA  
(Including Philadelphia)

MARYLAND  
DELAWARE  
WASHINGTON, D.C.  
CONNECTICUT  
NEW JERSEY

Distributors interested  
contact  
AUDIO MASTER



Nationally Advertised

Hi-Fi Stereo Review  
High Fidelity  
Television  
Radio

AUDIO MASTER

RECORDING COMPANY

112 JACKSON AVENUE, COCOA BEACH, FLORIDA

PICKED TO BE A HIT IN MANY MAJOR CITIES

Breaking Big Everywhere

TWO GREAT SINGLES

THE PRUNE | TENDERLOIN

b/w

LOOK-OUT  
JC #725

b/w

DREAM SCENE  
JC #745

By ARNIE and his SOUL BROTHERS

The Hit Group directly from the Campus of Indiana University.

JACOB-CARLE RECORDS  
20 EAST JACKSON BLVD.  
CHICAGO, ILLINOIS

DJs, write for samples.

Distributed Nationally  
BROSH RECORDS  
3223 BIRCHWOOD AVENUE  
MILWAUKEE, WISCONSIN

# May Slated as Dave Brubeck Album Month

NEW YORK — At Columbia Records they are calling May "Dave Brubeck Month." In honor of the occasion the firm is going out on a major advertising and promotion campaign for the entire Brubeck catalog, and will feature his new release "Count Down—Time in Outer Space."

During May, the entire Brubeck catalog will be subject to a 10 per cent discount. In addition to exclusive trade and consumer advertising, major point-of-sale promotion materials have been prepared for dealer in-store display, including new window displays and counter cards.

# J. Vogel Sues Over 'Hinky Dinky' Rights

NEW YORK — Jerry Vogel Music brought an action in Federal Court here recently against Mitch Miller, Bernard Geis Associates, Lennie Carroll, Blackwood Music and Random House, charging unauthorized publication of the song "Hinky Dinky Parley Vous," a Vogel copyright.

The song appears in a book entitled, "Sing Along with Mitch," published by Random House, containing music and lyrics of many of the tunes used on the Mitch Miller disks and TV shows. Vogel seeks to enjoin the publication and distribution of the book and seeks coverage for damages sustained.

# Sure to Be Big In Disk Trade

NEW YORK—The biggest man in the record business today is undoubtedly 25-year-old Eddie Carmel, Radar Records' new kiddie disk artist. Carmel is 8-feet 9 1/2 inches tall; weighs 470 pounds, and is currently appearing with Ringling Bros. and Barnum & Bailey Circus at Madison Square Garden.

His first single for Radar features "The Happy Giant" backed by "The Good Monster." For "old times sake," Carmel brought the record up to Billboard Music Week's record review staff in person.

# RiFi Record Execs Conclude N. Y. Talks

NEW YORK — Executives of RiFi Record Company, Milan, Italy, concluded a visit to New York recently.

Those present here were chairman of the board, G. B. Ansoldi, and Alberto Carisch, president of the diskery and general manager of the Southern Music interests in Italy.

While here, the two execs conferred with their American counsel, Richard H. Roemer, and discussed acquisition of additional catalog material for their disk interests.

# Diamond Nabs Bess Master

NEW YORK — Diamond Records, Joe Kolsky's new label, has purchased a master by Good Jelly Bess from Hermitage Records of Nashville.

The disk, "A Little Piece at a Time," has shown some action in Atlanta, Memphis and Charlotte, according to Kolsky. Diamond will distribute the disk through its regular distributor network, but the platter will remain on the Hermitage label.

CHICAGO — Albums by the Platters, Smothers Brothers and University of Northwestern Men's Glee Club have been recorded for Mercury by a.&r. director David Carroll.

The Platters' disks, cut in Hollywood and New York, feature show material. The Smothers Brothers were cut during their recent appearance at the Crystal Palace, St. Louis. The Northwestern singers feature great hymns in their album.

# YES WE ARE GETTING SOMEWHERE!

25 years ago only 1 in 7 cancer patients was being cured. Today 1 in 3 is being saved.

With what science knows about cancer right now, one in two could be saved by earlier diagnosis and proper treatment. Yet every year more than 85,000 Americans still die needlessly.

To learn how you can guard yourself against cancer, call your local Unit of the American Cancer Society or write to "Cancer" c/o your local post office.

**AMERICAN CANCER SOCIETY**

**BILLBOARD MUSIC WEEK BUYERS & SELLERS**

# CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

**RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT**

**RECORD PROMOTION & PUBLICITY**

**NO JOB TOO SMALL—QUALITY PRESSING.** Low cost. House of Wax, 1697 Broadway, N.Y.C., CI 7-2159.

**USED COIN MACHINE EQUIPMENT, PARTS AND SUPPLIES**

**FOR SALE**

**FOR SALE: 10 CUSTOM-BUILT PANORAMS** with Capital Projectors, picture 36"x30", spare parts and films. Very reasonable. Also arcade pieces. Going out of business. Make offer. Charlie Jabaur, 1298 Main St., Columbia, S. C. Phone: days, ALpine 4-9691; nights, SUnset 7-0702.

**POKERING WITH DROP CHUTE—SOME** older games with push chute. If it's parts for Pokering you need, write James Travis, P. O. Box 206, Millville, N. J. np-ja28

**SEEBURG 20-SELECTION WALL BOXES,** good condition. Write and request number of boxes you need. 2 Bally Variety, \$50 each; 3 Bally Gay Time, \$60 each; 1 United Leader Shuffle Alley, \$50. C.O.D. only. DelRogue Music Co., 1110 Acacia Lane, Grants Pass, Oregon. my26

**50 1/4 MASTER BALL GUM OR PEANUT** Machines, \$3.50 each; 20 Advance Model D Gum Machines, less globes, \$2 each; 3 Northwestern Tab Gums, \$12.50 each. Want 1/2 Victor 1/2 Cabinet B. G. Machines. Paul Thomas, P. O. Box 1771, Jackson, Miss.

**BUSINESS OPPORTUNITIES**

**THE COMPANY THAT REALLY GOES** after more business can get more business. Consistent advertising in this Classified Mart is a proven economical way to arouse interest, make valuable contacts and increase sales and profits. Handy order form printed below for your convenience. ch-np

**MISCELLANEOUS**

**DEALERS! PROMOTE JAZZ SALES WITH** comprehensive Jazz Record Catalog. Write for free sample, prices. Jazz Record Catalog, 274 Madison Ave., New York 18, N. Y. ch-ly14

**FOR SALE — EXCELSIOR ACCORDION,** professional model, electronic, sound chambers, new, bargain \$950; originally \$1,375. Miss Schneider, 35 W. 67th St., N.Y.C. SU 7-1130.

**NEW SONGS FOR PROFESSIONAL** Recording artists. Love/or/novelty. Write to R. L. W. Jones, 661 Gladstone Blvd., Shreveport, La.

**SONGWRITERS—NAMES AND ADDRESSES** of 315 music publishers in New York City. Valuable list. Compiled, copyrighted and authentic, \$2 postpaid. Please mention magazine. David Sandwells Enterprises, Box 1531, Ann Arbor, Mich. jy14

**28,000 PROFESSIONAL COMEDY LINES!** Monthly topical gag service, too! Free catalog. Robert Orben, 111 E. Carpenter St., Valley Stream, N. Y. mh14-84

**INSTANT GAGS FOR DEEJAYS! 100 GAG** topics available, such as radio, TV, weather, traffic, etc. Introductory offer on four mentioned, \$5. Write for others. Show-Biz Comedy Service (Dept. MW-1), 65 Parkway Court, Brooklyn 35, N. Y. my13

**EMPLOYMENT SECTION**

**HELP WANTED**

**WE ARE LOOKING FOR A TOP EXPERIENCED** phonograph record rack jobber salesman thoroughly experienced at calling on chainstores, markets, variety, drugstores, etc. Send full resume and snapshot. Write to Box A-252, Billboard Music Week, 1520 N. Gower, Hollywood 28, Calif.

**TOUR GUIDES, SEASONAL, BRONX ZOO,** \$75 per week. WE 3-1500. ch-my14

**SITUATIONS WANTED**

**ARE YOU LOOKING FOR A JOB? OVER** 21,000 Billboard Music Week subscribers will see your message here and the cost is only 75¢ per line per issue. Why not send in your advertisement and check now! ch-np

**EXPERIENCED ANNOUNCER—DJ ADULT** voice, no shouter, 31, single. Middle of the road or country and western. References, no floater, drifter. Prefer Southwest. Box A 251, c/o Billboard Music Week, 1520 N. Gower St., Hollywood 28, Calif. my5

**INDIANA UNIVERSITY STUDENT STUDYING** radio, TV and announcing. Also have teletype experience. 4 years in Air Force. Nearly 1 year CBS, N.Y. Desire summer work. Jerry Thorne, 1011 East Wylie St., Bloomington, Ind. my12

## HERE IS YOUR HANDY CLASSIFIED AD ORDER AND COPY FORM CLASSIFICATIONS

DISPLAY  CLASSIFIED

<p>Check the classification (and sub-classification, if any) in which you want your advertisement to appear.</p> <p><input type="checkbox"/> DISTRIBUTING SERVICES</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Record Distributors</li> <li><input type="checkbox"/> One-Stop Distributors</li> <li><input type="checkbox"/> Phono-Radio-Tape Distributors</li> </ul> <p><input type="checkbox"/> SPECIALTY RECORDS</p> <p><input type="checkbox"/> RECORD ACCESSORIES AND DEALER FIXTURES</p>	<p><input type="checkbox"/> RECORD MFG. SERVICES, SUPPLIES &amp; EQUIPMENT</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Containers, Shipping Supplies &amp; Services</li> <li><input type="checkbox"/> Designing, Printing, Lithography</li> <li><input type="checkbox"/> Pressing, Plating</li> <li><input type="checkbox"/> Record Promotion &amp; Publicity</li> <li><input type="checkbox"/> Recording Facilities &amp; Supplies</li> </ul> <p><input type="checkbox"/> USED COIN MACHINE EQUIPMENT, PARTS &amp; SUPPLIES</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> For Sale</li> <li><input type="checkbox"/> Wanted to Buy</li> </ul>	<p><input type="checkbox"/> BUSINESS OPPORTUNITIES</p> <p><input type="checkbox"/> MISCELLANEOUS</p> <p><input type="checkbox"/> EMPLOYMENT SECTION</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Help Wanted</li> <li><input type="checkbox"/> Situations Wanted</li> </ul> <p><input type="checkbox"/> MUSIC-RECORDS</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Help Wanted</li> <li><input type="checkbox"/> Situations Wanted</li> </ul> <p><input type="checkbox"/> RADIO-TV</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Help Wanted</li> <li><input type="checkbox"/> Situations Wanted</li> </ul>
--	--	---

Use This Space for Your Ad Copy.

---

**1. Number of Insertions** \_\_\_\_\_ **2. Frequency**  Every Week  Every Other Week  Once a Month

**3. Issue Beginning** \_\_\_\_\_ **4. Type of Ad**  Display Style  Regular Classified

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

RATE PER LINE	1 Time	12 Times per year	24 Times per year	52 Times per year
<b>STANDARD RATE</b>	\$1.35	\$1.30	\$1.25	\$1.15
<b>LOCAL RATE</b> (For distributors, one-stops, etc., selling in limited areas.)	.90	.85	.80	.70
<b>EMPLOYMENT RATES</b> (For individuals seeking employment as well as for companies seeking qualified help.)	.75	.75	.75	.75

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

**CASH WITH ORDER. PLEASE!**

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

NAME.....

ADDRESS.....

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

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

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

Now he can  
*Escape*  
Rheumatic Fever



Medical science has scored against a major childhood menace. Rheumatic fever and rheumatic heart disease now can be prevented through prompt treatment of "strep" infections.

For medical advice, see your doctor.  
For more information, ask your Heart Association.  
For greater advances against heart disease,

**GIVE to your HEART FUND**



## BRAZIL

### For the best in RECORDING FACILITIES CUSTOM PRESSING

RCA ELECTRONICA BRASILEIRA, S. A.  
Caixa Postal 8460, Sao Paulo  
Mr. Douglas J. M. Reid, General Manager

## GERMANY

PAUL SIEGEL (BERLIN-NEW YORK), PRODUCER of Telefunken-Decca (Teldec) Records. Disc Jockey: Radio Berlin (SFB). Music Publisher: Hi-Fi Musikverlag GMBH. Cable: Symphonix, Berlin. Telephone: Berlin 247029. Address: Tauentzienstrasse 16, Berlin W30, Germany.

## ISRAEL

ILLAN MELODY PRESS ARE THE ORIGINAL publishers of international hits originating in Israel and your sub-publishers in Israel of the Hits of The World. Illan Melody Press, P. O. Box 6011, Tel Aviv, Israel. Cables: Ismusica Tel Aviv.

## ITALY

### IN ITALY, YOU GET RESULTS WHEN YOU ADVERTISE IN

## Musica e Dischi

Sample copy and rates on request. Write:

Mr. Mario de Luigi, Publisher  
Via Carducci 6, Milan, Italy

## MEXICO

## AUDIOMUSICA

### THE LEADING MUSIC MAGAZINE OF LATIN AMERICA

Popular and Classical Music • Record Reviews • Monthly Best-Seller Charts • Audio • Show Business • Industrial Coverage.

