#### Starting This Week

For your extra buying and programming convenience, these charts will appear on a brand-new special heavy-stock insert Top 200 **Albums** 

Hot 100 Singles

Programming Guide

Coin I Price

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

# DEALERS NOTE MILD TRAFFIC INCREASE

#### BMW CHARTS DESIGNED FOR READY REFERENCE

NEW YORK-Beginning with this issue, Billboard Music Week begins publication of several well-known chart features in the new format. The innovation is the result of many months of planning and research to determine the best physical form for the maximum use by our readers.

These charts henceforth will be printed on a heavy board stock for more convenient use, bound into each week's issue,

One section of the insert contains the Hot 100 singles chart and a new Top LP chart. Another portion of the insert contains the Programming Guide for singles by category and the Coin Machine Price Index.

The Top LP chart provides weekly lists of the nation's best selling albums in rank order, featuring the 150 best selling mono albums and the 50 best selling stereo LP's. This chart also preserves the benefits of the former "Action Album" feature, now discontinued, by emphasizing newer LP's on the charts nine weeks or less by use of bold-face numerals in the column showing weeks on chart.

The top LP's Category chart, widely accepted as a major programming and inventory aid since its inception in the January 9 issue, continues in a streamlined format. To it has been added the rank order of each album according to its position

on the Top LP mono and stereo charts. The Hot 100 page has been slightly revised to accommodate the popular Hot 100 A to Z alphabetical listings on the same

page as the chart itself for easy reference by title. The Programming Guide of singles by category of music has been commended by broadcast and juke box executives as a valuable aid in selecting singles for specific audiences. Its inclusion as part of the new hard board insert in an indication of its widespread use. Similarly, the Coin Machine Price Index, as the most respected guide of its kind, now takes on additional value by its new method of presentation.

# Disk Labels' Spring Drive Stimulates Dealers' Action

country. This is more true of large merchandise the most. period. (The sales started in midmid-April). According to most of the dealers checked, the best way the spring LP sales is "mildly stimulating."

Dealers noted that customers lured into record shops bought

NEW YORK—The spring sales non-sale as well as sale merchanput on by RCA Victor, Capitol, dise. But the dealers who stressed Mercury and a few other labels the Victor-Capitol-Mercury LP's at have helped to stimulate traffic in a sale price, and kept other labels record stores in many areas of the at list, apparently moved the sale

stores than small, and more true Three interesting things about of stores that aggressively merchan- the sale came out of the dealer dized the sale records-or all LP comment. One was that many cuslabels—than of stores that did not, tomers who entered record shops bu a majority of dealers checked to buy records were unaware of by Billboard Music Week across the sales. Victor Records was the the nation felt that it helped bring only label of the three who adverin more customers. Some dealers tised its records to consumers in were disappointed that the sales magazines and newspapers, with did not send customers stampeding their own advertising as well as to their stores; others felt that the co-operative ads. As of last week sales stimulated business during the Victor "Buy One, Get One for what is usually a rather dull record Half-Price" message had not yet gotten over to the consumer. Sec-March and will continue through ondly, most of the shops checked were not selling the Victor disks, or other records with the "buy-oneto describe consumer reaction to get-one-for-half-price" method. The dealers were generally selling them at 25 per cent off list or better.

The other important point is that (Continued on page 3)

### ROYAL ACQUIRES SOUTHERN AUTO. CINCY BUSINESS

CINCINNATI—Royal Distributors, Inc., local outlet for Bally, Chicago Coin, Games, Inc., Fischer and Midway, has purchased the Cincinnati distributorship of Southern Automatic Music Company. Southern represents AMI, United and Gottlieb. The Southern Automatic distributorships in Indianapolis, Louisville and Lexington, Ky., are not affected by the purchase, and the firm will continue to service operators in Kentucky and Indiana. The acquisition became effective Saturday, Royal now has one of the most complete lines of any distributor in the country. Details of the acquisition will appear in the next issue of BMW.

The move is the latest in a nationwide shake-up of distributors, with Seeburg picking up Midwest Distributing in Denver this week to replace Thompson Distributing, which was acquired by AMI.

# **UA Switches Four Key** Foreign Market Distribs

up label identification for United releases in the respective countries, games and other forms of service (The move was first disclosed changers, coin-operated laundries Artists Records on a global basis, and in each instance guarantee re- vending. UA veepce-general manager Art Talmadge has changed distributors in four key foreign markets-England, Italy, France, and Israel.

Heretofore UA Records have been released under various European labels, but when Talmadge left here for Europe last month he said he would insist on label identification for UA "even if it means switching distributors."

True to his word, Talmadge refused to renew UA's contract with British Decca in England and Italy. He also severed ties with Pathe Marconi in France, and Sinfonia in Israel for the same reason.

The four new foreign affiliates with whom Talmadge signed agreements are as follows: England, EMI; France, Barclay Records; Italy, CGD, and Israel, Hed Arzi. In each case, Talmadge said, the (Continued on page 39)

#### too-surprising disclosure that it had as saying its Automatic Service previously been defined by Schusestablished a new division to Vending Corporation was formed ter as meaning juke boxes, back-NEW YORK-In a move to set UA logo will prevail on all UA supervise its entry into juke boxes, six weeks ago.

CHICAGO - Automatic Can- by-lined story by Edwin Darby, noted that Canteen had set up a teen Company of America re- (Chicago) Sun - Times financial "special services division headed mained in the coin machine news editor, who quoted Frederick L. by Joe Kleinman," to handle spotlight last week with the not- Schuster, Canteen board chairman, service vending. The term had

Canteen Plays Down Distribs' Operating

in Billboard Music Week, Febru- and dry cleaners.) The news was revealed in a ary 27, at which time it was

ground music, kiddie rides, bill

Defends Acquisitions

In other developments, Schuster issued a statement defending Canteen's recent acquisition of several major coin machine distributorships.

Schuster commented, "I wish to state as categorically as possible that Automatic Canteen is not planning to change the pattern of the distributorships it has acquired in the coin-operated phonograph field. None of these firms have in the past operated any significant number of phonographs, nor do we plan to have them do so in the month or years ahead."

Schuster noted that Canteen had "turned down the purchase of many phonograph routes," which had been offered to them, and that this was "proof we (Canteen) have no intention of competing

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# I FILL REFRISE SIUN.

The how, who, what and why of the nation's newest label . . . . . see pages 14-15

# INDIE FIRMS PREP OWN OUTLETS IN SOME CITIES IN JOINT ACTION

#### 4 to 5 Labels Set Branches in Select Cities; Reasons for Shift From Distributors Complex

indie record labels, including those with strong singles and album lines, are now jointly preparing to set up their own distributorships in a number of cities throughout the country. It is understood that the plans for these distributorships, to be commonly owned by the four or five labels involved, are already beyond the planning stage.

Most indie labels today operate through indie distributors, with the rare exception of a King Records, which has owned 32 of its 40-odd distribution outlets for many years. Kapp Records recently set up its own distributorship in New York. Columbia and Victor work through both company-owned and indie distributors, as does Capitol and Decca, but the latter labels own a majority of their own outlets. Mercury Records, on the other hand, has given up most, if not all, of its company-owned branches.

The reasons the four or five indie firms are readying their own branches in selected markets are complex. But mainly they are due to a combination of circumstances

### Cap Extends Discount Offer

HOLLYWOOD — Capitol Records is extending its March discount program through April. Dealers eligible for the March sale will continue receiving a free album for every three purchased. Discount program now will expire April 30. Price cut applies to the entire Capitol and Angel package To Australia entire Capitol and Angel package catalogs, including all LP's and EP's. It does not cover four-track stereo tapes, compact 33 doubles, or its first album aimed at the educational market being released this month (see separate story). Discount will apply to the "2000 Years With Carl Reiner & Mel Brooks" LP which Capitol recently purchased from World Pacific Records banner Monday (10).

the nation's record stores."

NEW YORK - A group of key | that have developed in record dis- | ords from any one distributor. tribution over the past two years. First, there are still many markets own distributorships, claim these in the U. S., these indies feel, where distributors don't swing. They point out that in some cities their own label. "How can I exthe old sedate way of doing business still holds. In these cities distributors not only fail to start rec- dles my line has three or four reords, but won't jump on a hit when leases on his own label to work it takes off. They also claim that on? Every time a distributor gets with distributors handling scores of his own label aired, he pre-empts labels they are unable to get a plays that could be given to one fair shake on radio and TV plays, of the lines he represents." since a jockey will rarely play more than a specified number of rec-

Another reason for starting their indies, is that too many distributors are now record manufacturers, with pect to get a fair shake on my records when a distributor who han-

The indie labels who are getting (Continued on page 38)

# Big Sales Harvest for Dot Fall Catalog Plan

six-month Fall Catalog Program offering retailers an incentive disreaped nearly a \$3,000,000 sales count, Wood supported the Dot harvest, which, said Dot President drive with a 100 per cent cash re-Randy Wood, proves that proper fund on returns and six months in-store exposure, rather than dis- dated billing on all products purcounts, will move merchandise. chased from September 1 to Oc-Wood has long contended that tober 15. Thus, all merchandise "our product will sell if the dealers ordered during the six-week period will stock it and carry it long was guaranteed for full return (not enough."

To achieve the desired in-store months in which to pay. product exposure, Wood offered dealers a plum whereby they were given six weeks to stock up from Dot's complete monaural and stereo

# Am-Par Brass

NEW YORK—Sam Clark, ABC-Paramount prexy, and his salesveepee Larry Newton leave next week for Sydney, Australia, where they will participate in the launchof ABC-Paramount and Impulse (Am-Par's jazz subsidiary label) albums "down under."

The disks will be distributed in and will issue under the Capitol Australia by Festival Records, the firm in which Am-Par purchased Capitol Records Distributing an interest a few months ago. The Corporation President Mike Mait- execs are scheduled to arrive in land hailed the program as "the Sydney April 10. During a brief most successful in the company's three-day stay there, Clark and history" (see Billboard Music | Newton will hold sales conferences Week, March 20) and said it was with Frederick C. Marks, Festival's achieving its intended purpose of executive director, and meet the "bringing the customers back into too brass of Australia's music busi-

HOLLYWOOD — Dot Records' LP and EP catalog. Rather than exchange), and dealers had six full launched earlier by the label in

This meant retailers would have to keep the Dot stock for the sixmonth period after which it could b returned for a cash refund. As a result, Wood was able to achieve his desired purpose of gaining extended exposure for the product E. S. Isaacs & Company. at the retail level.

On March 15, the six-month period ended, at which time Dot accepted returns on unsold merchandise and closed its books on the fall program. According to Wood, less than 5 per cent of what was originally shipped came back in returns, due to six months exposure.

Wood told Billboard Music Week that after deducting cash refunds for returned merchandise, the fall program's sales amounted to exactly \$2,841,512.00.

Dot sales vice-president Chris Hamilton added: "If we hadn't carried the plan over a six-month period, we probably would have gotten 20 per cent of merchandise returned. This way the returns were less than 5 per cent."

Wood further disclosed to Billboard Music Week that Dot's unprecedented six-month fall program gave the label a more than 50 per cent boost in LP sales for 1960 over the previous year, and a more than 90 per cent jump in stereo sales for the year.

#### VICTOR ISSUES 7 APRIL TAPES

NEW YORK - Seven of RCA Victor's album product items are listed in the rerecorded, four-track stereo tape release for April. Al Hirt's first album on the label, Hank Mancini's "Mr. Lucky Goes Latin" and sets by Marty Gold and Perez Prado make up the

pop segment of the release. The Red Seal classical portion includes Beethoven's "Appassionata" and "Funeral March" sonatas by Sviatoslav Richter, Morton Gould's reading of the Beethoven "Moonlight Sonata" and Verdi's "La Traviata." The opera selection stars Richard Tucker and Robert Merrill and comes in two reels.

#### **NEXT STOP TOKYO**

# Weiss to Far East On Global WB Trek

Warner Bros. Records' globe-trot- uled meetings in London with WB's ting international director, strikes licensee, English Decca, to underout for the Far East on Saturday (8) on the final leg of an aroundthe-world tour of duty to call on releases plus a review of upcoming existing affiliates and establish additional licensees for the WB label. in the fall. En route to the Far East, Weiss will stop over at Honolulu for a week's rest, his first since joining the firm two years ago.

Weiss will be in Tokyo on April 16th and in Hong Kong the following week. Other ports of call include Manila, Saigon, Bangkok, Rangoon, Singapore, Colombo, Bombay, Karachi, Tel-Aviv, Athens, and then back to his Paris

headquarters.

Warners' international director will review the label's immediate plans with the firm's licensees in Tokyo and Manila, and continue negotiations with prospective affiliates in other areas. While in Tokyo, Weiss will be closeted with the directors of Nitchiku Industrial Company, Ltd., and in the Philippines he has scheduled meetings with L. Villar and the Mareco Company, Inc., staff. Of primary interest during these meetings will be the local distribution by these firms of Japanese and Philippine artists' recordings in their native tongues under the Warner label. This would be a continuation of the local language releasing program Sweden and Norway.

Weiss also will confer with executives of Israel's Hed-Arzi firm with whom contract negotiations currently are under way. He will seek to finalize discussions for record distribution with Singapore's

Weiss will be on the look-out for unusual recordings for possible distribution in this country. He expects to call on the Armed Forces' Far East Network radio stations and the press in the key markets on his route.

The Far East swing is expected to take four weeks, bringing him MUSIC WEEK back home to Paris sometime in

#### FTC to Dismiss Complaint Vs. Col

NEW YORK — The Federal Trade Commission has moved to dismiss its complaint against the Columbia Record Sales Corporation which was filed last June. The move to dismiss the complaint was made on March 22 by Harold A. Kennedy and Arthur Wolter Jr., for the government, to the FTC. Columbia distribution branches and the Columbia Sales Corporation were served with the complaint. This is one of the few times that the FTC has withdrawn a complaint against a label to date, although both Capitol and Dot Records have asked that complaints against them, also made at (Continued on page 39)

#### **R&R Show Breaks** House Record at **Newark Paramount**

NEWARK, N. J.—George Hudson, WNJR deejay here, broke a house record with a rock and roll show staged at the Newark Paramount Theater last week. Show was put on Saturday (25) and in one day (six shows) the gross hit \$14,000. On the bill for the one-\$14,000. On the bill for the oneday show were the Shirelles, the Olympics, Moms Mabley, Shep and the Limelites, the Echoes, Lenny Miles and the Big Al Sears ork.

HOLLYWOOD - Bobby Weiss, | May. Soon after that, he has schedtake immediate plans for an aocelerated promotion of new singles LP and EP product to be issued

The international chief leaves Warners' Burbank headquarters following an extended stay devoted to a series of meetings with the label's president, Jim Conkling, reviewing Warners' continued expansion in the world-wide market.

# SORD Prexy To Head East For Meetings

HOLLYWOOD — Howard Judkins Sr., president of the Society of Record Dealers, will attend two regional dealer meetings in the East this week as part of SORD's new program of functioning in concert with local retailer groups. Judkins, who had just returned to his Garden Grove, Calif., home from the SORD board of directors' meetings at Coral Gables, Fla., takes to the road again to be present on Tuesday (4) at a meeting of the Associated Record Dealers of Cleveland.

The dinner meeting will be held at 7:30 p.m. at Cleveland's Hotel Manger, and will be open to all record dealers in the area, whether or not they belong to the local retailer group.

Principal speaker will be William Shipey, president of Cleveland's Main Line Distributors, who

(Continued on page 43)

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# Disk Labels' Spring Drive Stimulates Dealers' Action

Continued from page I

the Victor-Capitol-Mercury LP's to \$2.85 for a \$3.98 list item. were being sold at a deeper discount than other labels. In New York City for instance, Goody, Korvette and S. Klein were selling the Victor, Capitol, Mercury and Roulette labels at 50 per cent, 53 per cent and 54 per cent off list respectively. Other firm's LP's were selling for only 30 per cent to 40 per cent discounts.

Victor and Capitol Records were grabbing a great deal of the sale business, with Capitol and Angel's strong sales attributed to the fact that Capitol has never held a sale of this depth before. Dealer's reported that among non-sale merchandise, Mitch Miller's "Sing Alongs" had picked up tremendously, due to his popular TV show, and Command Records continued its hot sales pace.

#### New York By BOB ROLONTZ

The large New York dealers, who have long been the most aghere used the discount deals of the the subject. three firms, plus the smaller labels

chain, considered by many manufacturers to be the largest record normal pre-Easter level. "The LP Victor, Capitol, Mercury and Roulette disks were slashed by as much of a \$3.98 disk to \$1.87. The \$4.98 list records were selling for \$2.34, Alongs" for \$2.49.

a little by the sale, but not sensationally. A Sultan executive noted "We always discount anyway, so Boston, the city's first record disour prices for the Victor, Capitol count store, Ed Stevens said they and Mercury merchandise is not had put signs in the window anmuch different than usual." He nouncing new prices on Angel, characterized the current state of

Shop in the downtown New York interested in sales or gimmicks, area, said that he wasn't selling rec- but just wanted to know "What's ords much more cheaply because of your price?" Book Clearing's plan the sale. He said business has not was two \$4.98 albums for \$7.40. increased very much because of the The customer paid \$4.98 for the Victor, Capitol, Mercury sales, al- first and received the second for effect. said that his business was currently merchandise, Stevens said.

the business as "quiet."

with price-cutting general in large of the special sale prices on the city stores of all sizes, all that has three labels he had cut the price happened with the sales is that he charged consumers from \$2.98

#### Boston

By CAMERON DEWAR

The important point that comes out of a survey of dealers in the Boston area is that the RCA Victor, Capitol and Mercury sales program has given the retailer a chance to replenish his inventory with a little more chance than usual of doing better profit-wise. The pre-Easter period is normally a slow one and several have found that sales merchandise is responsible for giving them a slightly better than normal period at this time when they are competing against clothes buying. Angel appears to have run away with top honors by experiencing the greatest sales boost of any label percentage-wise.

There is a general feeling that record manufacturers have run so many special sales months that when they have a really big program the consumer hardly notices gressive discounter's among stores it. Every dealer reported that not throughout the country, report that a single customer asked about or they are doing good business with was aware of any special sale. the spring-sale LP merchandise of Although one dealer said he was Victor, Capitol, Mercury and other taking time to explain it and had sale-priced labels. The smaller met with some success because of New York dealers are not as enthu- this. He was in process of placing siastic. Many of the larger stores an attractive window display on

At Stereo Sound and Music that also slashed prices to dealers Corporation, Bob Kelly found by 25 per cent, to make even strong sales on merchandise on deeper cuts in the price of mer- which the firm was passing on a chandise offered to consumers. Few healthy discount to the consumer. dealers checked offered Victor Non-sales merchandise was showgoods under the Victor plan of ing practically no action at all. Buy One-Get One at Half-Price." Angel had shown the biggest spurt A spokesman for the Korvette of the sales records although business was somewhat down to a dealers in the U. S., said prices for sales merchandise has saved us this week," said Kelly.

The Harvard Co-Op in Camas 53 per cent, cutting the price bridge notes business holding up particularly well considering the period. Sale merchandise was gothe \$5.98 disks for \$2.79. Since in especially well, but sales were these were the labels emphasized holding up well on other records in ads the Korvette spokesman since they had instituted a sales stated that they were doing well plan of their own, according to with the sale lines. The spokesman | Mark Cross. Albums normally sellnoted that the sales had acted as a ing for \$5.98 were priced at \$3.47, real stimulus, especially the Capi- the \$4.98 line was \$2.77 and the tol, Angel and Victor merchandise. \$3.98 merchandise for \$2.17. This "When you can buy Sinatra, the was the price structure at Krey's Kingston Trio, Stokowski, Rubin- three discount stores in Boston and stein and Richter at these prices, at Jordan-Marsh department store why shouldn't they sell?" How- in Boston, where business was ever, the Korvette exec also pointed at a good level for such a week. out that non-sale merchandise was Angel also was out in front at also doing well. He said that Mitch | Harvard Co-Op, which relies large-Miller "Sing Alongs" had increased ly on Harvard students for busigreatly sales-wise since the Miller ness. Mosher Music in Boston was merchandise was about even. TV show started. Korvette was still selling at list price, but had running a sale on all Mitch Miller taken advantage of the LP sales wax, selling \$3.98 mono "Sing plan to stock up on inventory. Alongs" for \$1.99 and stereo "Sing | Pete McDermott reported Mosher was using its own special plan However, some of the smaller with customer getting an album dealers were not as enthusiastic. free with every \$24 in purchases. Harry Sultan's store on East 23d No one had inquired about the Street noted that sales were helped sales program, and business was about normal for the period.

