

May 8, 1961

# BILLBOARD MUSIC WEEK

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

EDITORIAL

## Sparking 33 Singles

Quietly—and at high echelons—pressure is building in favor of a 33 singles drive entailing the production of a cheap, teen-slanted 33 automatic player. A story in this issue indicates that RCA is giving the matter much thought. One of the chief hurdles, of course, is production cost. Engineers for awhile had despaired of producing an automatic player at less than \$20. Let us hope RCA can solve the problem.

Meanwhile, however, let us propose an easier solution. Why not have several companies back the production and cost of such a player—in the event no single firm cares to foot the total bill? Several companies, thus co-operating, would be serving the best interests of the entire industry.

In fact, it would seem that such a proposal merits the serious consideration and support of the Record Industry Association of America.

We urge that the RIAA examine the problem carefully and weigh the benefits disk manufacturers are likely to derive from a singles promotion centering around a player. In passing, we may point out that a good many years have passed since a cheap player was manufactured and promoted specifically for the teen market.

We also urge that manufacturers examine another—and allied problem of some sensitivity. We refer to the price of singles. A cut in price, coupled with a player promotion, may produce far-reaching results in singles sales. Many labels have already explored the price facet of the singles business and feel that a drastic cut—say 50 per cent—is not feasible. Nevertheless, highly placed manufacturers, of integrity and reputation, have recently indicated to us that a list price level of 65 cents is entirely reasonable.

In the interests of the singles business—and all that it means with regard to the total disk industry—the time has come to sharpen the pencils, burn the midnight oil and do some calculating. It is necessary to thrust aside considerations of greed and rugged individuality and come up with all the facts.

## Industry Anxiously Awaits Low-Cost 33 Disk-Player

NEW YORK — A low-cost 33-speed-only automatic record player may soon make its appearance according to strong rumors heard last week. Long believed by trade-

starts to be a vital factor in kicking off the 33 single era. It records for real, the player, to be manufactured by RCA Victor's instrument division, was said to be virtually ready for the market.

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## SEE RCA CLUB DEAL AS NEAR TO CONCLUSION

NEW YORK — Conclusion of negotiations whereby Reader's Digest would take over the RCA Victor Record Club from the Book - of - the - Month Club were termed "imminent" last week.

A. L. Sole, general manager of the Reader's Digest, affirmed that the wrap-up of the deal could be very close, but added that "it still was not definite."

"We think we may come to a conclusion, perhaps in a week or two or three — but it is still not sure," he said.

It is understood that attorneys for the principals are now seeking to work out final details.

## NAB Convention Spotlights Stereo FM, FCC Role in Radio-TV Programming

### FCC Decision to Standardize FM Stereo Broadcasting Forces Fast Changes in NAB Agenda, Fresh Emphasis

By MILDRED HALL

WASHINGTON — Music interests will be closely concerned with the two biggest topics at this year's convention of the National Association of Broadcasters. The two are: the debut of stereo sound in FM broadcasting, and the future role of the Federal Communications Commission in radio and television programming.

The FCC's recent decision to standardize FM stereo broadcasting on the basis of plans submitted by Zenith and General Electric caused some fast changes in convention preparation and new emphasis on related exhibits and talks. The NAB convention also took on a new interest for many segments of the music industry, from recorders and equipment manufacturers to talent and program suppliers.

The National Association of FM Broadcasters and the NAB's own FM committee covered the field of FM broadcasting, multiplexing and stereo from end to end during the special FM Day, Sunday, preceding the Monday opening of the convention proper (see separate story). Nevertheless, plenty of additional questioning and discussion will go on this week about the for-

*(Continued on page 166)*

## Stereo Singles Hot MOA Topic

By REN GREVATT

NEW YORK—The future of stereo 45 and 33 singles, a question of prime interest among juke box operators, remains as uncertain now as a year ago, as operators again gird themselves for the annual MOA convention.

As music operators turn their

eyes away from Chicago for the first time and head for Miami Beach, it's expected that plenty of discussion will ensue on this matter, which eventually can have a vital effect on collections from boxes.

Does the operator have to have a stereo juke box to be competitive? Even if he does have stereo equipment, is the difference between a monaural and stereo single enough to be concerned about for the average tavern or restaurant listener? If the operator decides he has to have stereo records, will he be able to get them consistently, particularly on hits and at what speed or both? Those are some of the posers that will be aired in the corridors and in the forums at Miami Beach next week.

At the manufacturer level, the consensus appears to be that 45 stereo singles, despite considerable early talk about them two to three years ago, never became a factor in the business. On the 33 stereo single front, it's true that many diskeries have put out disk packs for the Seeburg "artist of

the week" juke program, but this merchandise is based on album rather than individual hit single repertoire.

Of a number of companies checked on 45's, some have never issued stereo records, while others that have seem reluctant to state a clear-cut policy. Neither Columbia, Capitol nor Decca has ever been active with stereo 45's. RCA Victor has not put them out for months. The same is true for ABC-Paramount, MGM and Mercury. Each, however, maintains that it would release such disks if there was a demand for them.

The leading juke box manufacturers have all been represented with stereo boxes for over a year.

*(Continued on page 186)*

## FM CODE HITS 75% OF DISKS

NEW YORK — A. Prose Walker, engineering chief of the National Association of Broadcasters, warned broadcasters and disk manufacturers last week that no more than 25 per cent of existing stereo records are completely compatible with the newly adopted FM stereo broadcast standards.

In line with this, Walker said the NAB is readying a campaign to bring about the formation of compatible stereo standards in the recording industry.

## German Tunes Study Points to Phono's Power

By OMER ANDERSON

WIESBADEN, Germany — A survey by the German disk industries shows that juke boxes make the top tunes.

The survey establishes a close and consistent relationship between juke box top tunes and disk sales. In roughly 8 of 10 top tune case histories, the tune climbed to the top first on juke box play.

Moreover, the survey establishes that, in the case of certain records juke box play alone suffices to spin a platter to the top. A tune in question was "Tom Dooley."

The survey showed that this tune was ignored by German radio stations, but it became a German juke box "Kneller"—a smash success. Soon phonobars were swamped with requests for "Tom Dooley."

Dixieland jazz climbed to pop-

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THE GREATEST NAMES IN COUNTRY AND WESTERN MUSIC ARE ON

DECCA RECORDS

SEE PAGES 8 AND 9

# Bootleg Disk Front Breaks Wide Open in Gotham, East

## Trap Springs at Plaza Hotel, Hooking 4 On Counterfeit Charges; Others in Trials

NEW YORK — Startling new developments occurred here last week on the bootleg record front, with the dramatic arrest of four men in the unlikely locale of the swank Hotel Plaza. The men had been led into the Plaza trap by a burly Nassau County detective, known affectionately as "Big Mike," who had gained the confidence of the ring months ago as a "fellow conspirator."

In other developments, a trial involving three men indicted last summer in Bergen County, New Jersey, on charges of record counterfeiting, began in the county seat of Hackensack.

On yet another front, Kings County (Brooklyn) Assistant District Attorney William Sonenshine sought and received from County Judge Hyman Barshay, an adjournment on the setting of a trial date for a number of other men arrested last December on similar charges. Sonenshine explained that he wanted to look into possible connections between those rounded up last week and the December group. Sonenshine noted that one disk which both groups were accused of counterfeiting was Frank Sinatra's Capitol album, "Nice 'n' Easy." The Brooklyn group consists of Gaetano Vastola, Lawrence Martire, Nicholas del Negro, Jerry Jupperman and Frank Leonard, all of New York, and Charles Polhemus of Utica, N. Y.

### Year's Probe

The arrests in New York last week culminated nearly a year of investigation by detectives in cooperation with the Record Industry Association of America (RIAA). The man known as "Big Mike,"

actually Nassau County Inspector John Lada, and other detective associates infiltrated the counterfeiting ring some months ago. On one occasion, at a meeting of the group in Nyack, N. Y., it was arranged to have the chief of police there, Ray Garrabrant, pay a call at the meeting and assure the men of his assistance in their ventures. This was said to have impressed the men.

When "Big Mike" and his colleagues had amassed more than enough evidence for arrest, a meeting was arranged in a suite in the Hotel Plaza to talk over business matters last Tuesday evening (2). At the same time, a press conference was quietly arranged in another part of the hotel by the RIAA. At a signal, "Big Mike" arose and addressed his "associates" in the following manner: "Gentlemen I have an important announcement to make. You are all under arrest." As this was taking place, the news was announced to reporters gathered for the press conference.

It was reported that the arrested men were astounded at this turn of events. They were charged with grand larceny, conspiracy to violate trade-mark laws and conspiracy to commit grand larceny. Among the records said to have been counterfeited and sold by the ring, in addition to the Sinatra album, was the Command hit package, "Persuasive Percussion." At least 50,000 copies of this were allegedly sold.

The men were arraigned in Nassau County Court, Mineola, Wednesday. All pleaded not guilty.

(Continued on page 169)

## ERROLL GARNER ALBUM IN JUNE

NEW YORK—Erroll Garner's first new album in almost three years will be issued in June or July on the ABC-Paramount label. It will be called "Presenting Erroll Garner." Garner starts in June, after his contract with Columbia expires the end of May.

Garner had not recorded any material for Columbia since about 1958, due to contractual and legal hassles.

## RIAA Takes Look at Merc, Williams Case

CHICAGO — The powerfully backed Recorded Industry Association of America (RIAA) has reportedly taken an interest in a case on appeal in Federal Court here that rules that individual members of a recording group are not bound by the group's exclusive recording contract.

The case, between Mercury Records and Tony Williams, lead singer of the Platters, was won by Williams earlier this year. Mercury subsequently appealed.

Under the decision, Williams, signed to record for Mercury as a member of the Platters, is nevertheless free to appear as a soloist or member of another group, in personal appearances or recording dates for another label.

### Precedent

The decision was particularly significant in that it could set a precedent in the entire field of artist-diskery pacts and have widespread industry repercussions.

RIAA has consulted the well-known Chicago law firm of Kirk-

(Continued on page 167)

## London Deal Cooking to Handle Britain's Oriole Label in States

NEW YORK—London Records is soon expected to be named exclusive State-side distributor for Oriole as well as singles product of Oriole Records, leading indie British diskery. The deal was under discussion here last week in meetings between visiting Oriole mahoffs, Morris Levy and Reg Warburton, and London Vice-President Lee Hartstone.

London has become one of the most active of all firms here in lining up distribution deals with other disk labels both large and small, and in the words of Hartstone, "a deal such as the one with Oriole, if it comes to pass, would merely reflect an expansion of this philosophy to encompass overseas firms as well as domestic ones."

The American London firm is a wholly owned subsidiary of British Decca and for many years released only British product emanating from Decca. Recently, however, Lee Hartstone, on trips to Britain, has acquired State-side rights to two important British hits on other labels. These were the Allison's disking of the Eurovision song contest of the Philips Fontana label and the Brooks Brothers' rendition of "Warpaint" on Pye.

Still on the foreign kick, London has also released the hit Italian Tony, from the catalog of Durium disk, "24 Mila Baci," by Little Records.

### Steady Build-Up

In the States, London has been steadily building up the number of its exclusive distribution deals. The Tennessee-based Hi label, for example, has had six consecutive hits with the Bill Black Combo, through London distribution, while Roy Orbison has had three straight with a fourth moving up on Monument, also in the London set-up. Prior to that, Billy Grammer had a couple of Monument hits and Kathy Linden came through for

several on Felsted, also in the London camp.

The firm also has an arrangement for distribution of product on Buck Ram's Antler and Flair labels, and on the President and Seville labels of Murray Sporn and Eddie Kassner. Just this week a deal was in process with singer-producer Bob Crewe for distribution of his new label, Topix Records. London also is currently distributing such other labels as Tilt, Colonial, Tri (formerly Beacon), Spark, Shell and Gully, Image and Blue Ridge, a country and western outfit.

In the past, London has been known principally for its great opera and classical LP catalog, not to mention a number of hot pop LP's, in addition to package product being released on the low-price Telefunken and Richmond lines. Now a strong and continuing effort appears in the making to keep the company swinging on the singles front with hot product from both domestic and foreign sources.

## COL. LAUCHE SPACE WAXING

NEW YORK — Columbia Records has rushed an album to market in honor of the flight into space by the American astronaut, Shepard Jr., last Friday (5). The record is a CBS Production and was taken from the actual account of the flight as broadcast over CBS by Robert Trout. The album, which is due in stores today, contains the documentary by Trout as well as "The Battle Hymn of the Republic" by the Mormon Tabernacle Choir.

# NAB's FM Day Solid Attraction

WASHINGTON—The day-long event of FM Day (7) at the National Association of Broadcasters' Convention was shaping up to be one of the most memorable in the history of FM broadcasting, as of Billboard Music Week's deadline (5). The April decision of the FCC to authorize stereo FM broadcasting by June 1 was a fitting climax to the rash of stories and special features that have poured off the presses recently on the coming-of-age of this high-fidelity music service in American broadcasting.

Directing and participating in the FM Day programming for Sunday were three of the top men in the radio world: Everett L. Dillard, WASH-FM, Washington, chairman of the FM committee of the NAB; Fred Rabell, KITT, San Diego, Calif., retiring president of the National Association of FM Broadcasters, the sales promotion arm of the FM service, and John F. Meagher, NAB vice-president for radio.

### Every Aspect Covered

The program of talks, panel discussions, up-to-the-minute statistics, question-and-answer opportunities and helpful handout brochures prepared for FM Day covered every aspect of FM and multiplexing, past, present and future. The program was designed to offer solid information for pioneer FM experts; for newcomers to FM, multiplexing and stereo, and to the recording and other music interests keeping a track of new developments in a field where records are king.

Dillard and Meagher were scheduled for the lead-off talk in the afternoon, covering "the changing

scene" in FM. The subtitle, "Time Waits for No Man," indicates the gist of the tale of the lost opportunities of those who failed to get in on FM when frequencies were available. Meagher offered some comfort to newcomers, in spite of the fact that a good many major metropolitan markets are now closed to new stations. The U. S. Census Bureau points out that the suburbs have become so dense that by 1980 there will be a solid population belt from Washington to Boston. This same filling-in of population will take place in other areas of the country, where the hard-core metropolitan boundaries, some set up nearly a century ago, are toe-to-toe with the burgeoning suburbs.

Although the suburban listener is becoming increasingly cosmopolitan, and a good target for FM's flexible programming, even the suburbs are pretty well closed out to FM in the plush Zone 1 market area of the Eastern seaboard. A broadcaster is more likely to buy out an established FM station in this area. Major market cities now closed to new FM station growth are reported by Meagher and Dillard as Boston, New York, Philadelphia, Baltimore, Washington, Chicago, Detroit, San Francisco, Los Angeles, Pittsburgh, Cleveland and San Diego.

### Dillard Gives Analysis

FM veteran Dillard, in a pre-convention talk with Billboard Music Week's reporter, indicated that he would give the FM Day listeners an analysis of the service, with some speculation on the opportunities of FM and FM stereo, many of which are still being overlooked.

Dillard foresees more experiment and more revenue coming from FM's characteristically "specialized" programming. With the country's ballooning population, there are "special" groups in every musical area to be catered to—from the Bach-for-breakfast long-hair classicists to the foreign-language groups and country music fans. Dillard emphasized that there is no law to say that any FM station must devote its entire broadcast programming exclusively to only one group.

Flexibility and segmented programming are possibilities in FM that will appeal to advertisers as well as listeners. Dillard points out that FM, with its subsidiary services (background music, edu-

national, stereo, et al.), can take on any number of special groups, whereas the AM stations are locked into their format. "After eight years of AM broadcasting, the owner hardly dares experiment." The AM station is dependent on a fixed audience, a certain familiar "common denominator" format. To

(Continued on page 167)

## Morris Grabs Added Scores

NEW YORK—E. H. Morris Music has lined up a flock of upcoming Broadway and off-Broadway show scores. The firm's most recent acquisition is the score of "The Crime of Giovanni Venturi" starring Cesare Siepi, Metopera basso.

The musical, with score by Milton Schafer and Ronnie Graham, opens on Broadway in March, 1962. Ex-record executive Phil Rose is producing it, and Columbia Records is providing the major share of financing.

Other forthcoming show scores to be published by Morris are Gore Vidal's "King of Ashtabula," with words and music by the "Wildcat" team, Carolyn Leigh and Cy Coleman; "The All American," with score by the "Bye Bye Birdie" team, Charles Strouse and Lee Adams; Tad Mosel's "Madam Aphrodite" with score by Jerry Herman, and "Sholem" with score also by Herman.

## BILLBOARD MUSIC WEEK

Published by  
The Billboard Publishing Company  
2160 Patterson St., Cincinnati 22, Ohio

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  
Aarc Sternfeld ..... Coin Machine Editor

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

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Nicholas Biro, Midwest News Editor, Chicago  
Lee Zhitto ..... West Coast Editor, Hollywood  
Mildred Hall ..... Chief, Washington Bureau

Circulation Office  
Send Form 3579 to  
2160 Patterson St., Cincinnati 22, Ohio  
DUNbar 1-6450

B. A. Bruns ..... Circulation Director  
Joseph Pace ..... Fulfillment Manager

Advertising Office  
1564 Broadway, New York 36, N. Y.  
Andrew Caide ..... Advertising Co-Ordinator  
Dan Collins ..... Music Advertising Manager  
Richard Wilson ..... Coin Mach. Ad. Mgr.  
R. McCluskey ..... West Coast Music Sales

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 8-4749

Subscription rates payable in advance. One year \$15 in U.S.A. and Canada; \$30 in all foreign countries. Subscribers when requesting 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 1961 by the Billboard Publishing Company. The company also publishes the monthly magazine of automatic vending; one year \$5 in U.S.A. and Canada; Billboard Overseas Edition: Amusement Business, the weekly magazine of amusement management, and High Fidelity, the magazine for music listeners.

# Dick Clark Preps Global Version of Old TV Show

By JUNE BUNDY

NEW YORK — Dick Clark is readying an international version of his old Saturday night TV show, thereby opening up a potent new global exposure outlet for U. S. record manufacturers.

The show, which will be put on tape, will be carried in Canada when the new Canadian TV network is launched later this year. It will also be syndicated in Australia, New Zealand and possibly in England if union problems can be worked out.

The new program will follow essentially the same format as Clark's now defunct ABC-TV Saturday night variety half hour—top disk artists lip-syncing their latest hits in special production numbers. However, a certain percentage of foreign record artists will be featured on each show.

Clark said he will emcee the taped series if it doesn't conflict with his daytime ABC-TV show and motion picture activities. If he is too busy, he will package the show and use another performer as emcee.

## Sales Vs. Popularity

Clark, who started his daily ABC-TV "American Bandstand" record hop show in June, 1956, opined it is significant that the popularity of records and record shows doesn't depend on disk sales. Even when single sales were in the doldrums a couple of months ago, Clark said it was possible to generate just as much excitement over a disk which sold 200,000 as it was before on a million-seller.

Clark thinks a major factor responsible for the singles sales slump is that it has been almost five years since kids could buy a \$12.95 45 record player. He strongly believes that the development of a cheap 33 singles player—rumored as a possibility later this year—"will be a big boost to the singles market," and that a single speed—33 singles—policy will benefit the entire industry.

However, Clark pointed out, manufacturers will have a sizable problem in deciding which side to push, out of four sides on a 33 compact double. In line with this, Clark noted that the difficulty of deciding which side is best in an album is the reason he rarely plays LP selections on his show.

Clark decried the fact that too many radio stations today are on a "Top 40" kick ("although if I owned a station I'd do the same thing") thus over-exposing current hits and cutting down drastically on their sales life. The jock noted that today he has one of the few shows in Philadelphia which features new releases.

Clark formerly tested new releases by playing them at record hops, but for the past year—since his station WFIL, Philadelphia, banned hops—he has only appeared at benefits. Clark now tests new releases (from six to eight) on the first local half hour of his show, before it goes network. This portion of his program is solely devoted to new releases, while the network segment blends new releases with current hits.

"I try to be first on and first off (a hit)," explained Clark. The star said he didn't want to be the first to play a record—"I'd just as soon have it last." He added that there are too many records released today for him to listen to all of them. Instead, he "listens more carefully" to what other jockeys are playing in Philly and in other key areas around the country and picks up

tips on which of the new releases have audience appeal.

Clark said the only change in the format of his "American Bandstand" show is that he now does more "specials." Every few weeks, the program spotlights "party" themes—many carried as remotes. "Specials" to date have included a swimming pool "splash party," a "funhouse party," a "frontier town party," an ice-skating party, and—the most successful of all—a "Roaring Twenties" party, with Dorothy Provine as guest, Charleston records, and the teen-agers dressed in flapper costumes. Future parties will be built around beach, picnic, barn dance, prom and aircraft themes.

Clark's new movie, "The Young Doctors," which he produced and co-stars in with Fredric March, will be released nationally in October. Meanwhile he plans to make a film with Frank Sinatra sometime later this year and has formed a new firm to "cull and develop material" for future motion pictures. Also in the discussion state is a 13-week nighttime variety TV show on the network for this fall.

# CAPS SINGLES CAMPAIGN PAYS BIG DIVIDENDS

HOLLYWOOD — Capitol Records' full-steam-ahead drive for a greater share of singles business last fall, under the command of Eastern Operations Vice-President Joe Csida, is now paying off, with the label reporting that its singles sales have quadrupled. To revitalize its singles operations, Capitol revised its sales, merchandising, promotion and artist and repertoire activities, bringing all facets of launching a successful single under a unified control.

Voyle Gilmore, Capitol executive producer, was placed in charge of singles artist and repertoire, reporting to Csida, who calls the shots on all phases of the singles operations. The new system and how it works will be outlined to the Cap corps in the field by Gilmore and Single Record Sales Manager Jay Swint in four cities before the firm's branch and regional sales managers.

Meetings will start here today (8), will be held in St. Louis (Wednesday), Philadelphia (Thursday), and Atlanta (12).

# Mfrs., Distribs Burned by Some Stations' Disk Lists

## Claim Growing Number of Dealers Ask Some Type of Loot for Best Seller Poop

By BOB ROLONTZ

NEW YORK — There is mounting complaint, grumbling and old-fashioned exclamation going on all over the country by distributors and record manufacturers over radio station best-selling record lists. The complaints fasten on the manner in which some stations obtain their information as to what records are best sellers. According to the complaining distributors, etc. an increasing number of dealers are demanding some form of payment—usually in records—in order to give to stations titles of these best-selling disks.

This does not apply to a very large number of dealers or even a very large percentage of radio stations, but enough to cause distress to both distributors and manufacturers. Only a few dealers asking for freebies to tell what is selling can result in an inaccurate station chart.

The payment usually demanded and often received is a box of records or better. The payment de-

mand is to the distributor—or the manufacturer—claim the distributors, and if they don't come through with the tribute, their best-selling record may never get on the station chart. This means that the station may not play a record that deserves exposure.

In addition, claim distributors, some dealers will give the name of a record that is not selling at all, because a distributor or manufacturer will give the dealer free records in order to report a disk. Thus some station charts may list records that shouldn't be on the chart at all.

There is another gimmick that distributors claim some dealers also employ. This is the practice of refusing to continue to report a record that is selling unless the dealer continues to be paid off in free records.

One manufacturer sharply complained that unless he gave away over 10,000 records to dealers he couldn't get station listing on a legitimately selling record. He opined that some station listings thus were loaded with records that weren't selling, but were getting air exposure.

In a recent story in *BMW* (April 24), it was noted that a Canadian radio station had found upon checking that many stores were giving phony information about records. This station, CKWX, state that if dealers did not report best sellers truthfully, it intended to give up its station listings.

# Pye to Handle Chess for U. K.

NEW YORK — Chess Records has wrapped up an overseas deal with Pye Records of England. Pye will distribute Chess, Checker and Argo Records in both Great Britain and South Africa. The deal is for three years, and was set by Chess attorneys, Orenstein and Arrow. Unlike many foreign deals, Chess executives will be able to call the shots as to what records will be issued overseas. First record to be released by Pye is Clarence Henry's hit, "But I Do."

The Chess firm is issuing Clarence Henry's first LP this month here on the Argo label. It is called "You Always Hurt the One You Love," which is the title of the singer's new single. The firm will also issue new LP's by Professor Paradiddle, the Johnny Hamlin combo and the King Fleming group. Argo will also release a special jazz sampler to sell for \$1.98 with Ahmad Jamal, Ramsey Lewis and other Argo stars. Benny Golson's new LP and another with Lorez Alexandria will be issued by the label May 15.

# WB Picks Up Republic National Distribution

HOLLYWOOD — Warner Bros. Records is taking over exclusive national distribution of Gene Autry's Republic label. Republic previously had been distributed by the Challenge label. WB last month took over national distribution for Challenge.

as well as to collect on U. S. music under its agreement with ASCAP. On the side, GEMA is battling West German schools, demanding royalties from the schools in the case of any musical performances which are attended by a paying au-

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# German Govt. Mulls Probe of GEMA

By OMER ANDERSON

BONN—West Germany's Parliament is weighing an investigation of the Gesellschaft fuer Musikalische Auffuehrungs- und mechanische Vervielfaeltigungsrechte (GEMA).

A group of deputies from Chancellor Konrad Adenauer's ruling Christian Democratic Union has requested the government to supply information over GEMA's financial dealings with the West German music industry, with the juke box operators, and with foreign performing rights counterpart organizations.

For example, Adenauer's deputies want to know the exact nature of the relationship between GEMA and ASCAP, the U. S. counterpart.

GEMA thus has plunged deeper into controversy concerning its status vis-a-vis West German anti-trust laws.

The Bundestag's interest in the music royalties organization is linked to GEMA's ill-starred membership in the Bureau International de L'Edition Mecanique (BIEM). Under pressure from the federal government, GEMA withdrew from the BIEM. But controversy has waxed over the precise ambitions of BIEM in the international music field.

There are charges that BIEM has aspired to a European music cartel whereby GEMA and counterpart groups would organize the Continental music industry as a single vast closed-shop trade.

These charges zeroed in on the Paris-based organization's so-called "normalvertrag"—standard contract—aimed at organizing the Eu-

ropean music industry according to a single set of rules.

Furthermore, there were charges that BIEM is in cahoots with the London-based "International Federation of the Phonographic Industry" (IFPI) to fix phonograph record prices in the mutual interest of BIEM and IFPI.

Now the Bundestag wants to know:

- 1) The precise relations between GEMA and BIEM.
- 2) The relations between BIEM and the IFPI as they involve the German music industry.
- 3) Agreements between GEMA and the German music industry, aside from those already publicized.
- 4) The background to the running controversy between GEMA and German juke box operators over royalty fees.

On the one hand, GEMA is pictured as the guileless victim of the music industry's cupidity and the juke box operators' greed; on the

other hand, it is belabored as grasping for dictatorial control of the music trade.

The Bundestag's investigation would air these charges and counter-charges.

Deputies also are interested in probing deeper into the cancellation of GEMA membership in the BIEM. Questions involved here are:

- 1) Did the government's Federal Cartel Office, the anti-trust arm, apply undue pressure on GEMA to withdraw from the BIEM?
- 2) Does the withdrawal mask violations of German anti-trust laws, the withdrawal being, in effect, the result of a "deal" between GEMA and the Federal Cartel Office?

The Germans have become acutely price-fixing conscious. The trust-busting zeal of Robert Kennedy is getting heavy play in the German press, and the electric industry price-fixing scandal in the U. S. has rated major German press play.

At the moment the Germans have a domestic scandal involving charges of corruption in the economics and agricultural ministries—the so-called "Stahlmann Case."

Bundestag sources said that if Parliament undertakes a full-dress probe of the music industry, it will focus on protection of consumer interest. West German disk production has climbed to 56 million a year, but there are complaints that prices are out of line with the general level of German prices.

The music industry has been caught up in the general national controversy of wage-price levels, the same controversy which spawned revaluation of the German currency and is a bitter issue in the national election campaign.

## Wide Front

Whatever the merits of its case, GEMA finds itself waging a many-faceted campaign. The organization is at loggerheads with the juke box operators, their agreement having expired; it is negotiating amid considerable acrimony a new agreement with the diskeries, and is battling the U. S. government in the guise of the U. S. Army's Armed Forces Network in West Germany.

In the latter case, GEMA has been trying to collect from AFN for German music played on the web,

# Vance's Label Linked to Merc

CHICAGO — Paul Vance, well-known songwriter and independent record producer, has signed with Mercury Record Corporation for the manufacture and distribution of Vance's newly formed Pioneer label.

Vance and his associate, Lee Pockriss, have been responsible for such hits as "Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini," "Calcutta," "Catch a Falling Star," and "Jimmy's Girl."

The deal is between Mercury and Vance's production company, Vanpok Recording Corporation.

## Regular Schedule

Vance's team will operate out of New York and plans to produce regularly scheduled releases on Pioneer. It will also furnish material for Mercury and Mercury's new subsidiary label, Smash Records.