For information and advertising rates, write to:

Otto Mayer-Serra, Editor Audiomusica  
Apartado 8688 Mexico 1, D. F.

### YOUR ADVERTISING GETS

## RESULTS ALL OVER THE WORLD

WHEN YOU USE THIS INTERNATIONAL EXCHANGE . . .

Fred Norsworthy, Jazzline Records, says:

"From our advertisement in your November 20th issue, we were

CONTACTED FROM AUSTRALIA, JAPAN, BELGIUM, GERMANY AND ENGLAND WITHIN TWO WEEKS."

If You're Interested in World Markets, Increasing Profits and International Prestige, Why Not Prepare Your Advertisement Now!!

## UNITED STATES

### WALCO STATI-CLEAN

America's No. 1 Record Spray, also new Electro-Vac and other accessories.

Export Distributor:  
**DARO EXPORTS, LTD.**

424 Madison Ave. New York 17, N. Y.

### RECORDS

Manufacturers' representative, all American brands, low prices, speedy, accurate shipments. Special closeout offerings. Also television, phonographs, radios.

**CARDINAL EXPORT CORPORATION**  
135 W. 29th St. New York City 1

### RECORD EXPORT OUR SPECIALTY

EXCELLENT PRICES  
Prompt, Exact Service  
Our Best Advertisement.  
**ALEX S. ROBERTS ASSOCIATES, INC.**  
99B Beekman Street, New York 38, N. Y.

**AMERICAN RECORDS — LEADING SPECIALIZED EXPORTER OF PHONOGRAPH RECORDS AND PRE-RECORDED TAPES OFFERS ALL BRANDS AT COMPETITIVE PRICES. FAST DELIVERY. EFFICIENT SERVICE. Albert Schultz, Inc., 116 W. 14 St., New York 11, N. Y.**

**UNITED ARTISTS RECORDS LEADS THE CHARTS** throughout the world with such artists as Ferrante & Teicher, The Highwaymen, Al Caola and Gene Pitney from America; Danny Williams, Shirley Bassey and Charlie Drake from England for the U. S. UA is the Proudest Name in Entertainment!

### GENERAL



INTRODUCING IN 1962  
**CBS RECORDS IN EUROPE, LATIN AMERICA, AFRICA, AUSTRALIA, THE MIDDLE AND FAR EAST.**

© "CBS". MARCAS REG. PRINTED IN U.S.A.

**DEALERS!! PROMOTE JAZZ SALES WITH comprehensive Jazz Record Catalog. Write for free sample, prices. Jazz Record Catalog, 274 Madison Ave., New York 16, N. Y.**

### FOR INFORMATION

You can reach the U. S. and World-Wide Music-Record markets regularly, effectively and at very low cost in these columns. For information, contact:

#### ★ ★ ★ EUROPE ★ ★ ★

Arthur Rosett, European Director  
31 Devonshire Place, London W. 1  
WELbeck 0356

'BELGIUM: Jan Torts  
Stuivenbergvaart 37, Mechelen

ITALY: Samuel Steinman  
Piazza S. Anselmo 1, Rome

SPAIN: Jose Maya  
Cea Bermudez 74, Madrid

#### ★ ★ ★ ASIA & PACIFIC ★ ★ ★

AUSTRALIA: Brian Nebenzahl  
P. O. Box 418, North Sydney

HONG KONG: Carl Myatt  
44 Mt. Kellett Road, The Peak

JAPAN: Robert Wynn  
521-3 Chome, Sihimo Meguro  
Meguro-ku, Tokyo

NEW ZEALAND: Fred Gebbie  
P. O. Box 5051, Auckland

PHILIPPINES: Luis Ma Trinidad  
264 Escolta, Manila

#### ★ ★ ★ THE AMERICAS ★ ★ ★

Frank Luppino Jr., International Sales Director  
Billboard Music Week  
1564 Broadway, New York City 36

MEXICO: Dr. Otto Mayer-Serra  
Apartado 8688, Mexico City

PUERTO RICO: Anthony Contreras  
26 Gertrudis St., Santurce

## FAN MAIL GLOSSY PHOTOS

All sizes — quantities — color or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.

### MULSON STUDIO

Box 1941 Bridgeport, Conn.

## ONE-STOP RECORD SERVICE

Complete line of Spirituals, R & B and Catalog Merchandise.

Write to be placed on our national mailing list.

We ship anywhere C.O.D.

### BARNEY'S ONE-STOP

1144 S. Kedzie Ave., Chicago 12, Ill.  
Phone: NE 8-9053

## Reviews of New Albums

Continued from page 30

Most of these pieces have been separately recorded by various name musicians, but this masterful and stimulating recording of these particular works together should make the package a steady seller in its category.

### SPECIALTY LP'S

### ★★★★ STRONG SALES POTENTIAL

#### LATIN AMERICAN

★★★★ EL GRAN MARIO  
Mario Ben-Hayon. Alegre LPA 815—Mario Ben-Hayon was born in Tangiers and grew up in Israel, here he performs folk songs of many lands, combining an Israeli and Spanish style, which makes for an intriguing combination. The chanter handles his folk efforts with warmth and excitement, showing off a strong set of pipes and first-rate guitar work. He has performed in many New York clubs, and this set should introduce him to a wider audience.

★★★★ KAKO Y SU COMBO  
Alegre LPA 813—This is the second release on the label featuring Kako and his ork, and it should please his many followers. Featured with the band on this swinging new waxing, is Chivirico Davila, who handles boleros, plasas and son-montunos, with equal skill. Two of the brightest sides are "El Malo" and "Que Rico." Good wax for the Latin-American trade.

#### FOLK

★★★★ THE GREENBRIAR BOYS  
Vanguard VRS 94 — The Greenbriar Boys are city lads who have adapted themselves to the blue grass musical style as exemplified over the past decade or so by Bill Monroe. They handle a flock of blue grass tunes, both traditional and fairly new, with a sincerity and warmth that has made them favorites among blue grass fans, both city and college. Selections include "Nine Pound Hammer," "We Need a Lot More of Jesus," "Florida Blues" and "Down the Road."

#### INTERNATIONAL

★★★★ GERMAN UNIVERSITY SONGS, VOL. 5  
Erich Kunz, Vanguard VSD 2107 (S)—The previous four albums of this material by noted bass-baritone Erich Kunz, have been received most favorably and this new package should garner strong sales as well. This collection concentrates on the 18th and 19th century love songs, satires, drinking songs, etc. Kunz, who has great warmth and feeling for the material, along with the Vienna State Opera Orchestra and chorus under the direction of Anton Pauk, provide fine listening with "When I Was a Young Bachelor," "The Linen Weaver," "Prince Eugene" and "Now I Mow the Grass Nearkar."

### ★★★ MODERATE SALES POTENTIAL

#### COUNTRY & WESTERN

★★★★ A VISIT TO THE LITTLE WHITE CHURCH  
Buddy Durham, Marion Durham, John Corrigan. Emperor EM-LP-2-62

★★★★ BUDDY DURHAM  
Emperor CP 5615-6

#### JAZZ

★★★★ HOPE-FULL  
Elmo Hope. Riverside RLP 9408 (S)

#### CLASSICAL

★★★★ SHEEP MAY SAFELY GRAZE  
Manhattan Recorder Consort, LaNoue Davenport. Dir. Sheila Schonbrun, Soprano. Classic Editions CE 1049

★★★★ SOLO MUSIC FROM THE EIGHTEENTH CENTURY  
LaNoue Davenport, Recorder; Martha Bixler, Harpsichord. Classic Editions CE 1048

★★★★ THE SILVER SWAN  
Various Artists. Bach Guild BG 624

★★★★ BORIS BLACHER: GOTTFRIED VON EINEM WERNER EGK  
Various Artists. Deutsche Grammophon SLPM 138759 (S); LPM 18759 (M)

#### FOLK

FOLKSONG: U.S.A.  
The Robbinsdale Chorale. Audio Fidelity AFSD 5965

## FOLK TALENT & TUNES

Continued from page 39

'so-called' country artists spew out their pop-styled stuff, leading the public to believe that it is the true c.&w. music. True, as the times change so must the musical environment, but there is no need to commercialize it to the extent that it has been."

Western band leader and singer, Hank Thompson, is doing a five-hour-a-week radio show, produced by Hank and his personal manager, Jim Halsey, in co-operation with Jim Ameche Productions. In addition to music by Hank and his Brazos Valley Boys, the syndicated show features c.&w. disks of the day plus interviews by Hank with top personalities in the business. Show will be taped by Hank while on tour. Some 20 stations are slated to kick off the new program May 1. The first two weeks will feature interviews with Homer and Jethro and Marty Robbins. A different artist and album will be featured on each day's show. Hank invites artist and diskeries to supply him with records for the new seg. His address: Route 1, Box 74A, Park Hill, Okla.

Lea Gibbs, producer of "Country Jamboree," Akron, will again feature c.&w. talent at her park near Uniontown, Ohio, this season. Among the first booked in for the new season are Howard Vokes and His Country Boys, featuring Tex Belin. . . Ernest Tubb and His Texas Troubadours show their wares in Oklahoma and Texas the first part of May. . . Glen G. Paul, formerly of "Louisiana Hayride," Shreveport, has been engaged to handle publicity for Buster Doss, the Cactus Kid, and His TV Pals, currently on tour in Kansas and Nebraska. Paul doubles on steel guitar with the unit, which also includes, besides Doss, Kay Arnold, Jimmy Jay, Don Brumble and Happy the Clown.

### Chi's Kent Firm

Continued from page 5

does a little producing on the side. It recently turned out "Sapphire," by Ze Majestiks, which was just sold to ABC-Paramount. Another, "Hello Baby," by Shot Williams, will be put out by Kent on its own Foxy label. Plans are to distribute it nationally if it catches on.

#### Learned a Lot

Berman, who has the almost way-out background of having been in the hardware business, notes the firm has learned a lot of lessons during the past four months.

"We had one record, for example, 'Lost,' on the Lite label, that took off pretty well and then died. We found it wasn't getting enough air play. Stations said it was too r.&b. Now we know exactly in which direction to go to promote a given disk.

The firm's newest hopeful is "I Don't Love You No More," Jimmy Norman on the Little Star label. Kent claims to have moved some 1,000 in Milwaukee and 3,000 in Chicago, and feels it has some solid strength.

Besides its many singles lines, Kent carries the Prestige stable of albums, including International, International Documentary, Bluesville, Tru-Sound, Near East, Lively Arts and Irish; the Request line of foreign and native folk song albums, and has just added Tamla-Motown's Jazz Workshop line of singles and albums.

## Counterfeit Hearings

Continued from page 4

don Records; Herman Finkelstein, attorney for the American Society of Composers, Authors and Publishers (ASCAP), and Sidney M. Kaye, chairman Broadcast Music, Inc.

Henry Kaiser will speak for the American Federation of Musicians. For the networks there will be Robert V. Evans, assistant general attorney for CBS; Harry Olsson Jr., senior attorney for NBC; Omar F. Elder Jr., counsel for ABC. Douglas A. Anello will testify for National Association of Broadcasters.

Decca Records, Inc., will be represented by Isabelle Marks; the American Guild of Authors and Composers (AGAC) by Leon Kellman; Motion Picture Association of America by Sidney Schreiber, general counsel. Copyright expert Philip Wattenberg will testify, plus spokesmen from government Patent Office, Justice Department, Commerce Department, Federal Trade Commission and Federal Communications Commission.

Subcommittee counsel is Herbert Fuchs, and members of the subcommittee, in addition to Chairman Willis (D., La.), are Reps. Roland Libonati (D., Ill.), J. Carlton Loser (D., Tenn.), William Tuck (D., Va.), Herman D. Toll (D., Pa.), Robert Kastenmeier (D., Wis.), William Cramer (R., Fla.), John Lindsay (R., N. Y.), Charles Mathias (R., Md.), and James F. Battin (R., Mont.).

Unsurpassed in Quality at any Price

Made in the famous studios and laboratories of James J. Kriegsmann

## GENUINE 8"x10" GLOSSY PHOTOS

7¢ EACH IN 1,000 LOTS  
\$9.88 per 100

GENUINE HIGH-GLOSS  
POST CARDS, \$32 per 1,000.  
Copy Negatives, \$1.95.

#### MOUNTED ENLARGEMENTS

Size: One: 2 or more:  
20"x30" . . . \$4.85 . . . \$3.50 ea.  
30"x40" . . . \$7.50 . . . \$4.85 ea.

#### KODAK COLOR PHOTOS

100 JUMBO SIZE . . . \$22.50  
100 8"x10" at . . . 1.10 ea.

PLaza 7-0233



A DIVISION OF JAMES J. KRIEGSMANN

165 W. 46th St., NEW YORK 36, N. Y.

The "LATEST" the "TWIST" pen. Peppermint red and white striped ball pen. Shaped like candy cane with point protector. Samples 50¢ each.