At Book Clearing House in Capitol, RCA Victor and Mercury, and the response was grati-Sy Bondy of Bondy's Record fying. He said customers weren't

mostly the sales merchandise. Charles Gavrilles found customers picked up materially. not too much aware of the sale, but he was getting response with a display in the window. Most purchases were on the sales albums with a normally slow action on non-sales merchandise.

#### Chicago By NICK BIRO

Customer reaction here to the giant discount plans launched by RCA Victor, Capitol and Mercury recently, ranges from mild to luke warm.

A spot check of dealers last week shows that although virtually all are passing the deal on in some form or another to their customers, few note any spectacular increase in sales.

Most feel the big advantage of the deals is to get more people into the stores and this is to the good. Most of the dealers, too, are using considerable point-of-sale merchandising and advertising plus local newspaper advertising to plug the lines.

Little Better

Generally, however, dealers seem to feel that all their merchandise is holding up well, and that the discounted lines are selling only a little bit better.

Bernie Strickler, who heads a chain of five Harmony House retail outlets throughout Chicago, says he's been passing on all the deals to customers and that it has helped sales, but not phenome-

Big effect of the sale, he notes, is to bring people into the store. But once they're in, they may not necessarily buy the sale merchansaid.

All Helped

although all the labels have been helped by the deal, the three salelabels (RCA Victor, Capitol and Mercury) were helped the most.

Strickler is using a straight 25 per cent discount from list for the three labels rather than a buy-one, get-another-at-half deal.

He said he found the straight price discount preferable since he'd found from past experience that it alike. was difficult to get people to buy extra records just to get the one they wanted.

Minimum Order Henry Elsnic, head of Vitak-Elsnic, another retail outlet here, said he was offering the deal with RCA Victor and Mercury merchandise, but that he wasn't using the Capitol deal because of the large minimum order required. (Capitol has a 100-disk minimum order, with the dealer getting 33 more disks free. Mercury has no minimum and RCA's is only \$50 worth of merchandise.)

Elsnic said sales had increased only slightly. The sale-merchandise was up a little and the non-sale

Elsnic noted that a lot of people would come into the store, attracted by the sale advertising, but would leave without buying when told the item they wanted wasn't on

Passing On

Elsnic, like Strickler, was passing o the deal with a straight 25 per cent discount, rather than any buyone, get-one-for-half package. He said he'd found customers preferred it and that in the past he'd the discount.

who made a big promotion on the this time, picked up because of the week with just RCA Victor, Capitol advertising 50 per cent off, so what man. sale had helped their business. He sales program, mostly on sales and Mercury merchandise, and the does our 25 per cent off mean to effect was negligible. He noted the customer." a little slow. He said that because The Music Tent in Dedham is customers didn't care to be told

getting good reaction and moving what to buy. When all lines were | Crawford's of Beverly Hills) who put on sale, however, business

Little Up

to their customers. He noted, howmore people into the stores.

Perhaps the most optimistic about the sales was Miss Pat Connolly, manager of Polk Brothers, giant discount-outlet here. She noted that Polk's was doing very fic, but almost all the business was well with the sales, and was offering the deal interchangeably with Mercury. Very little of the nonany of the three sale labels on a buy-one, get-one-for-half basis.

She noted, however, that the sale labels were the "cream of the crop" anyway, and it wasn't unusual for them to sell wellwhether the merchandise was on sale or not.

Classical Helped

She noted that Polk was "maybe moving some merchandise wouldn't move otherwise, and that th sales were bringing a lot of people into the stores.'

She added that the sales were a big boost for a lot of the higher priced classical lines where a 50 per cent saving was substantial.

### Hollywood

By LEE ZHITO

The major labels' discount programs are reaping only a little appreciable sales results here, acthe consumer has become cal-Strickler added, however, that loused to discount deals. Price slashes, dealers say, no longer impress customers. Record buyers, once eager to take advantage of a price break before a sale ends, now feel there'll be another sale later, so why rush to this one? This explanation for the lethargic reaction to the major label discount programs was shared by both discounters and full-price retailers

> Furthermore, all dealers checked agreed that customers bought only sale items, feeling that merchandise not on sale most likely will be cut in price later on. Thus, the slight increase in store traffic generated by the RCA Victor-Capitol-Mercury discount drive failed to pay off in full-price sales.

> Said Howard Judkins of Garden Grove's Judkins Music, and the current president of the Society of Record Dealers: "I wouldn't say this has been the most successful promotion we've ever had because it's getting to the point where price means nothing any more. Store traffic has increased some, but customers stick to the sale-priced merchandise. The price situation has deteriorated so much that we need a new realistic price that will mean something to the customer. We've moved quite a few RCA Victor and Capitol albums, but we've done this at the cost of losing sales on non-discount lines."

According to Denel's Music's manager Mary Vaughn: "People have become used to these deals, so it really doesn't mean too much. I don't see that it has increased much to speak of. We're holding found a customer would come in to our own, because we're selling a buy one record, but would leave few more people, but ending up when told he had to buy two to get with less money per sale so that in the end we're just breaking even. Dale Shonrock, manager of If you have what the customers Alexander Records, large South want, take the original cast album Side outlet, said the sale was going of "Camelot" for example, they'll well, but that he had had to extend pay full price for it. Something the discount to all labels in the else is going to have to happen in store to have any appreciable this business besides deals, because they're not paying off any more. though he did note that dealers \$2.49. Business, normally slow at He said he tried the sale the first Furthermore, the discounters are

Beverly Hills Music (formerly

sold the RCA Victor, Capitol and Marcury lines at 50 per cent off, reported: "Unfortunately, the peo-Fred Sipiora, Singer One Stop, ple are getting educated to diswho sells to a large number of counts and they are starting to retail outlets, said that a lot of wait for them before they'll buy. dealers weren't passing on the deal | We sold the three manufacturer sale lines at 50 off and all the ever, that sales of the discounted other lines at 40 off. The customers labels were a little up, while the stuck pretty much to the 50 off other labels were about even. merchandise. Business was good, Sipiora said the labels with hits but what does that mean if they'll were selling well, whether on sale buy only that merchandise that's or not. He questioned, however, cut to the bone." Statement was whether the sales were getting made by record store owner Joel Miller

> House of Sight & Sound's Jerry Johnson said: "Business was up around 5 per cent, and the sales helped a lot to increase store trafdone with RCA Victor, Capitol and discount product moved."

Tectron, a discounter who nornally sells at 25 off, dropped the price of all lines to 40 per cent off on all lines. Tectron owner Stanley Cherubin explained: "Since the Victor, Mercury, Capitol, and Angel lines represent a good portion of our dollar volume, we decided to cut the other lines as well and make it a straight 40 off across the board. It payed off. Actually, we were forced by competition since some of the other discount dealers offered the three sale lines at 50 off. The majors' discount plan increased business over-all but has created problems for all of us which cuts into the profit margin. You can expect a stereo-monaural price equalization this summer which will help us all. If the record companies can afford to cut price on their stereo lines, giving far better deals on stereo than on monaural, then this means it dise. "Customers still buy on pref- cording to a spot check of Los doesn't cost them more to make a erence rather than sale price," he Angeles area dealers. Almost unan- stereo record than a monaural recimous feeling among dealers is that ord. Why not charge the same for both? Sure, we're going along with the sale, but when we're buying we're buying front stock and we're not going in for heavy back stock. That's because we're banking on a price adjustment (possibly the stereo monaural price equilization I mentioned) this summer."

#### Milwaukee By BENN OLLMAN

Best results with special LP sale merchandise are being racked up by dealers who tag their own advertising ideas and efforts to the promotion. General opinion is that the LP sale has benefited retail activity at a time when aid is badly needed.

Broadway show tunes are copping most action and very little price cutting noted. Distributors claim the market here is very clean.

Carol Murphy, Ray Haasch Radio and Record Shop, lists "fairly good" results. Reliance on manufacturers and store advertising alone is not enough, she

"Most of special price LP sales are due to personal selling efforts. We talk it up to everyone who comes in this store. It is surprising how most people are unaware of the sale, in spite of heavy newspaper and radio advertising."

Downtown Radio Doctors outlet reports enthusiasm over the promotion's traffic draw. "We are seeing people who haven't been in the store for a long time" says buyer Stu Glassman. "We plan to keep this promotion rolling for at least another month, to get full benefits from it."

Radio Doctors is not using diskery-furnished display material to attract attention to specific label offerings, "We have our own signs made and are wrapping the sale merchandise of all labels into one big store promotion," says Glass-

With few exceptions, LP prices are being handled at suggested (Continued on page 39)

# Sound and Fury Spark **Annual ASCAP Meet**

By REN GREVATT

NEW YORK—One of the bitterest public attacks yet made on the ASCAP board of directors and a series of equally stormy responses by members of the board, characterized the regular general meeting of the Society, held Tuesday afternoon (28) in the Empire Room of the Hotel Waldorf Astoria here.

In his opening statement, ASCAP president, Stanley Adams, said that the annual ASCAP dinner had been discontinued this year because of space and financial

#### **Greenberg Named** MGM Sales Head

NEW YORK - Sol Greenberg has been appointed national sales manager for MGM Records, according to Vice-President Sid Brandt. Greenberg succeeds Leon Schachere who recently ankled the On Burnett Album MGM scene.

Both Greenberg and Harry Hostler, who will act as his assistant, have come up through the MGM ranks. Greenberg has been a retailer, a distributor salesman and for two years has been singles sales manager for the label. Be-

see that money go to the membership." He mentioned, too, that Herthe meeting because "he is in Washington taking care of the Society's interests before the Supreme groove. Court."

Adams said that Paul Cunningham's death had been a great blow to the Society's public relations efwith Jack Yellen and Howard Dietz, were doing their best to fill the void.

ASCAP treasurer, Frank Conconsideration and because "Rich- nor, noted that receipts from all ard Rodgers and others wanted to licensees in 1960 totaled \$31,983,-789, as against \$30,030,967 for 1959. Total costs including salaries New York Philharmonic. There are and compensation for 1960 were \$6,131,445 for 1960. These costs ran just under 19 per cent of total revenue received.

Another statement came from (Continued on page 6)

# Decca Puts Focus

NEW YORK-Decca's "promotion around the clock" program of specific product promotion will be focused this week on the album, "Carol Burnett Remembers How They Stopped the Show." The alfore joining MGM, Hostler had bum has been plugged heavily on been an independent distributor in the Garry Moore TV show on been an independent distributor in the Garry Moore TV show, on New Orleans. The move does not which the singer-comedienne is a affect Bernie Silverman, who will regular. Special dealer display macontinue to handle MGM and terial and other sales aids are being Verve sales for 11 western States made available in addition to a from his Los Angeles headquarters. week-long dealer incentive plan.

#### ORENSTEIN ADDRESS ON **PUBBER OVERSEAS LAWS**

NEW YORK—In an address before the copyright section of the Federal Bar Association held in NBC Studio 6A recently, Attorney Harold Orenstein outlined the hazards and means of publisher protection on the international scene. Orenstein, legal consultant for many of the publishers and record manufacturers, spelled out the need for serious study on the part of newcomer publishers concerning their overseas commitments and agreements.

Generally speaking, he mentioned these three factors as the most important problem facing publishers, 1. To find the proper channel for exploitation outside of the United States. 2. To contract for all rights and royalties under the "laws and customs of trade" of the sub-publication country. 3. To collect all money due, and analyze accounting in terms of U. S. dollars

and make payments to the author and composer.

According to Orenstein, trouble can develop when an inexperienced publisher starts to get a Stateside hit. Often, said the attorney, the publisher is so busy capitalizing on his American business that he turns to his closest friend and hands him the foreign rights. Often the closest friend may turn out to be the friend with the fattest check book because the publisher needs the immediate cash to continue exploiting the new hit in America, said Orenstein. "What he must watch, said Orenstein, "is the size of the territory being covered by the foreign company handling his tune, and how well equipped that publisher is to exploit his tune on foreign shores.

"One of the most important facets of this dealing is that the publisher have a guarantee of release in the foreign country of the same record that started the original action in the U. S. and that it be the first record of the tune to be released

overseas."

As far as terms for foreign deals, Orenstein pointed out that the American publisher must carefully weight the local problems in performance payments, which can differ from one country to another. He advised publishers to take these up with the foreign relations department of either ASCAP or BMI. He also warned publishers to report their agreements to their respective performing rights society. The sub-publisher must also make the same kind of statement to his own society.

Mechanical rights, according to Orenstein, are not as cut and dried as performance rights. Because of the dissatisfaction on the part of some European publishers with the terms of a recently negotiated standard license, BIEM, (Bureau International Editions Mecanique), has lost a number of affiliates in Europe. The German society has been handicapped by a new anti-trust law which forbids its membership in BIEM because it has been termed a cartel, said Orenstein. Complications have set in Switzerland, noted the attorney, where very little original production takes place and most records and songs are imports. Thus publishers there pay German, Italian and French publishers, who may be sub-publishers of U. S. material.

The legal consultant covered musical, television and theatrical and motion picture production rights, among other copy-

right subjects.

#### Columbia Heralds 20-Album Release For April Issue

NEW YORK — The 20 albums that Columbia is releasing for man Finkelstein was absent from April reflect a spread of 8 popular 4 classical, 5 Latin-Americanican and 3 albums in the jazz

The popular issue is led by albums by Johnny Mathis and Doris Day. Others include sets by Frankie Laine, Les Paul and Mary forts, and that he (Adams) along Ford, and a hit sampler entitled "12 Big Hits" starring recent biggies by Buzz Clifford, the Harmonicats and Mitch Miller among others.

> "Humor in Music" is one of the leading classical selections. This features Leonard Bernstein and the also two new LP's with the Philadelphia Orchestra in the month's

> longhair program. The Latin-American "Ex" series has five new packages led by Hermanas Huerta and Norman Maine. The jazz albums are by Big Bill Miller, blues singer; Jon Hendrick's "Evolution of the Blues," which was introduced at the Monterey Jazz Festival last year, and an album entitled "Bird Watching" by the Nutty Squirrels. Men behind the Squirrels, of course, are Don Elliot and Sascha Burland.

# Munch, Monteux **Red Seals**

NEW YORK - Six new Red Seal releases are being readied by the RCA Victor company for issue in April. The artists represented in this listing of new recordings are Charles Munch and the Boston Symphony, Pierre Monteux and the Vienna Philharmonic, Morton Gould, and pianist Byron Janis playing with the Chicago Symphony under the baton of Fritz Reiner.

In addition to these established names, Victor has also recorded and is now releasing the first waxing of Elliot Carter's "String Quartet No. 2," performed by the Julliard String Quartet. This composition earned Carter the Pulitzer Music Prize for 1960.

RCA has also announced that it plans a series of recording sessions this month with Fritz Reiner and the Chicago Symphony playing Debussy's "La Mer," and "Don Juan" by Richard Strauss.

Two LP's for musical education in the primary grades one and two have been added to the "Adventures in Music" series being released by the record company.

#### King Makes Globe Expansion Move

LONDON-An extension of the international distribution of King Records by EMI was clinched here lant week. The British group was already distributing King product in the Commonwealth and many European countries. The arrangement has now been extended to cover Argentine, Chile and Brazil.

It is understood the new pact covers three years, previous King-EMI deals have been subject to annual renewal.

The deal was finalized during the annual spring European visit by King executives. This year the party included President Syd Nathan, general counsel and Vice-President Jack Pearl, General Manager Hal Neely and station relations executive Saul Halper.

During an 11-day stop-over in Paris, the King execs had conferences with Odeon, the label's French distributor. Neely also (Continued on page 6)

#### MUSIC AS WRITTEN

New York

Image Records, the Kenny Marlowe label out of Nashville, is now being distributed by London.... The Wye label from Warwick, R. I., has signed the Tony Abbott ork.... Huffibe Distributing in Seattle, and Onandaga Supply in Syracuse, are new distributors for Audio Fidelity.... Dave Garroway spotlighted excerpts from singer Oscar Brown Jr.'s new musical "Kicks and Co." last week, six months before the show opens on Broadway. . . . Vic Damone will sing an Oscar Hammerstein medley on the "Oscar" show April 17.... Lou Stallman and Sid Jacobson, indie producing team, have signed to cut sides for the Amy, Mala labels.

Luther Dixon, Scepter a.&r. chief, flew to Chicago last week to cut the Shirelles and Chuck Jackson on Wand.... Free-lance arranger Joe Reisman flew to Dallas last week to cut sides for Roulette with Jimmy Roders.... Dick Ceresoli, of the Nancy label, has named Argus as the firm's New York distributor.... Baker Knight has taken over the a.&r. chores for the new Hollywood label, Fifo. . . . Harry Tobias celebrates his 50th anniversary as a songwriter this month.

Tico Records has signed organist Vin Strong.... Portem in New York, Mangold in Baltimore, and A. & L. in Philadelphia are now distributing Amy, Mala records.... Madison Records, Larry Uttal's label, has promoted Norman Gilman to promotion manager, and Jack Rosenfeld is the firm's new credit manager. . . . Dick Linke has moved his office from New York to Hollywood to concentrate on handling Andy Griffith and his work as associate producer of the "Andy Griffith Show." Linke is still managing Margaret Ann and Robin Clark, and actor Bob McQuain as well as Griffith.... Sam Gordon formerly with Frank Music here, has opened his own music firm, Pogo Music.... Artie Mogull has joined the Warner Bros. publishing firm.... National distributors for Beach Records is Lewco Records here. First disk features thrush Berbadette.

Bob Rolontz.

#### Hollywood

Don't be surprised if the Diners' Record Club is sold soon. Several deals long have been simmering and, according to insiders, two are coming to a boil. Two of the hottest contenders for the club operation are record labels. Both call for club founder-owner Bernie Solomon to remain at its helm. Although the record club bears the Diners' Club name, the credit card firm owns no part of the disk club.

Dot's new Tab Hunter single, "My Devotion," hit the market last week. . . . Liberty Records board chairman, artists and repertoire chief Si Waronker, fresh from a Hawaiian vacation, produced a Martin Denny single and a Felix Slatkin album in one night recently. . . . Mickey Goldsen's Criterion Music has acquired selling rights for sheet music of Jackie Barnett's "Mistapha," recorded last week by Louis Prima on Dot. Deal was made with Jaybar Music Company. Goldsen's firm also got the sheet music sales rights to "The Theme From the Andy Griffith TV Show (The Fishin' Hole)" from Larabee Music. The Earle Hagen-Herb Spencer-Everett Sloane tune was issued by Capitol in a Earle Hagen recording.

#### Chicago

Neil Feeley, head of newly-formed International Records here, has just signed pop singer Don Hart, a local lad, age 20. Hart, formerly with the Roulette label, cuts his first single later this month. . . . Dan Driscoll recently joined Mercury Records as national field promotion manager for the firm's new subsidiary label, Smash. Driscoll had earlier worked as Mercury's Chicago promo man before going to Roulette Records and later, Warwick Records where he was national sales manager. Driscoll, who will headquarter in Chicago, leaves soon for an eight-city tour of the Northeast for Smash. . . . Franz Jackson, head of Pinnacle Records and leader of the Original "Jass" A-Stars, guested on the Ray Dowell and Studs Turkel radio shows last week to discuss his favorite field of music-jazz. Dowell and Turkel illustrated Jackson's style by playing selections from his latest LP, "A Night at Red Arrow" (Pinnacle).