Pioneer will be distributed in the U. S. by Mercury's regular distribution set-up; overseas distribution will be handled by Brice Sommers, Mercury's international chief, headquartered in Geneva, Switzerland.

# Bourne and Rank Form New Pubbery

NEW YORK — Bourne Music has formed a new publishing firm in association with the publishing end of the Rank Motion Picture interests of England. The new firm will be called Bourne-Rank Music, and will be jointly operated by Mrs. Bonnie Bourne's firm and Filmusic Publishing Ltd., the Rank outfit. The new firm will handle Filmusic's catalog here plus all new music from Rank flicks.

## FAST SURGE FORWARD

## Ariola Disk Sales 4th Biggest in W. Germany

By REN GREVATT

NEW YORK — The German book publishing firm of the House of Bertelsman, now celebrating its 125th Anniversary in the field of the printed word, has only been in the disk business (through its Ariola disk subsidiary) for two and a half years, but already it rates fourth in total disk sales in West Germany, according to Herr Lutz Wellnitz, general manager of the record division. The firm also operates Germany's largest record club and counts this as a key part of its disk business.

The Ariola (Bertelsman) club has some unique aspects when it comes to comparing its modus operandi with that of American clubs. For one thing, 80 per cent of club solicitations are done through door-to-door selling. For another, all club business is transacted directly through dealers.

Bertelsman has well over one million members in its book club and the success of this operation prompted a move into the disk club field four and half years ago. It was discovered that to operate a disk club successfully, it was also necessary to have a record company in order to build new artists and this end of the business was started two and a half years ago. The club

## FM BROADCAST

## Alan Lomax Jr. Interprets R&amp;R

NEW YORK—Alan Lomax Jr. gave one of the most intelligent appraisals of the meaning and importance of rock and roll music to the youngsters of both the United States and the world on a local FM show last week. The show was one of a series of programs broadcast each week over FM station WRVR in New York, called "Coming of Age." The show last week was titled "The Rocking Rebels."

Lomax was called upon as an authority on American music to explain what teens liked about rock and roll music—and in a sense, why so many adults did not like it. Lomax started his talk with a perceptive explanation of "outlaw" music, the music of the Negro, and how blues and work songs and even early jazz was looked down upon, although secretly enjoyed. He went into the minstrel shows and into early vaudeville days in explaining how this outlaw music spread, and how it was picked up by white entertainers and musicians. And then he told of the growth of rhythm and blues and its break-through into the broad pop area, until today the kids look on entertainers and music without racial bias.

Unlike some members of the current record business, including both record company executives and rock and roll songwriters who tend to apologize for rock and roll, Lomax's answers to questions were both articulate and completely undefensive, concerning both rock and roll music performers. He explained how Presley learned to sing by listening to Negro artists, and he said it with feeling. Anyone who happened to hear Lomax's comments could not help but realize how the best rock and roll grew from genuine American folk music, and how deeply imbedded are its roots. It was a worthy effort, and Lomax deserves commendation for it.

Bob Rolontz.

now numbers 400,000 members in West Germany, Austria and Switzerland.

## House-to-House

New members are obtained directly from record dealers and book dealers. In most cases, the members are sold through the house-to-house approach. The members are serviced exclusively through the dealers who place the orders for the members, receive disks from the manufacturing plant and ship them out to the members from their stores. Dealers take one-third of the selling price of the disk and pass the other two-thirds back to the manufacturer.

Wellnitz said that many of the prospects approached for membership do not own a phonograph. Salesman can take care of this too, by selling the customer his new phono. The buyer has his choice of any model in the extensive Philips (Dutch) line of equipment.

Product offered through the club consists for the most part of 10-inch LP's and EP's. The firm now offers recordings not only from its own extensive catalog, but also selected material from Deutsche Grammophon, the Philips (Dutch) Fontana catalog, the Barclay catalog of France and material made available through the current arrangement with Top Rank International in America.

## Low-Price Line

In addition to the primary  
(Continued on page 170)

## Rose in AGAC Exit Over Fees

NEW YORK — Billy Rose, one of the founders of the American Guild of Authors and Composers (then called the Songwriters Protective Association) has resigned from the organization due to the decision to make all members pay 5 per cent to have their royalties collected from publishers by AGAC. In addition, a flock of well-known writers, including Irving Caesar and Jack Yellen, have refused to okay the 5 per cent bite. There is a meeting scheduled Tuesday (9) by the recalcitrants concerning the situation.

Due to the bitter opposition of a large number of key writers to the compulsory 5 per cent provision, AGAC itself has set back the date for the provision to go into effect for all writers, from May 1 to June 1.

The 5 per cent collection fee was originally set up to collect royalties from publishers for writers who wanted it. Total take was limited to 5 per cent of the first \$20,000 of earnings. AGAC sent its accountants to publishers' offices to see if all payments were made if the writer asked it. However, the cost of sending accountants in, etc., ran much higher than expected. Thus, the decision to tax all members the 5 per cent fee as a compulsory regulation. This has been slightly softened due to AGAC's agreeing that if a writer does not want AGAC to contact his publishers, they will not, but the fee must still be paid.

The recalcitrant writers are agreeable to AGAC getting a fee for collecting royalties due them, as long as AGAC receives the fee only for collecting money from specific publishers the writers designate.

## CMA Board Meets at Miami in May; Analyze C.&amp;W. Status Around World

NEW YORK — The Country Music Association holds its second quarterly board meeting in Miami May 18 and 19 at the Hotel Deauville, following a country music spectacular set for Miami's Dinner Key Auditorium May 17. The board will analyze many facets of the status of country music, its progress in the United States and abroad, and methods of promoting it. In line with the latter, there will be a discussion of John Sipple's survey of American and Canadian stations' use of country music.

Another matter likely to be discussed is the possibility of CMA

## SEC Suspension Blocks Roulette's Offering of Stock

WASHINGTON—Roulette Records' stock offering has been permanently suspended by the Securities & Exchange Commission. The record firm was to have answered charges by the SEC that a proposed offering of 100,000 shares of common stock, at \$3 per share, under "regulation A" exemption, did not make proper disclosure of all the facts, including a payola complaint pending against Roulette at the Federal Trade Commission. The record firm decided to withdraw the offer, and the hearing was called off.

The SEC says the record firm's action does not constitute admission that the SEC charges were true. SEC had also said the Roulette offering circular failed to disclose some of the facts about its business, and presented a faulty financial statement (Billboard Music Week, March 13).

sponsoring a program of country music education in schools.

Talent for the country music spectacular is all set and includes Ferlin Husky, Don Gibson, Billy Grammer, Claude Gray, Wilma Lee and Stony Cooper, Wilburn Brothers, Porter Wagoner Trio, Jan Howard, June Carter, Grandpa Jones, Pee Wee King, Marlene Garner, Margie Bowes, Chick Stripling, George Hamilton IV, the Clinch Mountain Boys.

CMA has just published its new brochure, "CMA—Behind the Record of the Country Music Association." Neatly produced in color, this brochure details the aims and accomplishments of the CMA in addition to listing members.

## Decca Announces Country LP Deal Through June 2

NEW YORK — Decca Records has announced a special "7-11" country and western album offer for dealers. Under the plan, which extends from May 8 to June 2, dealers get one free LP for every seven purchased and two free for every 11 purchased.

The plan applies to a set of eight new LP's by Jimmy Skinner, Ernest Tubb, Bill Monroe, Kitty Wells, Red Foley, the Wilburn Brothers, Webb Pierce, Goldie Hill and two sets each featuring various artists, in addition to the entire extensive Decca country catalog. Two new EP's are also included.

## MUSIC AS WRITTEN

## New York

John Flittie, teacher and educational rep for many music firms, has joined the Big Three as West Coast educational representative. He will work under Ed McCauley, head of the Big Three educational department, along with Alan Langenus, on the East Coast, and Floyd Davis in the Midwest. . . . Spoken Arts Records has recorded the one-act play, "The Zoo Story," and will release the disk soon. . . . Leroy Holmes has purchased a master from Wes Productions called "Run, Run, Run," with chanter Ronny Douglas. . . . Tom Rainone produced the show at the United Food Board of Trade's annual dinner dance in New York last week. Stars were Linda Hopkins, the Raphael Dancers, De Mattiazzi's Puppets and the Harry Lefcourt ork. Al Perry booked the show. . . . Charles Columbus is the new host at the Rendez-Vous Room of the Plaza Hotel, New York. . . . The Newtowne label will soon issue waxings of Macedonian folk songs. Evan Georgeoff, of the label, is now in Yugoslavia purchasing masters.

Ralph Berson, of Pickwick Sales, has hired Bernie Sparago as Southern district sales manager. . . . Teddy McCrae has signed the Revlons to the Raecox label. He also purchased a master by Bob Arnold, "The Astronauts," and signed Arnold to a pact with Enrica Records, as well as two groups, the Butanes and the Serenadetts. . . . Morris Diamond, Hanover-Signature sales chief, cut the waxing of "Barbara Ann" by the Regents, with Lou Cicchetti, of Cousin's Record Shop, in the Bronx. Disk is getting action on the Gee label. . . . Ideal Distributors, New York, is handling the Vesuvius label. . . . First recording of Louis Armstrong and Duke Ellington together, according to jazz authority Leonard Feather, was on RCA Victor in 1944. . . . Monte Bruce is the consultant on sales and promotion for Neptune Records. . . . Cleffer Frank Perkins is set to write the music for the new movie, "The Couch." . . . Heinz Roemheld has been named to compose the music for another new flick, "Lad: a Dog."

Bob Rolontz.

## Hollywood

Liberty's initial compact 33 release features singles by Johnny Burnette ("It's a Big, Big World" b-w "Ballad of One-Eyed Jacks") and Bobby Vee ("How Many Years" b-w "Bashful Bob"). . . . Impact Records President Anthony Hilder named Dean Zook to head the label's Midwest Radio-TV promotion, operating out of his Denver base. His first efforts are concentrated on the Revels' single, "Rampage" b-w "Detoured, Theme From 'The Exiles'"). . . . Special 20 per cent discount programs are backing up two Liberty LP releases: Gene McDaniels' "100 Pounds of Clay," and its original sound track of Marlon Brando's "One-Eyed Jacks" film. Discounts are available on each for minimum orders of five LP's (stereo or monaural) plus 20 off on reorders. Program remains in effect through July 10. . . . At the same label, International Sales Director Dick Annotico is on a four-week sales swing through Latin America.

Nat King Cole's new single, "Goodnight, Little Leaguer," received its premiere performance here last week at the Coliseum before 30,000 fans attending the Los Angeles Dodgers-San Francisco Giants game. Single goes into national release. . . . Petersen Publishing Company, publisher of Teen magazine, among others, is invading the disk business with its own label, Teen Records. New label debuts with a single featuring songstress Pat Moltierl, with others in its roster including Tommy Cole, the Addrissi Brothers and Spider Webb. Allied is handling national distribution.

Frank Sinatra's Reprise Records has added four artists to its line-up, including jazz pianist Calvin Jackson, Al Hibbler, a new vocal group called the Jubilee Four and pop singer Aki Aleong. Jackson is recording his first LP for the label, Hibbler is making a single and an album in New York, the Jubilee's first LP, now being recorded, is scheduled for release sometime this month, with an Aleong LP soon to go into production.

Record Producers Corporation's Joe Leahy has added Kathy Linden to the label's talent stable. RPC initial release, spotlighting TV and film names, debuted with albums featuring Dick Powell and Walter Brennan. Other pic names on tape include Jack Lemmon, Jane Wyatt and Robert Taylor. . . . Desi Arnaz has concluded an agreement with Lou Levy whereby the Levy Music companies will serve as publishing reps for Desilu's two firms with Levy's Leafmusic handling Desilu's Addax (ASCAP) firm, and DMC will represent Arnaz's Bruin (BMI) catalog.

Lee Zhitto.

## Nashville

Rosemary Clooney is due here Monday (8) for RCA Victor recording dates. RCA Victor's Ann Margret also due in Monday (8) for her first Nashville sessions. . . . Don Gibson completed an album for RCA Victor Tuesday (2). Jazz guitarist Johnny Smith came in from Colorado Springs, Colo., to play the Gibson sessions. . . . Trumpet stylist Al Hirt was at the RCA Victor Studio for sessions for the label Saturday (30), with Chet Atkins and Steve Sholes co-directing. . . . Capitol's Robin Clark recorded her second session for the label here Thursday (4). . . . Cile Turner and Joe Tanner were at the local RCA Victor Studio recently for sessions for Colonial Records. . . . Saxophonist Boots Randolph etched his first session for Monument Records at the RCA Victor Studio here Monday (1).

Songwriter Harlan Howard recorded sessions for Capitol at the Bradley Studio Wednesday and Thursday (3-4). . . . Don Law directed Columbia sessions by Jim and Jessie Friday (5) at the Bradley Studio. . . . Chuck Taylor was at Bradley's last week for sessions for Vee Jay Records, directed by Calvin Carter.

(Continued on page 12)

## NIGHT CLUB REVIEW

## Gate of Horn Alive and Kicking

Folk singing, long restricted to the concert stage, coffee-houses and smoky bistros, has found a home at the plush new Gate of Horn on upper Rush Street. The April 25 opener drew an audience made up of a goodly number of pros, time-stomping and hand-clapping to the Irish melodies of the Clancy Brothers with Tommy Makem and the Hebrew songs of Israeli singer Shoashanna Damari.

The Clancy Brothers with Makem were their robust and vigorous selves as they ranged from a boisterous sea chanty to wistful balladeering. Particularly moving was Tommy Makem's a cappella interpretation of a shoemaker singing as he worked. Highlights of the act was the group's version of "God Bless England" for which their clever carving of Britain's sacred cows received a standing ovation, and "Tim Finnegan's Wake," preceded by a prose passage from James Joyce's novel, "FW."

Shoshanna Damari took the stage to change the mood with her collection of Yemenite and international songs. This lovely young songstress is emotional and moving—a combination of fiery intensity and delicate earthiness. In addition to Hebrew songs, she came through with a French chanteuse rendition of "Where Art Thou, My Beloved" and a zesty Mexican folksong, "Don't Be Afraid." She was ably backed by accordionist Amatai Neeman, guitarist Frank Hamilton, and Ray Haleem on the durbake.

Gloria Manlong.

\* \* \*

## CONCERT REVIEW

## Limelitters Smooth and Prolific

Take an appealing tenor voice—plus a capable baritone and bass, throw in two guitars, a banjo and bass, add a smooth mixture of well-paced folk standards and comedy numbers and you've got a fine performance by the Limelitters at Chicago's Orchestra Hall.

Playing to an appreciative, near-capacity audience on their first visit to the Windy City since a fall tour with Mort Sahl, the trio dished out a healthy serving of some 27 numbers—liberally sparked by the comic ad libs of Lou Gottlieb, who, incidentally, plays the bass.

Although the comedy numbers, including a hilarious take-off on Vikki Duggan's "blackless" charms, got the big laughs, the boys were at their best by far when they stuck to the folk standards.

With the rhythmic "There's a Meeting Here Tonight" setting the tone for the evening, the trio went through most of the hits in their repertoire, drawing biggest hands for "Molly Malone," "Zhonkoye," "Rumania, Rumania" and "When I First Came to This Land."

On the comedy side, "Charlie, the Midnight Marauder," a tragedy of suburbia, and "Have Some Madeira, My Dear" were special favorites, as was the trio's current RCA Victor single, "A Dollar Down"—a realistic spoof of credit extension.

Glenn Yarbrough's soulful tenor provided the vocal highlights with his renditions of "Molly Malone" and "The Lass from the Low Country," a haunting refrain from the John Jacob Niles collection, backed by Alex Hassilev on the guitar.

Steve Trainman.

## Si Rady Begins WB Breaking With Project Issues

HOLLYWOOD—Si Rady, president of Bing Crosby's Project Records, will start distributing disks for the first time under the Project label, and will kick off the new policy with the Justin Wilson comedy LP he acquired from Ember Records. The Wilson album's sales were concentrated in the Texas and Delta States.

Although not confirmed by Rady, BMW learned from other sources that he paid \$35,000 for the Wilson master and the comic's contract. The deal was concluded between Project's Rady and Joe di Stefano and Willie Serpas, principals in Sona Music Company (Ember Records), Baton Rouge, La.

Rady is currently setting up distribution for Project, a firm which heretofore produced records for release under other labels. Since its formation almost two years ago, Project's product, recorded by Rady, has appeared under the banners of RCA Victor, MGM, Atlantic, and Warner Bros., with its LP's issued by both the Columbia and RCA Victor record clubs. The fact that Project will now go into regular distribution under its own label will not interfere with the firm's continuing to supply product for release by other record companies. Now that Wilson's contract has changed hands, Rady is planning future recordings by the Cajun comic.

## WB Breaking With Promo on Greeley

HOLLYWOOD—Warner Bros. is launching a George Greeley promotion during May under the "It's Greeley Time" slogan, and is backing up the drive with a two-week nationwide tour by the pianist. Greeley will go East, visiting disk jockeys, WB distributors, and dealers in Minneapolis, Chicago, Detroit, New York, Boston, Baltimore, Washington; Charlotte, N. C.; Atlanta, Cleveland, Philadelphia, and will similarly cover the San Francisco and Los Angeles markets.

WB's pianist has been one of the label's most consistent sellers with his LP's.

Warners is launching a major merchandising program to tie in with its Greeley month promotion. The label is supplying distributors with Greeley stand-up floor display browser boxes heralding the "It's Greeley Time" slogan, dimensional window displays featuring all his albums, special order forms, slap-on wall decorations shaped in the form of climbing hands bearing the artist's name. In addition, the label will furnish dealers with cop ads, and a special Greeley sampler LP to push the pianist's catalog items.



MEN WHO READ  
BUSINESS PAPERS  
MEAN BUSINESS

## TALENT TOPICS

## NEW YORK

Brook Benton is starring at the Lotus Club, Washington. He is also set for his own show at the Uptown Theater, Philadelphia, starting May 26. . . . Bobbi Martin opens at the 500 Club in Atlantic City May 23. . . . Terry Snyder is recuperating from surgery at his home in New York. . . . Arthur Ferrante's father (of Ferrante and Teicher) passed away last week. . . . Della Reese opened in Las Vegas last week after a stint in Honolulu. . . . The Modern Jazz Quartet will continue on to Australia and New Zealand after the group finishes its tour of Japan May 15. . . . Dick Gregory will play a two-night stand in Chicago's Civic Auditorium May 12-13. . . . Jimmie Rodgers opens at the Drake Hotel, Chicago, May 12.

Oscar Brand will give two folk concerts at New York Town Hall May 27. . . . Freddie Cannon is recuperating at home in Revere, Mass. . . . Cladio Villa flew in from Italy to stay in the second New York Festival of Italian Songs staged at New York's Carnegie Hall by Eberto Landi Sunday (7). . . . Bob Grossman will play his folk songs at the Laughing Buddha Room in St. Louis starting May 15. . . . Adam Wade opens at the Roundtable, New York, May 22. . . . The Gaylords open May 17 at the Saddle & Siroloin, Tucson, Ariz. . . . Erroll Garner's first summer tent date is at the Westbury (Conn.) Music Fair July 3. . . . Lester Sims is back from his recent vacation and rarin' to go. Sims was professional manager for Bourne for many years.

Bob Rolontz.

## HOLLYWOOD

Mercury's Johnny Preston has been set for his first tour of Japan and the Orient, after he winds up his present 10-day concert swing around the Philippines. He will appear in Tokyo, Osaka, Kyoto and Hong Kong. . . . Duane Eddy will go on a one-week personal appear-

ance tour to plug Metro's "Ring of Fire" in which he performs the title tune. Jamie is issuing Eddy's recording of the "Fire" song timed with the release of the film. Guitarist is now on the MGM lot where he's being filmed in the studio's "A Thunder of Drums" movie.

Liberty's Bobby Vee has been set for two additional weeks of personals following his present tour of Australia. He will return from down under Thursday (4), to start his new tour the following day, appearing in Mount Vernon and Eugene (Oregon), Farrington, Albuquerque and Roswell (N. M.).

Seymour Heller, of the Gabbe, Lutz, Heller & Loeb personal management firm, was named exclusive rep by Matson Lines for their "Star's Hawaiian Holiday" tours. He will set names to head nine Matson Tours scheduled for fall. Record personalities lined up so far include the Crosby Brothers, Sheila and Gordon MacRae, Margaret Whiting, Mel Torme, the Hi-Lo's, Gogi Grant, the Modernaires, Jimmie Rodgers and Jack Smith.

Lee Zhitto.

## ST. LOUIS

Sam Cooke will be featured at a show and dance May 13 at Kiel Auditorium. The program also will include Hank Ballard and the Midnighters, Ted Taylor, Clyde McPhatter, Aretha Franklin, the Olympics and the Hank Moore orchestra.

Three actresses have been signed as leading ladies for productions of the summer Municipal Opera in Forest Park. They are Anne Jeffreys, Allyn Ann McLerie and Jill Corey. . . . Miss Jeffreys will have the role of Frenchy, the saloon proprietress, in "Destry Rides Again." Miss Corey, in her first St. Louis appearance, will play Teddy Stern, the young Brooklyn secretary, in "Wish You Were Here." Miss McLerie also will make her Forest Park debut in the role of Katie Brown in "Calamity Jane," adapted from the 1953

movie musical, which will open the season at the Municipal Opera June 12 for a two-week run. John Hicks.

## PHILADELPHIA

Norma Mendoza goes to New York to cut her second album for Fireside Records. . . . Elmer Snowden's next session for the Riverside label will include Roy Eldridge, Jo Jones, Ray and Tommy Bryant. . . . Johnny Francis is opening a Dixieland house in suburban Buckingham, Pa., calling it the Gaslight. . . . Arthur Thompson sets up another indie label for our town in opening up shop for his Gig Recording Company, along with a companion, Lemor Music Company, for the publishing. . . . The Encores add a musical feature for the first time to the new Franklin Motor Inn. Maurie H. Orodener.

## CHICAGO

Bill "Jose Jiminez" Dana, Deejay Dan Sorkin, and Patty Clark, vocalist, open at Mister Kelly's tonight (8) for three weeks. Dana first hit pay dirt as a writer for comic Don Adams and later, for Steve Allen, on whose show he appeared soon after as a performer. He now heads his own production company which is currently writing a revue for the Happy Medium club here. Sorkin, who'll be on stage with Dana as "Jose's" interpreter, is making his night club debut. Before his high tide of popularity with Chi radio audiences, his career included "pink slips" from various stations for jokes during news broadcasts and such fillips as suggesting to all motorists on the Outer Drive that they jam on their brakes in unison. His indulgent employer, Station WCFL, is currently running a requiem-draped contest: "Will Success Spoil Dan Sorkin?"

The Playboy Club bows its new show May 19, with the Randy Sparks Three, folk singers, heading the bill. With them will be Ben and Adam—the Dudaim, Israeli singers; the Three Heart Breakers, pop

(Continued on page 175)

## FOLK TALENT &amp; TUNES

By BILL SACHS

## Around the Horn

Buddy Durham, Lee Moore, Jimmy Martin, Lois Johnson and Kirk Hansard, of WWVA's "World's Original Jamboree," Wheeling, W. Va., kicked off a two-week tour of the Canadian Maritime Provinces at Fredricton, N. B., May 1. . . . Hal Smith and Jimmy Key, of Curtis Artists Productions, Goodlettsville, Tenn., have taken on the exclusive booking on Bill Anderson, Decca artist. . . . Jimmy Smart, heard on the Plaid label, is now the regular Saturday night feature at the Organized Labor Club, Marietta, Ga. . . . Faron Young and His Country Deputies, Roy Drusky and Darrell McCall, concluded a five-day tour for WJLL deejay, Ramblin' Lou, with two performances at the State Theater, Niagara Falls, N. Y., Sunday (30). Unit played the Dipson Family Theater, Batavia, N. Y., Wednesday (26); Civic Center, Potsdam, N. Y., Thursday (27); Three River Inn, Syracuse, Friday (28), and the Auditorium, Rochester, N. Y., Saturday (29).

Harry and Eleanor Smythe's Buck Lake Ranch, near Angola, Ind., kicks off its 1961 season Sunday, May 21, with Ernest Tubb and His Texas

Troubadours headlining. Also on the opening bill, for the ninth consecutive season, will be Joe Taylor and His Indiana Redbirds, of WGL, Fort Wayne, Ind. Also slated to appear in the opening ceremonies are Rem Wall and His Green Valley Boys, of Kalamazoo, Mich., and Florence Webb, organist. . . . Ferlin Husky and his group, comprising Smiley and Kitty Wilson, Don Helms, Leon Sutton and Jim Tole, played to an average 3,000 people daily, with double that number on the two Saturday matinees, at the Alberta Trade Fair, Edmonton, Alta., April 14-22, sponsored by the Edmonton Exhibition Board. On April 25 the Husky unit played for the opening of the new Civic Arena at Vermilion, Alta., to an estimated crowd of 3,000. The troupe was booked through Marline Payne Attractions, Billings, Mont., and handled in Alberta by L. B. Productions, Edmonton.

Trudy Stamper, tub-thumper for Station WSM and the "Grand Ole Opry," advises that the "Opry" attracted 3,754 more paid admissions for the first four months of 1961

than for the same period in 1960. "This means only one thing," says Trudy, "—that since 1958 attendance at the 'Opry' has been growing in leaps and bounds, which is just a nice way of saying that country music is really here to stay!" . . . Red Foley and frau are vacationing at the home of Uncle Cyp and Aunt Sap Brasfield in the Rio Grande Valley of Texas. Red played last weekend in Dallas and Fort Worth and this Friday and Saturday (12-13) displays his wares at Houston, after which he and Cyp wing their way to Pittsburgh for shows at the Syrian Mosque May 20.

Georgie Riddle reports that George Jones (Mercury) played to healthy takes at Kermit, Tex., April 22 and Odessa, Tex., April 23, with the promotion handled by Durwood Haddock and Fred Crawford, of Station KERB. In Odessa Jones worked the Melody Club with Billy Thompson's band. . . . NBC's familiar, multi-hued peacock hops to the Ozarks for a lengthy visit this Friday (12), and in future weeks "Five-Star Jubilee's" announcer Joe Slat-

(Continued on page 175)

*ADAM'S LATEST IS HIS GREATEST!!*

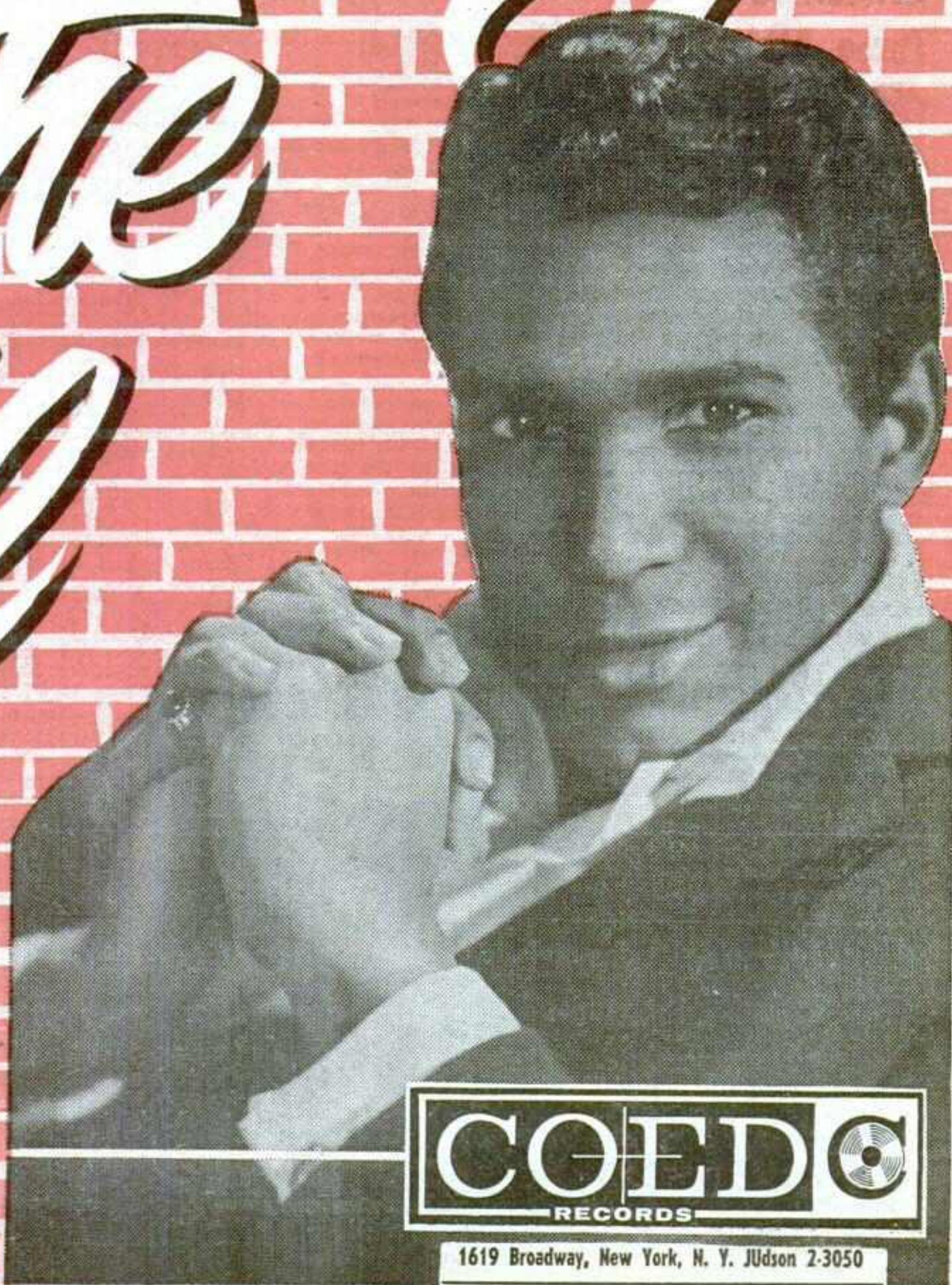
# ADAM WADE

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# RIAA's Legal Group Dodges Stand on Int'l Rights Issues

NEW YORK — The Record Industry Association of America, Inc.'s legal committee has decided that there are "too many divergent views among its membership for the RIAA to take a stand on the issues raised by a proposed International Neighboring Rights Convention.