Full price imprint schedule available. Chicago Adv. Spec., 5754 W. Irving Pk., Chicago 34, Ill. Av 3-4122

## RELIABILITY—QUALITY RECORD PRESSING

Originators of the Patented rim drive, thick-thin type record

RESEARCH CRAFT CO.  
1011 NORTH FULLER  
HOLLYWOOD 46, CALIF.

more will LIVE the more you GIVE

## HEART FUND



# Industry Prepares for MOA

By NICK BIRO

CHICAGO — Juke box and amusement game operators from around the country began arriving here last week as preparations for Music Operators of America's 12th annual convention reached final stages.

Prospects of the association substantially increasing both its attendance and exhibitor totals over last year are excellent. Pre-convention registrations are already close to 600. Actual convention attendance should be at least twice this figure.

Exhibitors number 40, representing a good cross-section of the coin machine and record industry firms.

## Program Highlights

Highlights of the business program will include sessions devoted to juke box-record industry problems, copyright, tax and programming.

MOA president, George Miller, arrived here Tuesday (24) to coordinate final convention details with managing director, E. R. Ratajack.

The convention will be concluded, as always, by MOA's gala banquet and floorshow. Entertainment will be by a variety of record stars who to date include Jimmy Dean, Columbia; Li'l Wally and His Harmony Boys, Jay Jay; Tony Morell, MGM, and Norma Rivers, Vassar. Griff Williams' band, directed by Bob Kirk, will supply the music.

## Suspense Added

Some added suspense will be added with the presentation of MOA's first annual MOE awards to the outstanding record company, single record and record artist. Voting was by MOA's complete membership.

The convention could have some

fireworks. Best possibilities are the juke box-record industry panel moderated by BMW's Nick Biro and Aaron Sternfield, and the Copyright discussions conducted by MOA's Miller, Ratajack, and legal counsel, Nicholas Allen.

Both could be interesting if the participants take off their gloves and get down to issues.

## Weigh Convention

Also interesting will be the general appraisal of the over-all convention. Last year's conclave at Miami Beach, Fla., was notably less than a complete success. Exhibitor totals and operator attendance were both off, and MOA nearly lost its head in the explosion of criticism that followed.

A strong showing this year would help the association silence its more verbose critics. It would also help the association move toward an even stronger convention in years to come.

# EUROPEAN NEWS BRIEFS

## British Ops Join 'Jolly Roger'

LONDON—British juke box operators are being invited to membership in "The Jolly Roger Club," which is affiliated with the projected pirate radio ship the "Lady Dixon." Club members will program hit tunes played by the pirate radio, and will receive discounts on certain disks through arrangements to be made by the nautical radio station. Arnold C. Swanson, the 58-year-old Canadian who heads the pirate radio ship project, says the plan is to co-ordinate the efforts of juke box operators and the pirate radio. "The BBC has its program 'Juke Box Jury.' It is a good program and we propose to pay it the sincerest form of flattery by imitating it—but on a grand scale. We intend to have close and continuing liaison between Britain's 15,000 juke boxes and our commercial radio station. We can help the operators save money on their record purchases, and we can help each other with music programming," Swanson said.

## Italians Buy German Games

ROME—Figures just available show that Italy has become West Germany's biggest customer for amusement and payout games. Italy last year imported German games with total value of 1,520,000 marks. Italy's surge to the top of the West German games export list is connected here with development of the Italian market as a transshipment and re-export market. Italy has become the main staging area for coin machine, and particularly game, exports from the Continent to the Orient, the Middle East, Africa and Cyprus. Up to 70 per cent of German coin equipment imported by Italian firms last year was for re-export. Italy has special commercial relations with Africa and Cyprus tracing back to Italy's possession of African colonies. It has established a strong trading position in the Middle East based on petroleum agreements. In general, Italy's position in the re-export trade is based on its maritime position.

## West Berlin Ops Adamant

WEST BERLIN—Operators in West Berlin are refusing to comply with a request by GEMA, the West German copyright organization, that they increase music royalty payments by 20 per cent. The 20 per cent hike is in fulfillment of a recent agreement between GEMA and GVL, the performing artists organization, whereby GEMA collects fees from the operators for the GVL. The operators organization, ZOA, has agreed to allot the GVL 20 per cent of the payment to GEMA, but the West Berlin operators contend that no formal agreement to this effect has yet been executed. The situation at the moment, according to operators here, is that GEMA is obliged to share its lump-sum ZOA payment with the GVL, pending a formal agreement stipulating otherwise. West Berlin operators assail the hike as being in line with GEMA's allegedly dictatorial handling of relations with the operators.

## Payout Rules Tightened

BONN—New legislation restricting operation of payouts has just come into force. The present regulation permitting payouts to be deferred to the end of a 10-game cycle has been rescinded. Instead, play is now on a coin-for-coin basis, with each game as a separate unit. The law's purpose is to reduce the amount of money involved in playing the machines and thus strengthen their character as purely amusement games. A government study shows a sharp contraction in payouts. From a postwar peak of around 75,000 machines, the West German payout count has declined to around 40,000 at present. Parliament has refused to sanction two-mark (50-cent) play, and has served notice on the industry that there can be no guarantee that even the present one-mark (25-cent) limit will be preserved.

## Recruiting Held Illegal

KARLSRUHE—The West German Federal Court has ruled that it is illegal to proselyte key personnel and labor on the basis of confidential relations between two firms. The ruling was issued in the case of two coin machine firms, and the effect will be to curb the wide-open competition among firms for skilled labor. The case which came before the court involved two firms engaged in hot competition. The firms decided to eliminate patently absurd aspects of their competition and co-operate in fields where such co-operation was clearly in the mutual interest. This co-operation eventually was expanded to include the exchange of certain confidential information, including personnel data. One of the two firms then suddenly terminated the co-operation agreement and quickly hired away a number of key executives and engineers from the other firm. The court ruled that the personnel had been lured away on the basis of confidential information, and that the plaintiff was entitled to damages. It was later estimated that loss of the personnel had set the firm back at least a year in its expansion.

## BEHIND THE 8 BALL

# Brewery, Operator Group Sponsor Videocast of Coin Pool Tourney

OMAHA—Music Operators of Omaha together with Schlitz Breweries are sponsoring a citywide pool tournament, aired weekly on WOW-TV (Channel 6) here, in what is one of the most ambitious public relations efforts ever attempted by the coin machine industry.

Called "Behind the 8-Ball," the show had its premiere performance Saturday (14) and is contracted to run 13 weeks.

Basically, here's how it works.

## 6 Games May Be Played on Chi Coin Unit



STARLITE

CHICAGO—Chicago Coin's new Starlite shuffle alley features six different games including Dual Flash-O-Matic, a completely new version.

Like Flash-O-Matic, another game on Starlite, the new version has flashing lights. However, on

(Continued on page 49)

Any tavern with a coin-operated pool table serviced by a member of the Omaha operators association is eligible.

## Taverns Participate

Each week the taverns are invited to send their best player to a city elimination contest. The winner of the elimination plays the previous week's winner on the half-hour television show.

Winner gets \$25; loser, \$10. Both get an appearance on the show and a chance to be seen by their friends and neighbors. At the end of the 13 weeks, the winners play for a grand prize of \$500.

A special point system of play has been devised for the television playoff. The half-hour is divided

into two 12-minute segments. The contestants play for points and the one with the most points at the end of each 12-minute segment wins.

## Acceptance Is Excellent

Public acceptance to date has been excellent. The tournament is getting coverage in the city's daily newspapers and the show's sponsors are being flooded with requests for information about the program and pleas to participate.

Ed Zorinsky, one of the show's original backers, says they're shooting for a second 13-week contract, when they hope to introduce Scotch Doubles tournaments featuring men-women teams.

Although it's still too early to

(Continued on page 49)

## United Bows New Bowler, Shuffle

CHICAGO — Alamo, a new bowler, and Avalon, a new shuffle alley, were bowed by United Manufacturing Corporation last week.

Both feature Line-Up, a new game, plus four other familiar United game versions.

Line-Up has two scores building up at the same time. Regular score is based on pin point count. Player gets 30 for strikes, 20 for spares through the seventh frame. He gets 60 for strikes and 40 for spares in the last two frames.

Meanwhile a bonus score is also

being built by a combination of flashing lights and a "Magic Number" square. The player times his shots to get the number desired in the square. Three numbers in a row score 30, two in a row score 20. Also a bonus score 40 for strikes and 20 for spares.

At the end of the game, player gets an 11th shot. A strike transfers the entire bonus score to the regular score; a spare transfers half the bonus score.

Also featured on both models are Regulation, Bonus, All Spares and All Strikes.

Alamo, which replaces Holiday in the United line, comes in 13 and 16-foot lengths plus extensions; Avalon, replacing United's Crystal, comes in the standard 8½-foot shuffle alley length.



AVALON



ALAMO

# British Tax Break Hypos German Biz

By OMER ANDERSON

LONDON—West German coin machine manufacturers have stepped up sharply phonograph shipments to Britain in the wake of publication of the new British budget reducing appreciably the tax on phonographs.

Bergmann of Hamburg and N.S.M. of Bingen are pressing an all-out sales drive to capitalize on the initial burst of operator enthusiasm generated by the tax cut.

Rock-Ola and Wurlitzer (represented by its German-produced Lyric model) are also intensifying sales activity in Britain.

Bergmann and N.S.M. also will benefit, along with other producers, from the smaller reduction in the British tax on coin games.

**Taxes Sliced**  
Britain's new budget sliced taxes on phonographs from around \$60 to \$90 per machine, and phonograph tax cuts by reducing the rate from 55 per cent of the purchase price to 45 per cent. This reduction also applies to phonograph records.

The purchase tax on amusement machines has been cut from 27½ per cent to 25 per cent. This category includes pinballs, fruit machines, coin-operated kiddie rides, and all arcade games.

There is no change in the tax status of vending machines and non-mechanical amusement equipment. They have been tax-exempt and they remain so.

Changes in the tax rates apply to equipment which are delivered on sale by a registered manufacturer or distributor on or after April 10, 1962, and to imported goods which clear customs on or after that date.

**Rush to Buy**

German manufacturers are rushing equipment to the United Kingdom to exploit the first wave of anticipated buying. It is believed that British operators will rush to buy new equipment under stimulus of the tax reductions and advent of the new season.

The two German firms are building big inventories under a sales promotion policy of "Instant delivery." U. S. and West German concerns are locked in a no-quarter sales battle for the U. K. market, a battle pitting the U. S. prestige box against German economy boxes and superior delivery and service (claim the Germans).

German manufacturers are now seeking to dramatize their instant-delivery "capability." Bergmann and N.S.M. have erected strong sales organizations in the United Kingdom.

Bergmann is represented by Symplay, whose sales manager, Don Arnold, is credited with being one of the most aggressive executives in the British trade. N.S.M. products are distributed by George Whittaker, who is masterminding a sales drive he claims

(Continued on page 46)

## Coin Machine Exports Calendar Year 1961

Country	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
W. Germany .	5,778	\$ 3,512,264	539	\$ 178,011	3,709	\$ 1,075,580	10,026	\$ 4,765,855
Belgium ...	2,698	1,836,887	2,665	823,803	8,685	1,912,791	14,048	4,573,481
France .....	491	357,834	154	79,638	5,915	2,106,418	6,560	2,543,890
U. Kingdom.	630	438,151	186	80,322	6,041	1,728,709	6,857	2,247,182
Canada ....	930	931,322	276	47,697	3,783	790,261	4,989	1,769,280
Switzerland .	781	568,515	93	69,283	861	319,418	1,735	957,216
Italy .....	402	287,280	143	63,291	1,281	410,691	1,826	761,262
Nan Islands .	585	479,957	143	64,810	22	15,685	750	560,452
Japan .....	115	71,960	458	88,570	1,379	340,064	1,952	500,594
Venezuela ..	446	322,346	10	2,122	457	133,714	913	458,182
Netherl'ds ..	177	130,955	334	81,583	767	182,841	1,278	395,379
Sweden ....	129	95,166	63	35,280	1,586	230,664	1,778	361,110
Australia ...	65	44,511	148	37,859	815	154,351	1,028	236,721
Jamaica ...	251	191,176	21	7,420	193	28,322	465	226,918
Chile .....	213	160,167	4	1,980	119	46,443	336	208,590
Ecuador ....	215	150,590	11	5,568	6	1,184	232	157,342
Nicaragua .	164	113,854	38	13,452	—	—	202	127,306
Mexico ....	67	62,955	199	56,914	80	6,306	346	126,175
Peru .....	133	100,844	40	23,691	4	780	177	125,315
Other								
Countries .	720	535,256	855	255,726	3,398	703,640	4,973	1,494,622
Totals ..	14,990	\$10,391,990	6,380	\$2,017,020	39,101	\$10,187,862	60,471	\$22,596,872

## New Games Accounting for Major Share of American Coin Exports

NEW YORK—Some 60,471 juke boxes and amusement games—worth an estimated \$22,596,872—were shipped by United States distributors and manufacturers to foreign countries last year, according to statistics issued this week by the United States Department of Commerce.

American exporters continued to show strength in both new juke boxes and amusement games, but the used juke box market seems to be drying up.

Dollar value of new juke boxes are slightly more than that of new and used games (\$10,391,990 vs. \$10,187,862), while only \$2,107,020 worth of used juke boxes were shipped out of the country.

By units, games lead with 39,101, as compared with 14,990 new juke boxes and 6,380 used juke boxes.