Lou Riezner, Nero Records veep, reports that his firm has just signed the Bloomfield Sisters, pop vocalists from West Virginia, who are set to cut a single at the Nero Studios in the near future. The young Bloomfields, Billie Jo, Sandra, and Neevy, sang at President Kennedy's Inauguration Ball. . . . Russ Vestee, another Nero vocalist, will entertain at various local schools April 6 through April 11, as part of a Coca-Cola sponsored variety show. Appearing with him will be Buzz Clifford (Columbia), Dorsey Burnette and others. Vestee's first Nero single, "People Been Sayin'", is soon to be released nationally.

#### Boston

Mercury Records has a new home here with Herb Dale Enterprises in Cambridge. It now becomes the Mercury Division of Herb Dale Enterprises. New sales manager for the division is J. Frank Falanga who held the position as sales and promotion manager for the Warner Bros. section of the Dale firm and was previously with Capitol Records in various capacities.

Another appointment is that of Bruce Hinton to be sales and promotion manager for Dale. He returns to the firm after a spell with Record Source, Inc., where he was Eastern sales representative. He had also been with Warner Bros. . . . Johnny Walsh making friends around town for the Warner Bros. "Girl Machine." . . . The Limeliters doing the college circuit in the area and RCA Victor making hay with promotion with emphasis on two-night stand at Norumbega Park's Totem Pole Ballroom, Cameron Dewar. April 8 and 9.

#### **NEWPORT LIVES**

# Summer Jazz Curtain Lifted by City Council

NEWPORT, R. I.—Freebody Park here will, after all, echo to the sound of jazz this summer. Following long argument and discussion, the city council last week (23) granted a license to allow a jazz festival to four Newport and one Providence businessmen. The festival will be held June 30 through July 3 at the site of the embattled affair of last year, which broke up in a riot.

The new group, going by the name of Music at Newport, Inc., will include former festival president, Louis L. Lorrilard, who only a few weeks ago predicted that the Newport Jazz Festival would never be staged again. George Wein, former director at Newport, will not be involved in the new set-up. Wein, who is planning a star-studded festival of jazz, concert and theater at Castle Hill in Ipswich, Mass., was surprised at the news that there would be a festival. He is in Europe setting up a tour for Thelonius Monk and the Storyville all-stars.

Count Basie, who with his band, is playing this week at Storyville in Boston, was also quite baffled by the announcement since as a long-time performer at Newport he had believed the event dead. Talent for the five-day festival, comprising nine performances, will be booked by B. and M. Inc., of Boston. John Miller, president of the agency, said that adequate policing already has been arranged to avoid any possibility of a repeat of last year's

#### Jerry Blaine Buys Monarch Plant

HOLLYWOOD — Monarch | both in cash and Cosnat stock. Record Manufacturing Company, largest independent record pressing facility on the Coast, was purchased last week by Jerry Blaine's Cosnat Distributing Corporation. Acquisition adds an important manufacturing wing to Cosnat's dozen outlet coast-to-coast distribution chain. Purchase, according to Monarch owner Nat Du Roff, was "in excess of \$1,000,000" to be paid

#### Oil Sheiks Order Arab Wax to Hike Morale in Harems

GENEVA - European music producers are receiving orders from Middle East oil sheiks for the recording of original Arab music.

The sheiks want the pressings, develops, for the juke boxes they have installed in their harems. The Emir of Quatar was the first of the Arab oil potentates to install music boxes, and the idea caught on rapidly.

Arab sources here estimate that there are now 2,500 juke boxes in the Middle East, of which 800 are in harems. Some of the gaudier of the oil sheiks are reported to (Continued on page 48)

#### Starpower Sales Prizes Awarded

NEW YORK - Three 1961 Volkswagens have been awarded shop is proud of having discovered distributors who competed in the a number of current record names. recently concluded Starpower sales drive. The winners are Bob Hausfater of Roberts Distributors, St. Louis; Tony Valero, Melody Sales, San Francisco; and Johnny Vincent, Record Sales, New Orleans.

charge of operations at MGM, said terpieces) and Coffee Shop and the contest stimulated considerable has classical music record proextra sales and that other contests of this kind will be a steady format the Beethoven Symphony Nos. 3 of the sales department. Brandt and 7 are the most requested recsaid the cars will be distributed to ords followed by chamber music the winners shortly with appropriate LP's. This shop caters mostly to oeremony.

#### Alpha Distrib Bows to FTC

WASHINGTON - John Hopartners trading as Alpha Distributing Company of New York, stitute admission of guilt.

Under terms of the sale, Du Roff and his partner, Nate Rothstein, will continue to run Monarch as before on a five-year employment contract. Du Roff told Billboard Music Week that the Monarch operation will be completely autonomous, functioning as a separate entity of the Cosnat Corporation. Du Roff said there will be no change in Monarch's business operations. Du Roff will remain as president of the Monarch Corporation and will be in complete charge of its operation and policies. Despite the new ownership, Du Roff said, Blaine's labels (Jubilee, etc.) will be treated by Monarch as any other customers.

Monarch-Cosnat deal marks the second major sale by Du Roff and Rothstein in as many years. Two years ago, they sold Bel Canto Stereophonic Recordings to the Johnson - Ramo - Woolridge combine. The Monarch sale culminates months of trade rumors that the pressing plant would be purchased by Cosnat.

#### Tokyo 'Teahouses' Featuring Music, **Coffee Relaxation**

TOKYO-There are more than 30 "music tea houses' 'in Tokyo where one can enjoy off-concert hall relaxation with a cup of coffee. One of the Tokyo "music coffee shops" which was a movie house parties before, during and after before being reconstructed has a capacity of 600 customers. The

Four bands continue playing jazz and teen-beat music through the day and evening, and unknown teen singers keep singing day by day, dreaming of stardom tomorrow. Another downtown music tea Sid Brandt, vice-president in shop is known as Meikyoku (masgrams. It is interesting to note that professional people. The "classical" mood gives this shop a notable contrast with other shops featuring teen-beat or jazz music.

In Ginza, the busiest street in lonka and Harry Apostoleris, co- Tokyo, there is another tea house featuring live performance of chanson music. Female singers performhave consented to a Federal Trade ing in this house are graduates of Commission order forbidding pay- Tokyo universities, and each is a ment of payola to get their records | French language major. Customers alred, the FTC announced last in this shop are young couples Frankfurter pointed out, to make if the intervention were allowed. week. The agreement does not con- and middle-aged people, and they a true finding. are all quiet.

# Supreme Court Probes Intervention Aspects of ASCAP Consent Decree

crees, and the rights of parties affected to intervene, underwent what could be an historical probing by the Supreme Court last week. The fact that the decree in question was the much-litigated and controversial 1960 consent negotiated between Justice Department and the American Society of Composers, Authors & Publishers, complicated the problem still further.

The high court heard pleas by a group of ASCAP publishers, Sam Fox Publishing Company, Pleasant Music and Jefferson Music, for the right to intervene in the latest version of the 20-year-old decree under which ASCAP operates. The right to intervene as parties in interest had been denied them both orally and in a written statement by Judge Sylvester Ryan of the New York District Court, who signed the disputed terms into effect in January of 1960. (Details of briefs submitted to the Supreme Court by Fox, ASCAP and Justice Department on the issues are found in Billboard Music Week; issues of February 13 and March 20.)

during the hearing was on the right all the facts before the court. of intervention, while the familiar issues of whether the 1960 consent failed to establish competitive fairness and failed to curb dominant publisher control in the Society were subordinated to the question

of principle.

#### Three-Way Duel

Argument by appellants' attorney Charles A. Harsky, Justice attorney Daniel M. Friedman, and ASCAP spokesman John F. Dooling Jr. became a three-way duel over the fundamental concept that the government can never be "overturned" when it reaches terms in a consent settlement, regardless of any considerations of merit.

Some very blunt questioning was directed at Justice Department's stand by Chief Justice Warren and by Associate Justices Frankfurter and Black during the hearing. Justice Frankfurter started by taking issue with a statement in the district court's denial of appellant's plea to intervene. Judge Ryan | showing. had given as one reason the fact that Fox et al. had "permitted" this cause, in which they were not named as parties, "to proceed to

judgment."

Justice Frankfurter agreed with appellants' attorney Horsky that it was a "puzzling" proviso, to say the least. The appellants had been denied the right to intervene as oral hearing on the decree. Previous to that time, Horsky pointed out, Justice Department had allowed them only to present their side to the department but had never permitted them a role in the negotiations. Justice Frankfurter said he could see no time in which the intervenors ever had a chance to keep matters from "proceeding to judgment."

Justice Frankfurter was caustic when the Justice Department attorney Friedman later pointed out that Judge Ryan had allowed appellants to introduce the record of the Roosevelt (D., Calif.), subcommittee hearings of dissident small-business publishers, and had "listened" to Fox et al. present their side at the oral hearing. Frankfurter said it was futile for a court to "listen" to appellant claims without permitting them to present evidence as parties.

"There is no use in 'listening' unless you have the underpinning of of facts and cross examination,"

WASHINGTON - The highly | this was a "particular case," since | John Dooling's argument concenparadoxical aspects of consent de- negotiations for the Society had trated only on legal precedent for promised to withdraw if Fox et al. Judge Ryan's action. Dooling had were given the right to intervene only brief questioning by the Jusas parties in interest. Also, "in this particular case," Friedman said, dissolution of the whole Society "could have resulted" from intervenors' rejecting the decree terms and forcing a government litigation.

Appellant attorney Horsky argued that the possibility of dissolution was publicly acknowledged by Judge Ryan and was "put to good use" in getting ASCAP members to accept the decree on a "take it

or leave it ballot."

Horsky scored Judge Ryan's reliance on the yes-or-no vote among ASCAP members, to make his decision on accepting the decree. The voting did not prove that the board of directors had truly represented the interests of the appellants, or of smaller business members, Horsky said. Also, the "fatal deficiency" of the ballot paralleled the deficiency of the Ryan hearing: In both cases, all of the facts were not laid before the voting membership because appellants had not been allowed to enter documentary The major question threshed out evidence and call witnesses, to get

Rough Questioning

The roughest questioning by the Justices landed on young Daniel Friedman, the Justice attorney. Friedman played one note throughout: That appellants had no right final question in the proceedings. in this or any other case, no matter He asked Horsky what if the interwhat their claims, to intervene when the government was party to the consent. Nor did they have such right even when the action was litigated, to try to "go beyond" government relief made in the public interest.

This cut very little ice with Justice Black, who pointed out that the district court to reject the in-Judge Ryan's decision to accept the decree was not made on the basis of its merit, but only on the basis of the government's right in consent judgments. Justice Frankfurter then went even further to note that "at no time" did the district court judge ever say he was rejecting the intervenors because he felt they had not made a sufficient

Chief Justice Warren demanded of the Justice attorney: "If we accept as true, appellants' claims (of competitive unfairness under the decree)—do you still say they have no right to intervene? Even if the decree provides no aid to this group, or no matter how badly injured they may be under the decree—they still have no right to intervene?"

Friedman, obviously somewhat shaken by the barrage of question and comment, made his point one more time: "They (the appellants) cannot attack the validity of government terms in a consent action."

Justice Franfurter suggested that even if the district court had permitted intervention by the appellants, it could be assumed that they "could not tear down the rest of the good accomplished."

Friedman retreated from a restatement of policy, to the hard facts in what he constantly referred to as "this particular case." He again warned that "dire results" to ASCAP would result if the decree were rejected. He made a plea for the "practical necessity" of a licensing association such as ASCAP to the country's songwriters and publishers, in collection of performance royalty. By inference, he reminded the Justices of the possibility that ASCAP's top earners would not only pull out of negotiations, but out of ASCAP,

The Justice attorney offered that presentation, ASCAP spokesman United's management.

tices. The ASCAP attorney said Judge Ryan was a "seasoned and experienced" judge, a man of widsom, who was correct in stating that he could not alter the terms of consents.

Dooling said Ryan's only duty was to decide if the decree terms would "further the purpose" of the two previous decrees, and having decided, he very properly signed the decree into effect.

#### Horsky Rebuttal

In a brief rebuttal period allowed ASCAP attorney Horsky, he made three main points: First, that neither ASCAP nor Justice Department attorneys took serious issue with the claim that the dominant publisher group remains in control of vote, distribution and survey under the 1960 becree. This in itself proves that the original purpose of antitrust decree, to establish competitive equality among the members, has not been effected.

Second, the Fox plea for intervention contemplated only a district court hearing on modifications to improve the decree. Horsky cited precedent for this procedure in cases ruled on by the high court

Chief Justice Warren put the vention were permitted, and the district court judge again rejected their claims, after hearing the evidence, and again accepted the decree in its original form. What then?

Appellants' attorney granted the possibility that "ASCAP and the Justice Department might persuade tervenors' plea." However, said the Fox attorney, "we are only asking for the opportunity to try to persuade the court." On that declaration, the hearing ended.

#### **Epic Schedules** Six April Sets

NEW YORK — The Epic Records release string includes some six albums for April—2 in the classical category, 3 in the popular idiom and 1 jazz set.

An unusual novelty comedy album kicks off the pop release: "Sounds Funny" by Earl Doud. This is a set of gags and stereo sound effects worked into sketches. Bobby Vinton comes into the limelight, too, with a set and the charanga-pachanga dance sensation is exploited on a Hector Rivera ork

Tenor saxist Charlie Rouse is the only jazz instrumentalist spotlighted, while two new albums by the Concertgebouw Orchestra of Amsterdam celebrate that fine organization's forthcoming American tour this summer.

#### Sexty Named Veepee By United Recording

HOLLYWOOD-Dick Sexty, for many years sales head of Radio-Universal Recorders, last week was named vice-president in charge of sales at United Recording Corporation. Appointment was made by United President M. T. Putnam. Concurrent with this move, Bowen David was named United's production control manager. Putnam told Billboard Music Week these ap-In contrast to the Friedman pointments were made to beef up

# Sound and Fury Spark Annual ASCAP Meet

Continued from page 4

the activities of the ASCAP execu- Society." This condition, according tive committee. He noted ASCAP's to Evans, would mitigate against continuing effort to maintain "the ASCAP in its upcoming TV negoimage of supporting culture," a tiations. reference to the Society's support of symphonic music creativity."

Washington also gave an elabocannot be "closely informed on Justice Department's Anti-Trust Division." In his concluding remarks, he told members: "Everyat your stake in the music busicaptured it today."

amendment, which could change pleaded. the current system of voting for any amendment to the bylaws so that failure of a member to vote would no longer be considered a vote against an amendment.

Another speaker was Arthur Hauser, of Theodore Presser, who reported on numerous items of interest to publishers of serious music.

Redd Speaks Up

At this point, the meeting took on a more lively tone, as Redd Evans began extensive remarks on behalf of himself, Fred Fox, Hans Lengsfelder and others of the group which has been pressing continually for changes in the ASCAP distribution formula and voting procedures.

Addressing himself to the writers, Evans declared that "the publishers on the board with a few hired mercenaries among the writers are destroying your Society." The failure of ASCAP to encourage new, young publishers, according to Evans, had resulted in BMI becoming a dominant factor in both radio and TV with regard to pop song hits. This, he said, was because of the board's insistence on



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Roulette Records

Ned Washington, who discussed | "taking what they want out of the

"If tomorrow a government directive were issued and ASCAP began to pay publishers equal money rate explanation of why members for equal performances," Evans said, "There would be 30 vigorous high powered negotiation with the young ASCAP publishers in the morning. Money must be given to those who work for performances. This is your future." Evans took one of you better take a long look issue with the hiring of a parade of high-priced legal talent by ness. I believe that in time, we'll ASCAP. "Let's take the millions of recapture it from the thieves, con dollars that are being spent for men and used car men who have political lawyers, public relations and lobbyists and pay our mem-Following this, Gerald Marks bers whose works are performed made a brief plea on behalf of an and ASCAP will grow," Evans

Many of Evans remarks were then refuted by Adams. Judge Pecora also took issue with Evans in his citation of an ASCAP case in 1945 in which Pecora rendered the decision. The judge claimed Evans was not dishonest but simply "uninformed."

Herman Starr then disagreed with Pecora in noting that: "Redd Evans deliberately, maliciously, and connivingly brought out all these misstatements of fact." Starr continued: "I personally have no stake in ASCAP. I'm at the whim of a corporation and I have worked longer and harder for writers than any writer member of the board. But I don't work for rabble-rousers and people who want something for nothing."

Hans Lengsfelder referring to denials from Starr of Evans' remarks regarding writer "satellites" on the board, said: "There is today a writer on the board who gets 90 per cent of his income from a publisher board member. Is this a satellite?" Lengsfelder asked.

Writer Lew Bellin then suggested that ASCAP throw out its meetings and retain only the dinner. "The meetings are the maximum yawn of the year," he said. Sherman Edwards, the concluding speaker, discussed what he called 'the monstrous injustice of the 30 per cent recognized works formula. We are simply losing 30 cents of every dollar due us on this basis," Edwards noted.

#### Four April Packages On Monitor Agenda

NEW YORK - Monitor is re-Hall. The two mono sets are "Rus- Zoya Haidai among others.

#### Deejay Poaching Irks Prom Booker

PITTSBURGH - Booker Zeke Nicholas, who initiated post-prom parties in this area six years ago, with unusual success, is bitter about deejays who have entered the same lucrative business who promise to deliver record names to the hops they host.

Along with Hal Davis, president of the Musician's Union; Nat Nazarro, head of AGVA, and Harry Bigley, investigator of theatrical agencies, Nicholas has protested the entry of deejays into the prom business to Don Hirsch, local head of American Federation of Radio and Television Artists (AFRTA).

Nicholas declared:

"We do not intend to sit idly by while the deejays take over. They are taking the livelihood from scores of legitimate performers and variety acts. They force record names to accompany them on these prom dates by using their power as a subtle blackjack."

He cited one instance of a deejay promising a district high school principal not only his services but also 10 record acts—all for \$250. Nicholas charged that unlike agents, the deejays are "not licensed, bonded or franchised" to provide such entertainment.

Nicholas added that during the night of May 5 alone he will have hired 62 musicians and 30 performers for high school proms, and that he can't compete on the same financial terms as deejays and record names. He refused to single out any of the offending deejays but said the practice is becoming more widespread every week.

#### King Expansion

Continued from page 4

visited the German affiliate, Electrola in Frankfurt.

In London, the King party had conferences with top EMI brass including Chairman Sir Joseph Lockwood and L. G. Wood (managing director, EMI Records—the British operation). A conference was also arranged with representatives of the various EMI operations on the Continent. Those present included Hank Stibbe (Holland), Ivan Nordstrom (Sweden), John Poole (Denmark) and Emile Gavin (Belgium).

During the trip, the King executives also acquired U. S. rights to several masters. They include sides by the Tommy Watt ork, singer Dennis Lotis and the Big Ben Special Elektra Deal Banjo Band from Britain, and some tracks by Yves Montand and Gilbert Becaud from France.

leasing four new albums this month. sian Folk Songs" featuring Piantan-In the issue are two stereo-mono itsky, and highlights from the Ukrareleases, "Switzerland" by the Heiri nian Opera "Natalka Poltavka," Meir and Jost orks, and the Branko | featuring the Kiev Schevko Theater Krsmanovic Chorus at Carnegie Chorus and soloists Ivan Kozlovsky,



Strongest sales potential of all records reviewed this week.

JOHNNY BURNETTE



BALLAD OF THE ONE-EYED JACKS (Famous, ASCAP) (3:15)—BIG BIG WORLD (Studio, BMI) (2:18) -Johnny Burnette has a two-sided disk here, both of which could easily land on the charts. Top side is the first lyric version of the hit tune from the flick of the same name, and "Big Big World" is one of a Burnette-styled ballad which finds him in fine voice. Liberty 55318

LENNY MILES

IN BETWEEN TEARS (Ludix, BMI) (2:13) - A sock reading of a powerful ballad by Lenny Miles should prove to be another winner for the chanter. And the arrangement is sock too. Flip is "I Know Love," (Lloyd & Logan-Ludix, BMI) (2:40).

SOUVENIRS FOR HOME

#### PX Platters Feature U. S. Pop Hits Done Up German

NUREMBERG, West Germany—The U. S. military's post exchange merchandising systems are experimenting with the production of U. S. pop disks in German format.