Consequently, in a letter to members last week, RIAA Executive Secretary Henry Brief suggested that individual companies "should acquaint themselves with the provisos of the proposed Neighboring Rights Conference" and — if they so choose — make these views known to Abraham L. Kaminstein, Register of Copyrights, Library of Congress, Washington, or to the U. S. State Department.

Brief said the RIAA had been advised by Kaminstein that a diplomatic conference will be held in Rome, October 10-26 this year to consider a draft of the proposed convention.

Brief noted that the U. S. Register of Copyrights was part of an international committee of experts from 16 countries which drafted an instrument for the recognition of certain artistic rights in May 1960. However, Brief said, "the U. S. has as yet taken no position on this agreement. It is seeking direction from the industries that would fall within the scope of this Neighboring Rights Treaty.

"It is Mr. Kaminstein's view," said Brief, "that some sort of treaty will be ratified in Rome, whether or not the United

States ultimately becomes a signatory. It is vital, therefore, that RIAA members familiarize themselves with the 'draft instrument' and communicate their views to the government.

"The instrument," said Brief, "provides that each contracting country must recognize the same rights for performing artists, phonograph record producers and broadcasting organizations of the other contracting countries as it recognizes in the case of the performance of domestic performers, record manufacturers and broadcasters."

Certain "minimum rights" would also be provided for in the draft. "For example," noted Brief, "one of the minimum rights would make it illegal to copy a phonograph record for a tape without the authorization of both the performing artist whose performance is incorporated in the recording and the company that produced the record."

Brief also pointed out that the draft would permit labels as well as artists to "collect royalties from broadcasters that play their records on the air. It would also provide protection against piracy for a minimum of 20 years to record manufacturers."

Brief said "The agreement would be binding on all signatories to the convention. Nations that did not sign, however, would receive no protection at all in these countries, except in instances where reciprocal agreements with individual nations were in existence.

# TEXAS LADIES TAKE OFFENSE

SAN ANTONIO — There looms another battle of the Alamo. The Daughters of the Republic of Texas were setting their sights on the author and singer of a new radio and juke box song titled "Coward at the Alamo." Local music stores were selling the recording written by Dave Gardner and two of the music stores had sold out and sent for more recordings. The Daughters, and personnel who staff the historic Alamo, shrine of Texas liberty, insist there were no cowards at the Alamo. The song was dubbed "terrible" and in "bad taste" and "the Alamo is nothing to joke about," are some of the typical comments heard here.

# Billboard Bound Volumes!

Some bound volumes of past issues of The Billboard are still available. Price is \$11.50 per volume or \$46 for the whole year.

1942—April to June	1951—Complete
1943—Complete	1952—Complete
1944—Complete	1953—Complete
1945—Complete	1954—Complete
1946—Complete	1955—Complete
1947—Complete	1956—Complete
1948—Complete	1957—Complete
1949—Complete	1958—Complete
1950—Complete	1959—Complete
except April to July	1960—Complete

Kindly contact

**GEORGE CONNELL, THE BILLBOARD**  
1564 Broadway, New York 36, N. Y. PLaza 7-2800.

# Carlton to Release Everest Sets Deal With English Club

NEW YORK—Carlton Records is going on an all-out album campaign for the summer with the introduction of three new album lines with special deals on each. The new lines include the firm's Charlie Parker label, which will list at \$5.98; Carlton's new Impact label, which will feature percussion wax in stereo and will list at \$4.98; and the firm's new language label, the "Hear Now" line which lists at \$1.98.

The Charlie Parker label will debut with sets by Charlie Parker and the late Lester (Pres) Young. This series will have de luxe packaging and will list at \$5.98. Future releases will spotlight Billie Holiday and Gene Krupa. In addition to these historical jazz sets,

NEW YORK—Everest Records has set a deal with the World Record Club of England for the English Club to issue a specified number of Everest classical and pop LP's. The club will release its first Everest sets in June. Classical sets will include LP's with Leopold Stokowski and the London Symphony, William Steinberg and the Pittsburgh Symphony, Jorge Bolet, the Houston Symphony Orchestra and Sir Josef Krips conducting the Nine Beethoven Symphonies.

Carlton will also issue a lower-priced series of jazz sets of contemporary artists, and these albums will be \$4.98 for stereo and \$3.98 for mono. Both jazz series will be offered with a 20 per cent free goods bonus, and 30-60-90-day billing. The deal will run until July 15.

Carlton's new Impact label will be a sound series, with channel switching, etc. Titles of some of the new sets in this series are "Flapper Fads," "Swinging Bands," "String Splurge," and "New Sound of College Jazz." Disks will be \$4.98 for stereo and \$3.98 for mono. A deal of 20 per cent in free goods will be offered until July 15 on this line, too.

The new additions to the label's low-priced "Hear Now" series are four records covering language instruction in Spanish, Italian, French and German. With the albums there is a free pronouncing dictionary and a special tourist booklet. These sets are offered to distributors at 95 cents f.o.b. factory with 100 per cent exchange.

The label is releasing this week a "Charanga" LP with Merv Griffin, plus a college choir album called "The Pipes of Trinity College." Carlton is offering a 20 per cent free goods bonus on both albums and summer dating until July 15. Merv Griffin will plug the album on his New York TV show and offer the "Charanga" set to his fans for only \$2 by mail.

# NARM VOTES IN NEW DIRECTORS

NEW YORK — A new board of directors was elected by the National Association of Record Merchandisers (NARM) at the wind-up of the firm's convention in Miami last week.

New board consists of Jim Tiedjens, Musical Isle, Milwaukee; Harold Goldman, Rak Sales, St. Louis; Ed Snyder, Edge, Washington; Glen Becker, Music City, Los Angeles; George Berry, Modern, New Orleans; Larry Rosmarin, Record Distributing, Houston, and Ken Sachs, Merchants Wholesale, Detroit. The following were elected officers: Ed Snyder, president; Glen Becker, vice-president; Larry Rosmarin, secretary, and George Berry, treasurer. Jules Malamud remains as executive secretary of the rack group.

6124 W. Bryn Mawr Ave.  
Chicago 46, Illinois  
April 27, 1961  
Mr. Archie Blyer  
Cadence Records  
New York, New York  
Div:

I have just finished listening to Eddie Hodges' new records "I'm Gonna Knock on Your Door," and I think it's "the most".

I would like to congratulate him and thank you for making it a hit.

All the children in my room think "it's the greatest".

I would like to request a photograph and journal on Eddie Hodges.

If I am to pay for it, please send me a bill.

I would like this information because I would like to start a fan-club for him.

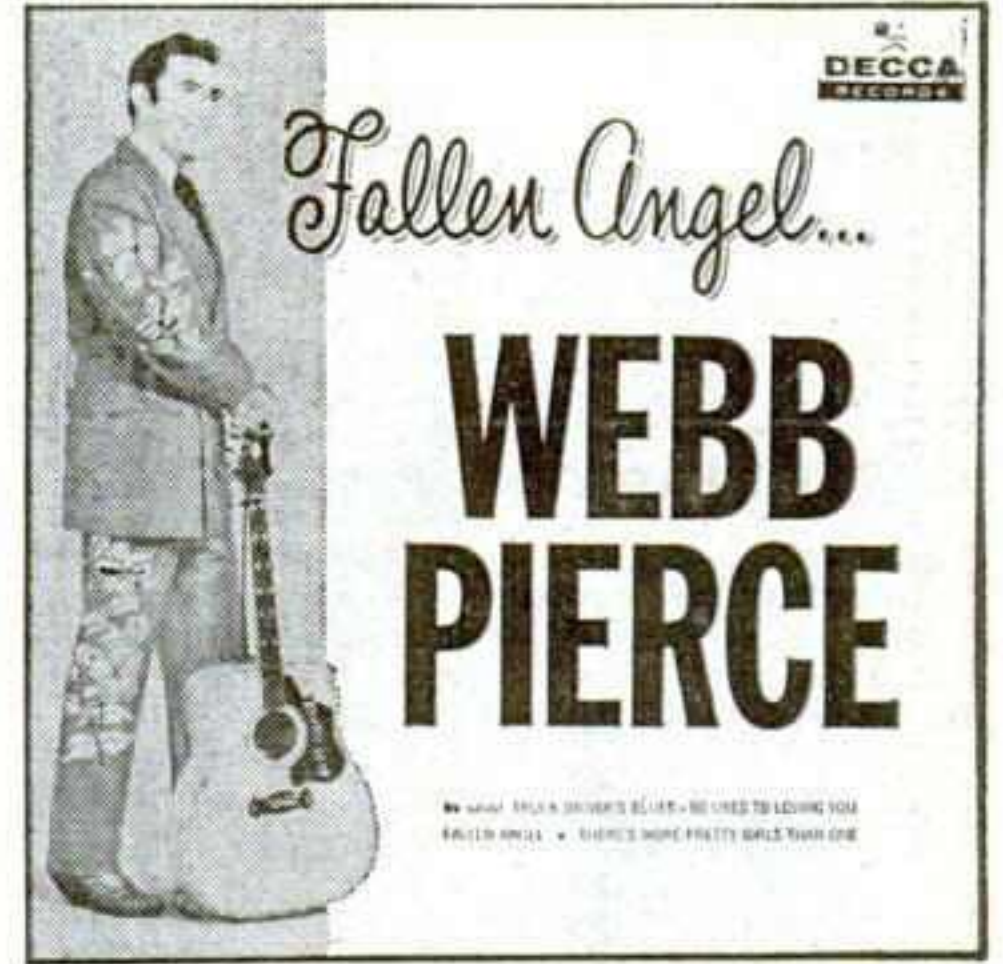
I would appreciate an answer and I would like to know if Eddie Hodges could be pen-pals with me.

Sincerely,  
Linda Lathrop

# DECCA Records THE GREATEST Presents A GRE



SEE YOUR LOCAL **DECCA** DISTRIBUTOR FOR EXCITING DETAILS! SPECIAL OFFER APPLIES TO THESE TEN NEW ALBUMS, PLUS THE **ENTIRE** BEST SELLING CATALOG OF COUNTRY AND WESTERN LP'S AND EXTENDED PLAYS, ON **DECCA** OF COURSE!



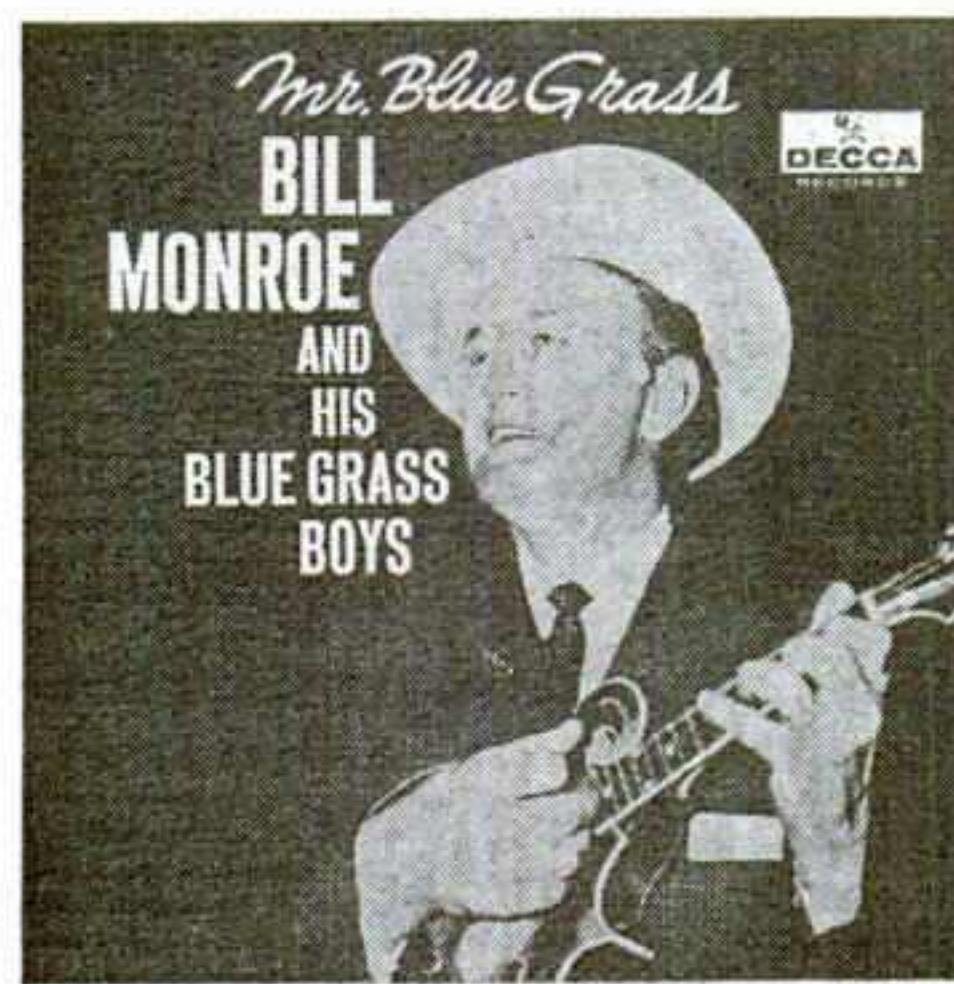
**FALLEN ANGEL** Webb Pierce  
DL 4144 • DL 74144 (Stereo)



**THE WILBURN BROTHERS SING** (Teddy & Doyle)  
DL 4142 • ED 2700 • DL 74142 (Stereo)



**COUNTRY SINGER** Jimmy Skinner  
DL 4132



**MR. BLUE GRASS**—Bill Monroe & His Blue Grass Boys  
DL 4080 • DL 74080 (Stereo)

PLUS 2 NEW EXTENDED PLAYS,  
**ERNEST TUBB** and his  
**TEXAS TROUBADOURS**

ED 2691

**JIMMIE DAVIS**

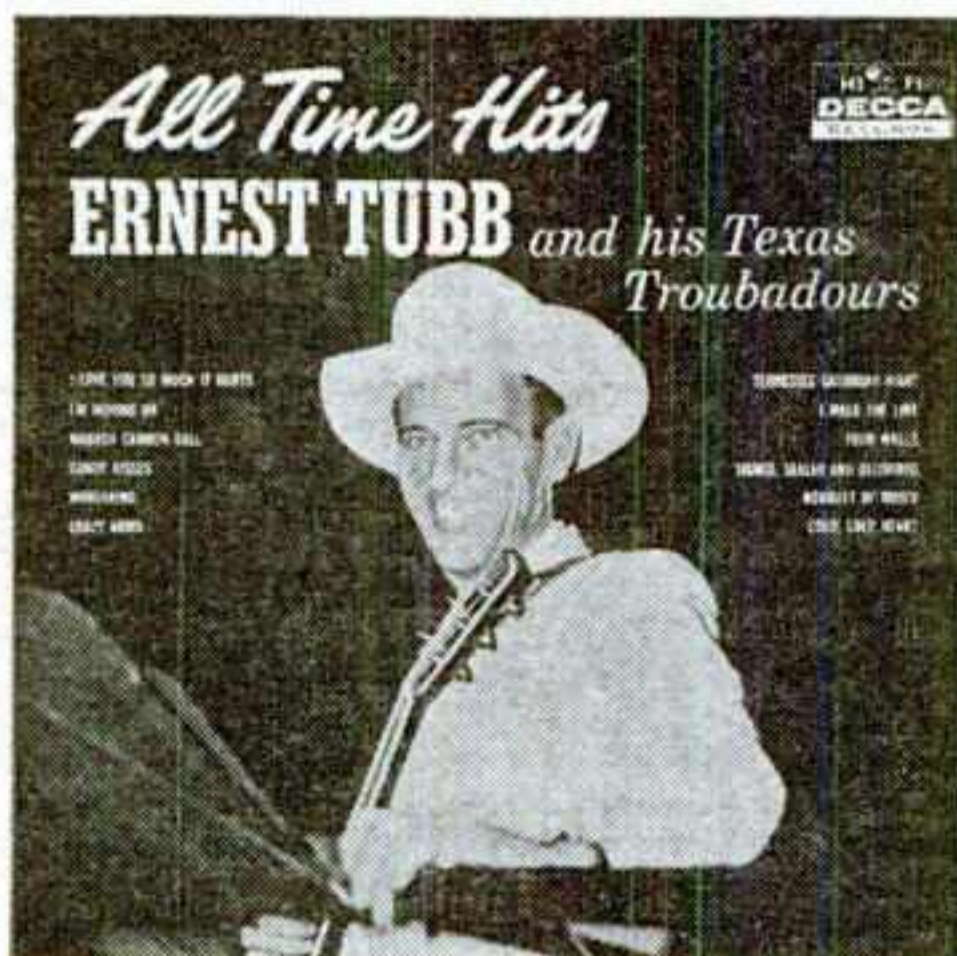
ED 2690



# NAME IN COUNTRY AND WESTERN MUSIC AT ALBUM RELEASE OF COUNTRY ARTISTS



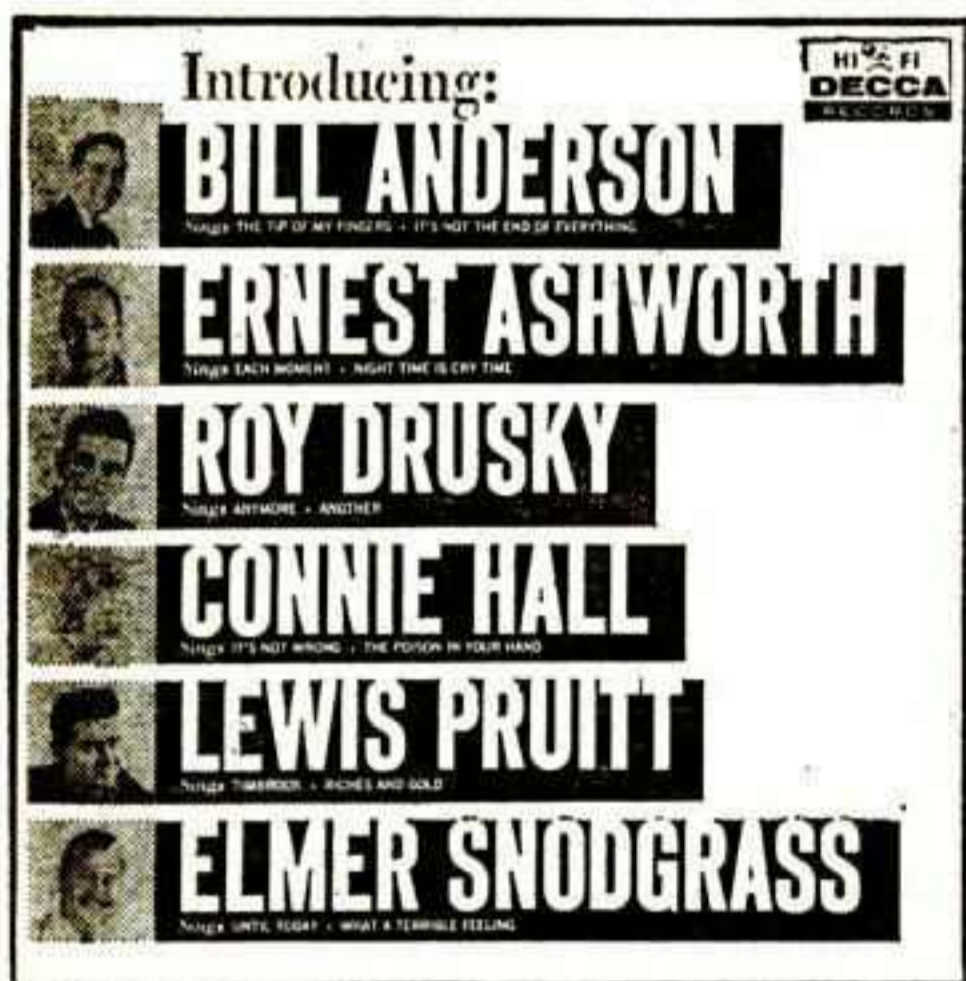
**HEARTBREAK—U.S.A.** Kitty Wells  
DL 4141 • ED 2699 • DL 74141 (Stereo)



**ALL TIME HITS** Ernest Tubb & His Texas Troubadours  
DL 4046 • DL 74046 (Stereo)



**COMPANY'S COMIN'** Red Foley  
DL 4140 • ED 2698 • DL 74140 (Stereo)



**INTRODUCING:** Bill Anderson, Connie Hall, Roy Drusky, Lewis Pruitt, Elmer Snodgrass, Ernest Ashworth  
DL 4091 • DL 74091 (Stereo)



**LONELY HEARTACHES** Goldie Hill  
DL 4148 • DL 74148 (Stereo)



**THE ORIGINAL HIT PERFORMANCES!** Various Artists  
ALL-TIME COUNTRY AND WESTERN—Vol. 3 DL 4134

## DECCA RECORDS CONTINUES ITS PARADE OF BEST SELLING COUNTRY AND WESTERN HITS FROM COAST TO COAST WITH...

- SWEET LIPS**  
Webb Pierce • 31249

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- HEARTBREAK U.S.A.**  
**THERE MUST BE ANOTHER WAY TO LIVE**  
Kitty Wells • 31246

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- THOUGHTS OF A FOOL**  
Ernest Tubb • 31241

- JUST BEFORE DAWN**  
Red Foley • 31254

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- LEGEND OF THE BIG RIVER TRAIN**  
The Wilburn Brothers • 31214

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- SLEEP BABY SLEEP**  
Connie Hall • 31208

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- EVERYBODY'S DYING FOR LOVE**  
Jimmy Newman • 31217

- LIFE OF THE PARTY**  
Ernest Ashworth • 31237

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- CRAZY BULLFROG**  
Lewis Pruitt • 31201

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- HI-DE DIDDLE**  
**MY WALKING SHOES**  
Jimmy Martin • 31234



## AMERICA'S NO. 1 TEENAGER



# JAMES BRADLEY

James Bradley

Winner in the Jerry Lewis and movie TV Secrets Teenage Talent Contest, and Co-Actor in Jerry Lewis' recent movie, "LADIES' MAN" is being released on a MANCO RECORD with his latest release ML1022, "LONESOME FOR YOU" b/w "YOUR LOVE, MY LOVE, OUR LOVE."



In winning the contest he was voted "THE NUMBER ONE TEENAGER in America," "One of the handsomest Teenagers in The Nation" and "MOST LIKELY TO BE THE NEXT BIG TEEN-AGE 'STAR' IN AMERICA."

(Get the June movie TV secrets, out May 4th for story.)

ATTENTION: DJ's, Distributors and Record Dealers, contact MANCO RECORDS.

**MANCO RECORDS** Box 10188  
Fort Worth, Texas  
Tel. MA 6-3502

## LATE POP SPOTLIGHTS

## CLARENCE HENRY



**YOU ALWAYS HURT THE ONE YOU LOVE** (Pickwick, ASCAP) (2:25)—**LITTLE SUZE** (Arc, BMI) (2:10)—Young Henry is big now with "But I Do," and his reading of the oldie Mills Brothers' hit, bids fair as a repeater. It's done with style. Flip is a neat rocker, done in Fats Domino fashion against solid beat backing. Both can go. **Argo 5388**

## LATE ALBUM SPOTLIGHTS

## CARNIVAL



**Original Cast. MGM SE 39460C. (Stereo & Monaural)** — The label has rushed this package out to cash in on a great deal of solid publicity for the new musical, including a cover on the current issue of Life mag. The show grabbed unanimously favorable reviews both out of town and here, and this fact, plus the vocal charm of star Anna Maria Alberghetti, Kay Ballard and James Mitchell, adds up to a delightful cast package. Smart book-fold packaging is highlighted by a color photo of the star. This should do plenty of business.

## BASIN STREET EAST PROUDLY PRESENT MISS PEGGY LEE



**Capitol ST 1520. (Stereo & Monaural)** — This album, recorded live at Peggy Lee's record-breaking appearance at New York's Basin Street East last winter, is a gas. The attractive looking and heavenly singing thrush turns in sock readings of some of her best tunes, from "Fever" to "Yes Indeed." It's a wonderfully balanced performance, showing Peggy off solidly on ballads, swingers and rhythm tunes, with fine backing by a group of top jazz musicians.

## Victor to Release Five New Four-Track Tapes

NEW YORK—RCA Victor will issue five new four-track stereo tapes this week. They include tapes by Esquivel, Hugo Winterhalter, Frankie Carle, plus two classical tapes by Arthur Fiedler and the Boston "Pops." The latter items are "More Music for People Who Hate Classical Music," and "The Music of Frank Loesser."

## Jessel-Lewis Laugh LP Due

HOLLYWOOD — George Jessel and Milt Lewis are producing an LP aimed at re-creating outstanding moments in American comedy for Capitol with the album scheduled for fall release. Jessel is writing and will narrate remarks between the comedy skits. It's tentatively titled, "They're Still Laughing."

## Disk Mfrs. Launch Topical Kick With Rockets, Rockers

NEW YORK — Record manufacturers are on a topical kick again. A flock of disks with lyrics revolving about President Kennedy and space flight are on the market this month.

Three different disks tagged "Astronaut" were released last week — by Bud Arnold on Enrica, Bucky Pizzarelli on Everest and a comedy waxing by Charlie Manna on Decca.

Also on a space kick are the Satellites with the Spaceman, whose "Man in Orbit" platter on Chess is a BMW "Spotlight" this week; Pete Bennett on Silver Bid with "Rocket Twist" (Stage 2 and 3); and "Free Flight" by Don Cole on Coed.

The latest Kennedy-inspired item is "The Rocking Chair Rock" by Jimmy McHugh, sparked by President Kennedy's penchant for rocking chairs. The only topical disk which has displayed strong sales potential to date is "Please Mr. Kennedy" by Jim Nesbit and 'Lasses Sopper on Ace, which was No. 11 last week on BMW's best-selling country and western chart.

Other Kennedy wax includes "The Jackie Look" (about First Lady look-alikes) by Kris Jensen on Kapp; Renee Taylor's "I'm in Love With Jack" on Felsted; "Theme for Jacqueline" by Russell Faith ork on Chancellor; "Big John" by Carol and Anthony on Capitol; "There's a New Man in the White House" by the Senators on ABC-Paramount, and Ruth Wallis' "Brand New Baby in the White House."

# SWAN IS SIZZLING!

**FREDDY CANNON**  
**BUZZ BUZZ**  
**A-DIDDLE-IT**

SWAN  
#4071

**DANNY**  
**AND THE JUNIORS**  
**CHA CHA**  
**GO GO**

SWAN  
#4072

**THE**  
**FIRESIDERS**  
**(I'LL REMEMBER)**  
**ONE AND**  
**ALL**

SWAN  
#4074

**SWAN**

RECORDS

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Phone: HOward 5-3700

**NOT ONE!  
NOT TWO!**

# BUT **THREE** NEW **ATCO** SMASHES!

1 follow-up to "SPANISH HARLEM"

## "STAND BY ME"

b/w ON THE HORIZON 6194

### BEN E. KING

A Leiber-Stoller Production

2 follow-up to "APACHE"

## "ANNA"

b/w CHEROKEE 6195

### JORGEN INGEMANN

& his Guitar

3 Now Breaking Nationally!

### THE COASTERS

## "LITTLE EGYPT"

6192

A Leiber-Stoller Production



### ATCO RECORDS

1841 Broadway, New York 23, N. Y.

# THE BILBAO SONG

BY

# ANDY WILLIAMS

CADENCE 1398

# CLIMBING

# IN THIS WEEK'S

# BILLBOARD

# HOT 100

when answering ads . . .