**No Dumping Ground**

Not too long ago, the foreign market—particularly Europe—was the dumping ground for used juke boxes. With West German manufacturers selling low-priced boxes in the international market, this is no longer the case.

There is still no question that U. S. juke box manufacturers have a healthy lead in the international market. A foreign buyer who wants a top juke box for a prime location looks to the United States. He'll generally pay top dollar to get a new box from his distributor. Shipments of new boxes to distributors, of course, are figured in the totals.

But there is little question that lower-priced boxes made by the West Germans, French and Belgians are cutting into distributor exports of used machines.

**U. S. Leads in Games**

In the game field, the U. S. has little competition. True, Germany, with payouts legal, is more nearly self-sufficient than the other leading European buyers of U. S. coin machines.

And the United Kingdom, which also has legal payouts, isn't depending on the American product as it once did.

But payouts are legal in relatively few nations of the world, and these countries look to America for games—to the tune of 39,101 units last year.

**Germans Buy Big**

The booming West German economy was able to shell out \$4,765,855 for U. S. coin machines last year, slightly more than Belgium's outlay of \$4,573,481.

About three-quarters of the German coin ma-

chine import budget for U. S. coin machines—\$3,512,264 of a total of \$4,765,855—went for 5,778 new juke boxes. This is nearly twice as much as the second largest buyer, Belgium, spent.

But the Germans bought only 539 used juke boxes, worth an estimated \$178,001, from the United States. This low figure reflects domestic sales of inexpensive German boxes cutting into used juke box imports.

**Belgians Buy Games**

Belgium, with total purchases of \$4,573,481, continues to be the heaviest purchaser of U. S. games—8,685 units valued at \$1,912,791. A good percentage of these games, however, do not remain in the country long. They are transhipped all over Europe.

And Belgian purchases of used phonographs are fantastic—2,665 units valued at \$823,803. In terms of units, this is 40 per cent of the entire U. S. used machine export market. In terms of dollar value, it is slightly more.

**France Major Buyer**

For the first time, France emerged as a major buyer of U. S. coin equipment, topped only by West Germany and Belgium.

French purchases of U. S. games—5,915 units valued at \$2,106,418—were topped in units only by Belgium and the United Kingdom, and in value only by Belgium.

France's purchases of juke boxes were still relatively modest. The French bought 491 new juke boxes valued at \$357,834 and 154 used juke boxes valued at \$79,638.

The increased game purchases reflect the improved economic condition of France, with the resulting lowering of import restrictions on non-essentials. A few years ago, one had to be a master on international intrigue to get a game in the country.

The relatively small juke box purchases may reflect the activity of the nation's infant juke box manufacturing industry.

The United Kingdom, with \$2,543,890 in total purchases, was fourth on the list, with amusement games accounting for most of the total.

Despite the popularity of payoff machines in the United Kingdom, the British were still able to buy 6,041 games valued at \$1,728,709.

Others who topped the \$1 million list were Canada and Switzerland, while Italy fell just short with purchases of \$957,216.

## DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

GOOD LUCK CHARM AND ANYTHING THAT'S PART OF YOU	ELVIS PRESLEY RCA Victor 7992
SHOUT (Part I) AND SHOUT (Part II)	JOEY DEE & THE STARLITERS Roulette 4416
EVERYBODY LOVES ME BUT YOU AND HERE COMES THAT FEELING	BRENDA LEE Decca 31379
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
JAM (Part I) AND JAM (Part II)	BOBBY GREGG & HIS FRIENDS Cotton 1003
LOVERS WHO WANDER AND (I WAS) BORN TO CRY	DION Laurie 3123
TEACH ME TONIGHT AND WHEN THE LIGHTS GO DOWN LOW	GEORGE MAHARIS Epic 9504
SCOTCH AND SODA AND JANE JANE JANE	KINGSTON TRIO Capitol 4740
HIT RECORD AND THANKS TO THE FOOL	BROOK BENTON Mercury 71962

## Peach State Sets Service Schools For S. Carolina

COLUMBIA, S. C.—The new branch of the Peach State Trading Company, at 729 Lady Street here will hold its first Wurlitzer service school Wednesday (2), with Harry Gregg, Wurlitzer service engineer, in charge of the session.

Friday (4), the Peach State branch holds another Wurlitzer service school at the Francis Marion Hotel, Charleston, S. C., with Gregg presiding.

Columbia manager Jim Faulk

said the recent opening of the branch drew more than 350 guests in the two days, with representatives of 13 finance companies, five banks, and some of the top brass from Wurlitzer, Chicago Dynamic Industries and the Williams Manufacturing Company attending.

Some 175 meals were served the first day and another 100 the second day. About \$5,000 worth of prizes were given out, with everyone attending getting something.

The 12,000-square-foot building has 3,500 square feet of display area. Parking is provided for 100 cars.

Pictures of the open house will appear in next week's issue of Billboard Music Week.

THREE  
IN  
One  
SOON!

Say You Saw It In  
Billboard Music Week

**BIG SAVINGS**  
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.

**Superman Action Rings Are HOT!**

ONLY **\$14.00** PER 1,000 FOB

FACTORY OR YOUR WAREHOUSE



- Birmingham Vending 440 2nd Ave., No. Birmingham 4, Ala.
- Ely & Co. 2700-2 West Lake Street Chicago, Ill.
- Gruff Vending Supply Co., Inc. 2817 West Davis Dallas, Tex.
- Star Vending Supply Co. 6327 Calhoun Rd. Houston, Tex.
- Northwestern Sales & Service Co. 440 West 36th St. New York 18, N. Y.
- Belo Colo Machine Exchange 609 Spring Garden St. Philadelphia 22, Pa.
- Northwestern Sales & Service Co. 1194 Tremont St. Boston, Mass.
- Operators Vending Machine Supply 1023 South Grand Ave. Los Angeles 15, Calif.
- Oak Sales of Florida 1121 71st Miami Beach 41, Fla.
- Oak Sales 2033 Fifth Ave. Pittsburgh 19, Pa.
- Standard Specialties 1028 44th Ave. Oakland, Calif.

**EPPEY-GUGGENHEIM, INC.**

91-15 144th Pl., Jamaica, N. Y. Ph. AX 7-2900



**ACTION VICTORAMA**

Write for Beautiful Illustrated Circular—Thoroughly Describing Fascinating Action and Play-Appeal of ACTION VICTORAMA... SCRIPTO PEN VENDORAMA Other Money-Making Vendors.  
**VICTOR VENDING CORP.**  
5701-13 W. Grand Ave. Chicago 39, Ill.

**Santa Monica Revises Vend Machine Tax**

LOS ANGELES—Santa Monica has changed its per-machine tax on bulk vending machines to a flat \$20 license fee for the first 50 machines selling edibles for both a penny and 5 cents as the result of conferences with the Western Vending Machine Operators Association, represented in tax matters by Eugene L. Zola. Operators with more than 50 machines in the corporate limits will pay 25 cents per unit.

The move was made following several conferences Zola had with the Business License Review Committee. Prior to his work before this body, the license on penny machines was 50 cents each and \$2 for each 5-cent machine.

In addition to getting the flat rate, Zola was successful in having the council cover the penny and 5-cent machines together rather than separately.

**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 Mdse... 8.50
- ABT Guns... 30.00
- Mills 1c Tab Gum... 12.00
- Model #33 Peanut, 1c... 6.50

**MERCHANDISE & SUPPLIES**

- Pistachio Nuts, Jumbo Queen, Red \$ .64
- 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 .60
- 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's .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.

**IMMEDIATE DELIVERY NEW VICTOR L. C. TOPPER**



1c Mechanism New large capacity for 1175 BALLS of 100-COUNT GUM Equipped with De Luxe base. Standard base optional at same price.

STAMP FOLDERS, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN SALES AND SERVICE CO.**  
MOE MANDELL  
446 W. 36th St., New York 18, N. Y. LOngacre 4-6467

**Female Medico Team Has Proper Prescription for Successful Route**

DENVER — The unlikely combination of a woman physician and a doctor's wife has built up a 1,200-machine bulk vending route here, with about 300 locations in metropolitan Denver. The physician is Mrs. Helen Gibbons, who recently gave up her interest in the route. The doctor's wife is 46-year-old Mrs. Mary Foster.

The firm was founded 11 years ago, when Mrs. Foster, active in business all her life, retired from the ownership of a busy Denver restaurant. Advised by her friend and physician, Mrs. Gibbons, to go into some occupation which would keep her outdoors, she hit upon bulk vending, and immediately began buying established routes.

Within two years, more than 500 machines were acquired, both from established routes, and through direct factory orders, the personable Mrs. Foster going out and selling the locations, setting the machines herself.

**Service Truck**

An extremely energetic woman, Mrs. Foster found bulk vending very much to her liking, so much so, in fact, that she invested more than \$2,500 in the design and construction of a custom-built route and service truck.

Because of an old back injury, she could not bend easily, and thus, invested the extra cost of the truck in a storeroom on wheels which she drives from a standing position, using shelves waist high or higher, for heads, fill packages, parts and tools.

As the route grew to its current 300 stops, in every kind of location from a garage to a creamery, Mrs. Foster had plenty of reason to be thankful for her stand-up custom truck. She suffered a series

of injuries and physical medical troubles, which made it difficult for her to maintain the pace, but enjoyed it thoroughly.

**Inside Work**

Last year, following the retirement of partner Doctor Gibbons, she was again advised to take it easy and now handles all of the correspondence, bookkeeping, and management of the bulk route, while an elderly couple does the physical work, driving the same truck, changing heads, making repairs and filling heads.

While paying two partial salaries has cut down somewhat on returns, Mrs. Foster does not feel that she has lost any rapport with her location owners. Instead, she telephones all of them regularly, explains that her health doesn't permit the heavy lifting involved, and frequently calls on them "just for a social chat."

Foster-Gibbons vends six items, and has always used peanuts as a leader. While peanuts are less profitable, in view of the extensive globe and machine-cleaning requirement, they have been the calling card in landing valuable new service station, garage, factory, and bar locations.

There are many varieties of ball gum and tab gum, candy corn, beebies and jellybeans involved. An expert mathematician, Mrs. Foster has plotted a sales curve for each item per season of the year, and changes the machine contents accordingly—always with measurable success.

In servicing the routes, her two servicemen use both the exchange-head policy, and fill on location, according to the load, sales in the location, and other factors. Around 85 per cent of all stops, however, require no more than a quick exchange operation.

**Tag Reynolds Manager With Ridge Gum Co.**



GEORGE W. REYNOLDS

CLEVELAND — George W. Reynolds has been appointed manager of the wholesale division of Ridge Gum Corporation.

In a recent major expansion move, the newly established wholesale division became the regional headquarters, with warehousing facilities in Cleveland, for Eppy-Guggenheim, Inc., charms.

Reynolds recently owned Ohio Gum Company, bulk vendors, which was bought out by Ridge Gum early last year.

In addition to national coverage of Ridge Gum's mail order operation, his territory for the Eppy-Guggenheim charms operation will be Ohio, Virginia, Kentucky and Pennsylvania.

**SCARE EMS**  
Going Stronger Than Ever!

Operators report machines are emptying faster than ever.  
**GET THE ORIGINAL, GET THE BEST—DON'T USE SUBSTITUTES**

**LARGE FROG** (with dangling legs)—Only \$36.00 per M Capsuled  
**LARGE CRAWFISH**—Only \$36.00 per M Capsuled  
**JR. SCARE EMS**—Only \$30.00 per M Capsuled  
**Large SCARE EMS**—Only \$45.00 per M Capsuled  
**New Six-Inch WORM**, assorted colors—Only \$36.00 per M Capsuled

Write for prices and many new items.  
**PAUL A. PRICE CO., INC.**  
55 Leonard Street, New York 13, N. Y. Cortland 7-5147-8

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

**AMCO SANITARY VENDOR**  
The Finest for Vending Flat Pack Products  
10c, 25c and 50c Operation

Vends flat packs up to 1/8" x 2" x 4 1/4". Advance coin detector with automatic coin return when machine is empty. Separate coin box.

For Details and Prices Write. Wire, Phone Today.

**J. SCHOENBACH**  
Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y. President 2-2900

**NEW IVORY BASEBALL**  
GOLD SEAMS plus 4 other Action Baseball Items.  
Get in swing for the opening of the Baseball Season.

**SURE LOCK**, the perfect capsule. Patent No. 2762411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The **PENNY KING** Company  
2534 Mission Street, Pittsburgh 3, Pa.  
World's Largest Selection of Miniature Charms

**Penny-Nickel ATLAS MASTER Vendors**

**ABP** MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

# United Names Rake as Pa. Charity Dist.

By GEORGE METZGER

PHILADELPHIA — The Rake Coin Machine Exchange here has been named by the United Vending Corporation, a subsidiary of the Oak Manufacturing Company, as Pennsylvania distributor for the firm's sponsorship operation.

The program is geared to benefit retarded children, with every machine bearing the motto, "Retarded Children Can Be Helped," and each piece of ball gum bearing the imprint, "Help." Only two kinds of fill—ball gum and mints—are used.

United is franchising distributors on a State-wide basis, with Rake the 15th such distributor named. Each distributor works with local operators.