The conception is a souvenir disk line for mailing home as mementoes, and the result is both striking and startling. Typical of the PX's venture into "Hochpops" is "Mexicali Rose."

The album jacket has a German conception of "Mexicali Rose"-bosomy and blonde, sitting on a donkey with a red rose dangling from a beer mug showing the HB (for Hofbraeuhaus) emblem.

The albums feature all-time top pop sung in German by some of Europe's top recording artists.

Music the Same

"Hochpops" have been released so far in two volumes, and the second volume, just issued, includes many recent U. S. hits. In general, the "Hochpop" remains faithful to the original American musical and vocal arrangements, with only the lyrics translated into German.

For example, the distinctive background lines of "Come Softly to Me" (Komm Zu Mir Darling) remain the same. The German words are so similar to the English that it takes only a slight knowledge of German to follow the words.

"Hochpops" is aimed at the vast military disk market, a market encompassing the 250,000 U. S. families on the Continent, in England and scattered about the Mediterranean and Middle East.

In fact, the military market for such souvenir disks is far vaster than the absolute number of families stationed on this side of the Atlantic; there is a constant shifting of families which amounts to a complete turnover every three years.

#### Mail Gimmick

Moreover, the point to "Hochpops" is their "mail to the folks back home" format. PX disk moguls estimate that three records are mailed home for everyone purchased for homeplaying here.

The PX platter play with beer

# On Limeliters Album

NEW YORK — Elektra Records is featuring a special price deal on its album by the Limeliters for the month of April only. During the month, the set will be pegged at \$3.69 for monaural and \$4.40 for stereo. The group, which recorded its first album for Elektra, is now on RCA Victor.

and pretzel-style U. S. pop is the outgrowth of its successful production of "Memories of Germany." Recorded for the PX by Telefunken, "Memories of Germany" is a potpourri of German stein songs and ballads. They have sold several hundred thousand copies and, because their clientele is steady and unending, their market, if modest, is inexhaustible.

Now the PX is applying the successful format of "Memories of Germany" to "Hochpops," each album of which is accompanied by a genuine Hofbraeuhaus beer mug emblazoned "HB."

While retaining the U. S. musical and lyrical treatment, the PX borrows European techriques whenever applicable. For example, "Mr. Blue" emerges in "Hochpop" with the same nostalgic "ballad with a beat" background of the U. S. version. "Red River Rock" (Komm Zurueck in Das Tal Unsrer Traeume) also sticks closely to the U. S. style, which is leavened slightly, however, with schmalz and sauerkraut German musical ef-

However, in direct opposition to the U.S. trend of fading out every instrumental, European disks-and "hochpops"-end on a distinctive note, leaving the listener hanging in the air.

Other songs in the PX Hochpops album include "Sleepwalk," "Why Should I Cry Over You?" "There's a Leak in the Boat," "My Happiness." "Love Letters in the Sand," "Love Is With Me Tonight" and "Frene-

European singing stars have been recruited for the vocals, including Caterina Valente, Ria Solar, Gitta Lind, Susi Astor, Vico Torriani, and Christa Williams.



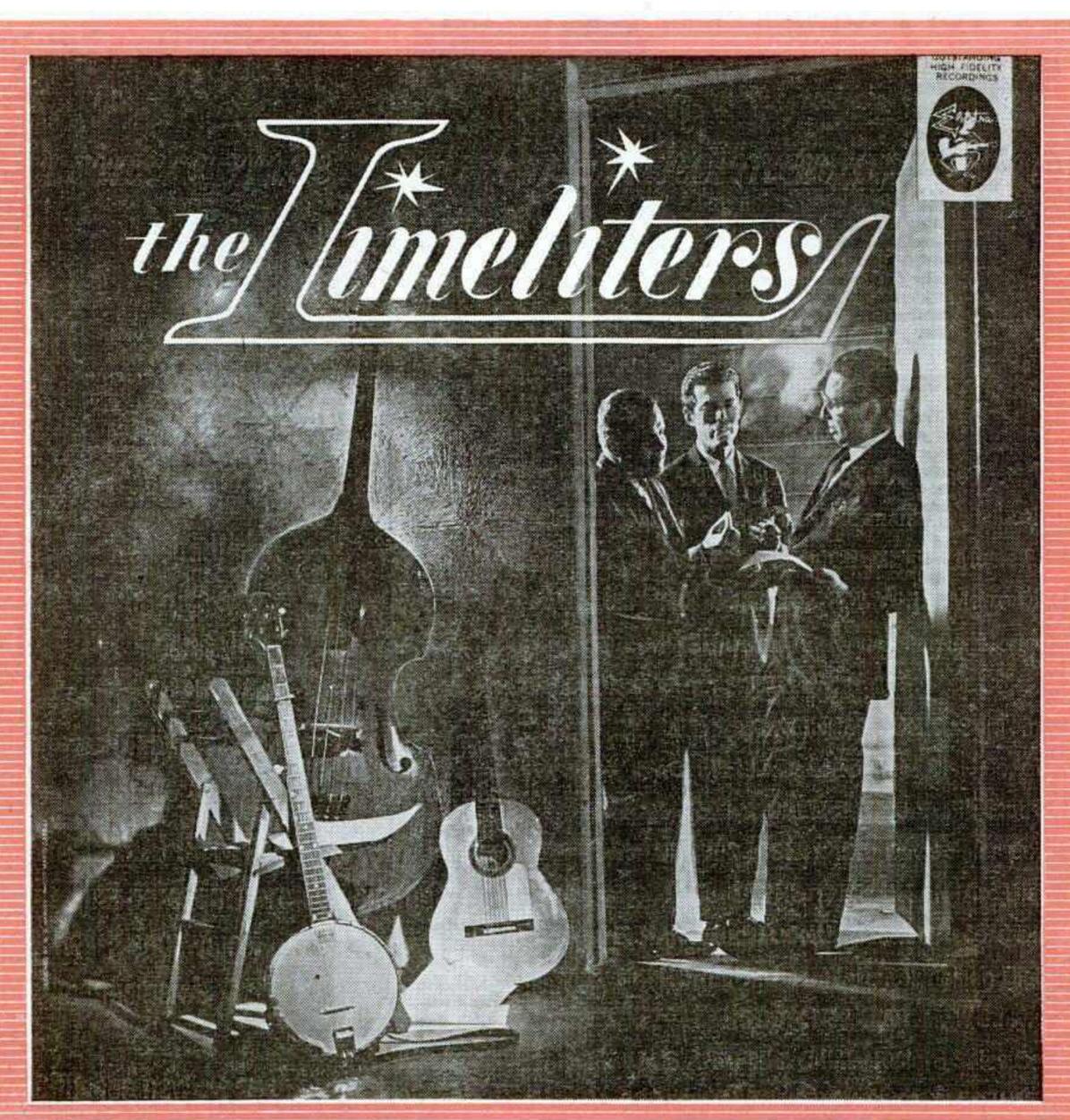
when answering ads . . .

Say You Saw It in Billboard Music Week

As of November, 1961 ...

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SILVERTOWNE MUSIC CORP.



# ORIGINAL ALBUN

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\$3.60

Mono Suggested List (Regularly \$4.98)
\$4.40 Stereo Suggested List (Regularly \$5.98)

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# TALENT TOPICS

#### **NEW YORK**

Shirley and Lee are now with Mercury Records, where they have completed their first session for the label.... Renee Taylor has signed with London Records.... New on the Victor label is Gary Clarke, a West Coast lad. . . . ABC-Paramount has signed composer-singera.&r. man Bob Crewe. . . . Jack Kane, the arranger, composer and recording star, died in New York last week at the age of 37.... Archie Bleyer has pacted young actor-singer Eddie Hodges. . . . The Modern Jazz Quartet has set dates in Dallas, April 8, and Sewanee, Tenn., April 9.... Erroll Garner, who opened at New York's Basin Street East last Thursday (30), is set for a summer date at Tri-City Musical Tent in Albany, N. Y., June 25.

Russ Carlyle and his ork are on a Midwest one-nighter tour and will open May 29 at the Peabody Hotel in Memphis. ... Don Glasser and his crew will be at New York's Roseland starting April 25. . . . Mitzi Mason has signed with Strand Records. . . . Joyce Heath is visiting Eastern deejays to plug her Dragon waxing of "I Wouldn't Dream of It."... Gene Pitney is on the road promoting his waxing of

Around the Horn

George Brady, 19-year-old coun-

try singer, plays a return date at

Monroe, Mich., April 7, to intro-

duce his new release on the Happy

Hearts label, "Tell Me Why" b/w

"Within My Heart." Recent addi-

tions to the Happy Hearts record-

ing stable are Jimmy Williams and

Red Ellis. Due out soon is Wil-

liams' "I Tell My Feet" b/w "Or-

phan Boy." . . . Band leader Andy

Doll spent last week in the Hot

Springs sector and the Ozarks on

a combined vacation and promotion

jaunt. He visited most of the jock-

eys in the territory to pitch the

merits of his new release, "Wild

Desire." . . . George Jones (Mer-

cury) headlined "Dixie Jubilee" at

East Point, Ga., Saturday night (1)

and the following night showed his

stuff at Magnolia Gardens, Hous-

ton. Early this week he swings

northward for appearances in De-

catur, Ill., and Columbus, Ohio.

His new Mercury release, "Tender

Years" b/w "Battle of Love," is

Jack Howard, of Arcade

Records, Philadelphia, an-

nounces the signing of Jesse

Rogers, a feature on the for-

mer "Hayloft Hoedown" on

the ABC network, to a record-

ing contract. Rogers also for-

merly portrayed Ranger Joe

for the Honey Popped Wheat

Cereal Company. His most re-

cent recordings were for RCA

Victor and MGM. His first re-

lease for Arcade, set for April

15, couples "Night Wind,"

written by Jesse Rogers, Lucky

Taylor and Rex Zario, and

"Say It Again," penned by

Eddie Khoury and Jack Am-

way. . . . The Rocky and

Hal Duo (Rocky Rauch,

vocalist, and Hal Clampitt,

console steel guitar) is cur-

rently playing dance-lounge

and show-bar engagements

through the Pacific North-

west. . . . Cowboy Howard

Vokes and His Country Boys

due out in a few days.

"Take Me Tonight" on Musicor.... Horace Silver and his combo are now playing the Zebra Lounge in Los Angeles. ... Connie Francis opens at the New York Copacabana May 18.... The Barry Sisters headline at Sciolla's in Philadelphia starting April 10.... The Gaylords are performing their singing and comedy act at the New York Latin Quar-Bob Rolontz. ter.

#### CHICAGO

The Playboy Club, fast becoming one of the top talent showcases in the city, bowed its new show last week. Featured in the four-floor Penthouse Club were Burns and Carlin, Meg Myles, the Wanderers Three, Jorie Remus and the Kirk Stuart Trio. In the third-floor Library were Phyllis Branch, Don Sherman, Bobby Short come fall.

Charles Lewsen, British satirist, is currently at the Gate of Horn for a threeweek stand. Lewsen, an Oxford graduate, has been in the States for two years, during which time he has worked summer stock, toured with the Canadian Players, and acted in off-Broadway productions. . . . Ed Schultz and Fred Filipiak of the Marksmen (International), instrumental group, take leave of their combo to join Venita, singer and dancer, for a week's stint (4-9) at the the NCO Club, Fort Elsworth Army Air Force Base, Rapid City, S. D. . . . Carmen Cavallaro opens at the Camellia House of the Drake Hotel Wednesday (5). . . . Vocalist Tani Jones is holding forth at the Downstage Room of the Happy Medium.

Li'l Wally, Chicago's polka the Eddy Higgins Trio and the maestro, takes his band on the road Billy Wallace Trio. . . . Oscar for 27 straight one-night stands in Brown, Jr. and the Floyd Morris main ballrooms throughout the Trio follow Dizzy Gillespie into the Midwest and on into the New Birdhouse April 12. Brown (Co- England area. Wally's home base lumbia), who has reaped plaudits as here is the Polonia Ballroom where a vocalist from such stars as Lena he is featured every Sunday. . . . Horn and Sammy Davis Jr., Jack Teagarden, appearing at the penned the book, music and lyrics London House till April 16, next to "Kicks and Co.," new musical moves to the Village Vanguard, scheduled for a Broadway opening New York, for a two-week stand. Gloria Manlong.

#### NIGHT CLUB REVIEW

#### Garner Tops at Basin Street

It was s.r.o. at Basin Street East in New York on Thursday night (30) when Erroll Garner opened at the East Side club to mark his first Gotham night club appearance in five years. And this is the way it should have been, for Erroll's performance that night was one of the most outstanding of his long career. At the second show Garner came on at 1 a.m. and stayed on stage until 2:30, playing song after song to the rapt attention and enthusiastic bravos of the packed room. He played ballads and blues, uptempo items and dreamy songs, all in his own striking style which has grown more engaging and more meaningful over the years.

All the Garner trademarks are still present, the attentiongetting intros to songs, the pixie-ish diminuendos when the tunes start, the grunts and the crashing chords, but withal there is more depth to what Garner is playing now than ever before. His spring medley of "It Might as Well Be Spring," and "Spring Is Here" was delightful, and so were his readings of "Dreamy" and "Misty" and almost everything else he played. This concert should have been recorded.

Speaking of recordings, there were so many label execs present at the Garner opening that it is easy to see he can have his pick of labels after his Columbia pact is over in June. Not only were Columbia execs present, but so were presidents and vice-presidents from Victor, Mercury and ABC-Paramount. Right now, the smart money is on the latter firm to pact Erroll.

On the bill with Garner was the Kenny Burrell combo. which in addition to featuring the fine Burrell guitar also spotlighted pleasant singing by Kenny; and the Red Norvo band with Norvo playing solid vibes as usual. Ralph Watkins should rack up solid grosses at Basin Street with the two-week Garner booking. Bob Rolontz.

#### FOLK TALENT & TUNES

By BILL SACHS

my Frank's Furniture Company, New Kensington, Pa.

April bookings for Ray Price and His Cherokee Cowboys stack up as follows: Lincoln, Neb., April 3; Sioux City, Ia., 4; Omaha, 5; Topeka, Kan., 6; Lawrence, Kan., 7; Wichita, Kan., 8; Tulsa, Okla., 9; East Point, Ga., 15; Montgomery, Ala., 21; Pensacola, Fla., 22, and Winchester, Va., 28. . . . Among those who cut sessions recently at the new Starday Sound Studios in Madison, Tenn., were the Willis Brothers, Jimmy Richardson and his swingin' Hammond organ, Paul Wayne, Dottie West, Bill Clifton, Lonzo and Oscar and Whitey (Duke of Paducah) Ford. The last named waxed a comedyparty routine for an LP that is being rushed into production for son and band, Ray Price and release in May. It will be titled Skeeter Davis at the State Coli-"Button Shoes, Belly Laughs and Monkey Business." . . . Rudy Thacker reports continued good business for his jamboree-type show presented each Saturday night from the stage of the Dennison Theater, Cleveland. He is booking exclusively with Herb Shucher, Nashville. Part of the Thacker show is broadcast live over WADC, Akron.

Tom Reeder, general manager and deejay at WYAL Radio, Scotland Neck, N. C., reports that he chalked up a winner with the appearance of Jimmy Martin and His Sunny Mountain Boys at the local high school auditorium Saturday night (25). He says that Jimmy and his crew packed the place. Jocks needing a copy of Martin's new record, "Hi-De Diddle," are asked to drop Reeder a line at P. O. Box 9, Scotland Neck. Reeder claims he's getting lots of action on the tune on both his country and pop segs. . . . Gene Crawford, star of "Gold Coast Jubilee," beamed each Sunday over KTRK-TV. Houston, has been signed to a two-year recording pact by Circle Records, with his first session skedded for Nashville

late this month. In addition to his TV stint, Gene does a twohour platter show each Saturday from the new KRCT studio in downtown Houston.

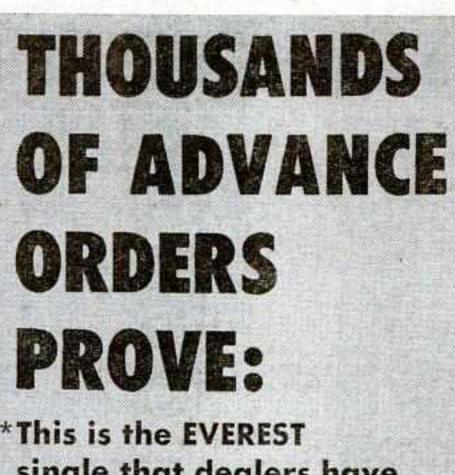
Chuck Nary, of International Telethon Corporation, has a country package lined up to appear in Beckley, W. Va., April 15-16, for the Cancer Foundation, with two West Virginia TV stations carrying the proceedings. Talent brigade will include Jimmie Skinner, Connie Hall, Carol Jean, Eddie Hagen, Rattlesnake Hogan, and Cowboy Howard Vokes and His Country Boys. . . . Paul Simpkins, of WBAM, Montgomery, Ala., will emsee a "Grand Ole Opry" show featuring Roy Acuff and His Smoky Mountain Boys, Don Gibseum, Montgomery, Ala., April 21, with the local Fraternal Order of Police sponsoring. Simpkins reports that all-night gospel sings are becoming increasingly popular in the Deep South. He appeared on a sing in Dothan, Ala., March 24 with the Blackwood Brothers' Quartet, Hovie Lister and the Statesmen, and the Florida Boys, of Pensacola, Fla.