Say You Saw It in Billboard Music Week

## MUSIC AS WRITTEN

Continued from page 4

. . . Johnny Cash cut all-night sessions three nights in a row recently, with Don Law directing for Columbia.

Tree Music's Buddy Killen has penned four of the firm's current releases. They're Dale Hawkins' new Tilt release, "The Same Old Way"; Hawkshaw Hawkins' Columbia etching, "The Love I Have for You"; Johnny Preston's Mercury release, "Willy Walk," co-authored by Killen and Robert Riley, and Ferlin Husky's Capitol etching, "What Good Will I Ever Be," by the artist and Killen. . . . Acuff-Rose Publications is excited over reaction to Melvin Endsley's Hickory release, "Every Time the Sun Goes Down," and infos that Wilma Lee and Stony Cooper's "Night After Night" and "Wreck on the Highway" looks like one of the duo's best efforts to date for Hickory.

Pat Twitty.

### Chicago

The Smothers Brothers, comedy singers, proved they're as "fun-antical" offstage as well as on when they sent 50-pound bags of purple onions to showmen and deejays as promo bit for their current album ("The Songs and Comedy of the Smothers Brothers at the Purple Onion"—Mercury). . . . Franz Jackson, Pinnacle Records, has purchased the master of his own LP which was cut when he recorded for Replica Records. Jackson plans to re-issue it soon on his own label. . . . Bob Shoffner, trumpeter of Jackson's "Jazz All-Stars" recently blew out the candles for his 61st. Shoffner, in years past, played with Earl Hines, Charlie Creath, and was Louie Armstrong's replacement in Joe (King) Oliver's band. . . . Leroy and Sue Van Dyke (he vocalizes on Mercury) recently became the proud parents of a boy whom they named Ray Leroy. . . . The many friends of Buck Ram were saddened at the news of his mother's death last week.

Gloria Manlong.

### Pittsburgh

Paul Anka, currently at John Bertera's Holiday House, is pacing that club's catering to record names for the prom season. Following Anka, who will remain there next week, come the Four Preps, the Four Coins and Neil Sedaka in his local club debut. . . . Solly Solomon, veteran record promotion man, most recently with Roulette, is the new publicity director here for Columbia Records. He replaces Bob Murphy, who has been transferred to the Los Angeles territory. . . . Danny and the

(Continued on page 14)

## The SONG of the RAIN

By PAUL DURAND, Composer of "Mademoiselle De Pree"

Theme from the new film "THE COW AND I"

ROGER WILLIAMS on KAPP

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

### ATTENTION . . .

TO ALL CONCERNED IN THE MUSIC INDUSTRY That Great Standard . . .

## "Close Your Eyes"

Now Being Published by— BERNICE PETKERE MUSIC, INC. 1612 N. Argyle, Hollywood 28, Calif. Phone: Hollywood 9-3366

Original Hit!!

## Theme from LA DOLCE VITA

#245

ON 20th FOX

Say You Saw It in Billboard Music Week

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## MAY SALES PROGRAM

(from May 1st to June 2nd)



# AF THE ORIGINAL SOUND LABEL

## CHECK THESE AF BEST SELLERS...YEAR 'ROUND, BASIC REQUIRED INVENTORY FOR ALL STORES! CALL YOUR DISTRIBUTOR NOW

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# BMI

# Salutes

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## APRIL AWARD WINNERS

Over the years BMI has been proud of the honors awarded to the composers affiliated with it and to the music, the performing rights of which it licenses... among the honors awarded to music and men during the month of April, these were outstanding...

### 1961 PULITZER PRIZE

*Walter Piston*

Previous Pulitzer Prize winner in 1948

for "**SYMPHONY No. 7**"

### ACADEMY OF MOTION PICTURE ARTS AND SCIENCES "OSCAR"

"**NEVER ON SUNDAY**"

by

*Manos Hadjidakis*

Best Song of 1960 as performed in the motion picture  
"Never On Sunday"

And congratulations also to these BMI affiliated writers who were honored by NARAS (National Academy of Recording Arts and Sciences) for their recording achievements:

*Ray Charles*    *Miles Davis*    *Gil Evans*  
*Bob Newhart*    *Marty Robbins*

### THE GOLD MEDAL FOR MUSIC OF THE NATIONAL INSTITUTE OF ARTS AND LETTERS

(Presented once every five years)

*Roger Sessions*

### 1961 GRANTS OF THE NATIONAL INSTITUTE OF ARTS AND LETTERS

*Halsey Stevens*    *Lester Trimble*

*Yehudi Wyner*

### NEW YORK MUSIC CRITICS CIRCLE CHAMBER MUSIC AWARD

*Elliott Carter*

**BROADCAST MUSIC • INC.**

589 FIFTH AVENUE • NEW YORK 17, NEW YORK

**SERVING MUSIC SINCE 1940**



# JAMES BROWN

HIT AFTER HIT AFTER HIT

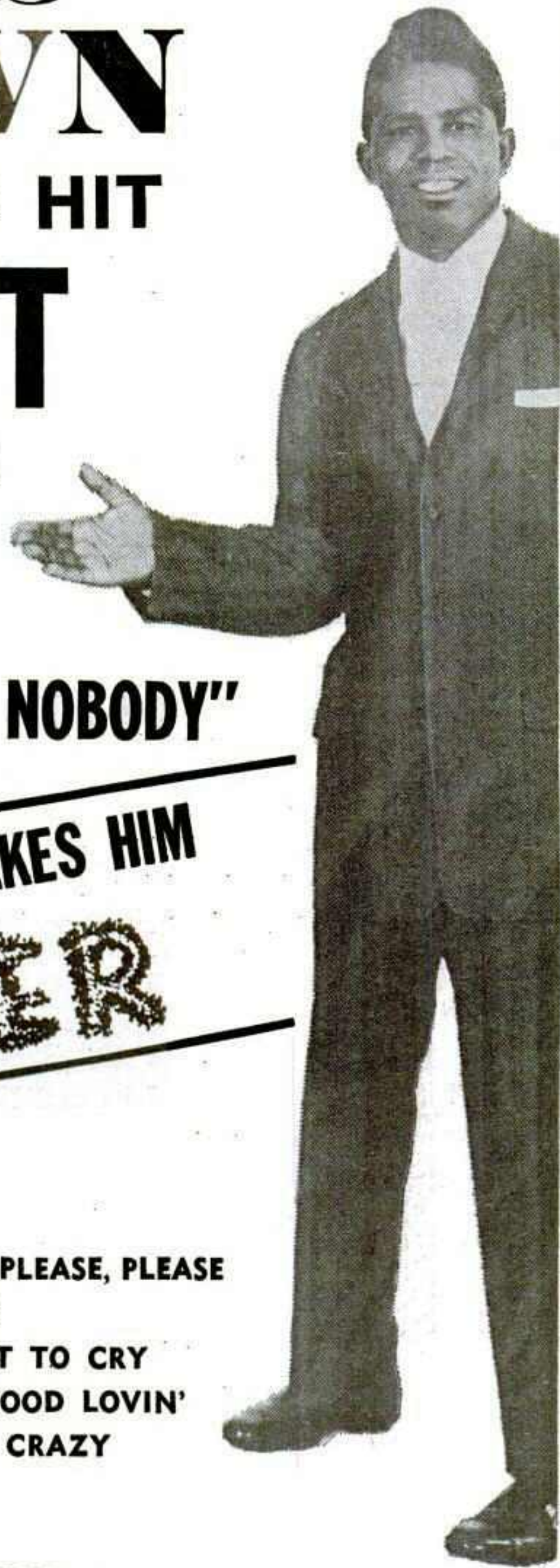
## "I DON'T MIND"

b/w

## "LOVE DON'T LOVE NOBODY"

**KING** #5478

EVERY RECORD MAKES HIM  
**BIGGER**



ALL THESE RECORDS ARE STILL HOT

*Federal*

- 12370 THINK
- 12258 PLEASE, PLEASE, PLEASE
- 12337 TRY ME
- 12364 I'VE GOT TO CRY
- 12361 GOOD GOOD LOVIN'
- 12369 I'LL GO CRAZY

**KING**

- 5442 BEWILDERED



KING 610



KING 635

### THE AMAZING JAMES BROWN

Including such hits as

"I LOVE YOU, YES, I DO"; "I DON'T MIND," "THE BELLS" AND "LOVE DON'T LOVE NOBODY," ETC.

KING LP 743

### THINK

by JAMES BROWN

Including such hits as

"THINK," "GOOD GOOD LOVIN'," "I'LL GO CRAZY," "BEWILDERED" AND MANY OTHERS.

KING LP 683

FOUR GREAT JAMES BROWN LP's ON



## MUSIC AS WRITTEN

Continued from page 12

Juniors spent a day here last week plugging their Swan waxing of "Cha Cha Go Go."

Gene McDaniels is due here May 13 to plug his Liberty LP, "100 Pounds of Clay." His host here will be Tim Tormey, head of Cosnat Records. . . . Mercury's Florian ZaBach is now definite for the Beverly Hills Club June 5 to open the outdoor patio season of the Connie Costa night club. . . . Sales chief Jim Maderitz sold the master of "Rama Lama Ding Dong" to Hy Weiss' Old Town Records for national distribution. . . . Dick Iezzi and Mort Locker of RCA Victor going all-out in their promotion of the new Arthur Fiedler albums in this area. . . . Nick Albarano, Capitol branch manager, attending a three-day regional convention in Philadelphia to map plans for Capitol's May product. Leonard Mendlowitz.

### Boston

National Brenda Lee Day is beginning to pay off in the Hub. Alan Ross, of Decca, put sound trucks all over Metropolitan Boston and into shopping centers with "Emotions." Radio stations co-operated, playing the number from morning till night. He also had plugs on TV stations throughout the day. . . . Decca also has a good gimmick going on Liberace, who also comes to Blinstrub's May 1. The star will prerecord a message for housewives. He will be heard on WMEX, one of the top pop stations introducing various programs from 7 a.m. until 3 p.m.

Record distributors are planning lots of promotions when the Kingston Trio, the Weavers, Odetta, Arthur Fiedler, Josh White, Dave Brubeck, Ahmad Jamal and others come in for the summer season at the Castle Hill concerts in Ipswich where George Wein is masterminding the new set-up. . . . Selections played on WBZ-FM are now being identified on the air as an added service to listeners. Titles and names of artists are given before and after each number.

Columbia had Tony Bennett in for a party on his new album, "Tony Sings for Two." . . . Herb Dale and his wife Bonnie spent a week in Los Angeles. The firm is now back at the old stand on Commonwealth Avenue, with the building refurbished after the fire. Herb reports Bob Newhart did capacity business here at Symphony Hall and helped to push sales. . . . Warner Bros. doing well with sound track of "Gone With the Wind." Cameron Dewar.

### Milwaukee

Bob Thompson, Capitol Records branch sales manager, is suffering from a case of the mumps. . . . Recent trade visitors here included Barry Kittleson and Howard Cook, promoting the debut of their Beaucoup Records label with "Pied Piper" b/w "If Teardrops Were Dollars."

Shim Weiner, Chicago, Decca Records' Midwest division manager, spent some time here checking on branch operations last week. . . . Promoter Sandy Serrahn hit pay dirt with his five-day booking here of "Fiorello" at the Oriental Theater, with tickets ranging from a \$6 top to \$2.50. . . . Mercury Records promo man Ben Wood has named his recently born daughter Holly. . . . Frank D'Rone, Mercury Records artist, is pulling keen interest in his return engagement at the Red Lion Room of the Kaiser Knickerbocker Hotel. Benn Ollman.

### Montreal

In line with recent staff changes, W. R. Bays, vice-president of Quality Records, has announced the appointment of Andy Nagy as sales representative and Bill Smithers as promotion manager for the Quebec sales division. . . . RCA Victor's Custom Record Department is merchandising a laminated cardboard record that can be used as a premium item or straight advertising piece. . . . Elvis Presley's exclusive Canadian waxing of "Wooden Heart" is enjoying its expected success. . . . Spartan Records of Canada is pressing the new jazz label Impulse for ABC-Paramount as well as Frank Sinatra's Reprise. . . . Musimart, Ltd., is offering a new Vanguard Stereolab test record with a built-in stroboscope. . . . Columbia is celebrating "Canadian Showcase Month" with special promotions on Canadian artists such as Glenn Gould, Percy Faith, Carl Tapscott Singers and their line-up of French talent. . . . Compo Company heralds "Don Messer Month" with special store display material plus a two-free-with-every-12 purchased deal for dealers who order the popular fiddler's albums. . . . RCA Victor is offering an extra 15 per cent in bonus merchandise or return privilege during their special Camden deal that extends through until May 3. . . . Hallmark Recordings Limited of Toronto is converting a 10,000-square-foot warehouse into the largest recording studio in America, according to Don Hannant, sales promotion manager. Arnold Gosewich.

### Beaucoup Label Plans Pachanga TV Demos

NEW YORK — Howard Cook, who has started the Beaucoup label along with John Herntstadt, feels there's plenty of hit potential which has not yet been realized from the new pachanga-charanga dance fad.

Cook returned from a cross-country promotion tour on the label's initial release by chanter Barry Kittleson, to note that the kids are

not getting hip to the Latin dance because there is nobody around to teach them the steps. On this kick, the label is planning a special instructional campaign which may result in special teachers demonstrating the dance on TV jockey shows.

Cook also plans early release of a new single, "Rock-a-Pachanga," featuring the authentic violin and flute sound with a vocal group known as the Bokoos. The label has also signed thrush Vi Velasco, who was acclaimed last year for appearances on British TV.

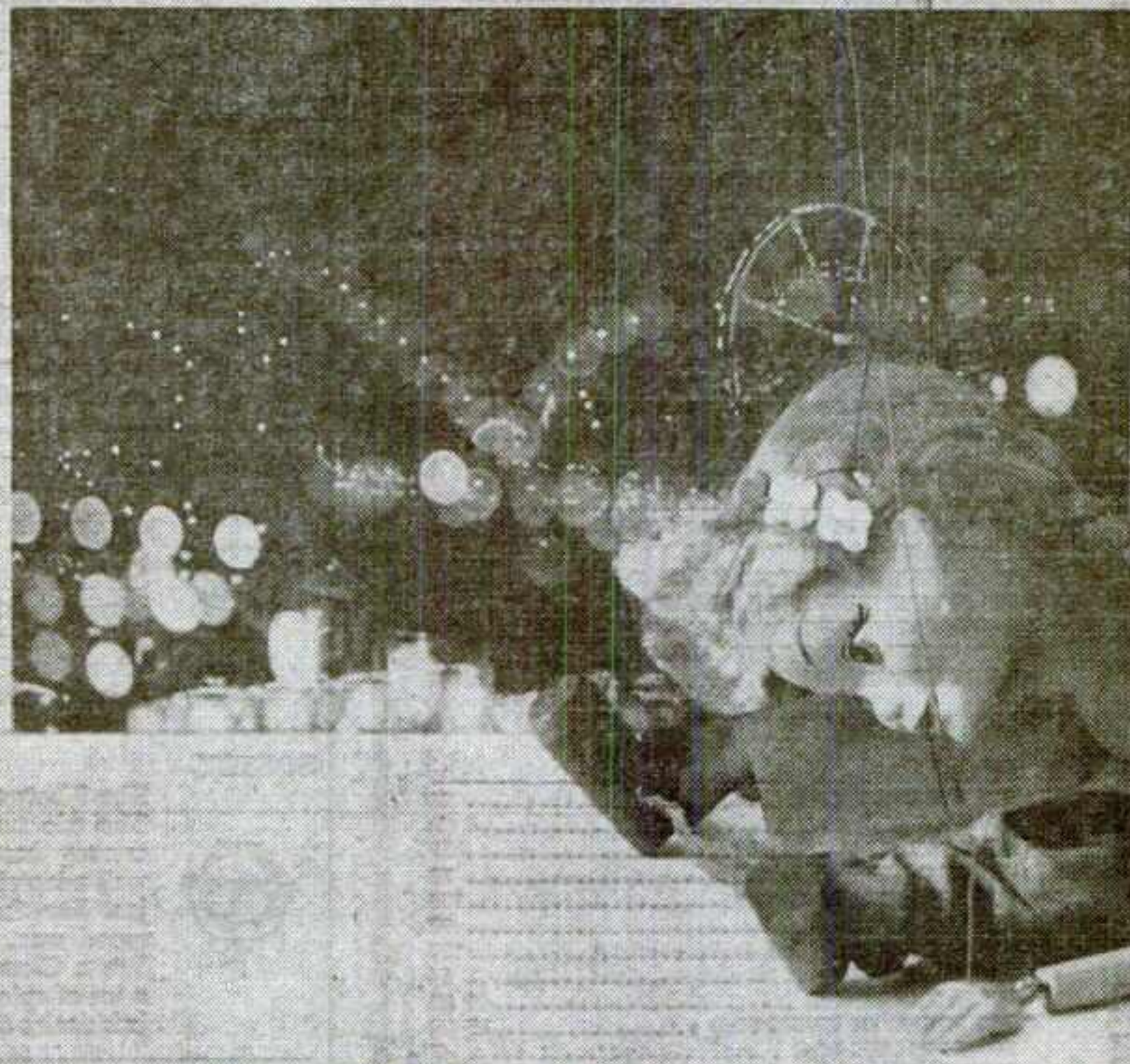


**LIVING STEREO**

*Living Strings*



PLAY ALL THE MUSIC FROM  
THE BROADWAY HIT  
**"CARNIVAL"**



*(it's all done with strings!)*

**THE NEWEST PROFIT-MAKER IN THE BEST-SELLING "LIVING STRINGS" SERIES, FEATURING MUSIC FROM THE NEW BROADWAY MUSICAL SMASH, "CARNIVAL!"**

Here's the newest in RCA Camden's best-selling "Living Strings" series. It features all the tender, tuneful music from Bob Merrill's new musical success, "Carnival!", the show that won the New York Drama Critics' Circle Award as Best Musical of the season! Like all "Living Strings" albums, it features an eye-catching foil cover. Stock it now, in the wake of the big excitement being generated by this solid smash.



**STOCK UP ON ALL THE FAST-MOVING "LIVING STRINGS" ALBUMS:**



Ten popular love potions...ranging from "Arrivederci, Roma" to "C'est Magnifique." CAS/CAL-637



Eternal mysteries of the sea... "Ebb Tide," "La Mer," "Far Away Places," 11 more! CAS/CAL-639



"Moonlight Becomes You," "The Story of a Starry Night," other nocturnal favorites. CAS/CAL-638



All the great songs from the new Lerner-Loewe musical in one magnificent album! CAS/CAL-657



The lush tropical splendor of Hawaii romantically captured by the "Living Strings"! CAS/CAL-661

ONLY \$1.98 each Monaural Hi-Fi, \$2.98 each Living Stereo. MANUFACTURER'S NATIONALLY ADVERTISED PRICES—OPTIONAL WITH DEALER







**New! Nero is the name.  
Genius is the word. RCA  
Victor is the label. Nero  
can make a piano sound  
like liquid fire. He  
overflows with  
ideas, taste and  
technique. Just  
back from his  
whirlwind tour,  
Nero has ignited  
the critics  
everywhere.  
Order now!  
LPM/LSP-2334**



Ask your distributor about the Compact 33, the newest idea in records.

**RCA VICTOR**  
RADIO CORPORATION OF AMERICA

STAR PERFORMERS—Selections registering greatest upward progress this week. [S] Indicates that 45 r.p.m. stereo single version is available. [A] Indicates that 33 1/3 r.p.m. mono single version is available. [AS] Indicates that 33 1/3 r.p.m. stereo single version is available.

Table with columns: This Week, Weeks Ago, Title, Artist, Label & Number, Weeks On Chart. Contains chart entries 1-40.

Table with columns: This Week, Weeks Ago, Title, Artist, Label & Number, Weeks On Chart. Contains chart entries 41-80.

Table with columns: This Week, Weeks Ago, Title, Artist, Label & Number, Weeks On Chart. Contains chart entries 81-100.

BUBBLING UNDER THE HOT 100. List of 20 songs with titles, artists, and chart positions.

HOT 100—A TO Z. Index of songs and their chart positions, arranged alphabetically by title.



**THIS IS THE WINNER!**

**DON**



**COSTA**

**AND HIS ORCHESTRA**

**"THAT'S THE WAY WITH LOVE"**

UA 318

**IT'S A BONANZA!**

**ZOOMING STRAIGHT FOR THE TOP!**

**AL CAIOLA**

**GUITAR AND ORCHESTRA**

UAS 6142 (STEREO)

UAL 3142 (MONAURAL)

GOLDEN HIT INSTRUMENTALS		
<b>AL CAIOLA</b> GUITARS WITH ORCHESTRA		
PEPE WHEELS	<b>APACHE</b>	
<b>CALCUTTA</b>		
HONKY-TONK PART TWO	JA DA	RAM-BUNK-SHUSH
WONDERLAND BY NIGHT	<b>BONANZA</b>	
BOUNTY HUNTER	ASIA MINOR	HEARTS OF STONE

**NOW SHIPPING... THE RED HOT ALBUM BY AL CAIOLA WITH ALL THE SMASH HIT INSTRUMENTALS.**

**CHECK THESE! THE REPORTS SHOW ACTION!**

**RALPH MARGERIE BACARDI**

UA 315

**JIMMY CURTISS LOVE, SWEET LOVE**

UA 312

**JIMMY WITTER A CROSS STANDS ALONE (ON THE CHARTS)**

UA 301



WE'LL SEE YOU AT THE DIPLOMAT HOTEL HOLLYWOOD, FLA. • JUNE 28TH.

**IT'S**



**ALL THE WAY!**

729 SEVENTH AVE. • NEW YORK 19, N.Y.

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

9 Those LP's on the Chart 9 weeks or less designated in weeks on chart column via boldface numeral.

150 Best Selling

MONAURAL LP'S

Table of 150 Best Selling Monaural LP's. Columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Includes entries like 'CALCUTTA' by Lawrence Welk, 'G. I. BLUES' by Elvis Presley, and 'EXODUS' by Sound Track.

Table of 150 Best Selling Monaural LP's (continued). Columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Includes entries like 'FROM THE HUNGRY I' by Kingston Trio, 'TCHAIKOVSKY: PIANO CONCERTO NO. 1' by Van Cliburn, and 'MUSIC MAN' by Original Cast.

Table of 150 Best Selling Monaural LP's (continued). Columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Includes entries like 'THE LORD'S PRAYER' by Mormon Tabernacle Choir, 'MOMS MABLEY AT THE U. N.' by Chess 1452, and 'BOBBY VEE' by Liberty LRP 3181.

50 Best Selling

STEREO LP'S

Table of 50 Best Selling Stereo LP's. Columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Includes entries like 'CALCUTTA' by Lawrence Welk, 'EXODUS' by Sound Track, and 'CAMELOT' by Original Cast.

# SINGLES PROGRAMMING & BUYING GUIDE

## TOP MARKET BREAKOUTS

### NEW YORK

- BARBARA ANN  
Regents, Gee
- RAMA LAMA DING DONG  
Edsels, Twin
- IN MY HEART  
Time-Tones, Times Square
- THIS WORLD WE LOVE IN  
Mina, Time
- TOSSIN' AND TURNIN'  
Bobby Lewis, Beltone

### CHICAGO

- THAT'S THE WAY WITH LOVE  
Pierio Soffici, Kip
- TOUCHABLES IN BROOKLYN  
Dickie Goodman, Mark-X
- I'M A FOOL TO CARE  
Joe Barry, Smash

### LOS ANGELES

- THOSE OLDIES BUT GOODIES  
Caesar and the Romans, Del-Fi
- SHY AWAY  
Jerry Fuller, Challenge
- PEANUT BUTTER  
Marathons, Arvee
- LIFE'S A HOLIDAY  
Jerry Wallace, Challenge
- A LOVE OF MY OWN  
Carla Thomas, Atlantic

### PHILADELPHIA

- TOUCHABLES IN BROOKLYN  
Dickie Goodman, Mark-X
- TOSSIN' AND TURNIN'  
Bobby Lewis, Beltone
- I'M A FOOL TO CARE  
Joe Barry, Smash
- STAND BY ME  
Ben E. King, Atco
- I DON'T MIND  
James Brown, King

### DETROIT

- HALFWAY TO PARADISE  
Tony Orlando, Epic

### BOSTON

- TOUCHABLES IN BROOKLYN  
Dickie Goodman, Mark-X
- TOSSIN' AND TURNIN'  
Bobby Lewis, Beltone

- WHAT A SURPRISE  
Johnny Maestro, Coed

### SAN FRANCISCO

- THOSE OLDIES BUT GOODIES  
Caesar and the Romans, Del-Fi
- BE MY BOY  
Paris Sisters, Gregmark
- LITTLE EGYPT  
Coasters, Atco
- LULLABY OF THE LEAVES  
Ventures, Dolton
- HALFWAY TO PARADISE  
Tony Orlando, Epic

### PITTSBURGH

- PEANUT BUTTER  
Marathons, Arvee
- LITTLE EGYPT  
Coasters, Atco
- THOSE OLDIES BUT GOODIES  
Caesar and the Romans, Del-Fi
- SON-IN-LAW  
Blossoms, Challenge

### ST. LOUIS

- PEANUT BUTTER  
Marathons, Arvee
- COUNT EVERY STAR  
Donnie and the Dreamers, Whale
- A LOVE OF MY OWN  
Carla Thomas, Atlantic
- OUR LOVE IS HERE TO STAY  
Dinah Washington, Mercury

### CLEVELAND

- YOU'RE GONNA NEED MAGIC  
Roy Hamilton, Epic
- TOUCHABLES IN BROOKLYN  
Dickie Goodman, Mark-X
- WHAT A SURPRISE  
Johnny Maestro, Coed
- TOSSIN' AND TURNIN'  
Bobby Lewis, Beltone

### BUFFALO

- TOUCHABLES IN BROOKLYN  
Dickie Goodman, Mark-X
- WHAT A SURPRISE  
Johnny Maestro, Coed
- THOSE OLDIES BUT GOODIES  
Caesar and the Romans, Del-Fi
- THAT'S THE WAY WITH LOVE  
Pierio Soffici, Kip
- SON-IN-LAW  
Blossoms, Challenge

## BEST BUYS IN RECORDS

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

### POP

- \*LITTLE DEVIL, NEIL SEDAKA..... (Aldon, BMI) RCA Victor 7874
- \*THAT OLD BLACK MAGIC, BOBBY RYDELL... (Famous, ASCAP) Cameo 190
- \*LULLABYE OF LOVE, FRANK GARI.... (Harvest-Recherche, ASCAP) Crusade 1021
- UNDERWATER, FROGMEN..... (Dixsil, BMI) Candix 314
- EXODUS, EDDIE HARRIS..... (Chappell, ASCAP) Vee Jay 378

### C&W

No selections this week

### R&B

No selections this week

## REVIEWS OF THIS WEEK'S SINGLES

the pick of the new releases:

### SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

### Pop

#### ELVIS PRESLEY



**I FEEL SO BAD** (Berkshire, BMI) (2:54)—**WILD IN THE COUNTRY** (Gladys, ASCAP) (1:50)—Here's another two-sided smash for the artist. "I Feel So Bad" is an exciting rhumba blues penned by the late Chuck Willis. The flip is the romantic title theme from Presley's new movie. Both sides are potent, with Presley turning in standout vocals on both tunes. **RCA Victor 7880**

#### BROOK BENTON



**THE BOLL WEEVIL SONG** (Play, BMI) (2:35)—Benton should have another big hit with this bright piece of material, which he both talks and sings, over an infectious arrangement. A showmanly performance on solid material. Flip is "Your Eyes" (Play, BMI) (2:52). **Mercury 71820**

#### MARTY ROBBINS



**JIMMY MARTINEZ** (Marizona, BMI) (3:25)—**GHOST TRAIN** (Marty's, BMI) (3:05)—Robbins is in sock vocal form on both sides of this potent wax. "Jimmy Martinez" features a tender vocal on a highly effective saga about a Mexican soldier killed at the Alamo. Flip is an exciting rendition of another effective saga item. **Columbia 42008**

#### THE MARCELS



**SUMMERTIME** (Gershwin, ASCAP) (2:17) — **TEETER TOTTER LOVE** (Gower, BMI) (1:58)—The "Blue Moon" boys should have another hit with this frenetic platter. "Summertime" features the group's salable vocal gimmicks, on a "Blue Moon" type treatment of the great Gershwin standard. Flip is a wild rocker with enthusiastic delivery. **Colpix 196**

#### FATS DOMINO



**IT KEEPS RAININ'** (Travis, BMI) (2:43)—**I JUST CRY** (Travis, BMI) (2:04)—Domino sings with plenty of heart on "It Keeps Rainin'," a fine New Orleans walkin' rhythm-styled item with standout backing and arrangement. Flip is a relaxed bluesy tune with feelingful performance by the artist. "It Keeps Rainin'," is strongest, but both can move out. **Imperial 5753**

#### DUANE EDDY



**RING OF FIRE** (Linduane, BMI) (2:20)—The dramatic title theme of Eddy's new movie is wrapped up by the star guitarist in his usual exciting fashion, backed by a bit chorus and ork. Watch it. Flip is "Bobbie" (Robbins, ASCAP) (2:04). **Jamie 1187**

#### JORGEN INGMANN



**CHEROKEE** (Shapiro-Bernstein, ASCAP) (2:20)—**ANNA** (Hollis, BMI) (1:52)—Jorgen Ingmann comes through with two fine instrumental versions of old standards here. "Cherokee" is handed a swinging reading, and "Anna" is sold with spirit, too. Both have a chance. **Atco 6195**

#### ADAM WADE



**THE WRITING ON THE WALL** (Winneton-Glenville, BMI) (2:27)—A fine piece of material is given a winning performance by Wade over first-rate support by the ork and chorus. Should be strong. Flip is "Point of No Return" (Alan K.-Winneton, BMI) (2:30). **Coed 550**

#### KATHY YOUNG AND THE INNOCENTS



**OUR PARENTS TALKED IT OVER** (Acklen, BMI) (2:36)—The lass who started a whole new singing style turns in a listenable performance of an interesting tune about young love. Flip is "Just as Though You Were Here" (Dorsey, ASCAP) (2:23). **Indigo 121**

#### ANNETTE AND TOMMY SANDS



**LET'S GET TOGETHER** (Wonderland, BMI) (2:09)—Annette joins forces with Tommy Sands for a song from their new flick "The Parent Trap." Bright ditty is handled with spirit and could break loose. Flip is "The Parent Trap" (Wonderland, BMI) (2:14). **Vista 802**

#### BRIAN HYLAND



**LIPSTICK ON YOUR LIPS** (Mansion, ACAP) (2:03)—Brian Hyland could hit the charts again with this clever ditty which he sells with a lot of warmth. And the backing is good, too. Flip is "When Will I Know" (Heatherfield, BMI) (2:29). **Kapp 401**

(Continued on page 23)

WHAT A COTTON PICKIN' HIT!