### Commissions Donated

Profits for operator and distributor are about the same as they would be in an unsponsored operation.

tion, with the location owner giving up his commission and donating it to retarded children.

Herb Goldstein, general manager of United, is touring the country setting up the program. Each State will have its own plan with the retard children agency in that State keeping all of the money raised within that State.

"United will police this thing very tightly," Goldstein explained. "If anything is ever found wrong, we will withdraw our contract from a distributor at once and the same will happen if he finds any of the operators working under him not keeping a clean operation."

### 10,000 Machines

It is expected to have 10,000 machines throughout Pennsylvania taking in money for retarded children. There are 40,000 such machines on location now in California.

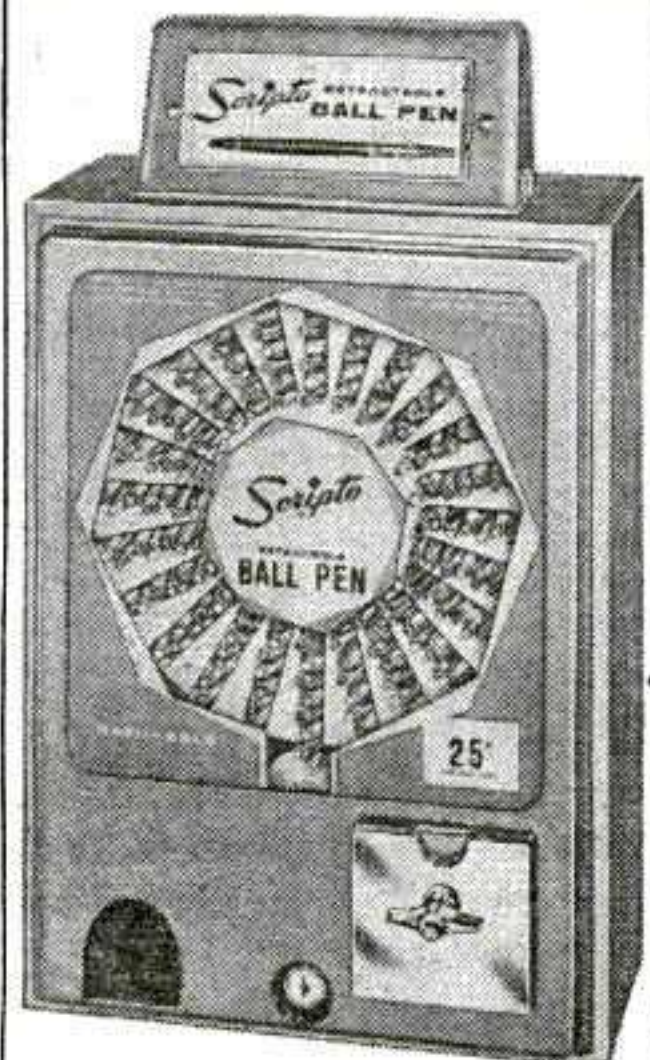
Goldstein said the program was launched only after lengthy study. He told of a pilot program in North Carolina that was run for a year and reaped thousands of dollars for retarded children there.

He was quick to point out that these charity machines will not be put into competition with an operator working a regular commercial route. "We will put these machines in places where they otherwise would not allow penny units," Goldstein explained. "These will be places that wouldn't accept any amount of dollars to allow a machine, but will do it now just for charity."

Goldstein said it is for the same reason the location person is willing to give up his cut.

### Foot in Door

The United Vending official said that this might be a good way for an operator to get his foot in (Continued on page 48)



### SCRIPTO PEN VENDORAMA

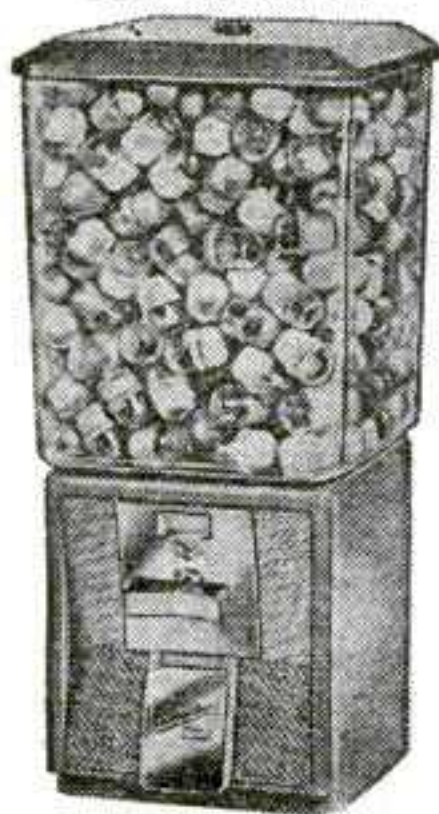
Write for Beautiful Illustrated Circular and Prices.

H. B. HUTCHINSON, JR.  
1784 N. Decatur Rd., N.E., Atlanta 7, Ga.  
Phone: DRake 7-4300

## Northwestern

### SUPER 60

- NO BREAKING
- NO CRUSHING
- NO MISSING



Try one... Learn why other operators find the SUPER 60 their favorite capsule vender.

Getting the Northwestern? It's a newsy magazine. Ask to get on our mailing list. It's free!

WIRE, WRITE OR PHONE.

## Northwestern

### CORPORATION

2521 E. Armstrong St. Morris, Ill.  
Phone: Whitney 2-1300

## BULK VENDING OPERATORS

Thanks for the initial acceptance to our ad in the April 28th issue of Billboard Music Week. The hundreds of requests for additional literature on our complete line of newly introduced BULK VENDING MACHINES, STANDS AND ATTACHMENTS were amazing.

Now it is possible to assemble a large battery of merchandisers in a neat, attractive and practical unit that is more compact and far more serviceable than anything offered in the North American market today. (Many combinations possible.)

### BEAVER

### VENDORS

Patent Pending



Shown above: Deluxe Beaver 8-Inch Plexiglass and the Super-Deluxe Beaver 23-Inch Plexiglass.

### BEAVER CASTING AND VENDING SUPPLY CO.

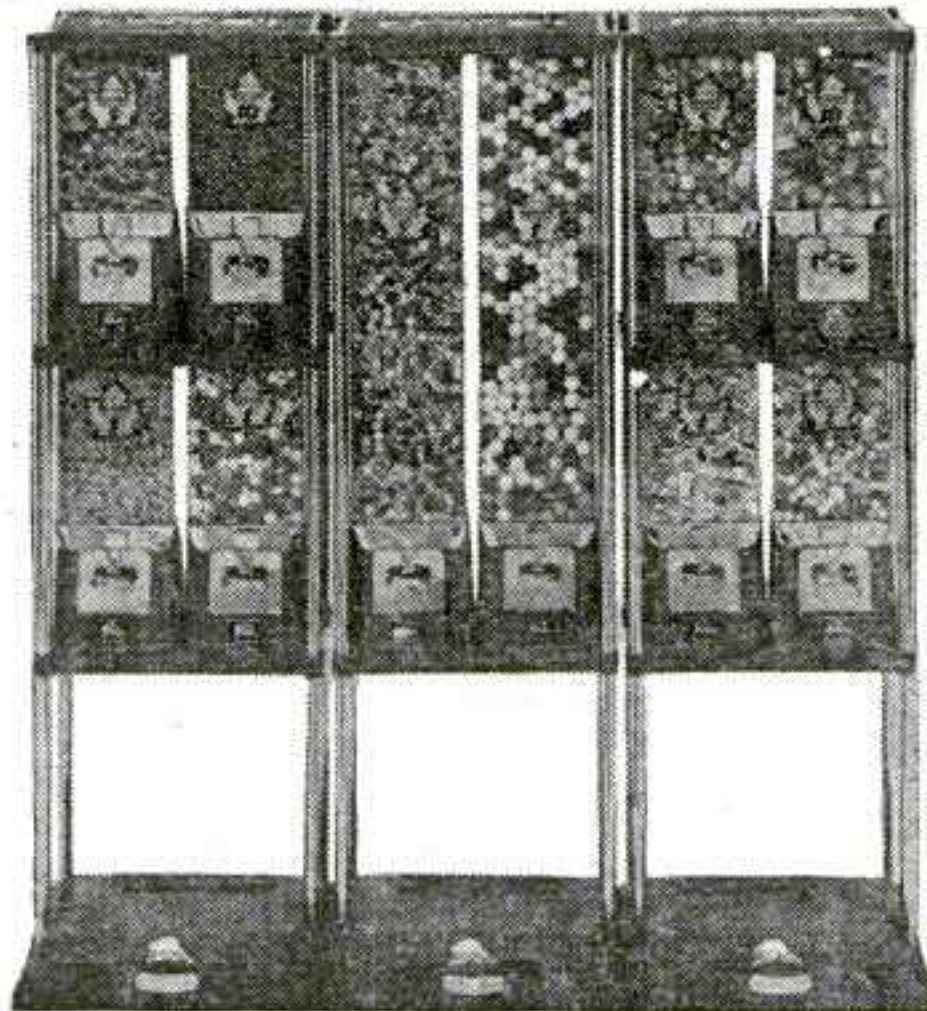
430 COMSTOCK ROAD, SCARBOROUGH, ONTARIO, CANADA

Exclusive Representative in U. S. A.

Send for Catalog Giving Pictures and Details

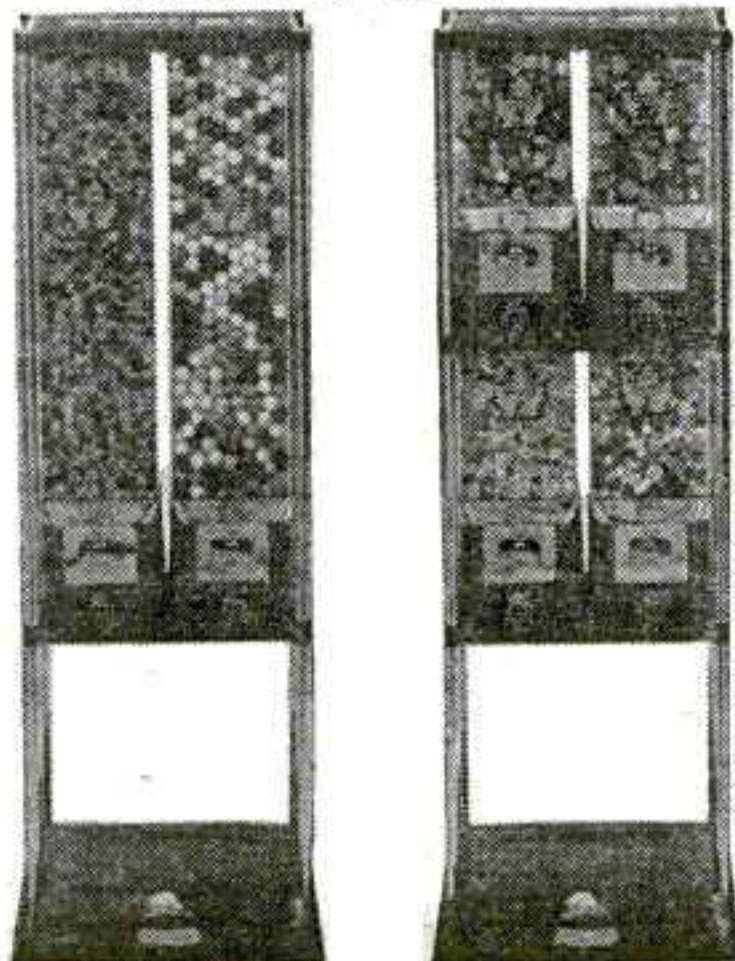
### CAMPBELL VENDING, INC.

541 SENECA STREET, BUFFALO 4, N. Y.



MARK I DELUXE CONSOLE  
Contains 3 Complete Sections, 10 Units

### BEAVER MARK I



Contains 2 Units

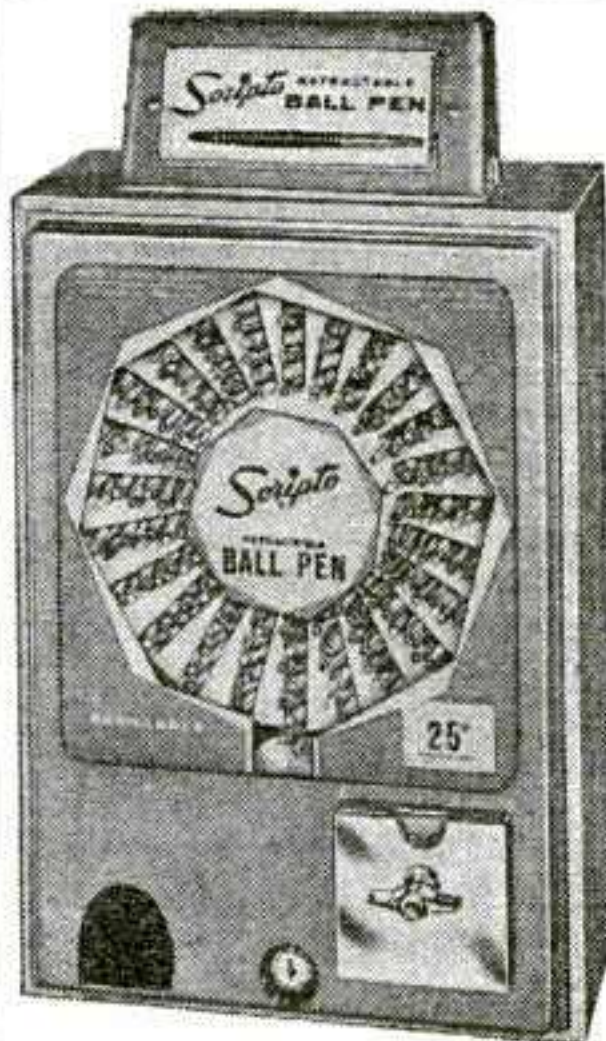
Contains 4 Units

MAY 5, 1962

BILLBOARD MUSIC WEEK 45

## J. SCHOENBACH

Distributor For  
oak Manufacturing Co., Inc.  
715 LINCOLN PLACE, BROOKLYN 16, N. Y.  
PResident 2-2900  
PHONE or WRITE FOR PRICES



### SCRIPTO PEN VENDORAMA

Write for Beautiful Illustrated Circular and Prices.