Kenny Roberts, since winding up his TV activity in Cadillac, Mich., in December after four years of daily shows, has been appearing as a guest on "WWVA Jamboree," Wheeling, W. Va., where he has shifted from his "jumping cowboy" billing to that of "king of the yodelers." Next Saturday (8) Kenny appears on Bill Long's country music over CHCH-TV, Hamilton, Ont., via a film to be shot this Thursday (6). On personals, Kenny is working out of the Gene Johnson office, Wheeling. . . . Warren Smith's itinerary for April carries him to Austin, Tex., April 6; Corpus Christi, Tex., 7; San Angelo, Tex., 8; San Antonio, Tex., 9; Phoenix, Ariz., 13;

(Continued on page 44)



are spotted Thursdays and Saturdays, 6-10 p.m., at Sam-



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Everest 19409

\* Gloria Lynne's appearance on the Belafonte TV has sparked constant demand for this record

**Exclusive Recording** Artist For ...



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# BUSIER HITS OF THE WORLD



#### GERMANY

Week ending March 31, 1961

(Courtesy Automaten-Markt, Braunschweig)

#### This Last Week Week

- 1 PEPE-Dalida (Ariola); Caterina Valente (Decca); Jorgen Ingmann (Metronome); Willy Hagara (Philips)
- 6 DER ROE TANGO-Die Regenpfeifer (Pergola)
- 5 SALOME-Das Lucas-Quartett (Polydor)
- 2 SUCU-SUCU-Ping Ping (Ariola) 17 SURRENDER (Erinnerung an Sorrent)-Elvis Presley (Polydor) 27 MISSOURI COWBOY (Mule Skinner Blues)-Peter Alex-
- ander-Bill Ramsey (Polydor) 3 PIGALLE—Bill Ramsey (Polydor) 4 ADIEU, LEBEWHOL, GOOD-BYE (Barcarole)-Gerd Boettcher (Decca)
- 10 BIST DU EINSAM HEUT NACHT? (Are You Lonesome Tonight)-Wyn Hoop (Decca); Peter Alexander (Polydor); Elvis Presley (RCA)
- 7 MTT 17 FAENGT DAS LEBEN ERST AN (Save the Last Dance for Me)-The Drifters (Atlantic); Ivo Robic (Polydor)
- 11 25 ALS ICH NOCH EIN KLEINER JUNGE WAR (Die-Di-O-Day) -Peter Steffen (Polydor) 12 - ANNEMARIE - Will Brandes
- (Columbia) 8 RASTLOS-Jimmy Barber (Telfunken)
- WHEELS-String-A-Longs (London: Billy Vaughn (London) 12 WENN DU HEIMKOMMST-
- Lale Andersen (Electrola) 1 ER SAH AUS WIE EIN LORD-Corry Broken (-) 9 APACHE-The Shadows (Colum-
- bia); Jorgen Ingmann (Metronome) DREI WEISSE BIRKEN-Mon-
- ika and Peter (Philips) 20 MATROSEN AUS PYRAEUS-Caterina Valente (Decca); Lale
- Andersen (Electrola) 13 DA SPRACH DER ALTE HAUPTLING - Gus Backus (Polydor) 1 DENN SIE FAHREN HINAUS
- AUF DAS MEER Peggy Brown (Telefunken) - OH, SO SWEET-Ted Herold (Polydor
- 23 LIEBE MICH Blue Diamonds (Fontana)
- 22 PACCHANGA—Audry Arno-Hazy Osterwald Sextet (Polydor) SOUVENIR D'AMOUR-Lolita
- (Pelydor) 18 HALLO BLONDIE-Alice, Ellen and Peter (Polydor)
- 14 SCHAU NICHT AUF DIE UHR (Here We Go Again); Barbara Klein (Philips); Doris Day (Phillips) - WEIT, WEIT UEBERS MEER-
- Western Trio (Polydor) KILI-WATCH - The Cousins (Ariola); Bobbejaan (Ariola)
- 16 WUNDERLAND BEI NACHT-Bert Kaempfert (Polydor)

#### ITALY

Week ending March 31, 1961 (Courtesy Musica e Dischi, Milan)

#### This Last

- Week Week 1 COME SINFONIA-Pino Dinoggio (Columbia)
- IL PULLOVER-Gianni Meccia (RCA) 24,000 BACI-Adriano Celentano (Jolly); Little Tony (Durium)
- UN UOMO VIVO-Gino Paoli (Ricordi); Tony Dallara (Music) JUST THE SAME OLD LINE-Nico Fidenco (RCA)
- FLAMENCO ROCK-Milva (Cetra) JEALOUS OF YOU-
- Connie Francis (MGM) AL DI LA-Luciano Tajoli (Juke Box; Betty Curtis (CGD)
- 6 IL MARE NEL CASSETTO-Milva (Cetra) PER UN ATTIMO-
- Peppino Di Capri (Carisch) THE GREENLEAVES OF SUM-
- MER-Nelson Riddle (Capitol) DARK AT THE TOP OF THE STAIRS-Eddie Calvert (Columbia; Ernie Freeman (Imperial)
- 12 ARE YOU LONESOME TO-NIGHT-Elvis Presley (RCA) CAROLINA DAI-Sergio Bruni
- (Voce del Padrone); Rocco Granata (Bluebell) 13 LES ENFANTS DU PIREE-Dalida (Barclay); Katyna
- Ranieri (MGM) NOM MI DIRE CHI SEI-Umberto Bindi (Ricordi)
- TRACY'S THEME-Spencer Ross (Philips) - IL MONDO DI SUZIE WONG
- -Nico Fidenco (RCA) 20 CEST ECRIT DANS LE CIEL-
- Bob Azzam (Barclay) LE MILLE BOLLE BLU-Mina (Italdisc)

#### BRITAIN

For the week ending March 31, 1961 (Courtesy New Musical Express, London) Last This

- Week Week 1 WOODEN HEART-Elvis Presiey (RCA)
- THEME FOR A DREAM-Cliff Richard (Columbia) ARE YOU SURE?-Allisons (Fontana)
- WALK RIGHT BACK-Everly Brothers (Warner Bros.) MY KIND OF GIRL-
- Matt Monro (Parlophone) EXODUS-Ferrante and Teicher (London) 7 LAZY RIVER-
- Bobby Darin (London) WILL YOU LOVE ME TOMOR-ROW?-Shirelles (Top Rank) AND THE HEAVENS CRIED-Anythony Newley (Decca) WHERE THE BOYS ARE-
- Connie Francis (MGM) 12 11 F.B.I.—Shadows (Columbia) 12 RIDERS IN THE SKY Ramrods (London)
- SAMANTHA-Kenny Ball (Pye) 10 WHEELS-String-A-Longs (London)
- 17 15 MARRY ME-Mike Preston (Decca)
- 16 BABY SITTIN' BOOGIE-Buzz Clifford (Fontana) 17 CALENDAR GIRL-Neil Sedaka (RCA)
- 18 WHO AM 1?-Adam Faith (Parlophone) DON'T TREAT ME LIKE A CHILD-Helen Shapiro (Columbia)
- YOU'RE DRIVING ME CRAZY -Temperance Seven (Parlophone) 11 AFRICAN WALTZ-
- Johnny Dankworth (Columbia) 22 GOODNIGHT, MRS. FLINT-STONE-Piltdown Men (Capitol) WARPAINT-
- Brook Brothers (Pye) 24 JA-DA-Johnny and the Hurricanes (London) 15 25 EXODUS-Semprini (HMV)
- SEVENTY-SIX TROMBONES— King Brothers (Parlophone) ARE YOU LONESOME TO-NIGHT?-Elvis Presley (RCA) SAILOR-Petula Clark (Pye)
- 21 29 LET'S JUMP THE BROOM-STICK-Brenda Lee (Bruns-10 TILL THERE WAS YOU-

#### Peggy Lee (Capitol)

SPAIN

For the week ending March 31, 1961 (Courtesy Discomania, Madrid)

#### This Last

- Week Week
- 1 THE GREENLEAVES OF SUM-MER-Brothers Four (Philips) QUINCE ANOS TIENE MI AMOR-Dinamico (Voz Amo) 2 ERES DIFERENTE—
- Carmen Sevilla (Philips) MY HOME TOWN-Paul Anka Hispavox ABC
- GREENFIELDS-Brothers Four (Philips) 24,000 BESOS-Celentano
- (Zafiro) ARE YOU LONESOME TONIGHT-Elvis Presley (RCA)
- AL DI LA-Tajoli (Discophon) 10 IT'S NOW OR NEVER-Elvis Presley (RCA) 12 MILLE BOLLE BLU-Mina
- (Discophon) ADAM AND EVE-Paul Anka (Hispavox) 11 POETRY IN MOTION-12
- Tillotson (Hispavox) 13 La MONTANA DE IMITTOS-Cinco Latinos (Fontana)
- 20 PAJARO CHOGUI-Hnos Silva (RCA) ESTANDA CONTIGO-Marisol (Montilla) SURRENDER-Elvis Presley
- (RCA) 14 PIDE—Elia Fleta (RCA) 18 YOU MEAN EVERYTHING TO ME-Neil Sedaka (RCA)
- EXODUS-Pat Boone (Dot) LA NOVIA-Antonio Prieto (RCA)

#### INDIA

For March, 1961 (Courtesy The Voice, Calcutta)

- 1. NEVER ON SUNDAY-Lyn Cornell
- 2. I LOVE YOU-Cliff Richard & Shadows (DB) 3. TELL LAURA I LOVE HER-Ricky Valance (DB)
- 4. THE STRANGER-Shadows (DB) 5. WONDERLAND BY NIGHT-Eddle Calvert (DB) 6. DEAR JOHN-Pat Boone (HLD) 7. JEALOUS OF YOU-Connie Francis
- (MGM) ITSY DITSY ... BIKINI-Brian Hyland (HLR) 9. SPANISH GYPSY DANCE— Edmundo Ros (F)

10. GABBIE-Eddie Calvert (DB)

HOLLAND

For the week ending March 31, 1961 (Courtesy Foon-Plateau, Amersfoort)

#### Last This Week Week

- 1 WOODEN HEART (Muss I Denn?)-Elvis Presley
- (RCA) 2 SUCU, SUCU-Ping Ping (Tovoli)
- I NON, JE NE REGRETTE RIEN -Edith Piaf (Columbia) 4 SAVE THE LAST DANCE FOR
- ME-The Drifters (London) 5 ROCKING BILLY-Ria Valk (Fontana) 6 CORRINE, CORRINA-
- Ray Paterson (London) 7 EBONY EYES-The Everly Brothers (Warner Bros.) 8 AFCHEID VAN EEN SOLDAAT (Wooden Heart)-Ria Valk
- (Fontana) ARE YOU LONESOME TO-NIGHT-Elvis Presley (RCA) 10 I LOVE YOU-Cliff Richard
- (Columbia) 11 HAVE I TOLD YOU LATELY (That I Love You)-Blue Diamonds (Decca)
- 12 DANS NOG EENMAAL MET MIJ-The Fouryo's (Decca) 13 SEEMANN (Sailor Your Home Is in the Sea)-Lolita (Polydor)
- 14 KILI-WITCH-The Cousins (Palette) 15 NOOIT OP ZONDAG (Never on Sunday)-Mieke Telkamp (Philips)
- 16 BARCELONA-De Wilmary's (Fontana) 17 WHEELS-The String-A-Longs
- (London) F.B.I.—The Shadows (Columbia) CALENDAR GIRL-Neil Sedaka (RCA)
- MY GIRL JOSEPHINE-Fat Domino (Imperial)

#### JAPAN

For the week ending March 31, 1961

#### Last This

- Week Week 1 G. I. BLUES-Elvis Presley
- (Victor) 2 ARE YOU LONESOME TONIGHT-Elvis Presley (Victor)
- 3 TOKYO DODONPA MUSUME Watanabe Mari (Victor) 4 LONELY SOLDIER BOY-
- Johnny Deerfield (Capitol) 5 MOJO NO YUME-Sagawa Mitsuo (Victor)
- 6 ITAKO GASA—Hashi Yukio (Victor) 7 GREENFIELDS-The Brothers
- Four (Columbia); Billy Vaughn (Dot)
- # GINZA NO KOI NO MONOGATARI-Ishihara Yujiro (Teichiku) 9 BALLAD OF THE ALAMO-
- Marty Robbins (Columbia) 10 KISO-BUSHI SANDO GASA-Hashi Yukio (Victor) 11 LAST DATE-Floyd Cramer
- (Victor) 12 AMENI SAKU HANA-Inoue Hiroshi (Columbia) 13 CHAIN GANG-Sam Cooke
- (Victor) 12 14 YOU'LL NEVER KNOW-
- The Platters (Mercury) 15 JINJIROGE-Moriyama Kayoko (Toshiba)
- 16 PLEIN SOLEIL-The Film Symphonic Orch. (Polydor) 17 YOU MEAN EVERYTHING TO ME-Neil Sedaka (Victor)
- 18 SAVE THE LAST DANCE FOR ME-The Drifters (Atlantic) 19 ARIGATAYA BUSHI—
- Moriya Hiroshi (Columbia) 10 20 DARYEYORIMO KIMIO AISU-Matsuo Kazuko (Victor)

#### NORWAY

For the week ending March 31, 1961 (Courtesy Verdens Gang, Oalo)

#### This Last Week Week

2 ROMANTICA-Robertino (Triola) AH MARIE, JEG VIL HJEM-The Monn Keys (Triola)

- 3 O SOLE MIO (EP)-Robertino (Tirola) SEEMANN-Lolita (Polydor) 5 ARE YOU LONESOME
- YOU'RE SIXTEEN-Johnny Burnette (London) WOODEN HEART-Elvis Presley (RCA)

TONIGHT-Elvis Presley (RCA)

- 9 LES ENFANTS DU PIREE (Never on Sunday)-Melina Mercouri (London) 9 10 HAN ER ENDELIG, ENDELIG MIN-Inger Jacobsen
- (Columbia) - DU MENER VEL ALVOR, HALVOR-Nora Brockstedt (Karusell)

#### GERMAN NEWSNOTES

#### 'Pepe' Gets Big German Push From Picture, Singles & LP's

By BRIGITTE KEEB Music Editor, Automaten-Markt, Braunschweig

Chancellor Dr. Konrad Adenauer has recorded two LP's for Electrola's documentary series entitled Konrad Adenauer: "Aus Meinem Leben" (Of My Life), beof a leading German politician. The takes from the sales will be donated to the Red Cross and other charities.

Bernard Mikulski, proprietor of by Fritz Schulz Reichel on Polythe firm Schallplatten-Importdienst dor, Otto Weiss on Jupiter. B Mikulski, Frankfurt, will fly to the States to visit Verve, Columbia and Blue Note, whose repertoire the firm represents in Germany.

Merit Award Rudolf Schock received the "Electrola - Ring" in Cologne, March 17. He is the first artist to get this new award, a golden ring with a star sapphire of pigeon-egg size which has been introduced by the firm as award for their artists' merits (not for sales results). Jazz Festival

On April 14 and 15 the Essener Jazz-Tage (Essen Jazz Days) will take place in the Gruga-Hall of Essen.

#### Disk Biz

At the German Song Festival arranged by Radio Luxemburg, September 18-23 the German record firms will introduce their artists and new releases, including contacts to press and visitors from home and abroad.

Pubber Row Dr. Kalmus has bought the rights of "Marry Me," winner of the I.T.V. (Independent Television) Song Contest in London for Dr. Busse Publishing House, Munich, from Lawrence Wright Music,

London. New Singles

Boyd Bachmann, star humorist of German TV, has started his recording career with two titles from the Twenties: "Was Machst Du Mit Dem Knie Lieber Hans" (What Do You Do With the Knee, Dear Hans?) and "Ich Hab' Das Fraulein Helen Baden Seh'n" (I've Seen Fraulein Helen Takin' a Bath).

AFN Chart These were the most-aired tunes of the last two weeks in the American Forces Network: 1. Wheels (String-A-Longs)

Munich has had its gala premiere of "Pepe." The "Pepe" sound

By JIMMY JUNGERMANN

102, Ismaninger St., Munich

track on Colpix gets good airing and the LP is in the windows of all leading gramophone shops. Of the 25 "Pepe" singles in Gering the first record autobiography many, these are tops: Caterina Valente on Decca, Dalida on Ariola, Willy Hagara on Philips, Jorgen Ingmann on Metronome, and

> Travel Notes Oscar Peterson has been invited by the City of Geislingen-Steige to

> Duane Eddy on London, followed

play a concert April 16. Jazz, Made in Germany The jazz clubs of Bamberg, Bayreuth, Coburg, Hof, Stein, Nuremberg, Erlangen and Wurzburg formed the "Federation of North Bavarian Jazz Clubs." The first ef-

fort will be a jazz festival in Bam-

berg, April 14 and 15. New Polydor introduced a new duet, Gina & Tina. The first record, is the German versions of U. S. hits, "A Girl's Work Is Never Done," and "Like Strangers." . . . Electrola announced a new record series for release in mid-April. The series is still "top secret" at Electrola

headquarters. New Releases

Evelyn Kunneke recorded two songs for the Bella Musica label-"Loreley" and "Ahoy, Ahoy, Hooray, the Ship Is in the Port at Last." This is a tongue-in-cheekanswer to German hit "Ein Schiff Wi'd Kommen," German version of the Greek hit, "Never On Sunday."

Kathy Young and the Innocents have been introduced by Ariola with "A Thousand Stars" b-w "Gee Whiz."

- 2. Apache (Jorgen Ingmann) ...
- 3. Last Date (Floyd Cramer) 4. Emotions (Brenda Lee) 5. Calendar Girl (Neil Sedaka)
- 6. Are You Lonesome Tonight (Elvis Presley) 7. The Story of My Life (Paul
- Anka) 8. Ebony Eyes (Everly Brothers)
- 9. Wings of a Dove (Ferlin Husky) 10. There's a Moon Out Tonight

(Pat Boone)

RECOR	D SALES	FOR AU		
Singles	EP.	LP 10"	LP 12"	Total
1959 1,842,000	313,000	100,000	107,000	2,363,000
1960 1,967,000	357,000	113,000	145,000	2,584,000
Increase 6.8%	14.1%	13%	35.5%	9.3%

#### ITALIAN NEWSNOTES

#### Connie's Triumph Prophesies Follow-Ups by Yank Artists

By SAMUEL STEINMAN Piazza S. Anselmo 1, Rome

More personal exposure of American recording artists in Italy is a likely sequel to the triumphal tour of Rome and Milan and the nation's top radio and TV shows by Connie Francis. The immediate jump in the sale of her disks, particularly "Jealous of Me" reemphasized the earlier experience of Pat Boone, Conway Twitty and Perry Como. If the Italian gauge reacts in the usual way, the boost for a feminine star will be even greater than for the male names. In addition to her other activi-

ties, Connie recorded three sides

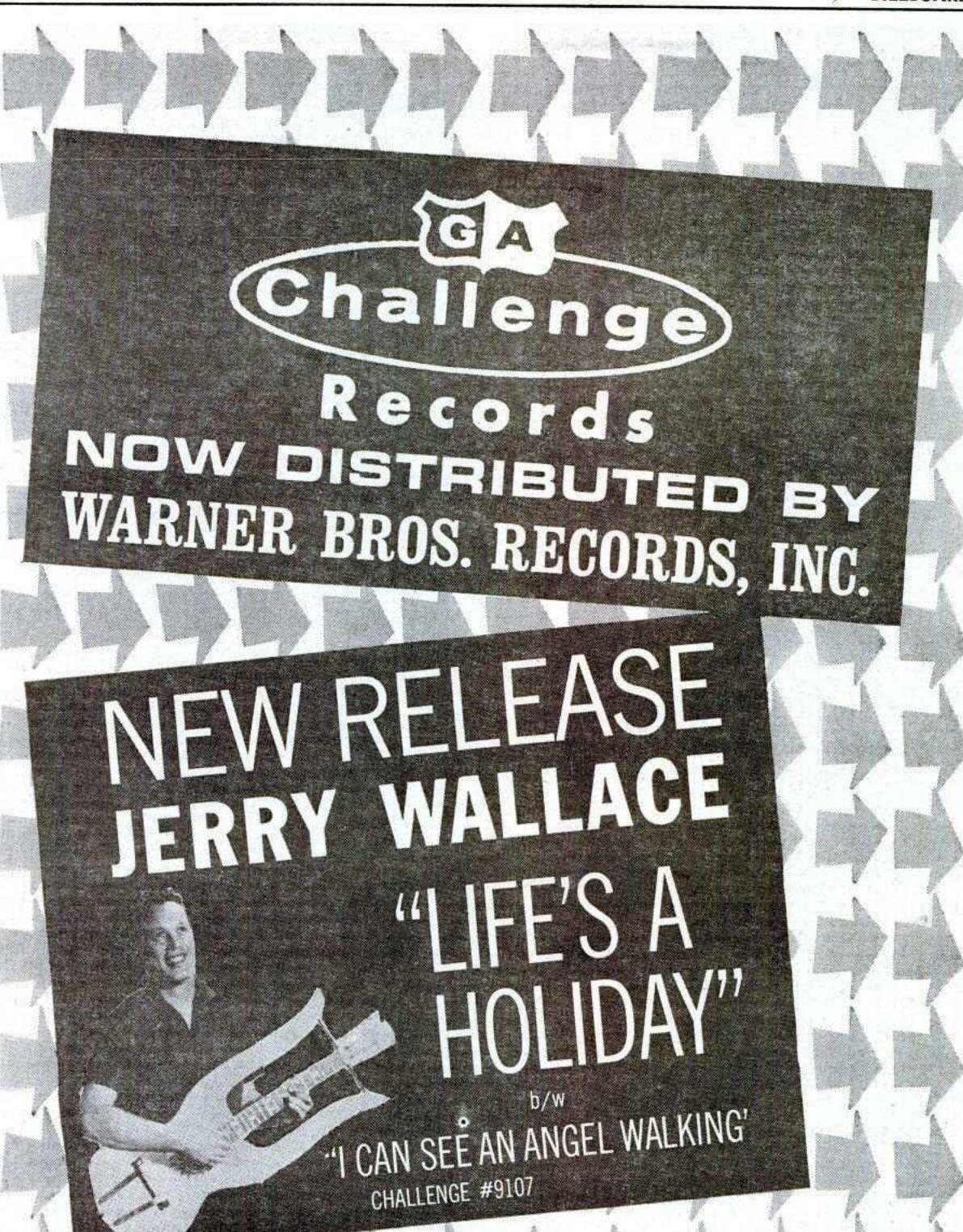
of her American disks in Italian.