THE  
BOLL WEEEVIL  
SONG

#71820



BROOK  
BENTON







BRITAIN

Table of British hits: Week ending May 5, 1961. Includes songs like 'Blue Moon', 'You're Driving Me Crazy', 'Wooden Heart'.

NORWAY

Table of Norwegian hits: Week ending May 5, 1961. Includes songs like 'Romantica', 'Are You Sure', 'O Sole Mio'.

MEXICO

Table of Mexican hits: Week ending May 5, 1961. Includes songs like 'Suspense Infernal', 'Av Mexicana', 'PEPE'.

GERMANY

Table of German hits: Week ending May 6, 1961. Includes songs like 'Wheels', 'Salome', 'Surrender', 'Missouri Cowboy'.

AUSTRALIA

Table of Australian hits: Week ending May 5, 1961. Includes songs like 'Runaway', 'Scottish Soldier', 'On The Rebound'.

FRENCH (Walloon) BELGIUM

Table of French/Belgium hits: Week ending May 5, 1961. Includes songs like 'Kili Waatch', 'Non, Je Ne Regrette Rien', 'Kana Kapila'.

ITALY

Table of Italian hits: Week ending May 6, 1961. Includes songs like 'Jealous of You', 'Il Mondo di Suzie Wong', 'Come Sinfonia'.

SPAIN

Table of Spanish hits: Week ending May 5, 1961. Includes songs like 'Quince Anos Tiene Mi Amor', 'Greenleaves of Summer', 'My Home Town'.

GERMAN NEWSNOTES

Deejays Balk at Andersen Disk; Claim It's Done With Poor Taste

By BRIGITTE KEEB, Music Editor, Automaten-Market Braunschweig

Connected with the current German trend to pop versions of old classic themes both instrumental and vocal, there have been major press attacks on the new Lale Andersen Polydor recording, 'Leis Erklngt Im Park Die Kleine Nachtmusik'...

By JIMMY JUNGERMANN, 102 Ismaninger Str., Munich

Metronome's German representative, Leif Kraul, was in Munich for three days to discuss production schedules with Karl Heinz Busse. The first effort was an EP with U. S. standards published by Busse...

Travelers

Hans Hotter has been invited to teach at the Aspen Summer Academy in June and July. In May two prominent British jazz bands will star in Hamburg: Monty Sunshine...

Awards

Freddy, Germany's most popular recording artist and owner of five gold records, whose latest recordings, 'Wenn Die Sehnsucht Nicht War' and 'Soviel Traume' are rapidly climbing the charts...

NEW ZEALAND

Table of New Zealand hits: Week ending May 5, 1961. Includes songs like 'Emotions', 'Surrender', 'Will You Love Me Tomorrow'.

SPANISH NEWSNOTES

Sports Palace Sports Clayton

By RAUL MATAS, Editor, Discomania, 32 Ave Jose Antonio 32, Madrid

A huge crowd filled the Sports Palace in Madrid. They were touched by Buck Clayton and his All Stars with Jimmy Witherspoon and Cob Byass. The American names did a great show in good Spanish company with Tete Montoliu...

Song Festivals Line Up

Close to \$2,000 is the big prize for the author of the best Spanish song presented to the Benidorm Festival next July. Last year the winner was 'Comunicando' written by Segovia and sung by RCA's Chilean star, Arturo Millan...



WHERE THE BOYS ARE!!!  
**MORE GREATEST HITS/CONNIE FRANCIS.** CONNIE'S BRAND-NEW COLLECTION OF HER CLASSICS LOOKS BIGGER THAN **CONNIE'S GREATEST HITS E3793** (42 WEEKS ON THE CHARTS AND STILL GOING STRONG). INCLUDES SUCH BLOCKBUSTERS AS MAMA, WHERE THE BOYS ARE, JEALOUS OF YOU, MALAGUENA, AMONG MY SOUVENIRS, AND SEVEN MORE! **MORE GREATEST HITS IN REGULAR HIFI OR SUPER STEREO E/SE3942**



THE  
 STARPOWER  
 LABEL  
**MGM**



## AUSSIE NEWSNOTES

## Col Joye to Visit New Guinea, Slates Stops at Desert Towns

By GEORGE HILDER  
19 Tofman Ave., Sydney

Rock and roll singer and recording artist Col Joye plans to visit New Guinea during May. Joye and the Joye Boys will perform at a Red Cross Charity show in Port Moresby. Joye's manager Kevin Jacobson, hopes that natives will be present at the show. On their return to Australia a concert tour has been arranged for them to perform at Darwin and Alice Springs which is situated in desert country in the heart of Australia. This will be the first that any entertainment unit has even visited these towns and is sure to create much interest for the local population who depend solely on radio and records for their amusement. Festival has released Joye's latest waxing, "Naughty Girl" and "Goin' Steady."

Jimmy Little, pop ballad singer, has renewed his record contract with Festival for another five years. His latest movie, "Shadow of the Boomerang," made last year for Dr. Billy Grahme, has been bought for smash release throughout Australia and New Zealand by MGM. During mid-April, Atransa TV Film Studios filmed some vocal fill-ins by Festival artists including Noeleen Batley, the Graduates, and Kerry Bryant. Local reports have been so good, Atransa has now bought world rights to the film clips to permit U. S. A. release. . . . Artists manager Jack Neary is now in America to complete arrangements for Bobby Linn's TV appearances there. Bobby is Australia's top comedian on TV. He plans to leave for the States at the end of May.

Billy Daniels, now appearing on TV and doing night club work in Sydney, stated that Australia was becoming increasingly popular with American entertainers. He last came to Australia in 1957. "I have been trying to get back ever since," he said.

An interesting LP being rush-released by EMI on the London label to coincide with the Ventures' current tour of Australia includes many of the standard numbers which made this group famous. A

few titles included in this album are "Ram-Bunk-Shush," "Perfidia," "Blue Tango" and "Wailin'."

The Bobby Darin version of "Artificial Flowers" from the musical production "Tenderloin" has now been taken off restriction and will be on sale in Australia late this week. This potential hit single is destined for big business as was his early LP albums and 45 singles. . . . Reyna Caron makes her debut this week on HMV label with her 45 potential hit single "Long Time Boy" backed with "Bay of Naples." Reyna has appeared on National TV shows and on this, her first recording for EMI, is backed with the popular local group, the Delltones. The orchestra is conducted by EMI's local a.&r. man, Geoff Harvey.

Lee Gordon's big show, scheduled to begin in Australia this week, features Connie Francis together with Johnny Burnette, the Ventures, Bobby Vee, and Donnie Brooks. All artists are under contract to EMI and should prove to be successful from the sales standpoint during and after these artists' stay in Australia. New release albums and 45's by these artists have been rush-released to coincide with this tour.

## BRITISH NEWSNOTES

## Disk Mfrs.' Sales \$3,348,000 In February, Topping Last Year

By DON WEDGE  
News Editor, New Musical Express

Manufacturers' sales of disks in February set a new high for the month. They totaled \$3,348,000, about 1 per cent more than in February, 1960, the previous highest. This increase is entirely due to the booming home market. Exports fell about 38 per cent to \$558,000—the lowest February total since detailed figures were published in 1955. Falling U. S. sales are held to be largely responsible for the low export figure. Total home sales were \$2,790,000.

The number of American visitors is beginning to rise to its mid-summer peak. Riverside's Bill Gruer was in for talks with Interdisc and Tempo; Paul Marshall was

## NEWPORT SIGNS 25 TOP NAMES FOR JAZZ FEST

NEWPORT, R. I.—Backing up their statement that the Newport Jazz Festival will "rise like a phoenix, greater than ever," the producers of Music at Newport have signed 25 of the top names in jazz for the event scheduled June 30 through July 3. Signed last week by Sid Bernstein were:

Louis Armstrong, Duke Ellington; Lambert, Hendricks and Ross; Count Basie, Dinah Washington, Dave Brubeck, Maynard Ferguson, George Shearing, Cannonball Adderley, Ray Charles, Anita O'Day, Carmen McCrae, Sarah Vaughan, Lionel Hampton, Gerry Mulligan, Horace Silver, Stan Getz, Oscar Peterson and Cal Tjader.

Other headliners expected are Art Blakely and the Jazz Messengers, Ramsey Lewis, Quincy Jones, Bill Henderson, John Coltrane, Eddie Harris, Oscar Brown Jr., the Jazzets and Chico Hamilton. The festival's two other producers are John Drew and Abe Margolis. Mail orders are now being processed at 230 Bellevue Avenue, Newport, R. I.

## NEW ZEALAND NEWSNOTES

## Top Rank's Philip Warren to Exit

By FREDERICK GEBBIE  
P. O. Box 2443, Auckland

Biggest news in the Record Industry is that Top Rank's top man, Philip Warren, will get out of records next month. His ties with Allied International (Top Rank, Roulette, Warner Bros. Verve, Elektra plus over 40 others) will be taken over by G. A. Woller, Ltd., local agent for U. S. Decca, Brunswick, Coral. Warren has been a key man in the business since he launched the Verve label way back when jazz was an unknown entity here. He was 15 years old at the time. Now an old man of 23, he can look back on the launching of over 100 new labels. . . . Harry Miller is bringing Connie Francis to New Zealand plus Johnny Burnette and the Ventures. Connie will have a 21-piece backing group comprising all N. Z. talent.

Big talent touring now for the R. J. Kerridge Company is the Scottish troupe headed by Kenneth McKeller with Jimmy Shand's band. This show has sold out throughout the country (members of the troupe are heading State-side after the tour. Show consists of McKeller, Shand, Lucille Graham (soprano drawing rave notices), Alex Finlay, comedian,

and Bobby Watson, the country dance expert. This is the most surprising package ever to hit New Zealand, sold out every night. Another big artist to arrive here is Todd Duncan, May 2 to 25.

In July we will see the Leningrad Ballet Company, with 55 dancers appear in Auckland and Wellington. It is hoped that they will be accompanied by the New Zealand National Orchestra of 57 players which would be (combined) the biggest attraction ever to appear in this country. . . . Anna Russell appears here in June for one month and then RCA Victor's Luigi Infantino in August for one month.

## Single News

Bobby Darin sneaked into the top-selling charts with his U. S. hit, "Lazy River." Brenda Lee is still on top with "Emotions," closely followed by Presley's "Surrender." Connie Francis is riding at No. 14 and this record should make way for another hit next week. Bill and Boyd (two local lads) have created a lot of interest with their "Corrina Corrina" on Peak.

## NORSE NEWSNOTES

## Brit. Eurovision Entry Rocketing

By ESPEN ERIKSEN  
Editor, Verdens Gang, Oslo

The British entry to the Eurovision Melodie Grand Prix competition in Cannes earlier this year, "Are You Sure" by the Allisons on Fontana (of the Philips group), rushed from sixth to runner-up position on the Norwegian Hit Parade last week. Thereby Fontana broke the Triola triumph of having the three top tunes on the Norwegian charts for five weeks in a row. Also the more than 30-year-old American tune "Ramona" in a rendition by the Blue Diamonds, moved up from 9th to 6th position.

## Kokomo Stopped

The Norwegian bureau that takes care of composers copyrights—TONO—have complained to the international bureau of same kind that the American-Turkish pianist Kokomo and his orchestra have insulted the memory of Norwegian composer Edvard Grieg (who died in 1907) by stealing the main theme from the Piano Concerto No. 1 in A-Major and recording a rock and roll version. Therefore, the international copyright-caretakers have taken steps to have the Kokomoplatter stopped in a series of European countries, among them Luxemburg.

## Silver to Jim Reeves

The Jim Reeves record, "He'll Have to Go" will receive the Norwegian Silver Disc for a total sale in this country of 25,000 records. Earlier Silver Disc platters are "Carolina Moon" and "Everybody's Somebody's Fool" by Connie Francis; "Marina" by Rocco Granata; "Seemann" (Sailor) by Lolita, and "It's Now Or Never" (O Sole Mio) by Elvis Presley. The Norwegian Silver Disc was created January 1960, and no Golden Disc had yet been obtained. This requires a total sale of 50,000 records.

## Compact Presley

The first compact record was issued in Norway today, the same day as the latest Elvis Presley film was premiered. The record—on RCA—contains title melody from the Presley film "Flaming Star" and "Cane and a High Stretched Collar" also from film. In addition the record contains "Surrender" and "Lonely Man." This is only an experiment, claims an RCA spokesman in Norway, who will also issue the renditions on normal 45 records.

## FRENCH NEWSNOTES

## Barclay Promo Set on Pic Tune

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

To celebrate the issuing of their first UA original sound track of "Aimez - vous Brahms," Barclay Records is promoting a big publicity campaign on the pic's title theme already recorded by seven of their singers and orks. . . . Editions Pathe-Marconi have strong radio play with their new song "La Terre" which has heavy EMI promotion with seven recorded versions. . . . "Nuits d'Espagne" is sung by Dalida on Barclay. It's the French version of "Spanish Harlem." Other versions issued are by Ben E. King on Atlantic and Eddie Barclay on Barclay.

## Hot Wax

Buzz Clifford's "Baby Sittin' Boogie," just issued on Philips, has caused great excitement among the youngsters. . . . Ray Charles is one of the American artists who gets the top record sales. Latest record issued is "Hallelujah I Love Her So" on Atlantic.

## Visitors Here

Capitol Records' Marketing Vice-President, Lloyd Dunn, the Big Three new European representative Alan Holmes and international director of Warner Bros. Records, Robert B. Weiss, are all expected in Paris very soon.

## Music Sales

Publishing rights to "Nous Les Amoureux" (prize-winning song of the Grand Prix Eurovision 1961) has been sold to nine countries.

## Label Changes

Singer Robert Ripa, formerly on Vogue, changed over to Ricordi.

## New Releases

The weekend's releases included Max Harris' "Gurney Slade" on Fontana, Sammy Davis Jr.'s "I Gotta Right to Swing" on Brunswick, J. P. Vignon's "Beat Nick Fly" on Barclay, Count Basie's "The Count Swings Out" on Coral, Thelonious Monk Quintet's "We See" on Barclay (from Prestige Master), Brubeck and Rushing's "There'll Be Some Changes Made" on Fontana.

due on a visit to Top Rank licensees in Europe; Vanguard's Seymour Solomon here for discussions about British release; Sceptre Records' Florence Greenberg and Luther Dixon visited EMI. . . . Publishers here included Robert Marks, of E. B. Marks, and Jack Mills, of Mills Music. . . . BMW's editorial director, Sam Chase, was arriving on the last stage of a European swing.

## Disk Trade

Dominon Music's Noel Rogers, who also looks after the United Artists Music here, is to co-ordinate U-A Records efforts to develop European recording activities. He is back from talks on the project with Art Talmadge. . . . Esquire Records, which has released material from Prestige for 10 years, has begun to import ready-pressed disks to meet immediate demands and requests for specialized albums. . . . Fontana last week released its first "Masters of Art" LP's in line with the world-wide Phillips launching of the series. A low-price classical line, each disk is packaged with a color reproduction of a famous painting.

## Personals

British Decca chairman Sir Edward Lewis is now out of hospital following two operations. Against doctor's orders, he spent a few hours in his office before leaving for a six-week cruise to South Africa on the Pendennis Castle as part of his recuperation.

## Home Front

Decca has prepared a film on the production of disks which it is making available to dealers. . . . Minnesota Mining & Manufacturing is now representing Saga Tapes in this country. Saga, one of the main British producers of prerecorded tapes, in return uses Scotch tape (the 3M product) for all its operations.

## Legit

The Drury Lane production of "My Fair Lady" entered its fourth year May 1 and will continue at least until the end of 1962.

## New Albums

Hot on the success of the single, Pye-International last week issued the Marcells' album, "Blue Moon." . . . From Phillips were Mitch Miller, "March Along"; Doris Day, (Continued on page 175)



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TO THE NAB  
CONVENTION?



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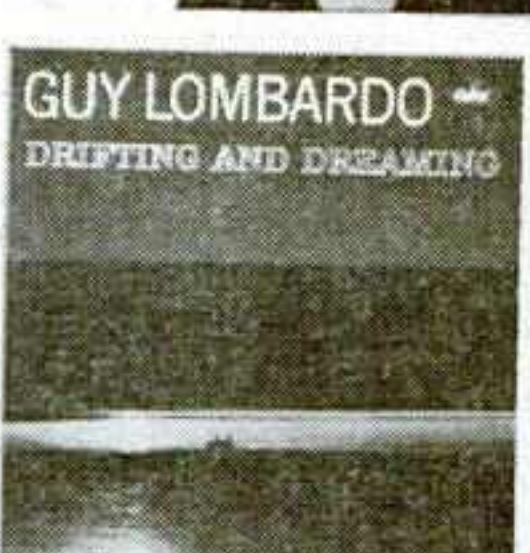
THE SOUND OF RICHARD STRAUSS Erich Leinsdorf (S)P 8548



SHAKE IT AND BREAK IT Various Artists TBO 1572



THE GUITAR WORLDS OF LAURINDO ALMEIDA (S)P 8546



DRIFTING AND DREAMING Guy Lombardo (S)T 1593



RACHMANINOFF: Second Piano Concerto in C Minor (S)P 8549



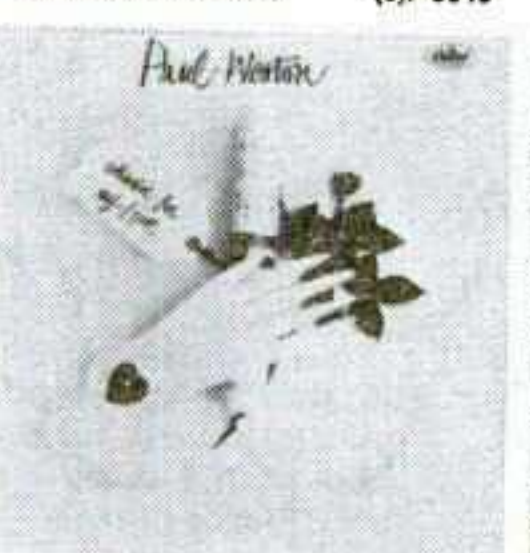
THE FOUR PREPS ON CAMPUS (S)T 1566



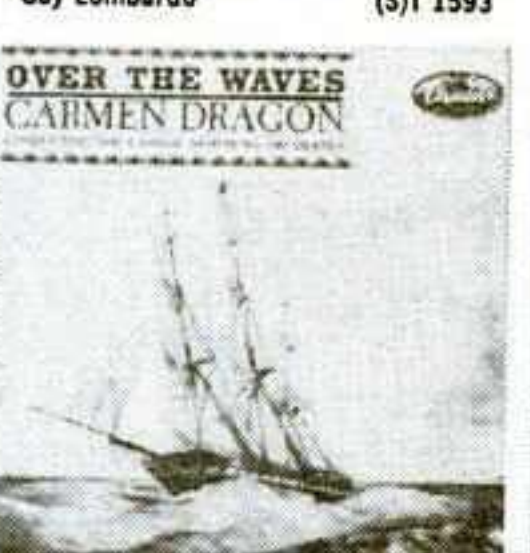
ERNIE LOOKS AT LOVE Ernie Ford (S)T 1542



GOLDEN GASSERS Various Artists T 1561



MUSIC FOR MY LOVE Paul Weston (S)T 1563



OVER THE WAVES Carmen Dragon (S)P 8547



VOICES IN FUN Four Freshmen (S)T 1543

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## The pick of the new releases: SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 16

### ERNEIE LOOKS AT LOVE



Tennessee Ernie Ford. Capitol ST 1542. (Stereo & Monaural) — Tennessee Ernie, who understands the country genre, takes a flock of great country songs and gives them a modern treatment. This is abetted by modern arrangements by the Jack Fascinato ork. Material includes some great Hank Williams songs, as "Cold, Cold Heart," and other choice repertoire such as "Don't Rob Another Man's Castle," "Jealous Heart," etc. Can get a strong play.

Low Priced Pop

### CARNIVAL



The Living Strings. RCA Camden CAL 678 — Bob Merrill's nostalgic, melodic score for Broadway's latest hit musical "Carnival," is lushly showcased here in rich instrumental arrangements by "The Living Strings." Recorded in England, the album spotlights the entire score, including the title theme "Mira," "Beautiful Candy," and "Her Face." Spinnable wax.

Classical

### OFFENBACH: ORPHEUS IN THE UNDERWORLD



Angel S 35903 (Stereo & Monaural)—This lovely album, the first recorded in English, contains highlights from the Sadler's Wells Theater Production of the operetta "Orpheus in the Underworld." Top flight vocal performances are offered by the cast including June Bronhill, Kevin Miller, Jon Weaving and Suzanne Steele. One of the highlights, of course, is the 'toujours gai' "Can-Can." An excellent gift item, the cover has a beautiful full-color photo of the featured vocalists in costume.

Country & Western

### THE GREAT ALL-TIME COUNTRY HITS, VOL. I



Various Artists. Harmony HL 7292—A terrific buy for the money—and this is no exaggeration. The hands of c.&w. fans will tremble when they see this at such a price. Disk contains Floyd Tillman's "Slipping Around," Leon McAuliffe's "Chattanooga Shoe Shine Boy," Bob Wills' "Steel Guitar Rag," Ted Daffan's "No Letter Today," etc.

### POP LP'S

\*\*\*\* STRONG SALES POTENTIAL

#### \*\*\*\* VOICES IN FUN

The Four Freshmen. Capitol ST 1543 (Stereo & Monaural)—Billy May's arrangements and kicking band support the Four Freshmen and their vocal pyrotechnics on this highly enjoyable album. The set is composed of very hip and humor-filled interpretations of hit and standard tunes of the past. "Ole Buttermilk Sky," "Happy Talk" and "I Want to be Happy" give some idea of the variety of material. In addition there's a pretty and unusual treatment of "Manana."

#### \*\*\*\* MUSIC FOR MY LOVE

Paul Weston. Capitol ST 1563 (Stereo & Monaural)—Violins take the spotlight on these lush and feelingful standards by the Paul Weston ork. There's a basic simplicity in the Weston arrangements that strikes at the romantic core of such lovely ballads as "I Love You Truly," "Always," "For You," "Our Love" and "Goodnight Sweetheart."

#### \*\*\*\* FLOWER DRUM SONG

Rodgers and Hammerstein. Angel S 35886. (Stereo & Monaural)—The lovely music of Rodgers and Hammerstein's musical production set against a colorful Chinese-American background is given a wonderful interpretation by its London Company. Ida Shepley, Kevin Scott, George Minami Jr., Tim Herbert, Yan Shan Tung, Yama Saki and the rest of the cast give very personable performances. The entire group of artists, drawn from the U. S., Britain, Hawaii, Canada, Scotland, France, Cyprus, Malaya and Australia, compares favorably with the original Broadway counterparts.

#### \*\*\*\* GOLDEN GASSERS

Various Artists. Capitol T 1561—Capitol has collected 12 of its big selling singles by 12 different artists on this LP, some of whom have moved to other labels. Ferlin Husky singing "Gone," Sam Cooke's "You Send Me," Cathy Carr's "Ivory Tower," Bill Parsons' "All American Boy," and Harold Dorman's "Mountain of Love" are just a few of the hits included.

#### \*\*\*\* SONG OF NORWAY

Michael Collins and his Ork. Angel S 35904. (Stereo & Monaural) — Four fine (Continued on page 29)

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Say You Saw It in Billboard Music Week

Children's Low Price

HERE COMES HUCKLEBERRY HOUND



Original TV Sound Tracks. Colpix CP 207—The kiddie TV cartoon series, "Huckleberry Hound," is top-rated, which makes this package a sock item for the low-priced market. The sound track LP features all the series' popular characters—Yogi Bear, Jinks, Pixie and Dixie, and, of course, the Hound himself. Colorful cover gives LP solid display value.

MR. JINKS, PIXIE & DIXIE



Original TV Sound Tracks. Colpix CP 208—The super-hip cat, Mr. Jinks of the TV cartoon series created by William Hanna and Joseph Barbera, is joined as usual by his two mice buddies Pixie and Dixie, on this fine and funny children's set. The sound track voices of Daws Butler and Don Messick adapt four stories in their own inimitable style. This low-price LP should move at its \$1.98 price considering the amount of TV exposure the cartoon characters have enjoyed.

**SPECIAL MERIT SPOTLIGHTS**

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

Classical

★★★★ POULENC: GLORIA IN G MAJOR FOR SOPRANO, CHORUS AND ORK (Rosanno Carteri); CONCERTO IN G MINOR FOR ORGAN, STRINGS AND TIMPANI (Maurice Durufle) French National Radio-TV Ork (Prestre) Angel 8 35953

International

★★★★ BALLADS OF THE COSSACK  
The Romanoff Singers.. Columbia CS 8408

POP LP'S

★★★★  
STRONG SALES POTENTIAL

Continued from page 28

voices lead the way in this sparkling new stereo production of the familiar operetta, based on the life and works of Edvard Grieg. Tenor Thomas Round is heard as Nordraak, contralto Victoria Elliott from the Sadler's Wells Theater appears as the Countess, John Lawrenson is heard as Grieg and Norma Hughes as Nina. A dozen numbers from the score are presented, along with a splendid reading of the finale Piano Concerto by Semprini. A gorgeous cover of the Norwegian fjords can also sell this one.

★★★★ THE DESERT SONG

Sigmund Romberg. Angel S 35905 (Stereo & Monaural)—The operetta gets a top-drawer performance here. The voices are exceptionally fine, and this fact, plus the good orchestration, raises this disk far beyond an average operetta reading. Cover is in the tasteful Angel style.

★★★★ THE FOUR PREPS ON CAMPUS

Capitol ST 1566. (Stereo & Monaural)—The group is captured here at a live college concert in Southern California. There's a lot

of excitement in the songs, patter and audience reaction and the boys themselves do a fine show, consisting of tunes like "Heart and Soul," "In the Good Old Summertime," and several medleys with one including the Preps' own hits. The boys get a solid big band backing, too. This can grab a lot of action.

★★★★ HERE ARE THE FIREBALLS

Warwick W 2042—The hit-making instrumental group turns out some fine guitar-based sides. These include "Kik-Tik," "Yacky Doo," and "Kissin'". Good sound and an attractive cover, too. The set contains a number of sides that figure as logical singles releases.

★★★ MODERATE SALES POTENTIAL

★★★ PARTY DANCING MADE EASY

Slim Jackson and the Promenaders. Epic LN 3773—Slim Jackson does a top-notch job of calling this neatly varied program of square and round dances of many different tempos. With the calls, which are easy enough to follow, there are also understandable instructions for each dance, printed on the back liner, along with a glossary of square dance terms. There are 16 dances in all. This one can find a lot of favor, with kids and grown-ups. Great disk for a party with a different twist.

★★★ THE SOULFUL MOODS OF MARVIN GAYE

Tamla TM 221—Marvin Gaye is a boy with a light, easygoing voice. He is caught on this LP singing a string of standards mostly in the ballad group. "The Masquerade Is Over," "Funny Valentine" and "Easy Living" are some of the better slow sides. "Witchcraft" and "Always," are two of the better up-tempo tunes. Throughout most of the album, Gaye is accompanied by a rhythm section while there are spots where vocal chorus is used effectively.