GRAFF VENDING SUPPLY CO., INC.  
2817 W. Davis Street  
Dallas, Texas

## oak PROFIT MAKER!

25¢ OR 50¢  
SANITARY VENDOR



The machine that will bring in extra profits for smart operators is this new Oak vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26 1/2" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25¢ or 50¢ coin mechanism. Wall hinge (pat. pend.) simplifies servicing.

**oak**  
MANUFACTURING COMPANY, INC.  
11411 Knightbridge Ave., Culver City, California

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME \_\_\_\_\_  
COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_

Fill in coupon, clip and mail to:

H. B. HUTCHINSON, JR.  
1784 N. Decatur Rd., N.E. Atlanta 7, Ga.  
Phone: DRake 7-4300

We handle complete line of machines, parts & supplies.

In PENNSYLVANIA, DELAWARE, SO. JERSEY, MARYLAND and the DISTRICT OF COLUMBIA

it's RAKE for the OAK PROFIT LINE!

5c, 10c, 25c  
CAPSULE VENDOR

### Capsule Vendor

The 25c Vender that has the whole trade talking. This machine can pay for itself on one loading. This Capsule Vendor vends lighters and a select assortment of jewelry items being shown by Oak factory authorized dealers. Innumerable items in standard capsules will make the 25c Vender a great profit producer for you.



\$17.95

### BIG LEAGUE

#### Ball Gum Vendor

The bases are loaded with profits for the smart operators who install Oak's Big League on key locations. The machine provides a fun filled game while it vends ball gum. Adaptable to any seasonal game and also to present Oak equipment.



\$18.95

### "GOLD MINE"

#### Tab Gum Selector

Vends all popular tab gum. The "Gold Mine" is guaranteed mechanically perfect and is shipped complete, ready to operate. Conversion Head fits your present standard Acorn Vendor!



\$22.95

### "ACORN"

#### All Purpose Vendor

The all-time favorite of the vending business. Vends all 1c and 5c bulk merchandise. Guaranteed mechanically perfect—the one machine with virtually no depreciation. Today's Acorn looks the same as the original.



\$15.95

Time payments available. Liberal trade-ins. Prices F.O.B. factory.

Send for new catalog.  
1/3 deposit on all orders, balance C.O.D. Send payment in full on all orders under \$20.00.

## RAKE COIN MACHINE EXCHANGE

609-A Spring Garden Street, Philadelphia 23, Pa.

WAlnut 5-2676

EDITORIAL

# Damn the Laws

The headline of this editorial seems like strange advice for a consultant of police administration to give to one of the South's largest police forces—but that's the essence of what was told to the Little Rock Police Department by Donald S. Leonard of Detroit, who did a survey of the department in 1958-'59.

Last week, Leonard gave the Little Rock city fathers some advice on how to solve the community's "pinball problem." Leonard noted that the State of Arkansas does not ban pinball machines, nor does it permit cities to outlaw the machines.

As in many other States, and in many other communities, Arkansas and Little Rock do ban gambling on pinball machines, however.

But Leonard allowed how this process—the due process of law—is a little too slow for his tastes. He contends that it is difficult for police to make arrests, and adds that the State Legislature is in no great rush to ban all coin-operated amusement devices—or to allow the cities to do so.

Leonard has a simple solution: Tax the machines to death.

This line of reasoning is akin to a dentist's extracting all his patient's teeth because he is unable to locate the one that is causing the toothache.

The Arkansas law is fairly simple and sensible. It says that a man has a right to earn a living by operating amusement devices and that no municipality in that State has the authority to deny him that right.

It also says that the municipalities have the right to prohibit gambling. It does not confuse the two.

Now if the Little Rock police cannot find enough evidence of gambling to suit them—or is the effort required to uncover violations of the gambling law is considerable—that's exactly as it should be.

Gambling is a crime, and evidence of crime should be gathered painstakingly. Making the job easy for police is not the prime consideration. Protecting the rights of the innocent is.

Here is an extract from Leonard's report:

"Because of the provisions of State law, the city of Little Rock is powerless to prohibit the licensing and operation of such amusement devices. While it is true that the illegal operation of such devices is not permitted under State law, nevertheless it becomes a burden of the police to establish the fact that such machines are used in violation of the gambling laws. Efforts to amend the State law by permitting municipalities to outlaw these devices have been unsuccessful."

Leonard says in effect that police must gather evidence to make arrests, and that the gathering of evidence is a burden.

That's utter nonsense; the gathering of evidence is their job.

He is unhappy that State law does not ban pinball machines, or will it allow municipalities to do so. Evidently, that's the will of the people of Arkansas.

So Leonard suggests that the will of the people be ignored and that a confiscatory tax will take the place of an outright ban.

This attitude is utter contempt for the law—and it behooves one who makes a living at law enforcement to propose such action.

# W. VA. RULES PINBALLS AREN'T GAMBLING UNITS

CHARLESTON, W. Va.—Pinball machines—either single or multiple coin—are not in themselves gambling devices according to West Virginia law.

That was the ruling handed down by Attorney-General C. Donald Robertson last week. At the same time, Robertson urged law enforcement officers to be on the lookout for those who give merchandise or cash based on the unplayed free games registered in the machines.

Robertson cited a State Supreme Court decision which held that while a device may be used for gambling unlawfully, it may also be used for amusement.

He noted that nowhere in the West Virginia statutes is there any specific prohibition against pinball machines.

### Three Elements

Robertson pointed out that West Virginia law requires that three elements—consideration, chance and prize—are essential to a lottery.

He added that "we find no difficulty in determining that the placing of a coin in one of these machines constitutes a consideration, and as a result thereof, one of the essentials of a lottery.

"As to whether or not chance thereafter predominates over skill is a matter of conjecture and must be determined by the specific characteristics of each particular pinball machine and the player's ability to operate and maneuver the machine, thereby affecting the general result of the game. Thus, the element of chance is somewhat undeterminative.

"Be this as it may, the most perplexing of the three elements of the lottery is prize. The statute refers to money or other things of value. The only thing received by a player of a pinball machine, if anything, is a free game. Our Supreme Court has never decided this question, whether or not a free game, which a player may receive, is a thing of value."

But Robertson said he felt the Supreme Court would decide a free game is not a thing of value without proof that it could be traded for money or merchandise.

## British Tax

• Continued from page 43

will make the N.S.M. Fanfare Silver juke box the most widely-sold box in the British market.

Fanfare, a super-economy box, at present is the fastest-selling box in the United Kingdom.

### Air Delivery

Bergmann and N.S.M. are air-freighting boxes to Britain to keep inventories abreast the current sales offensive. Parts are air-freighted routinely to the U. K. as well under the instant-delivery program.

The two German firms have been patiently cultivating the British market almost from the beginning of the postwar German coin machine boom. The Germans enjoyed the tremendous advantage of the United Kingdom's dollar currency controls prior to 1959, these controls practically excluding new American equipment from the British market.

Rock-Ola, which supplies the British market from the German assemblies of Al Adickes Nova Company in Hamburg, is also a strong contender in the U. K. Rock-Ola has the particular advantage of Adickes' long personal experience in the British trade, Nova's chief having worked in Britain as a coin machine salesman for many years.

The Germans are reaping a gratuitous sales advantage at the moment accruing from prospective British entry into the European Common Market. The Germans are hard-selling British operators with the argument that American machines face increased tariff handicaps once Britain joins the super-market.

# THREE in ONE IS ON THE WAY

## AMI MUSIC FOR QUICK SALE

All Perfect Ready to Go

	Each
7 G-200 .....	\$250.00
1 H-200 E .....	395.00
7 H-120 .....	350.00
2 H-100 M .....	275.00
6 I-200 E .....	495.00
4 I-200 M .....	395.00
11 J-120 .....	445.00
1 J-200 E .....	595.00
5 J-200 M .....	495.00
7 J-120 .....	525.00
1 Continental #1 200 S ...	745.00
3 100-M Lyric .....	595.00
1 K-200 A .....	725.00
4 K-120 .....	745.00
8 K-100 AS .....	745.00
1 K-100 A .....	695.00

All Prices Quoted Crated F.O.B. Phila.

WIRE—PHONE—WRITE TODAY  
Send for Complete Lists

ARCADE—GAMES—BINGOS  
RIDES—MUSIC—etc.

### DAVID ROSEN

Exclusive A M I Dist. Ea. Pa.  
855 N. BROAD STREET, PHILA. 23, PA.  
PHONE: CENTER 2-2903

## California Shuffle Tourney Under Way

MARTINEZ, Calif.—The California State Masters Tournament, sponsored by the American Shuffleboard Company, gets under way

Friday (4). Trophies and cash prizes for the three-day tourney amount to more than \$1,000, according to Sol Lipkin, ASC field sales director.

All games will be played on ASC shuffleboards under ASC rules. First prize is \$500 and a trophy.

see this one  
and you really!  
see something!

# Peek-A-Rama

SEE IT AT THE M.O.A. CONVENTION

ONLY  
WURLITZER  
HAS THE  
TEN TOP TUNES

THREE  
IN  
One  
SOON!

# Memo

## TO ALL MANUFACTURERS AND SUPPLIERS

Time Is Short

Get your M.O.A. Ad Plans Finalized Immediately

SPECIAL BILLBOARD MUSIC WEEK M.O.A. ISSUE will be dated Saturday, May 12.

DISTRIBUTED Sunday, May 6.

AD DEADLINE Wednesday, May 2.

Free distribution of this important M.O.A. issue at the Billboard booth during the entire convention.

Mail Advertising Instructions to:

# BILLBOARD MUSIC WEEK

188 West Randolph Street

Chicago 1, Illinois

Phone: Central 6-9818



# Plush Chi Arcade Opens June 1

CHICAGO—What promises to be the city's largest and plushiest arcade is being readied for June 1

opening in the heart of downtown Chicago.

The owner, appropriately enough, is Bob Baer, a coin machine and arcade veteran of more than 30 years.

Baer last operated the well-known arcade site at State and Randolph for some 11 years. Business stopped when the building burned down a year ago. Now a new and larger building is being erected on the same site, and Baer's Treasure Chest will occupy the first floor.

### Sky's the Limit

If anyone has any doubts about the arcade business, one session with Baer will end them. The amusement game veteran feels business was never better, and that as far as the future is concerned, the sky's the limit.

Baer is backing up his conviction with a lot of time, energy and hard cash.

Although he isn't publishing figures, the investment in his new operation is sizable. Over 4,000 square feet of space is being used. Address is 19 West Randolph Street, right in the heart of the Loop and the city's prime rent district.

Appointments are also plush. The entire arcade will be air-conditioned and pleasant background music will be piped into the amusement-minded customers.

A 19 by 13-foot flashing sign will proclaim Baer's Treasure Chest the length and breadth of downtown Randolph Street.

On the inside, the games and arcade pieces will run the gamut of everything that's currently available. Bowling alleys from 31 to 41 feet will be used, as will gun games, shuffle alleys and baseball games. There will also be the old arcade standards like picture machines, photo machines and name-plate stamping machines.

One area of the arcade is being set aside for over-the-counter sales, where Baer will merchandise magic and novelty items.

Baer's formula for operating is an interesting blend of promotion and tasteful restraint. He feels you have to have a lot of the old, razzle-dazzle promotion to get the people in the place to start with. "You have to make it interesting for them; get them to come in, browse around. Then if you have the right equipment, they'll take time to spend money."

Baer, however, feels everything must be conducted on "a nice level." He feels the future of the entire arcade business is dependent on this one point. If people have confidence, if you have some class in your operation, people will come in and, more importantly, they'll send their kids in, he points out.

### Kids Count

"We do a large percentage of our business with children," he notes, "always have, and certainly expect to now."

"We try to act accordingly. If a kid appears to be spending over his head, we try to find out if he has his parents' permission or approval. Sometimes, kids will come in, spend a little money and then find they have no carfare to get home. If this happens, we give them carfare and send them on their way."

"Often parents will send their kids here and try to reach them by phone later. For this we're setting up a paging system so the kids can be in constant touch."