These included "Baby Roo" and

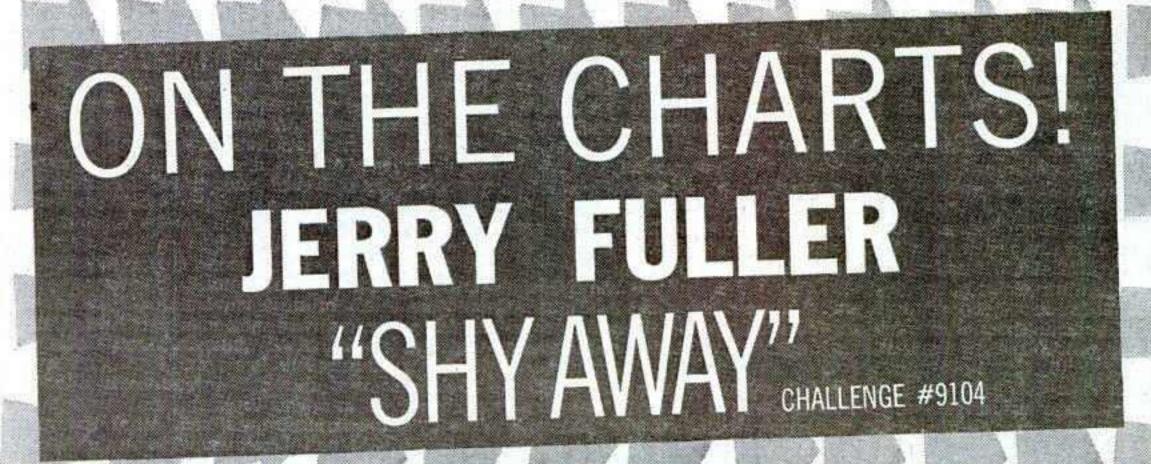
the forthcoming "Breaking in a Brand New Heart" and "Someone Else's Boy." In addition to appearing on the top-lined "Giardino d'Inverno," of which Don Lurio, American choreographer is a principal stager, she did four songs for a special post-Easter show with Johnny Dorelli. Shop Talk

UA legal lights here for transfer of record label from Decca Italiana to Galleria del Corso.... After the successes of Mina and Milva, Hollywood is now pushing Paula with the release of two sides, "I Have You" and "Tinted Dreams."

Top singers, including Bologna's (Continued on page 12)



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630 Baronne Street
New Orleans 22, Louisiana

#### **AUSTRALIAN NEWSNOTES**

#### Australian Record Club Apes Columbia Disk Plan

By GEORGE HILDER 19 Todman Ave., Sydney

Coronet Records announced last week with a big ballyhoo in newspapers throughout Australia the formation of the Coronet Record Club (C.B.S.), which is operating on the same lines as the Columbia Club in America. It is offering the public three free LP's for the joining fee of one pound (\$2) on conditions that they purchase four

#### FRENCH NEWSNOTES

#### Seek Air Cut on Foreign Disks

By EDDIE ADAMIS 92 quai du Marechal Joffre

UNAC (National Union of French Authors and Composers) is making energetic and continuous attempts to reduce the quota recorded music.

As a result of an exchange of letters between RTF's (French Broadcasting and TV) artistic director and UNAC, it seems that RTF will stand by the decisions the broadcasting of a maximum of 45 per cent of foreign music. New Singles

"Pepe" by Dalida issued on Barclay with a cover version by Emil Stern on the same label.... "Night Theme" by Ray Peterson issued on Ricordi (from Roulette). Disk Biz

As a result of talks between Interdisc's Alan Gate and Ron Kass and Ricordi's Luigi Arduino, Interdisc organization will set up a Paris office starting May Soon to be launched here will be LP's from U. S. catalogs—Prestige, and subsidiary labels.

New LP's

Bel Air released a Palette original comprised of 10 songs from the Eurovision Song Contest 1961 in Cannes, recorded by pianist Peter Kreuder.

Among EMI group releases is: "Me and My Shadow" by Cliff Richard (Columbia)

Record Sales

lot of action here. The first disk version by Ferrante and Teicher is still getting more cover versions on all major labels. Newest are by Sax .Succes (Pathe); Les Springboys (Columbia); Lucien Lupi (VSM); Dario Moreno (Fontana) and Raymond Lefevre (Barclay). Legit

Leonard Berstein's musical "West Side Story" will be preemed in Paris at eh Alhambra Theater, March 30. Don Criley and Jan Canada are scheduled for the leading roles. Philips issued on this occasion an EP and an LP.

#### Italian Newsnotes

Continued from page 10

Giorgio Consolini will sing one new song and one song from their own repertoire in Bologna's Two Towers Festival April 6-8 with Mario Bertolazzi handling the orchestra baton... Naples is planning a special summer outdoor event in which the best three Neapolitan songs of the last half-century will be selected.

Insistent on building its own programs, RAI-TV is trying to shy from giving three nights to the Naples Song Festival in June as

in past years.... Italian radio has joined with BBC, France, Germany, Spain, Greece, Austria and Switzerland in a song competition to pick a group of distinctly European songs. Italy's eight entries will be selected from the works of 32 com-

LP's within 12 months at the normal retail price. After that members receive one bonus record for every two disks purchased. The retailers in Sydney are not taking this too kindly, many have threatened not to buy any more Coronet Records, others are not displaying the disks and are only selling them when a customer asks for a particular record.

Records released by the EMI group March 30 include "Pepe" and "Sailor From Pyraus" sung by Caterina Valente from the German Decca catalog. Valente's popularity is growing daily in this country and her presentation of these two numbers is such that although the record will appeal primarily to Continental collectors, one does not need to understand the lyrics to enjoy the interpretations.

From Capitol the release for this month is "The Great Imposter" and "Goodnight Mrs. Flintstone" by the Piltdown Men. A Hi recording of of the broadcasting of foreign Bill Black's Combo playing "Hearts of Stone" and "Royal Blue" on the London label is certain to make the first 10 on charts all over the 20

world.

#### Best-Selling Pop Records in AUSTRALIA

For the week ending March 24, 1961 (Courtesy, Music Maker, Sydney)

This Last

Week Week - WOODEN HEART-Elvis Presley (RCA) ONE LAST KISS-

Crash Craddock (Coronet) WHEELS-String-A-Longs (-) AS LONG AS HE NEEDS ME-Shirley Bassey (Columbia)

- LAZY RIVER-Bobby Darin (London) WINGS OF A DOVE-Ferlin Husky (Capitol) NEVER ON SUNDAY-

Don Costa (London) - SPANISH HARLEM-Ben E. King (London)

- ARE YOU LONESOME TO NIGHT-Elvis Presley (RCA) JOHNNY GUITAR-Leeman (Leedon)

CALCUITA-Lawrence Welk (London) EXODUS-Ferrante & Teicher (London)

- NORTH TO ALASKA-Johnny Horton (Coronet) - GOODTIME BABY-

Bobby Rydell (HMV) 15 — EBONY EYES— Everly Brothers (Warner Bros.) 16 - (WILL YOU LOVE ME) TO-

MORROW-Shirelles (Top Rank) - WONDERLAND BY NIGHT-

Bert Kaempfert (Polydor) MILORD-

Edith Piaf (Columbia) - SAILOR (SEEMAN)-Lolita (Polydor)

 (GHOST) RIDERS IN THE SKY -Ramrods (London)

#### taken July 1959, that is: it allows NEW ZEALAND NEWSNOTES

#### Effect of Festival-Am-Par Deal Excites Agents; Franchises Due

By FRED GEBBIE P.O. Box 2443, Auckland

Festival Records (Brunswick, Coral, the Woody Woodbury series and Decca, Vox) by ABC-Paramount intend an early release of the Bill and Mirror Newspapers in Australia has the New Zealand agents in a flap. Festival distributes for Allied International in Australia and has its own agents here. Who will get the franchise for ABC-Paramount and Impulse Records in New Zealand? Some think Festival's own team, and others are betting that Phil Warren's Allied International label will come through winners. It's a novel twist to see a top U. S. label (Decca) being handled by a relative newof Australia. . . . Lonnie Donegan The "Exodus" theme is set for a has a new single on the Pye label that could go big for him. "Beneath the Willow" is picked as another hit for Donegan. Top RCA LP is "Belafonte at Carnegie Hall" while Mercury is chalking up big sales with the Platters' "Encore of Golden Hits." Mercury is getting right behind the release of their second Damita Jo single, "Keep Your Hands Off of Him"; they expect this girl to replace Sarah Vaughn in sales for their label.

Festival has proven that rock and roll is still big here with the good sales of "Strictly Instrumental" by Bill Haley ... Allied International is going great with its single release of "Will You Love Me Tomorrow" by the Shirelles (from Scepter) Bobby Rydell's "Good Time Baby" (from Cameo), "Pony Time" by Chubby Checker (from Parkway) and U. S. Bonds' "Not Me" (from Legrand). . . . Warner Bros. rep says that they have chalked up 2,000 advance orders for "Walk Right Back" and that they intend making the label their "quality" line and will keep all ley album "His Hand in Mine." . . releases up to a very high standard, striving to get more sales from Philips, we received "Baby Sittin' fewer releases.... Philips is closing all warehouses for single re- Never Know" by the Ray Conniff leases except head office in an en- | Singers and another French version deavor to cut down the flow of of "Exodus" by Dario Moreno. non-selling singles. . . . New Zea- Capitol brought out this "Jim" by land markets are flooded with Peggy Lee and two oldies "Catfish "party" records. Some are fringing Boogie" backed with "Shotgun on downright blue records but Boogie" by Tennessee Ernie Ford 30th anniversary, has recently ac- pany. most are top overseas releases.

Pye has touched the 15,000 mark with their Maz Miller (English Variety Artist) LP, while Al-The effect of the take-over of lied is chalking up great sales with Carty LP. Some years ago Philip Warren released through his own company, his Ruth Wallis records. This distribution was promptly stopped by the police when they raided the warehouse and confiscated all stocks. However, owing to the wording of the Obscene Publications Act in this country, they could not prosecute and returned them with a warning that they thought the country better off without them. Last week, two years since the above happened, comer (ABC) in a country the size Miller Associates advised dealers that they were issuing the Wallis series. It will be interesting to see if the police take any notice of this release because any action on their part could disrupt the releases by other companies of other party records. Warren is now in association with R. K. Kerridge in Allied International Records and has recently decided against releasing a number of records from the Elektra catalog owing to the fact that they are too borderline, and cannot afford to embarrass his other wellknown labels. . . . Harry Miller has announced that he has Danny Kaye coming here in April.

#### BELGIAN NEWSNOTES

#### Presley Album **Gets Released**

By JAN TORFS Editor, Juke Box, Mechelen

RCA had the biggest release of this week with the new Elvis Pres-On Columbia, distributed here by Boogie" by Buzz Clifford, "You'll and "Blue Gardenia" by Nat Cole.

#### BRITISH NEWSNOTES

#### Presley Sets New Sales Mark, Hits Top Three Times Running

By DON WEDGE

News Editor, New Musical Express In taking top place in the chart last week, Elvis Presley (with "Wooden Heart") has done what no other artist before has donereached No. 1 with three consecutive releases. It is more remarkable in this case, as "Wooden Heart" is taken from a big-selling LP, "G.I. Blues" which must have trimmed the market before the single was released.

Visitors Here

MGM Chief Arnold Maxin spent a day in London for talks with EMI about MGM and its new acq isition, Verve, as part of his European swing. . . . A party from King Records, including President Syd Nathan, Counsel-Vice-President Jack Pearl and General Manager Hal Neely, spent five days in London with EMI and affiliated publishing interests.... Songwriters Sammy Cahn and Jimmy Van Heusen are due Thursday (6) on a long stay to write material for the "Road to Hong Kong" movie due to be made here come June.

To the U. S.

To exploit the American release, on Warwick, of "My Kind of Girl," singer Matt Monroe plans a 10-day U. S. visit from May 1. Monroe has a British hit with the tune and preceded it with "Portrait of My Love," also released by Warwick in the U. S.... Mantovani starts another U. S. concert tour October 1. For the first time his itinerary will include Las Vegas. The tour will close, as previously, at Carnegie Hall, December 3.

Disk Business EMI has made a distribution

deal for the current Italian hit, "24 Mila Baci" ("4 and 20 Thousand Kisses") recorded by Adriano Celento on the Jolly label. The deal covers the United Kingdom, the British Commonwealth and Scandinavia... The World Recconcentrating on classical releases, is launching a Showcase series with 22 LP's scheduled between no and September. Material is chiefly show scores, using, in the main, semi-name singers. Disks retail at \$3.85 with a one-in-four free offer for initial subscriptions. The project is being backed with heavy national press advertising, including an EP sampler offer costing 49 cents. Directors of World Record Club are N. J. Lonsdale, film actor Richard Attenborough with Oliver Berliner, president of Oberline, Inc., to release the Tropi-LP's on Esquire's Starlite label.... studios last month.

The Crosby Brothers make their bow in Britain, May 22. . . . Robert Horton, who has been successful here as a singer, begins a 14-day concert tour May 13.... Negotiations are taking place for another Western-telefilm star, Clint Eastwood, to visit London for TV appearances as a singer. . . . Negotiations are in an advanced stage for Johnnie Ray to appear at the Talkof-the-Town theater-restaurant for a month from June 26 as well as playing provincial concerts and TV

#### Films

"The Right Approach," starring Gary Crosby and Frankie Vaughan opened in the West End at the Rialto, Thursday (30) and has its general release April 16.... No West End showing is planned for Vic Damone's "Hell to Eternity" which is scheduled for general release the same week.

Betty Hutton and her husband, trumpeter-arranger Pete Candoll, here for an engagement at the Pigalle, joined the panel of BBC-TV's "Juke Box Jury" March 25without any prior publicity.

#### Radio

BBC-radio scheduled a 45minute airing Friday (31) of the HMV album of the London cast of "The Music Man"-only five days after it had been finished.

#### Personals

The Allisons, the young duo unknown two months ago until the success of their "Are You Sure?" disk, will join Frankie Vaughan in his London Palladium variety stint for two-weeks from May 1. Also on the bill is the Kenny Ball Jazzband which has had recent chart success with the revival of Cole Porter's "Samantha."

#### New Singles

Although the quantity was not as high as in a normal week, the ord Club, an indie outfit hitherto Easter holiday weekend did not stop new issues as it usually does. The Philips label had five-more than normal. They included "Wilhelm Tell" by the Dutch Swing College Band, Johnny Horton; "Springtime in Alaska," Guy Mitchell: "Your Goodnight Kiss" and Frankie Laine; "Gunslinger" (the TV series) has just started here. . . . The main EMI labels issued nine disks. They included "Pony Express" by Danny and the Juniors (Top Rank from Swan), Oliver Cool, "Give Me the Sumand indie producer Fiona Bentley. mertime"; Jimmie Rodgers, "When ... Carlo Krahmer's Esquire firm Love Is Young" both on Columbia has signed an exclusive agreement from Roulette) and Mark Dinning, "Top Forty, News, Weather and Sports" (MGM). . . . Pye is giving cana International label in Britain. majo rpromotion to, what is rare Issues are expected to be mainly for the label, the release of a U. S. chart disk - the Marcels' "Blue MGM's Russ Hamilton cut four Moon" (from Colpix). The label sides for the label under Norman has also acquired British rights to Newell's direction at the EMI Don Covay's "Pony Time" from Arnold.

#### JAPANESE NEWSNOTES

#### Dancers Videotaped for U. S.

By TEN KATTORI Yokohama Correspondent

In tie-ups with Sony Corporation, Japanese manufacturer of world famous Sony brand products, Tokyo Broadcasting Systems (TBS) has recently produced "Four Seasons of Odori" (Japanese native dance) on 50-minute video tape for telecasting in the U.S. The tape, of ultra-high quality, will be shown at "Japan Exhibition Fair" to be held soon in the U.S.

#### New Label

quired the distribution right in Japan for Command label. The diskery has distributed ABC-Paramount label, a sister label of Command, among other labels. The initial release under Command label will include three stereo

#### Personals

Japanese composer Kuranosuke Hamaguchi, exclusive to Nippon Columbia, will have his "Yellow Cherries" hit published in the King Records, celebrating its U. S. by Leeds Publishing Com-

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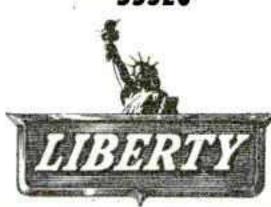
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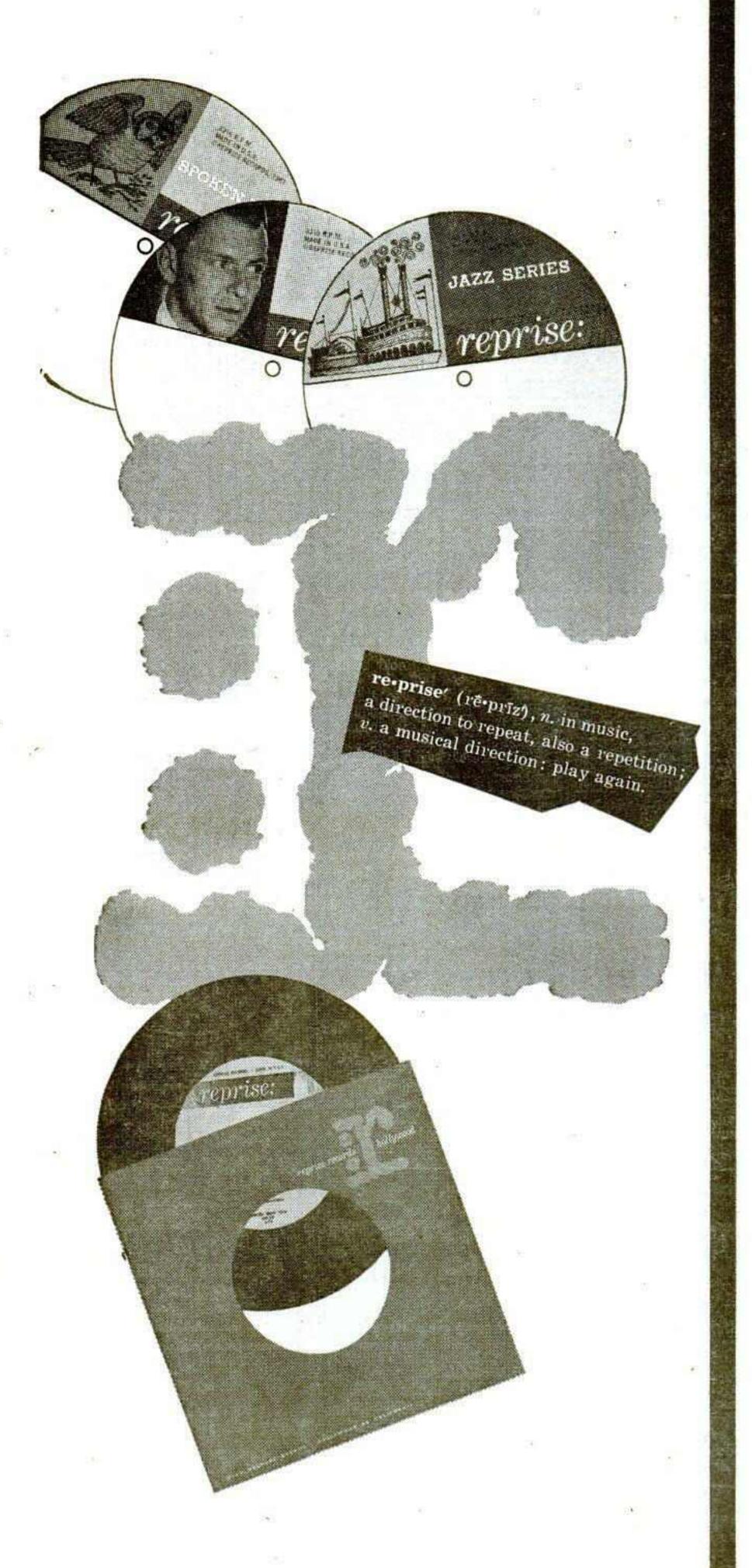
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# ALBUM PROGRAMMING & BUYING GUIDE

#### TOP LP's BY CATEGORY

These LP's, all on this week's Top LP charts, are here broken down by type of material and then listed alphabetically along with their rank order in the current Top LP charts. Positions in parentheses are for the Stereo chart.