★★★ TO EACH HIS OWN

Ken Griffin at the Organ. Columbia CL 1599—The popular organist, Ken Griffin, offers a group of favorites played with his usual color and dexterity. Included are "Stormy Weather," "Crying in the Chapel," "For All We Know" and "Pretend." Pleasant wax also has a lovely cover for good display material.

★★★ LAUGH WITH PROFESSOR BACKWARDS

Jumbo LP 201—Veteran performer Professor Backwards (Jimmie Edmondson) comes through with his fast-talking routines (Continued on page 31)

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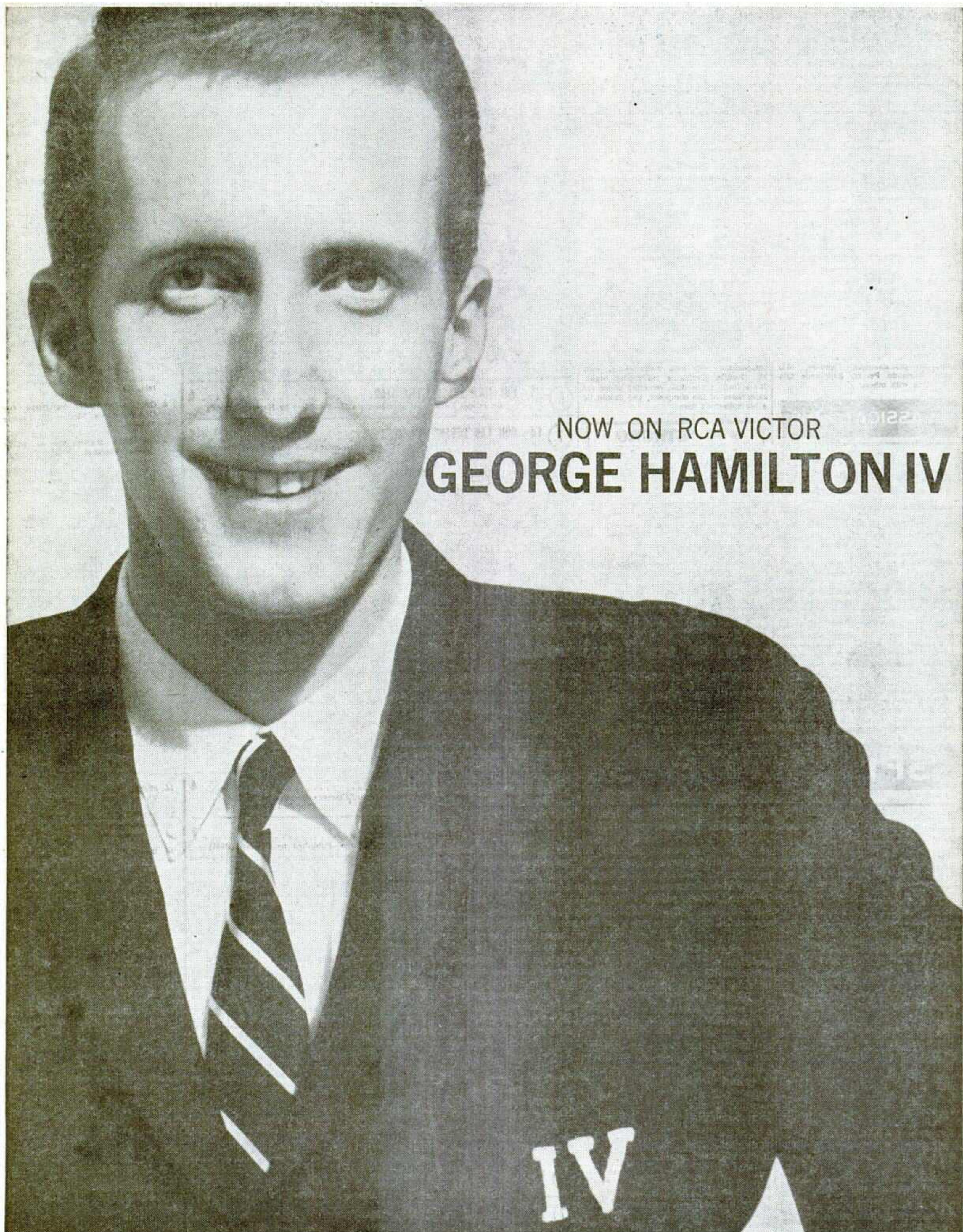
THIS IS FOXX	Redd Foxx	809
BELOW THE BELT	Rudy Moore	808
FOR A PIECE	Roscoe Holland	812
WILD PARTY	Redd Foxx	804
LAFFARAMA	Redd Foxx	801
LAFF OF THE PARTY, VOL. 1	Redd Foxx	214
LAFF OF THE PARTY, VOL. 2	Redd Foxx	219
LAFF OF THE PARTY, VOL. 3	Redd Foxx	220
LAFF OF THE PARTY, VOL. 4	Redd Foxx	227
LAFF OF THE PARTY, VOL. 5	Sloppy Daniels	232
BEST OF FOXX	Redd Foxx	234
LAFF OF THE PARTY, VOL. 6	Bexley & Turner	238
BURLESQUE HUMOR	Redd Foxx	249
NIGHT IN HOLLYWOOD	George Kirby	250
THE SIDESPLITTER	Redd Foxx	253
LAFF OF THE PARTY, VOL. 7	Redd Foxx	236
ALLEN DREW'S STAG PARTY	Allen Drew	259
LAFF OF THE PARTY, VOL. 8	Redd Foxx	265
SLOPPY'S HOUSE PARTY	Sloppy Daniels	266
BEST OF PARTY FUN	Foxx & Others	274
RACY TALES	Redd Foxx	275
PARTY RECORD PARTY	Gene & Freddie	279
THE BEST LAFF	Redd Foxx	01
SONGS HEARD THRU A KEYHOLE	Joel Cowan	285
REDD FOXX FUNN	Redd Foxx	290
PILLOW PARTY FUN	Baron Harris	294
SLY SEX	Redd Foxx	295
HAVE ONE ON ME	Redd Foxx	298

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## Reviews and Ratings of New Albums

Continued from page 29

for a live audience at the Desert Inn, Las Vegas, Nev. Besides his remarkable ability at the backward spelling bit, Edmondson does some short gag monologs covering a multitude of subjects, like gambling, horse racing, drivers, the medical profession and a myriad of others.

### JAZZ LP'S

**STRONG SALES POTENTIAL**

#### ★★★★ UHURU AFRIKA

Randy Weston. Roulette R 65001—Here's a fascinating off-beat package for jazz, "sound" and folk fans, spotlighting an "Afro-American jazz salute to New Africa." Randy Weston's exciting score and famed poet, Langston Hughes' stirring lyrics, blend effectively to produce a strong emotional experience. Excellent performances by vocalists Martha Flowers and Brock Peters, narrator Tuntemeke, and some star musicians, particularly percussionists, Candido, Max Roach, Armando Peraz, Babatunde Olatunji, along with others.

### CLASSICAL LP'S

**STRONG SALES POTENTIAL**

#### ★★★★ STRAUSS: DON JUAN; TILL EULENSPIEGEL; DER ROSENKAVALLIER—WALTZES

Concertgebouw Orchestra of Amsterdam (Jochum) (Epic BC 1127 (Stereo & Monaural))—In fine stereo sound, the Concertgebouw offers a set of light program music. The Richard Strauss selections are performed with flair, color and technical precision. Although there are numerous recordings of all these tone poems, the orchestra's recent concert tour here should boost sales.

#### ★★★★ THE GUITAR WORLDS OF LAURINDO ALMEIDA

Capitol SP 8546 (Stereo & Monaural)—Very tasteful performances indeed, including examples of both classic and modern. The former contains solos and duets with the viola d'amour and the latter has duets with the flute and viola. Not only is Almeida's musical artistry superb—he has also contributed a very interesting liner about guitar music and various personalities.

## SPECIALTY LP'S

**STRONG SALES POTENTIAL**

### SACRED

#### ★★★★ CHUCK WAGON GANG

Columbia CS 8392 (Stereo & Monaural)—Mosie Lister's moving sacred songs are sung with feeling and sincerity by the Chuck Wagon Gang. The veteran group—who have a strong following in their specialized field—register well with "Sundown," "If You Believe," "Wade On Out," etc.

#### ★★★★ BEYOND THE RIVER

The Melody Four Quartet. Word WST 8074 (Stereo & Monaural)—The Quartet's rich vocal style is well showcased here on a group of sacred efforts, most of which relate to the theme of Heaven and the promise of Christ's return. Selections include melodic contemporary tunes, sacred themes, hymns and spirituals. "Coming Again," "Deep River," "There's One Song" and "Peace in the Valley" are among tunes featured.

### INTERNATIONAL

#### ★★★★ BALLADS OF THE COSSACK

The Romanoff Singers. Columbia CS 8408 (Stereo & Monaural)—This 18-voiced choir under the direction of Ivan Romanoff presents a program of Russian Cossack songs that run the gamut from spirited and rousing renditions of "Song of Youth" and "Meadowland" to sad and haunting melodies in "Two Guitars" and "Forgotten Kisses." All of the songs have strong melodies and rhythms that should have wide appeal. The chorus and soloists offer stimulating performances to make this an extremely listenable waxing.

### CHILDREN'S

#### ★★★★ BABAR ADVENTURES AND TRAVELS

Gisele MacKenzie; Cricket Players and Chorus. Play Hour CR 36—Miss MacKenzie turns in a warmly effective job as a narrator of this intriguing children's story from

#### ★★★★ STRAUSS: SALOME'S DANCE; TILL EULENSPIEGEL'S MERRY PRANKS; INTERLUDES FROM DIE FRAU OHNE SCHATTEN

Philharmonia Orchestra (Leinsdorf). Capitol SP 8548 (Stereo & Monaural)—Some of Richard Strauss' most popular music "Salome's Dance" and "Till Eulenspiegel," are colorfully and excitingly performed in stereo on this LP. The harmonically rich and brilliant sound is something collectors of the composer's music will want. This first recording of Leinsdorf's arrangement of the interludes is a rewarding experience.

#### ★★★★ POULENC: GLORIA IN G MAJOR FOR SOPRANO, CHORUS AND ORCHESTRA (Rosanna Carteri); CONCERT IN G MINOR FOR ORGAN, STRINGS AND TIMPANI (Maurice Durufle)

French National Radio-Television Orchestra (Pretre). Angel S 35953 (Stereo & Monaural)—This is the premiere recording of the "Gloria" by the noted modern religious composer. Miss Carteri offers a most satisfying performance of her solo in the "Domine Deus" movement. The entire performance by all involved is remarkable. Equally impressive is the unusual concerto composition performed continuously, with M. Durufle playing a resounding organ. It's a finely made disk, recorded under the supervision of the composer, and should be a big collector's item.

**STRONG SALES POTENTIAL**

#### ★★★ THE ROMANTIC MUSIC OF SPAIN

Charles Milgrim (Piano). KAPP KCL 9058—Young pianist Milgrim is noted for his performance of the Spanish repertoire. In this album, his tasteful, subtle keyboard style is spotlighted on romantic works by the "Big Four" of serious Spanish music—Albeniz, Granados, Falla and Turina. Selections include "Malaguena," "Andaluza," "Navarra" and "El Puerto."

#### ★★★ LEHAR: SCHON IST DIE WELT-HIGHLIGHTS; MILLOCKER: DIE DUBARRY-HIGHLIGHTS

Chorus of Radio Vienna (Prelafalk); Vienna Grand Operetta Orchestra (Richter). Epic BC 1117 (Stereo & Monaural)—These two operetta highlights are filled with flowing and lilting melodies such as "Blaues Meer" or "Blue Sea" from Lehar's "Beautiful Is the World" and "Ich Sohenk Mein Herz," a stirring ballad from Millocker's "Countess Dubarry." This fine stereo album should find favor with operetta fans.

the well-known series of books by Jean de Brunhoff. Some tunes have been written into the script, too, which she also handles effectively. It's a loveable story, of course, and the gal, working in this new (for her) medium, makes it real indeed.

### NOVELTY

#### ★★★★ BIRD WATCHING

NUTTY SQUIRRELS. Columbia CS 8389 (Stereo & Monaural)—Disk buyers of all ages will appreciate this amusing package. The Nutty Squirrels (electronic counterparts of Sascha Burland and Don Elliott) are in their usual swinging scat-vocal form on a group of great "bird" standards and originals — "Flamingo," "Bye Bye Blackbird," "Bob White," etc. Solid wax for hip jocks.

### POLKA

#### ★★★★ SET YOUR POLKA FEET A'DANCING

Ray Budzilek and the boys in the band. Capitol ST 1541 (Stereo & Monaural)—Humor and dancing in the polka groove mark this happy LP by Ray Budzilek. In addition to the rollicking music of an augmented polka band there are fine vocals by a singing group and individual boy and girl vocalists. Polka versions of the likes of "When It's Springtime in the Rockies" and "I Ain't Down Yet," add to the diversification of the set.

### SPECIALTY

#### ★★★★ THE BURLESQUE SHOW

Cameo C 2002—Here's the first legit, on-location burlesque disk in quite a spell. Recorded at the Troc Theater in Philadelphia, it contains a number of typical burley skits, and dance chorus accompaniment by the pit band. There are no name performers given billing here, but the material has the authentic sound, which should appeal strongly to followers of this great chapter

(Continued on page 172)

# THE NATION'S TOP TUNES HONOR ROLL OF HITS

FOR WEEK ENDING MAY 14

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	<b>RUNAWAY</b>	By Max Crook-C. Westover—Published by Vickie (BMI)	7
2	3	<b>MOTHER-IN-LAW</b>	By Allan Toussaint—Published by Minit (BMI)	6
3	2	<b>BLUE MOON</b>	By Rodgers-Hart—Published by Robbins (ASCAP)	8
4	7	<b>ONE HUNDRED POUNDS OF CLAY</b>	By Elgin-Dixon-Rogers—Published by Gil (BMI)	6
5	6	<b>ON THE REBOUND</b>	By Floyd Cramer—Published by Cigma (BMI)	9
6	4	<b>I'VE TOLD EVERY LITTLE STAR</b>	By Jerome Kern-Oscar Hammerstein II—Published by Harms (ASCAP)	6
7	14	<b>YOU CAN DEPEND ON ME</b>	By Charles Carpenter-Louis Dunlap-Earl Hines—Published by Peer International (BMI)	5
8	8	<b>TAKE GOOD CARE OF HER</b>	By Kent-Warren—Published by Recherche-Paxton (ASCAP)	7
9	5	<b>BUT I DO</b>	By Robert Guidry-Paul Gayten—Published by Arc (BMI)	7
10	11	<b>PORTRAIT OF MY LOVE</b>	By Cyril Ornadel-David West—Published by Piccadilly (BMI)	5
11	9	<b>ONE MINT JULEP</b>	By Rudolph Toombs—Published by Progressive & Regent (BMI)	6
12	12	<b>ASIA MINOR</b>	By J. Wisner—Published by Barbro (ASCAP)	7
13	18	<b>JUST FOR OLD TIME'S SAKE</b>	By Hank Hunter-Jack Keller—Published by Aldon (BMI)	4
14	19	<b>FLAMING STAR</b>	By Wayne-Edwards—Published by Gladys (ASCAP)	2
15	22	<b>BUMBLE BOOGIE</b>	By Fina—Published by Martin (ASCAP)	2
16	26	<b>DADDY'S HOME</b>	By James Sheppard-Clarence Bassett-Charles Baker—Published by Keel (BMI)	4
17	28	<b>TONIGHT I FELL IN LOVE</b>	By Medress-Margo—Published by Halkay (BMI)	2
18	—	<b>RUNNING SCARED</b>	By Roy Orbison-Joe Melson—Published by Acuff-Rose (BMI)	1
19	27	<b>BREAKIN' IN A BRAND NEW BROKEN HEART</b>	By Greenfield-Keller—Published by Aldon (BMI)	3
20	10	<b>APACHE</b>	By Lordan—Published by Regent (BMI)	12
21	29	<b>MAMA SAID</b>	By Dixon-Dennison—Published by Ludix-Betalbin (BMI)	2
22	13	<b>CALCUTTA</b>	By Gaze-Bradtko—Published by Pincus-Symphony House (ASCAP)	19
23	20	<b>TONIGHT MY LOVE, TONIGHT</b>	By Paul Anka—Published by Spanka (BMI)	6
24	21	<b>EXODUS</b>	By Gold—Published by Chappell (ASCAP)	23
25	—	<b>TRAVELIN' MAN</b>	By Jerry Fuller—Published by Four Star Sales (BMI)	1
26	15	<b>BABY BLUE</b>	By Gullino-Lagueux—Published by Greta (BMI)	7
27	—	<b>HELLO WALLS</b>	By Willie Nelson—Published by Pamper (BMI)	1
28	—	<b>WHAT'D I SAY</b>	By Charles—Published by Progressive (BMI)	1
29	—	<b>BONANZA</b>	By Livingston-Evans—Published by Livingston-Evans (ASCAP)	1
30	—	<b>(DANCE THE) MESS AROUND</b>	By Mann-Appell—Published by Kalmann (ASCAP)	1

### RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- RUNAWAY**—Del Shannon, Big Top 3067.
- MOTHER-IN-LAW**—Ernie K-Doe, Minit 623; Four Sportsmen, Sunbrook 2.
- BLUE MOON**—Bel-Aire Girls, Everest 1933; Tony Bennett, Col 41298; Jimmy Bowen, Roulette 4102; Classics, Promo 1010; Buck Clayton/M. Morris Trio, Okeh 6968; Sam Cooke, Keen 86101; Emanoes, Josie 801; Julie London, Liberty 55157; Marceils, Colpix 186; Naturals, Hunt 425; Elvis Presley, Vic 0613; Jimmy Smith, Blue Note 1685; Dante Varella, Kem 2719.
- ONE HUNDRED POUNDS OF CLAY**—Gene McDaniels, Liberty 55308.
- ON THE REBOUND**—Floyd Cramer, Vic 7840.
- I'VE TOLD EVERY LITTLE STAR**—Bing Crosby, Dec 23679; Robert Maxwell, MGM 12546; Linda Scott, Canadian-American 123.
- YOU CAN DEPEND ON ME**—Brenda Lee, Dec 31231.
- TAKE GOOD CARE OF HER**—Adam Wade, Coed 546.
- BUT I DO**—Clarence (Frogman) Henry, Argo 5378.
- PORTRAIT OF MY LOVE**—Steve Lawrence, United Artists 291; Matt Monro, Warwick 624; Bob Wilson, Dec 31212.
- ONE MINT JULEP**—Chet Atkins, Vic 47; Ray Charles, Impulse 200; Clovers, Atlantic 963 & United Artists 209; Willie Mitchell, Home of the Blues; Buddy Morrow, Mer 30042 & Vic 0205; Mac Wiseman, Dot 15497 & 16045.
- ASIA MINOR**—Kokomo, Felsted 8612; Johnny Maddox, Dot 16185; Roger King Mozier, MGM K12921.
- JUST FOR OLD TIME'S SAKE**—McGulre Sisters, Coral 62249; Joan Procter, Vic 47-7802.
- FLAMING STAR**—Elvis Presley, Vic LPC 128 (33 Compact).
- BUMBLE BOOGIE**—B. Bumble and the Stingers, Rendezvous 140; Jack Fina, Mer 30010.
- DADDY'S HOME**—Shep and the Llmelites, Hull 740.
- TONIGHT I FELL IN LOVE**—Tokens, Warwick 615.
- RUNNING SCARED**—Roy Orbison, Monument 438.
- BREAKIN' IN A BRAND NEW BROKEN HEART**—Connie Francis, MGM 12995.
- APACHE**—Jorgen Ingamann, Atco 6184; Sonny James, Vic 7858; Shadows, ABC-Paramount 10138.
- MAMA SAID**—Shirelles, Scepter 1217.
- CALCUTTA**—Four Preps, Cap 4508; Werner Muller, Dec 31189; Vico Torriani, London 1965; Valiants, Col 41931; Lawrence Welk, Dot 16161.
- TONIGHT MY LOVE, TONIGHT**—Paul Anka, ABC-Paramount 10194.
- EXODUS**—Pat Boone, Dot 16176; Ferrante and Teicher, United Artists 274; Eddie Harris, Vee Jay 378; Legends, Col 41949; Medallion Strings, Medallion 602.
- TRAVELIN' MAN**—Jo Morris, Herald 420; Ricky Nelson, Imperial 5741.
- BABY BLUE**—Echoes, Segway 103; Goldie Hill, Dec 31172.
- HELLO WALLS**—Faron Young, Capitol 4533.
- WHAT'D I SAY**—Cousins, Chancellor 1074; Jack Eubanks, Monument 434; Jerry Lee Lewis, Sun 356.
- BONANZA**—Al Caiola, United Artists 302; David Rose, MGM K12965.
- (DANCE THE) MESS AROUND**—Chubby Checker, Parkway 822.

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# IF YOUR COMPANY IS NOT LISTED . . .

. . . in any of the directories in this 1961 Billboard Music Week Source Book, please accept our apologies. The lists were compiled from Billboard Music Week's own detailed records, supplemented by names provided by leading industry sources, and further supplemented by industry-wide mailings. Every company secured thru any of these broad efforts has been included. If your company is not listed—or if the listing is incorrect or incomplete—please send us the information promptly. In this way, you can be sure that Billboard Music Week will include your company's services in answering the many thousands of inquiries that come in during the year. It will also insure a directory listing for your company in next year's edition of Billboard Music Week's Source Book. The coupon is here for your convenience.

**Note to Record and Coin Machine Distributors:** In addition to the information called for in the coupon, please be sure to furnish a full list of the labels or lines you handle.

**Editor, 1961 Billboard Music Week Source Book • 1564 Broadway, New York 36, N. Y.**

I wish to provide the following information about my company so that you may use it in answering inquiries and as a basis for inclusion in next year's Billboard Music Week Source Book.

COMPANY NAME \_\_\_\_\_

TYPE OF BUSINESS OR  
RECORD SERVICE(S) OFFERED \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ ZONE \_\_\_\_\_ STATE \_\_\_\_\_

MY NAME & TITLE \_\_\_\_\_

- My company was omitted from your 1961 Source Book.
- My company's listing was incomplete.
- My company's listing was incorrect.

**SPECIAL NOTE:** Please advise us of the specific directory, or directories, in which you feel your company should be listed—and check such directories in this edition to be sure you are furnishing complete information. If there is not enough room on the coupon for all of the information, kindly list such data on a separate sheet and return it together with the completed coupon. Thank you.

**BILLBOARD**     
**MUSIC WEEK**

NEW YORK • WASHINGTON • GREAT BARRINGTON •  
CINCINNATI • CHICAGO • ST. LOUIS • HOLLYWOOD



BILLBOARD MUSIC WEEK HOT C&W SIDES

FOR WEEK ENDING MAY 14
TITLE, Artist, Company, Record No.

Chart table with columns: RANK, WEEKS ON CHART, TITLE, Artist, Company, Record No. Includes entries like 'HELLO WALLS', 'DON'T WORRY', 'FOOLIN' AROUND'.

Reviews and Ratings of New Records

Continued from page 23

★★★ Forget the Past - An emotion-packed warbling job by the lead chanter on a feelingful rockaballad.

MODERATE SALES POTENTIAL

POPULAR

DON RONDO ★★★ They Were You - CARLTON 551 - Rich vocalizing by Rondo on pretty ballad with pleasant chorus work on backing.

★★★ You'll Never Walk Alone - Swingy version of the R. & H. standard with jaunty vocal by Rondo.

REVELS

★★★ Comanche - IMPACT! 7 - Exciting theme from movie "The Exiles" is accorded vibrant instrumental treatment.

★★★ Rampage - Lively rhythm side with solid sax solo work and interesting crowd sounds on backing.

THE BUTANES

★★★ Don't Forget I Love You - ENRICA 1007 - A deep-voiced cat chants the rhythm figure "yip yip yip" as the boys develop a sort of Coasters type sound in the rhythm outing.

★★★ That's My Desire - The old hit by Frankie Laine is done up in a big arrangement by the boys with a lot of background vocal gimmicks behind the group lead job.

EDI DOMINGO

★★★ Junco Partner - DOT 16206 - Exuberant warbling by Domingo on catchy rhythm-novelty.

★★★ A Tower of Gold - Romantic Latin-styled theme is handed pleasant reading.

HELEN SHAPIRO

★★★ When I'm With You - CAPITOL 4561 - Miss Shapiro is a 14-year-old from England and she turns in a neat teen-splanted sound here about what she likes to do with her boyfriend.

★★★ Don't Treat Me Like a Child - A bouncy rocker with a "yeah yeah" femme group backing the gal. The thrush has a good, salable feeling for this kind of material and she has a chance.

BILLY BARNES

★★★ Here Am I - UNITED ARTISTS 311 - A neat, triplet-backed ballad, done by Barnes somewhat in the Brook Benton style.

★★★ C. C. Rider - The great blues, this version written by the late Chuck Willis, is given an enthused go by Barnes.

DON SOHL AND THE ROADRUNNERS ★★★ Twin City Blues - PREEM 1005 - Attractive guitar solo work on pleasant bluesy theme.

★★★ Knockout - Same comment. (Shelter, BMI) (2:40)

LANI ZEE

★★★ Sea Tides - SEECO 6074 - A mood-evoking song, with a tasteful rockaballad arrangement. Chanter is backed by chorus.

★★★ Funny, Funny, Funny - A rocker, with conventional treatment by instrumentation and chorus. Chanter does a good vocal.

RALPH MARGERIE

★★★ Bacardi - UNITED ARTISTS 315 - Latin-style instrumental, blues-derived. Very danceable and good listening, too. Worth strong exposure.

★★★ The Shuck - Instrumental, fine for dancing. Tune of course, is blues, and full of flavor.

(Continued on page 162)

THE BILBAO SONG BY ANDY WILLIAMS CADENCE 1398 CLIMBING IN THIS WEEK'S BILLBOARD HOT 100

Advertisement for 'YOU CAN'T SIT DOWN' by PHIL UPCHURCH and his combo. Includes '4 STARS IN Billboard Music Week' and 'SCOPE OF THE WEEK'.

Advertisement for 'NOBODY CARES' by BABY WASHINGTON on NEPTUNE RECORDS. Includes 'BREAKING OUT IN ALL MARKETS...' and 'NOW AT 1650 BROADWAY NEW YORK, N. Y.'

Advertisement for Chip Taylor 'FOOLIN' AROUND' by CENTRAL SONGS, INC.

Advertisement for 'Who Will The Next Fool Be?' by CHARLIE RICH, Philips Intl. 3566.

Advertisement for Bobby Marchan 'WHAT YOU DON'T KNOW DON'T HURT YOU' and Buster Brown 'BLUES WHEN IT RAINS' by FIRE RECORDS.

Advertisement for Louvin Brothers 'AIN'T GONNA WORK TOMORROW' by CENTRAL SONGS, INC.




**GLORIA LYNNE**  
**HE NEEDS ME**



EVEREST  
19409

**MEM's the word!**  
**KENNY BARRY**



"Hypnotized"  
c/w  
"Stormy Love"

MEM 101  
**MEM RECORDS**  
177 Bleecker St.  
New York, N. Y.  
GRamercy 7-6143  
A few distributor areas still open!



**A MONEY  
-IN-THE-  
BANK-  
HIT!**

**Rusty & Doug**  
**LOUISIANA MAN**  
HICKORY #1137

TRIBUTE TO OUR FIRST LADY  
**"THEME FOR JACQUELINE"**  
C-1076  
RUSSELL FAITH ORCHESTRA



Distributed by AM-PAR Record Corp.

**THIS WEEK...**  
Be sure to see the Music Industry listings and advertisements... all in the new, slick stock, 1961 Billboard Music Week Source Book and Directory Issue... in the center fold of this issue.

**EVERY WEEK...**  
Watch for up-to-the-minute new listings and revisions for the Source Book in every issue of Billboard Music Week throughout the year.