"In our last location," said Baer, "mothers would often drop off their kids for an hour or two and go shopping, picking up the kids after they were through. We expect to keep up this type of trade and atmosphere."

MAY 5, 1962

BILLBOARD MUSIC WEEK 47

## Elect Maxfield V.P. Of Automatic Canteen

CHICAGO—Donald V. Maxfield was elected vice-president and treasurer of the Automatic Canteen Company of America, and Arthur M. Wirtz was named to the board in a board election held here last week.

Maxfield, formerly vice-president and comptroller of the Continental Casualty Company, succeeds Theodore M. Kobza, who resigned as treasurer.

Wirtz is president of Wirtz, Haynie & Ehart, a real estate firm; chairman of the American Furniture Mart Corporation; a director of the Chicago, Milwaukee & St. Paul Railroad, and president of the Chicago Stadium Corporation.

## ARCADE EQUIPMENT

GUNS	
Chicago Coin Playland	\$350.00
Gun Club	350.00
Midway Shooting Gallery	325.00
Wild West Shooting Gallery	225.00
United Bonus Gun	195.00
State Fair	150.00
SHUFFLE ALLEYS	
United Regulation	\$135.00
Koenig Jewel Alley	195.00
Chicago Coin Bowling League	75.00
BASEBALL GAMES	
Williams Official Baseball	\$375.00
Bally Big Inning	175.00

**W. B. DISTRIBUTORS, INC.**  
1012 Market Street, St. Louis 1, Missouri  
EST. 1932

## WILL PAY CASH

for

## AUTO TEST 60's

WRITE—WIRE—CALL

### MIKE MUNVES CORP.

577 Tenth Ave., New York 36, N. Y.  
BRyant 9-6677

# THREE in ONE

## IS ON THE WAY

## FOR SALE GAMES

Chic Coin Bull's-Eye Drop Ball	\$ 65.00
Chi Coin Capri	65.00
Chi Coin Queen Bowler	495.00
Bally Circus	65.00
Midway Shooting Gallery	295.00

## PHONOGRAPH

AMI J200	\$445.00
AMI D80	55.00
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  
Smokeshoppe and Gottlieb.

**Lew Jones** Distributing Co.  
Exclusive Wurlitzer Distributor  
1301 N. Capitol Ave. 329 W. Ninth St.  
Indianapolis, Ind. Covington, Ky.  
Tel.: MEIrose 5-1593 Greater Cincinnati  
Tel.: AX 1-6969

when answering ads . . .

Say You Saw It in  
Billboard Music Week

## WANTED BINGO MECHANIC

NEED EXPERIENCED MAN ON BINGOS FOR LEGAL TERRITORY IN NEVADA

Write, giving past experience, references, age and marital status, telephone number and photograph.

**UNITED COIN MACHINE CO.**  
2621 So. Highland Las Vegas, Nev.  
Phone: DUDley 2-2746

BUY  
*Bally*  
FOR  
**TOP EARNINGS**  
IN  
EVERY TYPE OF LOCATION  
EVERYWHERE

# OPERATORS

*you must attend*  
YOUR **M.O.A.**

## CONVENTION & TRADE SHOW

*to bring yourself up to date learn the facts on:*

- The Copyright Story • The Latest Tax Rulings

## SEE

*The Latest Equipment*

## ENJOY

*The Recording Stars*

OPENS

SUNDAY

May 6 thru May 8

MORRISON

HOTEL

Chicago

# MUSIC OPERATORS OF AMERICA

**NATIONAL HAS IT!  
GOTTLIEB'S FUN-FILLED NEW  
TROPIC-ISLE**

CLIMBING MONKEYS IN LITE BOX!  
Monkey Feature Carryover! Match  
Feature! Exciting Playing Field Action!  
Here's "monkey business" that means  
climbing profits for you!  
N. ILLINOIS, N. INDIANA and  
IOWA OPERATORS—ORDER TODAY!

**BEST BUYS of the WEEK!**  
Completely Reconditioned  
Wms. 1957 BASEBALL ... \$165  
Wms. OFFCL. BASEBALL ... 325

**WANT TO BUY  
GOTTLIEB**

LITE-A-CARD • ATLAS • CONTEST  
CAPT. KIDD • SWEET SIOUX  
MADEMOISELLE • WAGON TRAIN  
TEXAN • MERRY-GO-ROUND  
KEWPIE DOLL • FOTO FINISH  
OKLAHOMA • FLYING CIRCUS  
SHOW BOAT • LANCERS  
CORRAL • BIG CASINO  
**TOP PRICES PAID!**

**NATIONAL  
COIN MACHINE EXCHANGE**  
1411-13 Diversy Chicago 14, Ill.  
BUckingham 1-8211

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

**FOR SALE**

40 Coin-Operated Machines.  
St-Typer, Guns, Rides, Scales.  
All for \$1,000 in your truck.

**S. R. SCULL**  
2112 Boulevard Ship Bottom, N. J.  
HY 4-4291

**We Want To Buy and  
Will Pay Cash for the  
Following Machines**

The machines are to be complete, no  
missing parts, and you crate them for  
export.

Keeney Deluxe Red Arrow	Bally Lotta Fun Bally Challenger—14 ft.
United Bowl O Rama	Auto Bell Circus and Circus Days
Bally Bank Ball—new	Wurlitzer 1800/1900/2104/2150/2250
Ami H-200E	
Keeney Sweet Shawnee	

**ALL WILLIAMS AND GOTTLIEB GAMES  
BINGOS**

Big Show	Carnival Queen
Sun Valley	County Fair
Beach Time	Touchdown
Ballerina	Show Time
Roller Derby	Cypress Garden
Key West	Sea Island
Miss America	Laguna Beach

CABLE ADDRESS: REDDING

**REDD DISTRIBUTING CO., INC.**

126 Lincoln Street  
Boston (Brighton) 35, Mass.  
PHONE: ALgonquin 4-4040

SEEBURG DIST. IN 5 STATES—BALLY  
DISTRIBUTORS—CHICOIN FACTORY REPS.

European Representative—Mr. Marinus  
van der Weide, Ingelheim-Rhein-Nord,  
Rheinstrasse 212, Western Germany, tel.  
Ingelheim/Rhein 2658.

**MOA Newsletter**

Music Operators of America's May Newsletter is being reprinted in BMW as a service to MOA members. The Newsletter appears in BMW exclusively and is not being mailed to the membership. The views expressed are those of MOA.

**CONVENTION TIME**

The 12th annual Music Operators of America Convention and Trade Show will convene in Chicago at the Morrison Hotel on May 6-7-8.

This show has all the earmarks of an old-fashioned "whing ding" Coin Machine Show. Not only music machines and their auxiliary and supplementary items be shown. This show will have coin music, vending, games, pool tables, kiddie rides, background music, records, shuffleboards, parts and components, standard pieces and new devices never shown in public before. The trade press will be there. The public press has been invited.

The two convention meetings scheduled for the mornings of May 7 and 8 will provide interesting speakers and present the industry's answers to persistent problems.

The closing night banquet will carry on its traditional success.

The gaps in the booths of non-exhibitors have been filled by newcomers. A major portion of the coin machine industry is signifying its support of the operator by attending this 12th annual conclave.

From the standpoint of exhibitors and space usage, the show at this time can well be deemed a success.

**NOW IT IS UP TO THE OPERATOR!**

For the success or failure of a trade show and convention is measured by "trade attendance." The "trade" is the Operator—for that matter, he is also Host.

Pre-registrations indicate that the show will be well attended. We at MOA want to take this final opportunity to urge each and every coin operator in this nation to attend.

**IF YOU ARE A VENDING OPERATOR, COME!  
IF YOU ARE A MUSIC AND AMUSEMENT OPERATOR, COME!**

**IF YOU ARE A KIDDIE RIDE OPERATOR, COME!  
IT'S YOUR CONVENTION!  
MAKE IT YOUR BUSINESS TO ATTEND.**



**OPERATE  
UNITED**

**Shuffle Alleys  
and  
Bowling Alleys**

WELCOME EVERYWHERE



UNITED MANUFACTURING CO.  
3401 N. California Ave., Chicago 18, Ill.

**BARGAINS  
FOR THE WEEK  
GAMES GAMES GAMES**

**350 OF THEM  
BIG WAREHOUSE  
CLEARANCE SALE**

Received a Large Lot of Guns in Trade, also a Large Lot of Phonographs.

**WHAT DO YOU NEED?  
SPECIALS FOR THE WEEK**

C.C. 16-Ft. Continental Bowler, like new, used very little . . . \$850.00

1 Lot of Older Shuffle Alleys, Bally, United, Chicago Coin—Write for More Information on the Above.

Write or Call Us Collect.  
MAIN 1-3511

Write for Our Price List on Full Line of Coin-Operated Machines.



2315 Olive Street, St. Louis 3, Mo.  
Phone: MAIN 1-3511; Cable: Cendist

**Rake Penny Charity Distributor**

Continued from page 45

the door of a location where he never had a chance before.

All machines and fill will be sold by United to their franchised distributor in each State, who will in turn resell them to his franchised operator as in any other business deal. And this prevents any operator from cutting himself in on the take. The distributor knows how much fill he sold the operator, and he must back a percentage for charity.

Goldstein said he would rather not release the percentage going to retarded children at this time until he cleared it with the charity organization. But he told the writer, who found it surprisingly high. "We have to be very careful in dealing with an organization of this kind," Goldstein said. "We don't want to offend it."

**Sell or Lease**

Just how each distributor runs his State is up to him, but United will oversee the entire operation. Some distributors are going to sell the machines outright while others are going to lease them. But in either case, they still keep a control over the method of operation.

Nate Rake said he is looking for operators to set up charity routes on a county-wide basis in Pennsylvania. He thought it might be an opportunity for new men.

"I will keep a machine on a location in this area for six weeks and then replace it, bringing the empty machine back," he said. "This way I know there are clean machines on the routes plus ex-

actly how much money should be in the coin box.

Another thing about the charity plan is the operator has the locations secured for him by the local branch of the retarded children's organization in his area.

"This is a wonderful opportunity for an operator," Goldstein concluded. "They can help a worthy charity and still make some money to boot."

**Denver Coinmen  
Look Forward  
To Tourist Play**

DENVER — Leading operators report collections as status quo for the past week, an excellent situation inasmuch as play increased heavily early in April, and is holding with good weather. Distributors report sales of 18 new phonographs in the past week for Denver installation, very good for an early summer week. Most operators are looking for an excellent tourist season if for no other reason than last year's was far below par for the Colorado Rockies.

Most impressive movement is in the field of games, with more new amusement machines sold in the first quarter of 1962 than in six months of 1961. As reported before, changes in administration have resulted in a better climate for games, after several years of discouragement.

Leading the parade in collections this past week were: "P.T. 109" by Jimmy Dean, "Slow Twist" by Chubby Checker, "Old Rivers" by Walter Brennan, "The Jam" by Bobbie Gregg, "Two of a Kind" by Sue Thompson, and "Night Train" by James Brown.

Operators who program a lot of old favorites are reporting that string instrumentals seem consistently profitable, as against vocals and ballads.

**Pop-O-Matic Distrib  
In New Headquarters**

ROSLYN, N. Y.—Pop-O-Matic, Inc., local distributor for a coin-operated popcorn machine, this week moved into new quarters at 90 Mineola Avenue here.

Partners in the venture are Nat Cohen and Richard H. Copeland. Cohen is a veteran juke box and amusement machine operator.

Joe Ash says . . .

**CONTACT  
ACTIVE  
FOR PINBALLS**

**THE LARGEST DISTRIBUTOR OF  
PINBALL GAMES IN THE WORLD!**

Exclusive Gottlieb and Rock-Ola Distributor for Eastern  
Pennsylvania, South Jersey and Delaware



**ACTIVE**

**AMUSEMENT MACHINES CO.**

666 N. Broad St., Phila. 30, Pa.  
POplar 9-4495

You can ALWAYS depend  
on ACTIVE ALL WAYS

Write or wire for prices

Exclusive Chicago Area  
Distributor for  
**WURLITZER  
PHONOGRAPHS  
and PARTS**

**IMPORTERS  
SEND FOR  
FREE  
1962 CATALOG**  
64 Pages—Fully  
Illustrated.

**FIRST**

**COIN MACHINE  
EXCHANGE**

Joe Kline & Wally Finke

1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • Dickens 2-0500

ALWAYS  
BEST

NOW  
BETTER  
THAN  
EVER . . .

**BUMPER  
POOL® by**



Completely New. Metal  
Bumpers! Regulation Size.

**VALLEY SALES CO.**

A DIVISION OF VALLEY MFG. CO.

333 MORTON ST. • BAY CITY, MICHIGAN • TWInbrook 7-8387



Blond or  
Mahogany  
NEW DESIGN!  
NEW MECHANISM!

**LARGEST  
EUROPEAN  
IMPORTER**

Will Be Visiting  
With U. S. Coin Men  
May 25, 1962

**INTERESTED IN THE  
FOLLOWING EQUIPMENT**

- Wurlitzer . . . . . 2000 & Up
- AMI . . . . . 120 & Up
- Seeburg . . . . . M-100B & Up
- Rock-Ola . . . . . 1448 & Up
- Gottlieb . . . . . 1956 Pin Balls & Up
- Williams . . . . . 1959 Pin Balls & Up
- United, Chicago Coin & Bally  
Ball Bowling Alleys
- Bally Bingos . . . . . Night Club & Up
- All Types of Guns
- Miscellaneous Arcade Equipment

STATE PRICE, CONDITION and APPROXIMATE QUANTITY AVAILABLE IN YOUR FIRST LETTER.