VOCAL LP's	
Title (Label)	Meno (Stereo)
Male Vocalists	STEPH ST
PAUL ANKA SINGS HIS BIG 15 (ABC) BELAFONTE AT CARNEGIE HALL (RCA) BELAFONTE RETURNS TO CARNEGIE HALL BOBBY'S BIGGEST HITS (Cameo) CALYPSO (RCA) RAY CHARLES IN PERSON (Atl) COME DANCE WITH ME (Cap) DARIN AT THE COPA (Atco) DEDICATED TO YOU (ABC) ELVIS IS BACK (RCA) FAITHFULLY (Col) GENIUS OF RAY CHARLES (Atl) GENIUS OF RAY CHARLES (Atl) HEAVENLY (Col) HIS HAND IN MINE (RCA) BUDDY HOLLY STORY (Cor) JOHNNY HORTON'S GREATEST HITS (Col) HYMNS (Cap) JOHNNY'S GREATEST HITS (Col) LOVE IS THE THING (Cap) MORE OF JOHNNY'S GREATEST HITS (Col) NICE 'N' EASY (Cap) ONLY THE LONELY (Cap) SINATRA'S SWINGIN' SESSION (Cap) SPIRITUALS (Cap) BOBBY VEE (Lib) TWIST (Park) WARM (Col)	16 (21) L (RCA)52868413166 (37)8310635116116110431417 l)47136 l)9714136 l)971419914 (22)9914 (22)9914 (22)9914 (22)9914 (22)99
Female Vocalists	
ITALIAN FAVORITES (MGM) I'VE GOT A RIGHT TO SING THE BLUES BRENDA LEE (Dec)	
Duos and Groups	
BEST MUSIC ON/OFF CAMPUS (Col) DATE WITH THE EVERLY BROTHERS (WB) ENCORE OF GOLDEN HITS (Mer) FROM THE HUNGRY I (Cap) HERE WE GO AGAIN (Cap) KINGSTON TRIO (Cap) KINGSTON TRIO AT LARGE (Cap) MAKE WAY (Cap) SOLD OUT (Cap) STRING ALONG (Cap) TONIGHT IN PERSON (RCA) WEAVERS AT CARNEGIE HALL, Vol. 2 (V	95 29 31 60 20 409 (49)9 (28)30 (28)
Choruses	
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#### FIRESIDE SING ALONG WITH MITCH (Col) ...... 67 FOLK SONGS SING ALONG WITH MITCH (Col).... 92 HAPPY TIMES SING ALONG WITH MITCH (Col) . . 45 (27) MEMORIES SING ALONG WITH MITCH (Col) ....69 (48) MITCH'S GREATEST HITS (Col) ......112 MORE SING ALONG WITH MITCH (Col) ........... 22 PARTY SING ALONG WITH MITCH (Col) .....24 (31) SATURDAY NIGHT SING ALONG WITH MITCH SENTIMENTAL SING ALONG WITH MITCH (Col) .... 90 STILL MORE SING ALONG WITH MITCH (Col)....44 (38)

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#### CLASSICAL &

SEMI-CLASSICAL LP's
BRAHMS: PIANO CONCERTO NO. 2 (RCA)17 (11)
GROFE: GRAND CANYON SUITE (RCA)73 (40)
HEART OF THE PIANO CONCERTO (RCA)58 (30)
LANZA SINGS CARUSO—CARUSO FAVORITES
(RCA)72 (39)
THE LORD'S PRAYER (Col)145 (47)
RACHMANINOFF: PIANO CONCERTO NO. 2 (RCA) 122
RACHMANINOFF: CONCERTO NO. 3 (RCA)128
RODGERS: VICTORY AT SEA, Vol. I (RCA)55 (17)
RODGERS: VICTORY AT SEA, Vol. II (RCA)(35)
SCHUMANN: CONCERTO IN A MINOR (RCA)134
SIXTY YEARS OF MUSIC AMERICA LOVES BEST,
Vol. I (RCA)
SIXTY YEARS OF MUSIC AMERICA LOVES BEST,
Vol. II (RCA) 37
TCHAIKOVSKY: 1812 OVERTURE (Mer)38 (10)
TCHAIKOVSKY: 1812 OVERTURE: RAVEL: BOLERO
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(RCA) ......56 (34) TCHAIKOVSKY: PIANO CONCERTO NO. 1 (RCA)..23 (15)

#### INSTRUMENTAL LP's

Title (Label)	Mono (Stereo) Top LP Rank
Mood and Dance	
CALCUTTA (Dot) CONCERT IN RHYTHM, Vol. II (Col) IT'S THE TALK OF THE TOWN (Col) LAST DATE (Dot) MEMORIES ARE MADE OF THIS (Col) MUSIC FOR LOVERS ONLY (Cop) SAY IT WITH MUSIC (Col) SONGS TO REMEMBER (Lon) TEMPTATION (Kapp) THEME FROM "THE SUNDOWNERS" (Down Wonderland by NIGHT (Dot) WONDERLAND BY NIGHT (Dot) YOUNG AT HEART (Col)	
Jaxx	
BUT NOT FOR ME (Argo) PETE FOUNTAIN'S NEW ORLEANS (Cor) LIKE LOVE (Col) TIME OUT (Col)	147
Teen Beat	
ENCORE (CA)	135
Percussion and Sound	
BONGOS (Com) BONGOS, FLUTES AND GUITARS (Com) PERSUASIVE PERCUSSION, Vol. II (Com) PERSUASIVE PERCUSSION, Vol. II (Com) PROVOCATIVE PERCUSSION, Vol. II (Com) PROVOCATIVE PERCUSSION, Vol. II (Com)	)
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#### COMEDY LP's

AN EVENING WITH MIKE NICHOLS AND ELAINE
MAY (Mer) 49
BUTTON-DOWN MIND OF BOB NEWHART (WB) 6
BUTTON-DOWN MIND STRIKES BACK (WB) 7
EDGE OF SHELLEY BERMAN (Ver) 75
INSIDE SHELLEY BERMAN (Ver)
KICK THINE OWN SELF (RCA)115
KNOCKERS UP (Jub) 13
LAUGHING ROOM (Stereodd)
OUTSIDE SHELLEY BERMAN (Ver)
REJOICE DEAR HEARTS (RCA)113
WONDERFUL WORLD OF JONATHAN WINTERS (Ver), 149
WOODY WOODBURY LOOKS AT LOVE AND LIFE
(Stereodd)

PETER GUNN (RCA) ..... 80

THEME FROM A SUMMER PLACE (Dot) ........94 (44)

#### LOW PRICE LP's

CAMELOT (Camd)
CONCERTO UNDER THE STARS (SF)
EBB TIDE (Ric)
GOOD HOUSEKEEPING REDUCING OFF THE
RECORD (Har)103
101 STRINGS PLAY THE BLUES (SF)
SOUL OF SPAIN, Vol. I (SF)
SOUL OF SPAIN, Vol. II (SF)

**REVIEWS OF** 

### THIS WEEK'S LP'S

The pick of the new releases:



Strongest sales potential of all albums reviewed this week.

#### THE TOUCH OF YOUR LIPS



Nat King Cole. Capitol SW 1574 (Stereo & Monaural)— Another soft, lush, tender production of ballads, sung with great warmth by Nat Cole. The arrangements and conducting were handled by Ralph Carmichael, who focused on soft, whispery strings and woodwinds. The accent is on the tasty and the unobtrusive background sound here with such numbers as "The Touch of Your Lips," "Only Forever," and Cole's current single, "Illusion," featured. Spinnable, salable wax.

#### SIN-SATIONAL



Rusty Warren. Jubilee JGM 2034—The lusty Miss Warren, well known as a mainstay at the Golden Falcon Club, Pompano Beach, Fla., journeys to the Club Alamo in Detroit for this live club performance of more of her earthy observations on live and love. The gal has scored on charts with her "Knockers Up" package, and this fare, directed on much the same lines, should draw an avid response from her fans.

#### DORIS DAY-BRIGHT AND SHINY



Columbia CL 1614—The effervescent star is in her usual sunny vocal form here on a group of happy songs, including the title tune, which is also out as a single. A movie she made with Jack Lemmon will shortly be re-released under that title, which should be a sales-plus for this package. Striking cover photo of canary gives package strong display value. Selections include "I Want to Be Happy," "Happy Talk," and "Make Someone Happy." Fine backing by Neal Hefti's ork.

#### EMOTIONS



Brenda Lee. Decca DL 4104—Young Miss Lee continues the string with another fine album effort. The set leads off, of course, with the title tune, a big recent single hit for her. Then she adds the frosting with such pop standards as "When I Fall in Love," "Around the World," "Georgia On My Mind," and the Shirelles big click, "Tomorrow." There are mighty smart arrangements here, too, often featuring strings, to go along with the gal's click thrushing. This should move briskly.

#### PROVOCATIVE PERCUSSION, VOLUME III



Enoch Light and the Light Brigade. Command RS 821 SD (Stereo & Monaural)—The third volume in the bestselling series "Provocative Percussion" is another gas. It spotlights fine arrangements by Lew Davies, played with the wonderful zest and bounce of Enoch Light's Light Brigade ork. The arrangements are tuneful, tasteful and bright; the stereo effects are clever and sparkling, and the sound is superb. Songs range from "The Continental" to "Far Away Places," and the arrangement of "Ac-Cent-Tchu-Ate the Positive" is all fun. To add to this, every arrangement is danceable, too. A fine album that should join the other best-selling LP's on the label very quickly.

#### I'LL BUY YOU A STAR



Johnny Mathis. Columbia CL 1623, CS 8423 (Stereo & Monaural)-A striking color photo of Mathis gives this package solid display value, and the contents, of course, are sock sales material. Nelson Riddle provides fine backing as Mathis alternates between swinging and sweet treatments of standards, oldies and a couple of new items, He is most effective on the ballads—"Warm and Willing," "Love Look Away," "Stairway to the Stars," etc.

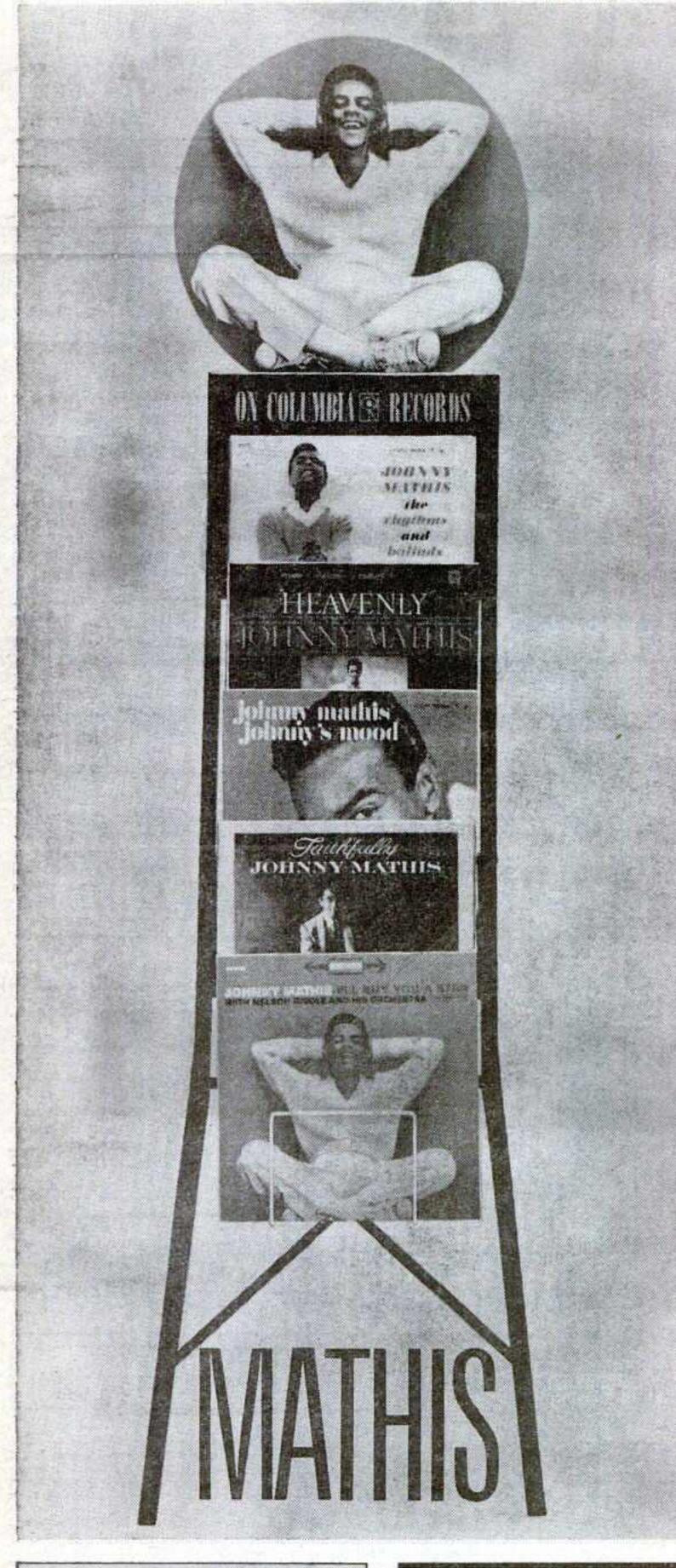
#### EVOLUTION OF THE BLUES SONG

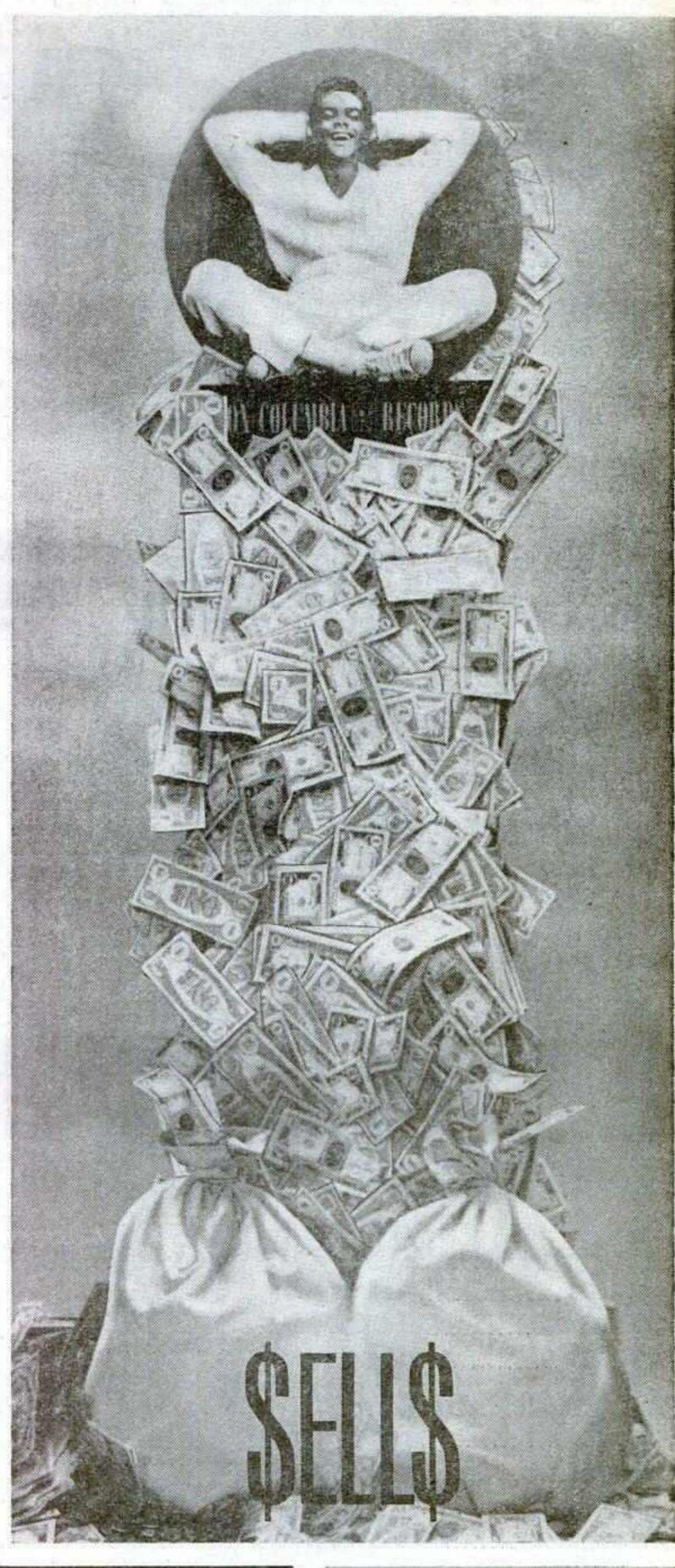
TA C



Jon Hendricks with other artists. Columbia CL 1583, CS 8383 (Stereo & Monaural)—As narrated by Jon Hendricks, this story of how the blues came to be is a touching and heart-warming experience. It re-creates Hendrick's presentation to a children's audience at last year's Monterey Jazz Festival. Partially in verse, always trenchant and vivid, it's an honest and unusual view. Hendricks (of the Lambert, Hendricks and Ross vocal jazz trio) sings three illustrations while others are lovingly rendered by Hannah Dean and chorus, "Pony" Poindexter, (Big) Miller and Jimmy Wither-

(Continued on page 22)



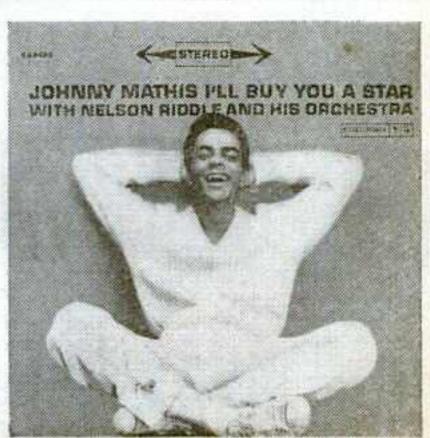


THE RHYTHMS AND BALLADS OF BROADWAY C2L 17/C2S 803\* JOHNNY'S MOOD CL 1526/CS 8326\* FAITHFULLY CL 1422/CS 8219\* HEAVENLY CL 1351/CS 8152\* MORE JOHNNY'S GREATEST HITS CL 1344/CS 8150\* OPEN FIRE, TWO GUITARS CL 1270/CS 8056\* SWING SOFTLY CL 1165/CS 8023\* JOHNNY'S GREATEST HITS CL 1133 GOOD NIGHT, DEAR LORD CL 1119/CS 8012\* WARM CL 1078/CS 8039\* WONDERFUL, WONDERFUL CL 1028 JOHNNY MATHIS CL 887

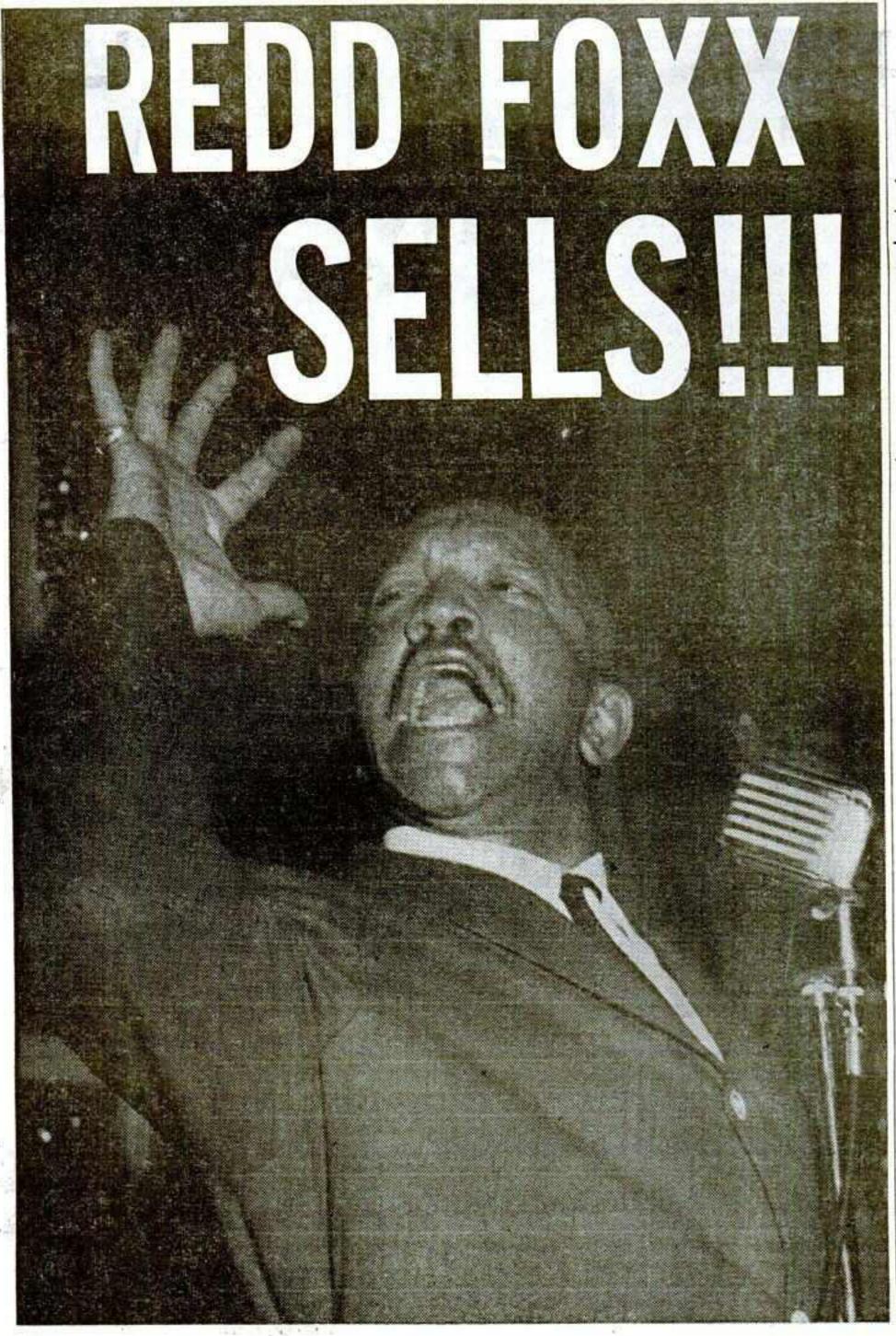
\*arence

Johnny Mathis is typical of the artists in the great Columbia catalog. Each Mathis album is a money-maker. Four have won Gold Awards. Remember, you only profit from what you sell. Pile up the Mathis albums in your displays and let Mathis Magic work for you.