**Reviews and Ratings of New Records**

Continued from page 162

★★ **Swing Down Charlot**—Pleasant but also old-fashioned. Not much for the current market. (Montclare, BMI) (1:44)

**BIG JACK**  
★★★ **Calico** — JC 119—Amusing novelty blues is sung in okay fashion by Big Jack. (Kags, BMI) (2:20)

★★ **Poor Boy Song**—Bluesy theme is sung pleasantly, but flip is better side. Nice piano work on backing. (Lach, BMI) (2:12)

**MARY SMALL**  
★★★ **Valley of Tears**—CAPITOL 4563—This was a hit for Fats Domino a while back and the gal gives it a hefty go, against chorus and a good, slow beat, and trombone lead. (Travis, BMI) (2:33)

★★ **Everybody But Me**—The thrush turns in a medium-paced rocker styled tune. She hands it a hood bit of feeling against a rhythmic backing. (Jat, BMI) (1:45)

**FRANKIE FORD**  
★★★ **Love Don't Love Nobody** — IMPERIAL 5749—The chanter has a solid blues effort here, arranged smartly with a good beat and a fine piano figure. Ford himself turns in a hot performance that could bring a lot of action. (Travis, BMI) (2:14)

★★ **Saturday Night Fish Fry**—Here's all about what happens in New Orleans on a Saturday night. Fair side, but flip is much stronger. (Cherio, BMI) (2:27)

**NAT BROWN**  
★★★ **Three Pictures** — BRENT 7019 — Chanter does this one as a narrative, wherein he takes his former loved one to task. She has thrown him over for another. Brown gets a lot of passion into the discourse. (David, BMI) (2:27)

★★ **Just Leave It to Me** — The vocalist has a touch of individuality, as he warbles this fly item. Side is tasteful, but could do with a bit more production. (David, BMI) (2:23)

**THE REVLONS**  
★★★ **I Promise Love**—RAE COX 105—A good rhythm ballad by the group with a good lead performance. Group keeps up a steady woo-woo type vocal backing against an insistent rhythm figure. (Enrica, BMI) (2:17)

★★ **This Restless Heart**—A slow and pulsing ballad, done for okay effects by the group. (Enrica, BMI) (2:30)

**B. G. KAY**  
★★★ **Oh How I Cried**—RCA VICTOR 7879—Here's a new thrush who sings an okay rhythm tune against slim piano and rhythm back-up. Gal has a touch of country in her voice. (Farel, ASCAP) (2:36)

★ **Popcorn, Peanuts, Cracker Jack and Candy Kisses**—Rhythm rocker side is given an okay reading by the gal. Side would have been helped by a better arrangement. (Farel, ASCAP) (2:17)

★★★★  
**STRONG SALES POTENTIAL**

**COUNTRY & WESTERN**

**JOHNNY AND JACK**  
★★★★ **Lonesome Night Wind**—DECCA 31255—The boys are heard on their first effort for the label in a fast waltz effort done in fine, traditional style. It's a weeper and the lads really feel it. (Acuff-Rose, BMI) (2:30)

★★★★ **I'm Always by Myself When I'm Alone**—More great hill type dueting by the pair in another weeper ballad effort against a crying guitar and fiddle. Two good sides. (Morgan-Shelley, BMI) (2:20)

**ZEB TURNER**  
★★★★ **It Just Tears Me All to Pieces**—KING 5492—Jaunty country ditty is warbled with appealing showmanship by Turner. (Arnel, ASCAP) (2:12)

★★★★ **I Hung My Head and Cried**—Strong multi-track vocal by Turner on effective up-tempo weeper. Could grab coins. (Peer, BMI) (2:12)

★★★ **Save Your Love for Me**—Attractive blend work by sax stars on pretty theme. Both sides are from LP. (4:10)

★★★★ **STRONG SALES POTENTIAL**

**RHYTHM & BLUES**

**TONY WASHINGTON**  
★★★★ **Good Mind** — PEACOCK 1901—Emotional chanting by Washington on fervent inspirational theme. (Lion, BMI) (2:23)

★★★ **Forever More**—Bouncy r.&r. treatment of pleasant pop-type theme. (Lion, BMI) (2:22)

★★★ **MODERATE SALES POTENTIAL**

**JAZZ**

**BENNIE GREEN ON TROMBONE**  
★★★★ **Lowland Ism** — BETHLEHEM 11096—Babs Gonzalez' blues composition contrasts with the flip. It's slow in tempo, relaxed and full of mood. (Groove, BMI) (3:15)

★★★ **Groove One** — Bennie Green blows his own composition here—blues - based and with an infectious, pulsing rhythm in the arrangement. (Roymas, BMI) (2:50)

★★★ **MODERATE SALES POTENTIAL**

**POLKA**

(WHOOPEE) **JOHN WILFAHRT & ORK**  
★★★★ **Life in the Finnish Woods**—DECCA 31251—A waltz, done brightly by Decca's well-known polka maestro, featuring nice trumpet sounds, with oom-pah-pah bass horn and accordion, also spotlighted. Has the authentic sound. (2:18)

★★★★ **Joan Pa Snippin and Nikolina Schottische**—Here's a medium-tempo tune that's in a one-step tempo. Again the accordion and the horns are on stage. (2:13)

★★★★ **Joan Pa Snippin and Nikolina Schottische**—Here's a medium-tempo tune that's in a one-step tempo. Again the accordion and the horns are on stage. (2:13)

**ERNE ROBERTS**  
★★★★ **Schatzle (Sweetheart)**—DOT 16208—Bright polka-flavored ditty is handed light-hearted vocal by group. Catchy side. (Windy City, ASCAP) (2:16)

★★★★ **Honey-Bee Waltz**—Gay treatment of Continental theme with folksy beat and okay vocal by chorus. (Roberts, ASCAP) (2:17)

ONLY  
NOW AVAILABLE ON ARGO

**"PEANUT BUTTER"**

by the original group  
**The Vibrations**  
formerly known as

**the MARATHONS**  
ARGO 5389

The Next  
**CLARENCE HENRY**  
Smash!  
**"YOU ALWAYS HURT THE ONE YOU LOVE"**  
Argo #5388

**CHESS PROD. CORP.**  
2120 S. Michigan Ave., Chicago 16, Ill.

**DISK JOCKEYS!** Bob Heller of Philly's Flying Record Dist. Co., 665 N. Broad St., Philadelphia 3, Pa.  
**PICKS FOR WEEK OF MAY 8**



**"CADDY DADDY"**  
by  
**Dorinda Duncan**  
Glendale Record #1011

D.J.'s: Write  
**GLENDALE RECORDS** for samples  
P. O. Box 5072, Orlando, Fla.

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**CUCA SARA**  
—records—

**OUTSTANDING MIDWEST TALENT**

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Write for Details  
123 WATER ST., SAUK CITY, WIS.  
JIM KIRCHSTEIN, PRES.

**CRYSTALETTE'S**  
**2 BIG NEW FINDS!**  
**Joyce Aimee**  
**"PLAYBOY LOVER"**  
 #744  
 b/w  
**"I'LL TAKE CARE OF YOUR CARES"**  
 ★ and ★  
**Duke Mitchell**  
**"THE LION"**  
 #743  
 b/w  
**"STRIKE"**  
**Two Big Ones!**  
**CRYSTALETTE RECORDS, INC.**  
 1600 N. LaBrea Avenue  
 Hollywood, Calif.

**MEXICAN NEWSNOTES**

**Marisol at Premiere of Her Pic**

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

The 12-year-old flamenco singer Marisol from Malaga, Spain, made several personal appearances during the first performances of her picture "Rayo de Sol" (A Ray of Sunlight), after having visited Rio de Janeiro, Buenos Aires and New York. She was met by Fernando Montilla, president at Montilla Records, which issued the songs of her picture. Montilla has already prepared another LP with melodies of her second picture, "Ha Llegado un Angel" (An Angel Has Arrived), in which the "Shirley Temple From Andalusia" appears with the Mexican child actor, Pulgarcito.

Germaine Montero flew back to Paris after having participated in a short season of the French "National Popular Theater," given at

the Fine Arts Palace. Although being chiefly an actress, she is better known to American audiences by her Vanguard recordings of Spanish folk songs and poetry.

Jose Luis Fernandez, chairman of the Board of Pham and Emmi, representatives of Peer and Southern Music, had a meeting with Carlos Gomez Barrera, director general of SACM (Society of Authors and Composers of Mexico). Lawyer Fernandez declared that Pham and Emmi are anxious to reach an agreement with the composers and asked SACM to drop the lawsuit pending against Pham and Emmi before the attorney general. The lawsuit will be sustained—said Barrera—until all disputed points will be settled and guarantees are given for the satisfactory handling of the composers' royalties in the future. Many composers and an observer from the Secretary of Education were present at the meeting.

Garrard de Mexico was appointed exclusive distributor of the Hammond-patented artificial reverberation unit. Many companies, among them Philips and Teletecnica (Telefunken), will introduce this device in several models of their equipment.

Carlos Chavez, Mexico's foremost composer-conductor, has been offered the leadership of the Symphony Orchestra of the University. Chavez was formerly founder and chief conductor (1928-1952) of the National Symphony. At the beginning of 1962, he will record for Westminster in Vienna.

**ITALIAN NEWSNOTES**

**Cetra Releases 'Voices of Space'**

By **SAM'L STEINMAN**  
 Piazza San Anselmo 1, Rome

Cetra came up with a "Voices From Space" 45 which presented tracking sounds made by various American and Russian satellites and came to a climax with Yuri Gagarin as it was picked up from space by the Turin laboratory of Achille and Gian Battista Judica-Cordiglia.

**American Names**

Robert Alda is doing the lead in the Garane-Giovannini musical, "The Owner of Moon Beam," with Delia Scala as part of a show series on RAI-TV. . . . First Italian jazz combo to tour the U. S. will be Romano Mussolini, pianist-son of the late dictator, with Nunzio Rottundo, trumpet; Gianni Basso, saxophone, and Dino Picena, trombone. . . . Top American and other marches are on a new Voce del Padrone LP conducted by Efram Kurtz.


**Festivals**

Songs dedicated to cities were honored at the Ischia event May 4-6. . . . Turin, as part of the Italian 1961 World's Fair, will hold a festival of Happy Songs June 21-25 to celebrate Italy's centennial as a United Nation. . . . Ventimiglia on the French border will admit only songs about flowers to its festival August 4, 5 and 6. . . . Sofia, Bulgaria, is seeking groups of opera singers between 23-33 from various countries to compete in its first International Opera Congress June 26-July 10.

**TV**

Alida Chelli, who will probably be the next big name by virtue of top-lining the new "Volatile" TV musical series is the daughter of composer-conductor Carlo Rustichelli. . . . November 4 is now the fixed opening date for the second channel. . . . Radiocorriere - TV RIA's weekly magazine, has upped price from 8 cents to 12 cents and increased pages weekly from 48 to 64 in anticipation of increased activities. . . . Graz, lots!

**SMASH NEW LP**  
 By the Great  
**Bobby "BLUE" Bland**



**TWO STEPS FROM THE BLUES**  
**DUKE LP-74**

**BILLBOARD MUSIC WEEK BEST BUY!**  
**"EXODUS" by EDDIE HARRIS**  
**VEE JAY**  
 VeeJay #378  
 1449 S. Michigan, Chicago 5, Ill.

**Breaking for a Hit!**  
**"HIS EYES"**  
 by  
**JOHNNY DOLLAR**  
 End #1088  
 END RECORDS, 1650 Broadway, N.Y.C.

**JAMIE**  
 The  
**BLACKWELLS**  
**"LOVE OR MONEY"**  
 Jamie #1179  
**GUYDEN**  
 RECORDS, 1330 W. Girard Ave., Phila. 23, Pa. CE 2-3333

Special Issues Alone Make **BILLBOARD MUSIC WEEK** The Best Buy Anywhere

**IMPORTANT NOTICE!**



**SPECIALS COMING UP . . .**

**BILLBOARD MUSIC WEEK**

- ON MAY 15: JUKE BOX OPERATORS CONVENTION ISSUE
- ON JULY 30: MUSIC MERCHANTS CONVENTION ISSUE
- ON AUGUST 14: SPOTLIGHT ON JAZZ
- ON SEPTEMBER 18: FALL SPOTLIGHT ON RECORD PROGRAMMING
- ON OCTOBER 2: ANNUAL PHONOGRAPH BUYING GUIDE

**ONE YEAR SUBSCRIPTION**  
**VIA Airmail Service**  
**Now Available in U.S.A.**  
**AIRMAIL, One Year, \$30**  
**Regular Mail, One Year, \$15**

**SUBSCRIPTION ORDER FORM**

**BILLBOARD MUSIC WEEK**  
 2160 Patterson Street  
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Please enter my personal subscription to **BILLBOARD MUSIC WEEK** for

1 YEAR \$30 Airmail U.S.A.     1 YEAR \$15 Regular Mail

Payment enclosed—2 EXTRA issues for cash     New

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Occupation \_\_\_\_\_ Title \_\_\_\_\_

USE COUPON BELOW

Use this form to order **AIRMAIL DELIVERY IN U. S. A.** at **NEW LOW RATES**

**VOUS AVEZ TELLEMENT POUR SI PEU**

**COL. N. J. PLANT OPENER MAY 17**

NEW YORK—The official opening of Columbia Records' new Pitman, N. J. plant will take place on May 17. President Goddard Lieberman, Vice-President of Manufacturing Bill Grady, and Joe Massimo, Pitman plant manager, will attend the open house ceremonies May 17, as will executives of CBS. The new Columbia plant houses very large LP record production capacity, as well as a number of up-to-date manufacturing innovations. The plant employs a staff of 300 on two shifts. The Pitman plant was designed by architect Minoru Yamasaki. Other Columbia record pressing plants are located in Bridgeport, Conn.; Terre Haute, Ind. and Hollywood.

**GOING ALL THE WAY!**  
**"GLORY OF LOVE"**  
 by  
**THE ROOMATES**  
 Valmor 008  
**VALMOR RECORDS**  
 225 West 57th Street  
 New York, N. Y.

**SON-IN-LAW**  
 By **LOUISE BROWN**  
 "the ORIGINAL and the meanest mother" (in-law)  
 #96 Music Reporter  
 #6 Billboard Bubbling  
 #90 Music Vendor  
 Witch #1

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**DISTRIBUTORS • RACK JOBBERS**  
**ONE STOPS • RETAILERS**  
**DISCOUNT OPERATIONS**

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, EP'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 DISTRIBUTING CO.**  
 1520 N. Broad St., Philadelphia 21, Pa.  
 Phone: POplar 3-0585

**The Fabulous "5" ROYALES**  
**Breaking Loose**  
 "Not Going to Cry" b/w  
 "Take Me With You Baby"  
 H. O. B. #232  
**HOME OF THE BLUES RECORDS**  
 Memphis, Tenn. JA 3-6305

# speaking of ad results . . .

see what this small-space advertiser has to say about his Billboard advertising

**HAM-MIL DISTRIBUTORS**  
WHOLESALE RECORDS 1500 N. BROAD ST. • PHILADELPHIA 21, PA.  
November 30, 1960

PO 3-0335

Mr. Hal Band  
The Hillboard Publishing Co.  
1564 Broadway  
New York 36, N. Y.

Dear Hal:

Thanks for checking me on the ad. Yes, we'll run it in Hillboard again—and probably a good many more times in the future.

I wonder if you really realize how strong Hillboard is? I certainly do. I wonder if you really realize how strong Hillboard is? I certainly do. I wonder if you really realize how strong Hillboard is? I certainly do. I wonder if you really realize how strong Hillboard is? I certainly do.

Like the order for 1500 records from just one outlet—directly from Hillboard ad.

And the 2000 order from a midwest chain—again directly from my Hillboard ad.

And that ad in your Annual Source Book & Directory edition! That's been out for more than 6 months and I still keep getting calls and letters and, yes, orders.

Those are all reasons why I'm taking time out to say thanks for checking me on the ad. If you ever stop doing that, I'll consider it a great disservice because, Hillboard advertising definitely means business to me.

Cordially,  
*Bill Ham-Mil*  
Bill Ham-Mil

JRH/ah.

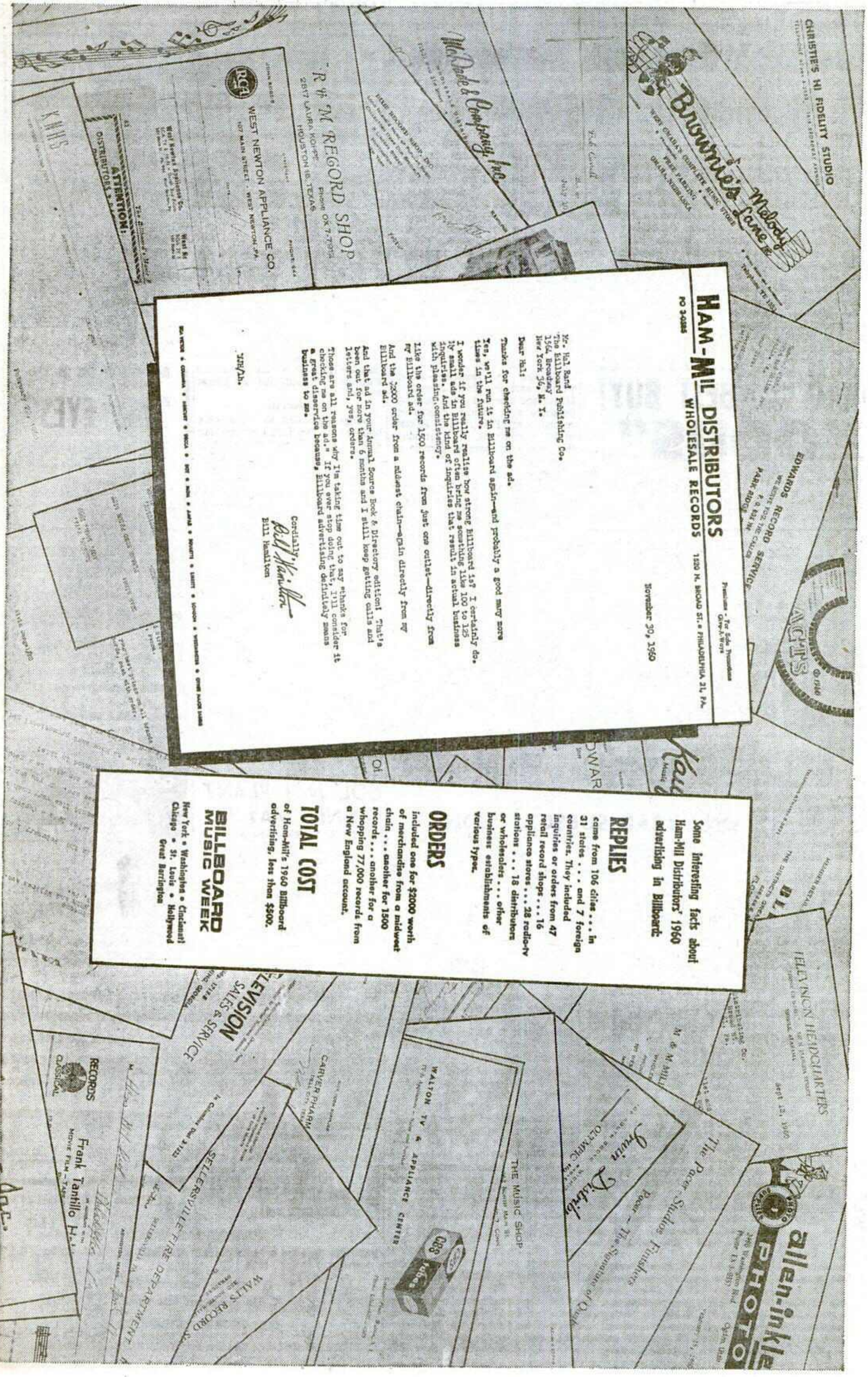
Some interesting facts about Ham-Mil Distributors' 1960 advertising in Billboard:

**REPLIES**  
came from 106 cities . . . in 31 states . . . and 7 foreign countries. They included inquiries or orders from 47 retail record shops . . . 16 appliance stores . . . 28 radio-TV stations . . . 18 distributors or wholesalers . . . other business establishments of various types.

**ORDERS**  
included one for \$2000 worth of merchandise from a midwest chain . . . another for 1500 records . . . another for a whopping 77,000 records from a New England account.

**TOTAL COST**  
of Ham-Mil's 1960 Billboard advertising, less than \$500.

**BILLBOARD MUSIC WEEK**  
New York • Washington • Cincinnati • Chicago • St. Louis • Hollywood • Great Barrington



NAB Convention Spotlights Stereo FM, FCC Role in Radio-TV Programming

Continued from page 1

mer Cinderella of broadcasting. Technical and engineering problems in FM will get additional going over during the special engineering conference, which also began Sunday and will join in later general sessions of the convention.

Step Up FM-Stereo Aspects Exhibitors have in many cases stepped up the FM-stereo aspects of their show and spiel to the more than 2,000 conventioneers who will throng the Shoreham and Sheraton Park hotels here through Wednesday of this week.

One of the proud parents of the FCC-approved transmission systems, Zenith, held a cocktail party to christen the newcomer, and announced continuous demonstration through Wednesday (10) at the Executive House hotel here.

Networks, station representatives, syndicators of recorded programming and TV film, talent and program suppliers, research and rating services and trade publications, to name a few, have taken hospitality suites at one of the two convention hotels.

JFK Makes Appearance The big buzz on just how far the Commission will go in its proposed programming supervision will undoubtedly get under way from the moment after President Kennedy is formally presented at the opening assembly Monday morning (8) until the grand climax of the FCC panel discussion Wednesday morning.

Main Events Briefly, the main convention events, and those which will draw strongest attention of the music and radio broadcast interests, following the Sunday FM Day presentations, are these:

Monday morning, general assembly at the Sheraton-Park Hotel, to hear President Kennedy; luncheon address by NAB President Leroy Collins.

Tuesday morning (9), the radio assembly will be held at the Sheraton Park, presided over by John F. Meagher, NAB vice-president for radio.

Tuesday afternoon, joint radio-television assembly, themed "The Changing Community." Donald H. McGannon, president of Westinghouse Broadcasting Company, will talk on "The Responsibility of Change."

Wednesday morning (10), the FCC panel discussion, presided over by FCC Chairman T. Ammons, will discuss the proposed FM stereo system.

Multiplex FM Stirs Stations, Disk Firms

West Coast Trade Sees Shot in Arm From Stereo FM N. Y. Broadcasters Won't Rush in, But Will Make Entries

By LEE ZHITO

HOLLYWOOD — Multiplex broadcasting will be a shot in the arm to stereo records and FM in general, according to observers here in the disk and broadcast industries.

In a spot check of FM broadcasters here, at least one station, Sleepy Stein's KNOB, is determined to go on the air with Multiplex stereocasts on June 1, FCC's kick-off date for multiple-channel FM broadcasting.

Chief stumbling block for those broadcasters anxious to be among the first on the multiplex bandwagon appears to be the lack of transmission equipment. Curiously, equipment capable of receiving multiplex stereocasts may be on the market well before transmission equipment goes on sale.

KNOB's Stein told BMW that neither Zenith nor General Electric (the two manufacturer's whose multiplex system won the Commission's blessing) have been able to promise delivery of transmission equipment by June.

NEW YORK — Most of the AM-FM broadcasters here last week showed little inclination to rush into multiplex FM stereocasts, although all indicated they will eventually enter the field.

Station WQXR, a pioneer in the field of stereo broadcasting here, will install the necessary FM stereo equipment as soon as it is available.

Although Westinghouse Broadcasting Company's KDKA-FM, Pittsburgh, station is already equipped for multiplex FM stereocasts (the outlet served as official test-station for three systems), a spokesman for the chain said that Westinghouse has no immediate plans to install multiplex equipment at its other stations or program multiplex stereo at KDKA.

Mark Olds, program director of WNEW, New York, said the outlet will "do something" in stereo by late summer, but that he doesn't expect "stereo will play a major role in radio for some time" since the stereo audience itself is still so small.

Olds, himself, is a booster for "sound" recordings, and spotlights percussion LP selections throughout WNEW's programming day.

Tuesday afternoon, joint radio-television assembly, themed "The Changing Community." Donald H. McGannon, president of Westinghouse Broadcasting Company, will talk on "The Responsibility of Change."

Exhibits are on view continuously at the Shoreham Hotel, with an additional, continuous showing of the new stereo-FM transmission system by Zenith at the Executive House hotel here.

Tuesday morning (9), the radio assembly will be held at the Sheraton Park, presided over by John F. Meagher, NAB vice-president for radio.

A discussion of music licensing on TV will be given by Hamilton Shea, WSVA-TV, Harrisonburg, Va., chairman of the All-Industry Television Station Music Licensing Committee, during the television assembly to be held at the Shoreham Hotel Tuesday morning.

During TV licensing negotiations, the broadcasters will be represented by Ralstone R. Irvine, New York attorney, as chief counsel, and Joseph A. McDonald.

DJ PROGRAMMING CHARTS

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

CHART CLIMBERS

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

Table with 3 columns: Chart Rank, Hot 100 Rank, Title, Artist, Label. Lists top climbing records like 'Travelin' Man' and 'Running Scared'.

DEBUT DISKS

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

Table with 2 columns: Hot 100 Rank, Title (Publisher)—Artist, Label. Lists debut records like 'Stand by Me' and 'Never on Sunday'.

PICK HITS

From all the releases of the week, these are the selections of Billboard Music Week's review panel as the records with the best chance of success.

Table with 2 columns: Artist, Title (Label). Lists hit records from Elvis Presley, Brook Benton, and others.

COUNTRY AND WESTERN

Table with 2 columns: Artist, Title (Label). Lists country/western hits like 'There Must Be Another Way to Live'.

RHYTHM AND BLUES

No selections this week.

DISK JOCKEY PROGRAMMING

Table with 2 columns: Artist, Title (Label). Lists DJ programming like 'The Bilbao Song'.







# Bootleg Disk Front Breaks Wide Open

Continued from page 2

They were identified as Norman Berman, of Monarch Productions, 729 Seventh Avenue, New York; Milton Rabuse, real estate operator of Little Neck, Queens; the Rev. Richard Engel of Biblestone Records, East Orange, N. J., and Harold S. Zatal, a printer of New York. Arrested earlier was Henry Arak, of Aqua Life Productions, Brooklyn, who allegedly arranged for the pressing of the bogus disks. Judge Paul Widlitz released Berman in \$5,000 bond and the others in \$3,500 bond each, pending trial.

Meanwhile in Hackensack, N. Y., the first of a series of trials upcoming as the result of earlier bootlegging indictments obtained with the co-operation of the American Record Manufacturers and Distributors Association (ARMADA) got under way.

The defendants in this case are Bonus Platta-Pak, Inc., Fort Lee, N. J.; Robert Arkin, president of the firm; Milton Richmond, also an officer of the firm; Atwood Enterprises of Hollywood, and its president, Brad Atwood.

On the opening day (8) of the trial Judge Benjamin Galenti granted a one-day postponement for Atwood, who had just arrived from the Coast, to seek legal counsel. Late Monday, Atwood said he had retained local counsel but later he told the court he was without funds and asked for court-appointed attorney. Still later, it was learned that court-appointed counsel had been replaced by Michael DiLorenzo, of New York, also attorney for Arkin and Richmond. Thursday afternoon, following several days of wrangling over the impaneling of a jury, Warren Troob, well-known music business attorney, and counsel for Alan Freed, sat in as a consultant with defendants' legal reps.

The initial Thursday witness was Allan Cohen of Cameo Records, who was interrogated by both sides on the disk "Ding-A-Ling" by Bobby Rydell, which the indictment charges was counterfeited and sold. Another witness was Barry Cassin, of Co-Service Print-

### Philip Warren Leaves Allied Inter'l, Ltd.

AUCKLAND, New Zealand—The talk of the trade in New Zealand is the departure from Allied International Records, Ltd., of one of the country's top record men, Philip Warren. Warren, also a shareholder in the company, has sold out and R. J. Kerridge, who partnered him in the venture, is handing over control and administration to the Wooller-Pye group of companies. The company of Allied International Records, Ltd., will continue trading as is. The deal culminated May 1.

Philip Warren started in the record business in New Zealand at the age of 13, and at 23 has been active in every possible phase of the business. After a number of years in retail he went with Western Enterprises, Ltd., New Zealand's largest musical instrument dealer, where he talked Charles Western into taking on the old Clef label. Western let him get going and then advised him to strike out on his own, which he did, obtaining many overseas labels and coming into a field that was dominated by the EMI group. During this time he did a.&t. on a number of local records and hit the jackpot with artists like Johnny Devlin, Carol Davies, Vince Callahan and Kahu Pineaha.

In 1959, he tied in with the Kerridge organization on the start of Top Rank Records, and 12 months later had taken over his own company once again, which he sold out after the approach by Kerridge.

### DON KIRSHNER, AL NEVINS HOT

NEW YORK — Indie record producers - music publishers Al Nevins and Don Kirshner left here last week for an extended business trip in Europe.

Meanwhile, the team is publishing five tunes on BMW's "Hot 100" this week. The songs are "Breakin' in a Brand New Broken Heart" by Connie Francis, No. 13; "Just for Old Time's Sake" by the McGuire Sisters, No. 22; "Little Devil" by Neil Sedaka, No. 34; "Some Kind of Wonderful" by the Drifters, No. 36; and Tony Orlando's "Halfway to Paradise," No. 78.

ing Company, Newark, who was the printer of the labels on the legitimate Cameo recordings. Cassin testified that labels introduced as evidence were not printed by his firm. Final witness Thursday was Ernest Nishinka of Monarch pressing plant in Hollywood, who told the court of the mechanics involved in pressing a record. Trial was then recessed until Monday (8).