Quotations must be on the basis of FAS, American Seaport.

Proper packing for export is required and is to be included in quotation. Payment will be cash only . . . we are not looking for any credit arrangement.

**WRITE TO BOX NY 176**

The Billboard  
1564 Broadway, New York 36, N. Y.

**VENDING MACHINE SALESMAN**  
 Experienced, to sell a top line of Vending Equipment in Midwest. This is a tremendous opportunity to join a growing organization.  
**S. L. LONDON MUSIC CO., INC.**  
 3130 West Lisbon Avenue  
 Milwaukee 8, Wisconsin

## Videocast of Coin Pool Tourney

• Continued from page 42

gauge the effect, if any, on pool table interest throughout the city, operators here are confident that business can't help but be improved. They point to the interest in the show as a positive indication.

### Interest Women

Ed Zorinsky said the effort is an out-and-out move to improve the coin machine image. He noted a first step is to get women interested in pool, just as they became interested in bowling and wrestling.

"It's common," he says, "for wives to say to their husbands, 'let's go bowling'; we hope to get them to say 'let's go pooling.'"

The television show is ideally slotted, appearing after the regular

Saturday afternoon baseball game and before a popular bowling show.

Backing the program have been such persons as Hymie and Ed Zorinsky, of H-Z Vending & Sales, local distributors, and Jerry Witt, president of the Omaha operator association. Fischer Sales is furnishing one of its Crown Imperial VII models for use on the television program.

The show is being produced by True Valve Productions, which is also exploring the possibility of extending the program to other areas of the country.

## American Will Show Pool Table

### Chi Coin Game

• Continued from page 42

Dual Flash-O-Matic, the lights continue flashing after the first shot. Thus, if the player doesn't get a strike on the first shot, he still doesn't know what score he will get if he gets a spare on the second. On Flash-O-Matic, lights stop after the first shot and player can see what score he will get if he makes his spare.

Other games on Starlite, which replace Red Dot in the Chicago coin line, including Regulation, Silver Star (same as Red Dot on the previous model but with stars not dots), Super Strike, and 300 Champ.

Starlite also has a new double lip on its coin box making it virtually tamper-proof. The same is attractively decorated in multi-color design, trimmed with stainless steel and has Chicago Coin's new modern cabinet.

UNION CITY, N. J.—The American Shuffleboard Company will show the firm's first coin-operated pool table at the annual convention of the Music Operators of America in Chicago next week.

The Diplomat 7 is a regulation six-pocket pool game, 89 inches long, 49 inches wide and 31½ inches high. Cabinet is mahogany, rails are Formica covered, and the playfield is slate.

Cues are 57 inches and balls are regulation 2¾ inches. Billboard cloth has a rubberized back. Pocket castings are polished chrome.

The drop coin mechanism will take any coin combination. The cue ball is locked at the completion of the game. Cushion rails are permanently locked.

see this one  
and you really!  
see something.

# Peek-A-Rama

SEE IT AT THE M.O.A. CONVENTION

## "Profit-Makers" From chicago coin

- LONG RANGE RIFLE GALLERY
- TRIPLE GOLD PIN
- VARIETY ROLL DOWN BOWLER
- GOLD CROWN

CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

ANOTHER  
REASON  
WHY THE  
ROCK-OLA  
Princess  
PHONOGRAPH  
IS YOUR BEST BUY



look to ROCK-OLA for advanced products for profit

## 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

CC PRINCESS B/A	CC 6 GAME S/A
CC QUEEN B/A	CC DUCHESS B/A
UN. LEAGUE B/A	UN. 7 STAR B/A
BALLY LUCKY ALLEY B/A	
BALLY TOURNAMENT B/A	
BALLY CLUB DELUXE S/A	
CC TRIPLE GOLD PIN S/A	
CC KING B/A	
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

a smart combination of scoring ideas that incite keen rivalry between players and assure steady repeat play

# Williams COQUETTE

2 PLAYER

### Check these FEATURES:



### MOVING TARGET

Scores 100 points when lit.

4 ADVANCE BUMPERS and 2 Rollover Buttons change values of eject holes at random.

A and B TARGETS double eject hole values.

TOP ROLLOVER BUTTON lites two jet bumpers for 10 points.

MOVING TARGET has powerful appeal.

MATCH FEATURE for big bonus player appeal.

Plastikote finish long life playfield resists wear.

Stainless Steel Moulding with chrome covers.

You must see and try Williams Coquette, the table that attracts and holds heavy competitive play.



- Slug Rejector
- Locked Cash Box

3 or 5 ball play. Available with single or twin coin chutes.



Williams ELECTRONIC MANUFACTURING CORP.  
 4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

BUY THE BEST-BUY WILLIAMS

GETS THE PLAY!

Deluxe in every detail! Beautifully illuminated playfield! PLENTY OF ACTION!

SEE IT! TRY IT!  
 order WITH ABSOLUTE CONFIDENCE THAT COQUETTE IS THOROUGHLY PROFIT TESTED!

# Comic Foster Tops Op Bill

WHITE PLAINS, N. Y.—Phil Foster, popular comic who has been appearing regularly on the Mike Wallace television show, will emcee the 11th annual dinner of the Westchester Operators Guild, to be held May 22 at the Tropical Acres Restaurant, Yonkers, N. Y., Harold Rosenberg, program chairman, announced this week.

Rosenberg also said that the Don Joseph ork will play the affair. Several top recording stars will also perform, with announcement to be held until a week before the show.

The Westchester affair generally draws a sellout house, with top distributors, operators, manufacturers representatives and record company personnel attending.

# R. F. Jones Holding Seattle Open House

SEATTLE—The R. F. Jones Company will hold open house at its new location at 309 Ninth Avenue North here, the middle of this month, Ralph Cragan, manager, said.

The Jones company is re-entering this area with the AMI and Rowe lines. The company closed its offices here in 1959.

Cragan was transferred here from Los Angeles, where he was in charge of phonograph sales. Also transferred from that office was Leonard Galley, who is service manager. Bryant Feveryear, a veteran Jones employee, was shifted to this area as office manager from Salt Lake City. Ralph Perin will represent the firm in sales in Oregon.

**UPRIGHTS FOR SALE**  
Red Arrow, Wild Cat, Super Wild Cat, Twin Wild Cat, Flash Back, Trail Blazer, Criss Cross, Diamond, Sportsman, El Rancho, Old Plantation.  
**FRANK GUERRINI**  
1211 W. 4th St. Lawistown, Pa.  
Call Collect: 248-9611

**WHAT IS  
3 in 1** ?  
GIVE TO DAMON RUNYON CANCER FUND

**ARCADE TIME IS NOW**

Auto Photo #9 .....	\$895	Mercury Floor Grips .....	\$ 85	United Sky Raider .....	\$225
Auto Photo #11 .....	1,895	Wms. Crane .....	110	Gun Club .....	350
Hi Fly Baseball .....	125	Wms. Pappy the Clown .....	195	Pony Express .....	395
2 Pl. Basketball .....	175	Set Shot Basketball .....	195	Rock & Roll .....	95
Quarterback .....	125	Standard Metal Typewr. ....	225	Rock & Roll .....	95
Motorama .....	175	Sidewalk Engineer .....	125	Cross Country .....	225
Space Age .....	195	K.O. Fiter .....	175	Grandfather Clock .....	225
Keeney League Bowler .....	150	Undersa Raider .....	125	Fist Striker .....	225
Lord's Prayer .....	150	Auto. Drivemobile .....	150	Champion Baseball .....	125
Hoot Mon Golf .....	95	Mido, Silver Gloves .....	150	Keeney Air Raider .....	195
Football Game .....	95	Midget Movies .....	125	Tusko Elephant .....	425
Capitol Panorams .....	325	Mills Panorams .....	495	2 Horse Stage Coach .....	395

**VENDING EQUIPMENT**

Stoner 4-Col. Candy .....	\$125	National, 11 Col. ....	\$165	Spacarb 3-Sel. Cold	
Stoner 8-Col. Candy .....	145	National, 9 Col. ....	110	Drink .....	\$195
Stoner 8-Col. Show Md. ....	155	Lehigh, 10 Col. ....	125	Spacarb 4-Sel. Cold	
N.W. Sweet Sixteen .....	195	Lehigh, 12 Col. ....	135	Drink .....	225
Lord's Prayer .....	150	Avenco Coffee & Choc. ....	175	Cole 4-Sel. Cold Drink .....	325
Continental 20-Sel. Cigt. ....	195	Hebel Coffee & Choc. ....	175	Cole 4-Sel. Cold Drink .....	395
Continental 30-Sel. Cigt. ....	225	Vendo 210 Milk .....	395	Hebel 5-Sel. Ice Cream .....	175
Smokeshop, 18 Col. ....	150	Vendo 210 Ice Cream .....	395	Weich Grape Juice .....	150

**WANTED TO BUY**

BALLY BINGOS • MIDWAY DE LUXE GALLERIES • WMS. VANGUARD, HERCULES, CRUSADER, TITAN & BASEBALL GAMES • BALLY BASEBALL GAMES • UNITED BASEBALL GAMES, LATE SHUFFLES & BOWLERS • NATIONAL 11-13-22-COL. CIGARETTE VENDORS & 10-COL. CANDY VENDORS.

Distributors for WURLITZER, UNITED, GOTTLIEB & MIDWAY.

**CLEVELAND COIN MACHINE EXCHANGE Inc**  
2029 PROSPECT AVE., CLEVELAND 15, OHIO  
All Phones: Tower 1-6715

**M. S. GISSER**  
Sales Manager

**AMERICAN'S**  
*Imperial*

The **ULTIMATE** in shuffleboards

Watch your profits soar when you operate the

**ALL NEW IMPERIAL!**

Featuring: Totally new, cantilevered scoreboard. New built-in light in scoreboard. New end lamps for beauty and illumination.

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

**ALL DAVIS-GUARANTEED**  
Reconditioned—Refinished Phonographs

**SEEBURG**

AQ160SH .....	\$869
222S .....	669
220S .....	595
201DH .....	575

**ROCK-OLA**

1446 .....	\$125
1448 .....	235

**WURLITZER**

1650 .....	\$89
------------	------

**AMI**

E80 .....	\$85
E120 .....	95

Terms: 1/3 deposit required.

**WORLD EXPORT Corp.**  
WESTERN EXPORT DISTRIBUTING  
Exclusive Seeburg Distributors  
738 East Erie Blvd. Syracuse 3, N. Y., U. S. A.  
Phone: Granite 3-1631 Area Code 318

**SEEBURG WALLBOX, 3W1, 100 Sel.... \$35**

**UP GO PROFITS**

Like the monkeys climbing the tree—UP go profits when you put TROPIC-ISLE in your locations. It's cute! It appeals to every player! Test reports prove they don't stop 'til they get a monkey in the tree-top. See your distributor today.

**Gottlieb FLIPPER SKILL GAME**

**GOTTLIEB'S**

# TROPIC-ISLE

**Monkeys climb UP the tree! UP go profits!**

- A-B-C-D targets advance three monkeys to tree-top in Light-Box for specials
- Monkey feature carries over from game to game
- 1 thru 5 top rollovers light side rollovers for specials and out-hole for 200 points
- Purple and green rollover buttons light pop bumpers for high score
- Circular rollunders score 50 points when lit
- Match feature • Sparkling cabinet design

New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

**D. Gottlieb & Co.**  
1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!



## Personalized.

### Artist of the Week Album Packages

Week of April 23—

**JOHNNY MATHIS**  
Live It Up

(Columbia)

**THE CHORDETTES**  
Sing Never On Sunday

(Cadence)

Week of April 30—

**RAY CHARLES**  
Modern Sounds In Country  
And Western Music

(ABC Paramount)

**SAMMY KAYE**  
Sexy Strings and Subtle Saxes

(Decca)

The Seeburg Sales Corporation, Chicago 22

When your name gets star billing you know for sure you're in business. Seeburg's "PERSONALIZED" phonograph is giving this good feeling to location owners from coast to coast. It gives *them* the prestige of presenting personally their great Seeburg Artist of the Week entertainment. They like it. Their customers love it. And now, with SEEBURG DIRECTIONAL STEREO, they can present the finest musical entertainment ever. "PERSONALIZED" is one more Seeburg invention that makes business happier for everyone.

# SEEBURG

**Directional stereo in 33 $\frac{1}{3}$  right at the phonograph**

# DELLA

**SCORCHING NEW SINGLE:  
"ROME ADVENTURE" #8021  
FULL, RICH DELLA DELIVERY  
LUSH ORCHESTRATION...  
BIG PLAY FOR SURE!** 



# REESE

**HER LATEST ALBUM,  
"THE CLASSIC DELLA"  
(LPM/LSP-2419) HAS HIT THE  
CHARTS...NOW WATCH IT ZOOM!  
RCA VICTOR**  
THE MOST TRUSTED NAME IN SOUND 