The trial is being handled by County Prosecutor Guy T. Calissi and his first assistant, Frank J. Cuccio. Witnesses expected to testify next week are Robert Schwartz of Laurie Records, Lois Van Dune, of Warwick Records, possibly Bobby Rydell himself, and a number of pressing plant operators.

### Electrola Reissues Old Film Tunes by Schmeling & Frau

HAMBURG — Electrola is reissuing recordings of songs sung by Max Schmeling and Anny Ondra in their films from the 1930's.

After he won the world heavyweight boxing title in the U. S., Schmeling made the German film "Love in the Ring." Now Electrola is reissuing the hit song from her film "Baby," under the title, "I Love You."

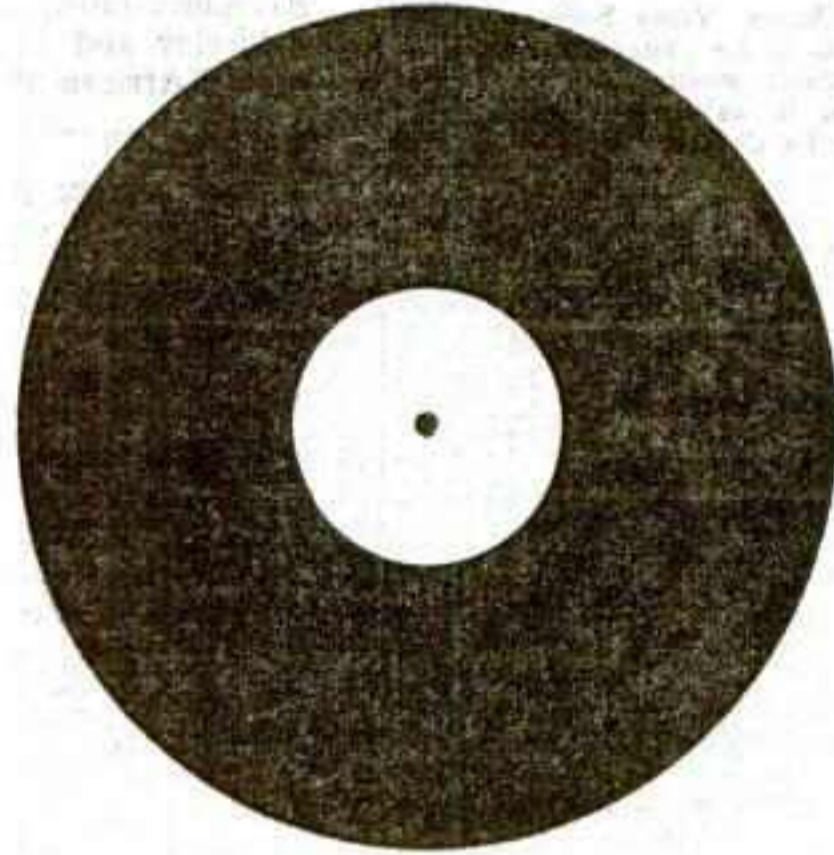
The Schmeling-Ondra oldies are being reissued on the wave of the "antique music" tide which has swept into this country from the U. S.

In the case of the Schmeling's it is music with a happy ending. Max

### Movie to Tell Story Of a Record Company, Starring Disk Artists

NEW YORK — One of the rare movies about a record company is expected to go before the cameras soon. The flick is to be called "Teen Age Millionaire," and it will star Ace Records artist Jimmy Clanton. The head of Ace Records, Johnny Vincent, will be played by comic Sid Gould, and Mary Ann Mobley will also be in the cast. There will also be appearances by disk stars Bobby Vee, Jackie Wilson and others. The picture will be produced by Essex Productions and distributed by United Artists.

and Annie are still married, and are prosperous.



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"SPOTLIGHT" albums		12 Months	4 Months
"Popular"***	10 new albums monthly	\$150.00	\$55.00
"Classical"	10 new albums monthly	150.00	55.00
"Jazz"	5 new albums monthly	75.00	30.00

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"Easy Listening"	<input type="checkbox"/>	<input type="checkbox"/>	"Classical"	<input type="checkbox"/>	<input type="checkbox"/>
"Country" Music	<input type="checkbox"/>	<input type="checkbox"/>	"Jazz"	<input type="checkbox"/>	<input type="checkbox"/>

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## Shippers Expect Boom In Exports Via Seaway

CLEVELAND — A heavy, snorting horn echoed hard against the tall buildings of downtown Cleveland last week for the first time in a year. It was a puff from the Emstein, the first ocean-going vessel to bow into the port of Cleveland, opening the third St. Lawrence shipping season here.

The German freighter's arrival and formal civic welcoming signaled the start of export activities for three and possibly a fourth Cleveland coin machine distributor.

The season is off to a fast start with the harbor bristling with masts bearing flags of France, Germany, Norway, Sweden and other countries.

Morris Gisser, president of Cleveland Coin Machine Exchange, reported 30 music and game machines ticketed for Antwerp, Belgium, on the Makesjella; 25 pieces earmarked for Germany on the Wolfgangruss, and about 30 more units labeled for England on the Manchester Pioneer, among other shipments for the first week of the season.

"We expect to ship about 100 coin-operated amusement machines each week during the coming season," said Gisser.

Lake City Amusement Company delivered 20 coin machines bound for England and 18 units bound for Australia to the Cleveland docks.

"We channel more than 70 per cent of our total annual exports into the eight-month seaway season," said Joseph Abraham, head of Lake City Amusement Company.

Shaffer Music Company, another exporter, shipped about 500 pieces through the port of Cleveland last year. The Columbus, Ohio - headquartered firm uses its Cleveland Shaffer Music branch to help handle Seaway exports.

Sources predict a 50 per cent hike in export activity for 1961. A similar increase was recorded last year.

Cleveland Coin Machine Exchange Company, which shipped more than 2,000 music and game machines in 1960, should top 3,000 units from now until November, it is estimated. This does not include the firm's exporting activity through other ports and by airlines.

Lake City Amusement, based on earlier predictions, will ship nearly 2,400 coin machines through the Seaway locks.

About 10 per cent of these total export units will consist of new machines, according to sources.

This optimism is based upon improvement of the Welland Canal (one of the Seaway locks) which last year bottled up foreign freighters for days; three additional docking berths here and settlement of a longshoremen's strike which tied up shipping for three weeks last year.

Another distributor, Monröw Coin Machine Exchange Company, may get its feet wet in the Seaway export field this year. The 15-year-old firm, which recently announced it will devote its full interests in the distributing

## German Coin Mfrs. Take Fresh Export Slant: to Stress Product 'Craftsmanship'

By OMER ANDERSON

HAMBURG — West German coin machine producers are opening a drive to promote German craftsmanship in their export trade.

Germany's coin machine manufacturers seek to capture some of the status symbol glamor for their products that attach to such German snob-appeal exports as cameras, porcelain, and Mercedes Benz automobiles.

This philosophy signals a radical reorientation of German coin machine export promotion. Heretofore, the Germans have tried to compete with the U. S. producer in "chrome, bigness and ballyhoo," as another German manufacturer sourly sounded off.

### Quality Production

Industry pundits are pondering slogans for the "quality" drive such as "lifetime investment," "a precision product made in Germany" and "a German coin machine is like a diamond—forever." If this sloganeering is not exactly brilliant, it nonetheless illustrates the thinking behind the German industry's drive for quality production.

Producers like N.S.M., Bingen; Wiegandt, Berlin, and Bergmann, Hamburg, are revising production schedules and revamping techniques to stress the handcrafted

field, is considering the use of the Seaway, according to

The importance of the Seaway to Cleveland distributors is in lower shipping costs. Direct delivery to foreign ports saved Cleveland Coin, Lake City Amusement and Shaffer Music nearly \$50,000 in freight costs in 1960.

quality of German coin machine manufacture.

Their sales approach will hammer at the intrinsic quality of German production—"something you can't measure by size, by glitter or by noise," according to one producer.

Shrewdly, the Germans have latched onto a critical aspect of current juke box and coin game operation: maintenance and obsolescence are causing ever-mounting concern

## NYSCMA'S PRES. IS SUBJECT OF PRESS FEATURE

NEW YORK—Mrs. Millie McCarthy, Hurleyville, N. Y., operator and president of the New York State Coin Machine Association, was the subject of a feature article sent to hundreds of American newspapers by Associated Press.

The story told how Mrs. McCarthy stood up to union racketeers who attempted to shake her down. It related how Mrs. McCarthy discovered that the "union" had no charter and that the payments were, in effect, meant to line the pockets of the late Sam Getlan.

The AP feature paid tribute to Mrs. McCarthy for her testimony before the McClellan Committee, and quoted her as saying, "As for me, when I get angry about something I haven't the brains to be frightened."

wherever coin machines are operated.

German sales promotion is being geared to graphic demonstration to the effect that the initial cost of a piece of equipment is relatively unimportant in relation to the maintenance, servicing and obsolescence factors.

This reorientation of German export sales promotion means:

1. The Germans will stop worrying about competing with U. S. producers in styling, in size and in gimmickry.
2. They will specialize on quality and prestige production.
3. They will concentrate on "individualized" production and service.

### National Tastes

The Germans will design special cabinets and speaker arrangements to suit the individual foreign customer, and they will adapt color and styling to varying national tastes.

In general, German coin machines manufactured for export will stress extreme durability and reliability. Bigger juke boxes will strive for the status appeal which has made German electronics products such as Grundig and Telefunken radios and tape recorders best-selling German exports in the U. S.

A German coin machine manufacturer summarized, "Most of us feel that we can draw profitably on the experience of the German auto industry, which competes quite effectively with U. S. auto maker throughout the world, not by matching Detroit in chrome or horsepower, but by doing what comes naturally for us Germans—craftsmanship."

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## GEMA Drives for Phono Fees

FRANKFURT—GEMA, West Germany ASCAP organization, is campaigning against so-called "outlaw" juke boxes in this country—juke boxes which pay no GEMA fees on the music they play. GEMA fee collections are handled in the main through coin machine operator associations, each operator paying a per-box fee. However, many independent operators or location-owned boxes duck GEMA's collection plate. It is estimated that West Germany has around 5,000 juke box operators, of which only 3,000 belong to associations affiliated with the Central Organization of German Coin Machine Operators. Although these 3,000 operate the largest number of West Germany's 60,000 juke boxes, the independents and locations control an estimated 15,000 machines. How many of these 15,000 boxes are "outlaws" is open to guessing, and the expert guess is around 9,000. GEMA's fee is 78 marks (\$19.50) per box per year. This means that the music royalty groups is losing substantial revenue at the same time it is striving to hike the per-box ante on the grounds of dire economic necessity. Germany's juke box operators are disposed to make common cause with GEMA on the "outlaw" box issue with the understanding that, in return for such co-operation, GEMA will backtrack from what the operators consider the organization's present excessive demands. In the face of saucer and even declining juke box receipts, GEMA has insisted on jacking up royalty payments. Some operators characterize GEMA's demands as exorbitant, and all feel that GEMA, before trying to hike the present fee schedule, should concentrate on bringing to heel the juke box "outlaws."

## Paris Fair to Show Coin Units

PARIS—Coin machines will receive greater emphasis at the Paris spring fair this year than ever before. Major European manufacturers and distributors have reserved space in Hall 97 at the fair grounds in the Porte de Versailles. The fair will be held from May 18 to 29. Attention being accorded coin machines at this year's Paris fair reflects the upsurge of the industry in both popularity and economic importance. "Le Flipper"—the pinball—has become a European household word, while "Le Music Box" no longer refers to the lady's boudoir model but to a juke box. West Germany's list of exhibitors is headed by Automatic Canteen's German subsidiary, Canteen Automatenbau, of Neu Isenburg. The two big French firms, Marchant and Socodimex, head French exhibitors.

## Stereo Blooms for Italian Ops

ROME—Italian juke box operators are joyously preparing for what the trade unanimously predicts will be Italy's "stereo season." Stereo records, in short supply hitherto, will be relatively plentiful this season. In fact, juke box operation is a year-round business in Italy, but the trade tends to pace itself according to the tourist schedules. When the refurbishing and refurbishing begins in the hotels, restaurants and rubbernecking hot spots, Italian coin machine operators by reflex begin to reshuffle their equipment. Industry sources estimate that a full 75 per cent of all juke boxes operating in Italy, or at least the "tourist Italy," are stereo boxes or claim to be. This latter qualification is important. For more than ever, stereo is a magic word here. And it's telling no trade secrets to say that some operators take colossal liberties in advertising their equipment as "stereo." But as one Roman operator cheerfully observed, "Stereo or monaural, it's all sound, and who can really appreciate the difference in a crowded bar? If people are that finicky, let 'em go to the opera."

## Tito Wants More Phonographs

BELGRADE—Yugoslavia is negotiating for the removal of trade agreement under which it has been importing American juke boxes made in Italy. The Yugoslavs received over 100 Wurlitzer boxes under the agreement which expired late last winter. Marshal Tito's coin machine experts state that efforts will be made to increase the 1961 importation of U. S. machines. A Tito expert said, "Coin machines are gaining constantly in popularity in our country. They match the tempo of the times. It was four years ago that we received our first American juke boxes, and since then the market for juke boxes in Yugoslavia has expanded greatly." The Yugoslavs have been importing Wurlitzers assembled by Notomat at Leghorn and shipped via Trieste. Shipments have been handled by Dr. Sergio Abrami's talia-Importex of Trieste, which has what amounts to a monopoly on the Yugoslav coin machine imports. This is due to Dr. Abrami's patient missionary work with the Yugoslavs, whom he has been wooing as coin machine customers for the last five years. Marshal Tito is renowned as Yugoslavia's No. 1 juke box fan. He has several juke boxes at his island retreat of Krioni, in the Adriatic off the Dalmatian coast. The marshal likes to surprise foreign guests by playing their favorite music.

## Hungarian Trade Capitalistic?

VIENNA—Coin machines are being traded in Budapest coffee houses, the Hungarian economic journal Figyelo complains. Figyelo reported that juke boxes ("of dubious origin," sniffed the journal), coin games and "many vending machines" were changing hands on a kind of capitalistic commodity exchange that has sprung up in other well-conducted Budapest coffee houses. Trading in coin machines is done for the most part by the managers of State-operated hotels, night clubs and bars. There is no provision in a proper Communist society for a coin machine operator to acquire and dispose of equipment without going through labyrinthine official channels.

## BILLBOARD MUSIC WEEK

TRENDS REFLECT U. S. Aussie Disk Jockeys Potent Trade Influence  
DIGEST TALKS TO BOB ABOUT VICTOR CLUES  
Hot Artists' Fat Contracts Upsetting Diskery Peace?

# JUKE BOX OPERATOR (MOA) CONVENTION NUMBER

## MAY 15

Index to Contents

Special	Editorial
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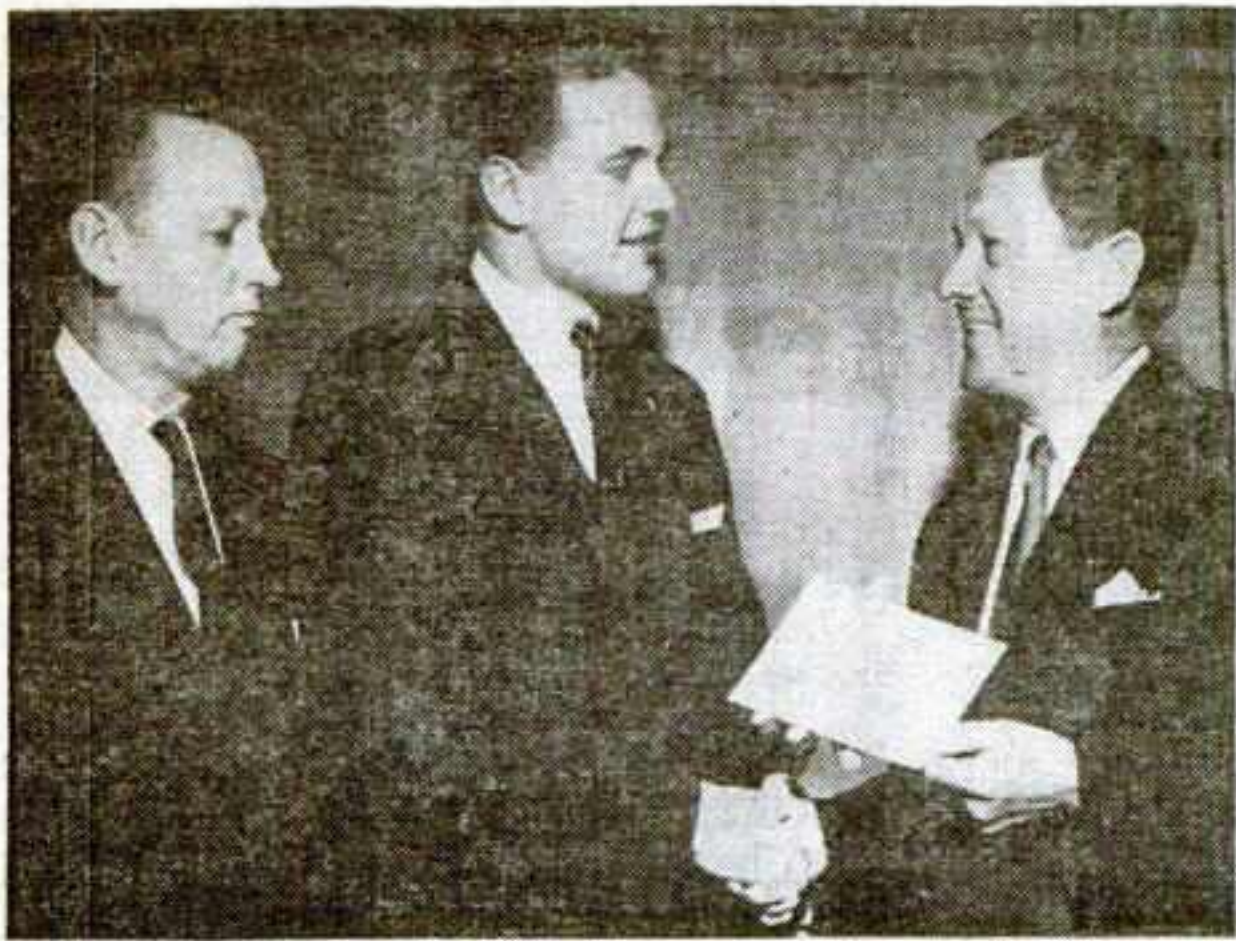












**THE FIRST WINNER** of the Arnold M. Johnson Memorial Merit Scholarship is Ronald C. Eksten, Rockford, Ill., shown here receiving his award from John W. Cox, president of Automatic Canteen Company of America. Looking on is Ronald's father, Raymond C. Eksten, model maker for the company's ABT division in Rockford. The scholarship winner is selected under the National Merit Scholarship program and awarded each year to the son or daughter of an Automatic Canteen employee. The grants range from \$250 to \$1,500 and honor Arnold M. Johnson, former Canteen president and vice-chairman.

**Mrs. Shuffle More**

and operating and how does it intend to set up the coin machine part of its organization. With its recent acquisitions, Canteen now has strong coin machine distributor outlets in Boston, Chicago, San Francisco, Los Angeles, Denver, Salt Lake City and Honolulu. Canteen has organized its Automatic Service Vending Corporation which reportedly will supervise the coin machine phase of Can-

teen's interest. Just how this division intends to function, however, has not been defined.

**Rowe-AMI Sales**

Equipment sales have been handled by Rowe-AMI Sales Corporation, Canteen's selling arm, and will presumably continue, but the resignations last week of Charles Brinkmann, Rowe-AMI Sales president, and Robert K. Deutsch, vice-president, leave some questions unanswered in that organization.

Canteen held a meeting for its AMI distributors in Chicago last week and among items on the agenda was the introduction of

**Exhibit Card Vender**

• *Continued from page 176*

The unit is a follow-up to Exhibit's Model 307 electrical card vender, also vacuumatic. The new unit, dubbed the Model 412, eliminates the push-pull mechanism previously used on mechanical units.

The vender compartment holds 500 cards, with 1,500 more stored in the cabinet. It vends at 2 cents per card. Exhibit has a selection of over 50 different card series.

Shown in the picture is its recording artists series, which Exhibit's Chet Gore says is especially suitable to be used along with juke box or game equipment.

Exhibit also makes a two-machine stand for mounting the venders. The vender may also be placed on a counter, or hung from the wall.

The cabinet is all steel with a baked enamel gray hammerloid finish. It has separate door and cash box keys.

**Free Cards**

Exhibit is making an initial offer of 3,000 cards (of any series) free with each vender. The unit is being sold direct from the factory.

It measures 10 inches wide, 11½ inches deep and 23½ inches high. The top display sign extends 7 by 9 inches. Both the top display sign and front display card are free. Shipping weight is 75 pounds. Price is \$73.50. Cards are \$5 per 1,000. Exhibit is also offering quantity discounts on both machines and cards.

new equipment plus policy matters.

It is expected that a full announcement regarding Canteen's plans in the coin machine field, its organization set up and statements of policy will be made very shortly.

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Beach Club ..... 35.00	Marble Queen ..... 35.00	Gun Patrol ..... 50.00
Pixie (United) ..... 40.00	Hayburner (Wms.) ..... 35.00	Sky Gunner ..... 45.00
Triple Play (United) ..... 40.00	Wishing Well ..... 35.00	Bear Gun ..... 50.00
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Big Show ..... 60.00	Chinatown ..... 35.00	
Variety ..... 60.00	Twin Bill ..... 45.00	
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## Statement of Fact

When Mr. Alvin Gottlieb appeared before the Judiciary Committee of the Illinois Senate on April 25, 1961 for the purpose of stating his opinion that Bally pinball games exhibited to the Committee are gambling devices, he spoke at length about the friendship between his father, David Gottlieb, founder of D. Gottlieb & Company, and the late Ray Moloney, founder of Bally Manufacturing Company, emphasizing that the friendship continued to the time of Mr. Moloney's death.

We are concerned about the possibility that Mr. Gottlieb's gratuitous mention of Ray Moloney's death—spoken in a context of references to hoodlum infiltration of the coin-machine industry and a statement that D. Gottlieb & Company is owned solely by the Gottlieb family—may lead to the suspicion that, after Mr. Moloney's death, new and perhaps sinister principals succeeded to the ownership of Bally Manufacturing Company.

We must, therefore, state positively that Bally Manufacturing Company is presently owned entirely by Mr. Moloney's heirs, all members of his immediate family. The board of directors, responsible for the management and policy of the company, consists, without exception, of persons who were for many years closely associated with Mr. Moloney in the operation of the company, either as veteran employees or members of his family.

**BALLY MANUFACTURING COMPANY**

PER MACHINE TAX

# Hoosier Tax Laws Sock Coin Ops' Receipts at Both Ends, Middle, Too

By JOSEPH KLEIN

INDIANAPOLIS—Can Indiana really impose a virtual per-machine tax on vending equipment?

Hoosier operators have been anxiously asking that question since the recently announced determination of the State Department of Revenue to assess the machines for a store license fee.

The resultant burden would probably prove back-breaking for the operator. For while the fee is only \$3.50 for a single piece of equipment, it rises to a crushing \$150 for each of 20 or more machines under common ownership.

Other phases of Indiana taxes as they affect coin-operated equipment were also explored by this correspondent.

If they belong to a central owner, vending machines which dispense soft drinks, gum, peanuts, tobacco, candy and other goods are considered

under the 1929 store license law. If the owner of the store where the vending machine is located has a store license, it will cover the sales made from the vending machine.

**Chain Basis**

If there has been no license issued to anyone for the location where the machine is installed, the owner is liable for each and

every machine so operated on a chain basis. City halls have no such licenses. Nor court houses. Nor yet post offices, railroad stations, office buildings or, in some cases, industrial plants.

Indiana law defines vending machines as machines which are not operated as games of chance, and which deliver to the final user or consumer merchandise of the value of money deposited.

The statute stipulates that the entire gross receipts from sales through vending machines are considered "selling at retail" by a "retail merchant" and taxable at the rate of 3/4 of 1 per cent. No deductions are allowed for payments to the premises.

Tough? Well, so are other Indiana taxes.

Take the State's gross income tax, for instance.

Owners of game equipment and similar mechanical amusement devices are taxable on their entire gross receipts. The location owner or other persons in whose charge machines are placed is taxed on all splits, rentals or other amounts obtained from the use of machines.

While pay-off pinball machines are prohibited by State law, the Indiana tax collector shows no squeamishness about garnering taxes from such illicit sources. The entire gross receipts of gaming devices are taxable at the rate of 1 1/2 per cent without deductions for splits, rentals or other amounts paid to or retained by the location owner.

And that's not all.

Called upon also to make his "tax contribution" is the location owner—at the rate of 1 1/2 per cent and, again, upon all splits,

rentals or other amounts received from the operations of the machines.

**Other Equipment**

Also taxable at 1 1/2 per cent are coin-operated non-vending ma-

chines. These include juke boxes, scales, radios, moving picture machines and similar equipment.

No deductions are allowed anywhere. Both the operator and the location owner pay their 1 1/2 per cent without regard for rentals, commissions or other operating expenses. What is obvious is that it isn't called a "gross income tax" for nothing.

Vending machines—as all other coin-operated equipment—are also subject to the "personal property tax"—the principal tax

source of Indiana's local communities.

**\$11 Rate**

In one Indiana county, at least, the tax rate is well over \$11 per \$100 of assessed valuation.

Thus the yearly tax on a piece of equipment, assessed at \$1,000 in that community, would exceed \$110.

The Indiana State Chamber of Commerce claims that Indiana has a good "ta climate."

If so, the other States must be having some pretty rough weather.

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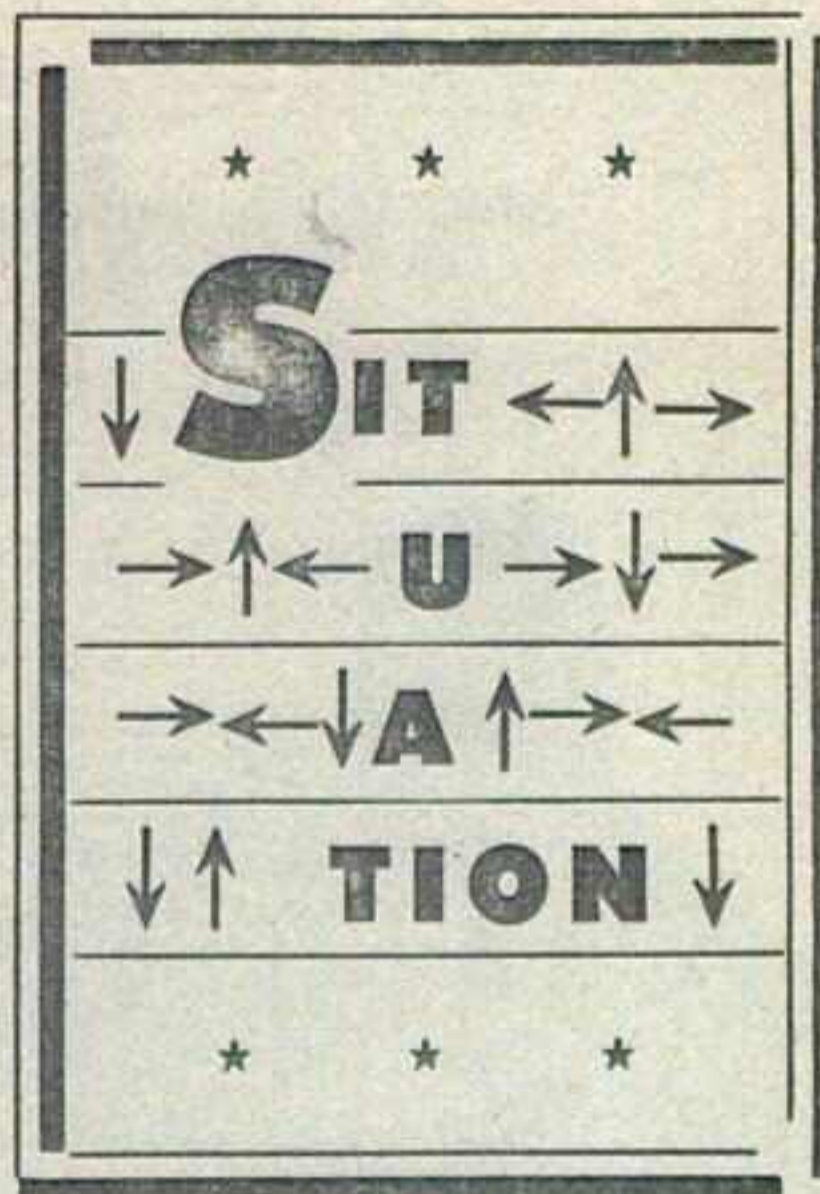


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