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CL 1623/CS 8423\*



#### **NEW APRIL RELEASES**

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BELOW THE BELT	RUDY MOORE	808
FOR A PIECE	ROSCOE HOLLAND	812

#### CHIDDENT CELLEDS

CORKENI SELLERS		
WILD PARTYREDD	FOXX	804
LAFFARAMAREDD	FOXX	801
HAVE ONE ON MEREDD	FOXX	298
PILLOW PARTY FUNBARON H	ARRIS	294
DOWN BY THE RIVERZION TRAV	ELERS	807
BLAME IT ON THE BLUES WILLIE HA	YDEN	293

#### BEST SELLERS

LAFF OF THE PARTYREDD FOXX	214
RACY TALESREDD FOXX	275
SONGS THRU A KEYHOLEJOEL COWAN	285
REDD FOXX FUNNREDD FOXX	290
SLY SEXREDD FOXX	295
LAFF OF THE PARTY, Vol. 5 SLOPPY DANIELS	232
PARTY RECORD PARTYGENE & FREDDY	279
THE SIDESPLITTER, Vols. 1 & 2 REDD FOXX 253	-270
NIGHT IN HOLLYWOODGEORGE KIRBY	250

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Continued from page 16

Country & Western \_\_\_\_\_

FRANKIE MILLER



Starday SLP 134—Frankie Miller is one of the new stars in the country and western field and this album of 14 of his important records should please his many fans. The sides include "Black Land Farmer," "Family Man," "Baby Rocked Her Dolly," "Richest Poor Boys" and "Losing Again." With Miller continuing to turn out hits this album should be a strong seller in country and even some pop areas.

Classical \_\_\_\_\_

BEETHOVEN: SYMPHONY NO. 5 IN C MINOR; OVERTURE, "KING STEPHEN"



Philharmonia Orchestra (Klemperer). Angel S 35843 (Stereo & Monaural)-Klemperer's new re-recording in stereo of Beethoven's Fifth is a massive, impressive architectural achievement. It all but completes the conductor's cycle of the Beethoven symphonies in stereo and will surely rank among the biggest sellers of this most popular of symphonies. This is must merchandise for any dealer carrying classical inventory.

Sound

ESQUIVEL AND HIS ORCHESTRA, VOLUME 2



RCA Victor LSP 2296 (Stereo & Monaural)-Esquivel's swinging arrangements and unsual sound effects are as striking as ever in this package, which should register solidly with sound fans. Selections include "Jalousie," "Time on My Hands," "Lullaby of Birdland," and "Limehouse Blues." This can make a noise.

Latin American \_\_\_\_\_

PACHECO Y SU CHARANGA



Elliot Romero. Alegre LPA 801-Johnny Pacheco's flute is featured on gay hip-swinging ork and vocal interpretations of Latin themes mainly styled in the new charanga tempo. Danceable selections include "La Melodia," and "La Malanga." Sly label copy line reads "Produced in the Bronx, the birthplace of the charanga dance."



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.

Pop Special Merit

\*\*\* JOIN IN THE CHORUS—Stanley Holloway, Vanguard VRS

### POP LP'S

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

\*\*\* JOIN IN THE CHORUS Stanley Holloway. Vanguard VRS 9086-Stanley Holloway is best known in the U. S. for his role as Doolittle in "My Fair Lady," but he has long been one of England's best-loved musical hall favorites, as well as an actor. On this new set, which could be called an English sing along, the vet music man sings songs that have lived through three wars, in his inimitable style, aided by a fine chorus. Songs include "Lily of Laguna," "While Strolling in the Park,"
"Where Did You Get That Hat?" and
"Down at the Old Bull and Bush." Holloway is a consumate artist, and he shows his skill on these fun songs and the sentimental one as well. Good set for his fans throughout the world,

\*\*\* TWELVE BIG HITS Johnny Horton; Marty Robbins; Buzz Clifford & Others, Columbia CL 1617, CS 8417 (Stereo & Monaural)-Here's just what the title implies, which is reason enough for the set to gain plenty of quick, over-thecounter impulse sales. There are recent hits here by Mitch Miller, the Harmonicats, Norman Luboff Choir, Stonewall Jackson and the Valiants, as well as those mentioned in the title credits. Good, salable merchandise that can sell itself, thanks to the boldly displayed titles on the cover.

\*\*\* SPECTACULAR BRASS GOES HA-CHA-CHA Roger King Mozian and his Ork. MGM

SPECTACULAR PERCUSSION GOES

Roger King Mozian and his Ork MGM E 3921-The Mozian band scored solidly with its "Spectacular Brass" LP for MGM recently. Now Mozian is back with these two new entries, both with a south of the border twist. The cha cha album uses that popular rhythm on tunes such as "My Man," "Louis" and "Begin the Beguine," and even combines boogie with cha cha to good effect. "Spectacular Percussion Goes Latin" mixes a variety of Latin beats on several selections from current Broadway musicals, plus some regulation Latin are such as a fine arrangement of "Cumana." Both rank among better percussion LP's and should reach a wide audience.

\*\*\* HELL BENT FOR LEATHER Frankie Laine, Columbia CL 1615, C5 8415 (Stereo & Monaural)-Frankie Laine is in exciting vocal form on this collection of virile Western theme. The lineup includes Laine's old hit "The Cry of the Wild Goose," "Mule Train," "High Noon," "Rawhide," "Gunfight at O.K. Corral," etc. Fine jockey wax.

\*\*\* THINKING OF YOU Andre Previn. Columbia CL 1595, CS 8395 (Stereo & Monaural)—Previn's tasteful, expressive plano solo work is spotlighted here with lush backing on a group of tender standards and originals. Any of the bands is eminently spinnable. Lineup includes "I," (Continued on page 24)



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Say You Saw It in Billboard Music Week

#### Reviews and Ratings of **New Albums**

• Continued from page 22

"What's New," "Don't Worry About Me,"

\*\*\* HUGO WINTERHALTER GOES SOUTH OF THE BORDER

RCA Victor LSP 2271 (Stereo & Monaural)-Highly effective cheesecake cover gives this package striking display value. Winterhalter's ork wraps up a group of colorful Latin ditties in bright, happy ork treatments. Tunes-each of which offer nice change of pace for jocks-include "Mexican Hat Dance," "La Cumparsita," "Carioca,"

\*\*\* THE SPECTACULAR SOUND OF HARRY JAMES

MGM E 3897-With the exception of "Lover Man," all of the tunes in this package were composed by Ernie Wilkins and Harry James. The veteran bandleader is heading one of his best crews on this sultry, swinging package of tasteful jazzstyled wax. Tunes include "Man With the Blues," "Swingin' Together" and "Harry's Delight." James' rich trumpet solo work is highlighted. Spinnable wax for jazz and hip pop jocks

JAZZ LP'S

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

\*\*\* MORE MUSIC FROM THE SOIL

Ramsey Lewis Trio. Argo LP 680-Ramsey Lewis' piano is neatly abetted by Red Holt on drums and Eldee Young, who alternates on bass and cello, on this exciting collection of colorful trio jazz. The boys, as usual, play with remarkable rapport in a way that's both explosive and inventive, yet polite and understandable. Program contains three originals by the trio-"Hello Cello," "Gonna Set Your Soul on Fire," and an arrangement of "Volga Boatman," in addition to "Around the World in 80 Days." A most listenable set that can grab a lot of deejay interest. Solid cover, too.

\*\*\* AL HIRT-SWINGIN' DIXIE

Audio Fidelity AFSD 5927 (Stereo & Monaural)-A solid set of crisply recorded, good, commercial Dixieland. Trumpet man Hirt leads the band through traditional New Orleans items like "Milenberg Joys" and "Beale Street Blues," and applies the Dixle touch to "Moonglow," "Memories of You" and "Deep River." A handsomely produced affair that should appeal to traditional fans as well as those who get their kicks from real live sound.

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

**★★★ HOW TIME PASSES** 

Don Ellis, Candid 8004 (Stereo & Monaural)-Avant-garde jazzophiles will want to look into this LP by trumpeter Don Ellis. Besides Ellis, Jaki Byard plays piano and alto sax, Ron Carter and Charlie Persip make up the rhythm section of bass and drums. Besides an "Improvisational Suite No. 1," which fills one entire side of the album, the title tune and three other originals are included.

★★★ BIG BRASS

Benny Balley. Candid 8011 (Stereo & Monaural)-Bailey is a fine trumpeter and his first LP as leader, made in the U. S., has some first-rate supporting musicians. Phil Woods, Julius Watkins, Tommy Flanagan, Les Spann and Art Taylor all share solo and unison spotlights. Bailey is of the modern groove and plays with a full sense of the melodic. One of the outstanding tracks on this uniformly high quality album is "Alison" by Hale Smith, a gentle and moving ballad.

\*\*\* TOSHIKO MARIANO QUARTET Candid 8012 (Stereo & Monaural)-This LP by the man and wife team should please many of those who like their jazz thoughtfully modern. There is an easy swing to most of the five tracks. Toshiko contributes many fine solos in her graceful piano style, Charlie Mariano's alto shares a warmth and thoughtfulness that is pleasing. Gene Cherico and Eddie Marshall carry off their assignments on bass and drums with a fitting respect for the gentle, melodic quality

\*\*\* EXODUS TO JAZZ

of the compositions and soloists.

Eddle Harris. Vee Jay 3016-Local tenor saxist from Chicago, Eddie Harris, makes his first record here. Unusual material included is a six and one half minute version formidable and represents possibly her best singing on disks. The quality of this pernice reading. A perky rhythm section accompanies the tenor man who is styled a this an especially interesting vocal recordbit in the Stan Getz mold.

C&W LP'S

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

\*\*\* FIVE STRING BANJO JAMBOREE SPECTACULAR (2-12")

Various Artists. Starday SLP 136-This is a first-rate album for true country fans for the special price of \$5.98. It contains two LP's featuring traditional mountain style recordings by names such as the Stanley Brothers, Bill Clifton, Jim Eanes, Lonnie Irving, Stringbean and his Banjo, Buzz Busby, the Country Gentlemen and many others. Fach recording features banjo picking, played in the old time style on the five string banjo. There are complete instrumentals and songs of tragedy and romance, to make for a truly interesting musical package. Country folk fans, whether in big cities or small, should enjoy this extensive collection of Americana. There are 32 selections in the two-LP package.

R&B LP'S

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

\*\*\* PINEY WOOD BLUES

Big Joe Williams and his Nine-String Guitar. Delmar DL 602-Big Joe Williams sings a variety of folk blues of his own composition and others by Sonny Boy Williamson, Blind Lemon Jefferson and Sleepy John Estes. Besides accompanying himself on guitar, the singer has J. D. Short playing harmonica and guitar in support. Williams also tells a few memories on one of the tracks. His style, so well known to many, is excellently portrayed here.

CLASSICAL LP'S

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

\*\*\* ALBENIZ: IBERIA TURINA: DANZAS FANTASTICAS

L'Orchestre De La Suisse Romande (Ansermet). London CS 6194 (Stereo & Monaural)-A fine performance here of the familiar "Iberia" by Albeniz should make this album a good, long haul seller for dealers with classical departments. L'Orchestre De La Suisse Romande, under Ernest Ansermet, performs the work with vigor, and handles the light "Danzas Fantasticas," with warmth and excitement. Attractive cover adds interest.

#### LOW PRICED CLASSICAL \*\*\*

\*\*\* TCHAIKOVSKY: 1812 OVER-

Parliament PLP 145-Besides doing a fine performance of the Tchaikovsky work the European recording symphony on this disk dors an even stronger job on the Brahms "Tragic Overture." Smetana's "Bartered Bride Overture" rounds out the program. The three war horses should make good lowprice classical fare.

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

\*\*\* IBERT: DIVERTISSEMENT SAINT SAENS: DANSE MACABRE (OP. 40); BIZET: JEUX D'ENFANTS SAINT SAENS: LE ROUET D'OMPHALE (OP.

Paris Conservatoire Orchestra (Martinon). London CS 6200 (Stereo & Monaural)-This collection of short and familiar musical compositions should be of interest to new collectors, or to those who do not have these pieces available in stereo. They are played satisfactorily by the Paris Conservatoire Orchestra and the recording itself is first-rate. Excellent cover art should add to the salability of the set.

\*\*\* TERESA BERGANZA: ARIAS OF THE 18TH CENTURY

Orchestra of the Royal Opera House (Gibson). London OS 25225 (Stereo & Monaural)-Lovely soprano arias by Gluck, Cherubini, Pergolesi, Paisiello and Handel are sung with emotion, power and accuracy by Teresa Berganza. Her vocal display is

ing.

George Malcom (Harpsichord), London CS 6197 (Stereo & Monaural)-Harpsichordist George Malcolm performs four important Bach works with masterly skill and musicianship. The selections include the "Chromatic Fantasia and Fugue in D Minor," the "Italian Concerto," the "Toccata in D Major," and the "French Suite No. 5." As difficult as the harpsichord is to record, it is captured with fine fidelity here, even though the stereo recording adds little to the solo instrument. Set should be of serious interest to Bach followers.

\*\*\* BACH: HARPSICHORD RECITAL

\*\*\* HANDEL: GREAT TENOR ARIAS Orchestra of the Royal Opera House, Convent Garden (Boult), London OS 25234 (Stereo & Monaural) - Altho primarily known as a singer of Irish and Scotch songs, tenor Kenneth McKeller shows that his is capable of a far more serious repertory. His voice does full justice to a group of Handel's arias from "Xerxes," "Acis and Galatea," "Ptolemy," "Jeptha," "Semela," "Judas Maccabaeus" and "Messiah." Buyers of classical vocal disks should be shown this one and informed that McKellar will record a new version of "Messiah" soon with soprano star Joan Sutherland.

#### LOW PRICED CLASSICAL

\*\*\* PIANO RECITAL (CHOPIN)

Halina Czerny-Stefanska, Supraphon SUA 10012-Altho not currently represented in the catalog here, this Polish woman is an exceptionally fine planist and her interpretation of Chopin is sensitive and musicianly. Her program consists of six mazurkas, a waltz, two preludes and two polonaises, one of which is unfamiliar. Connoisseurs of keyboard music will be interested in the U. S. debut disk, an import from Czechoslovakia.

(Continued on page 28)



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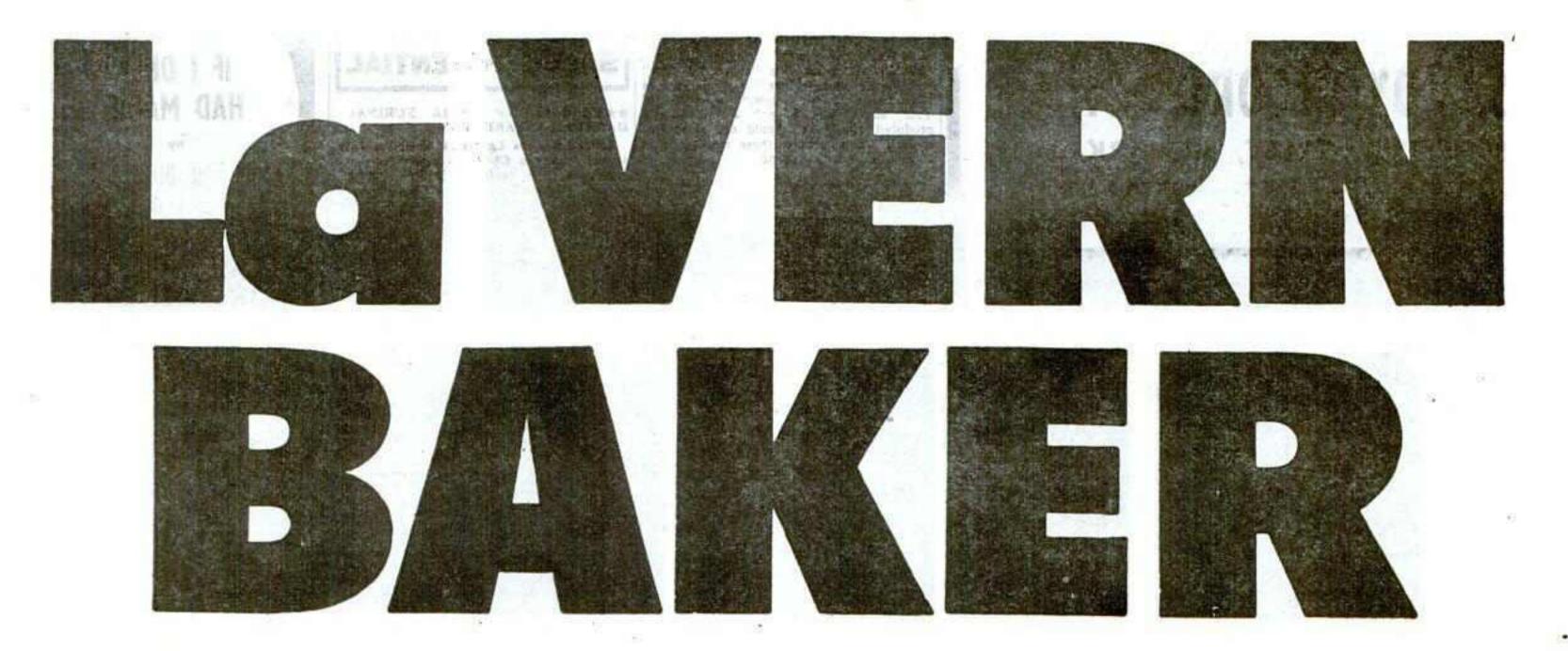
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2099

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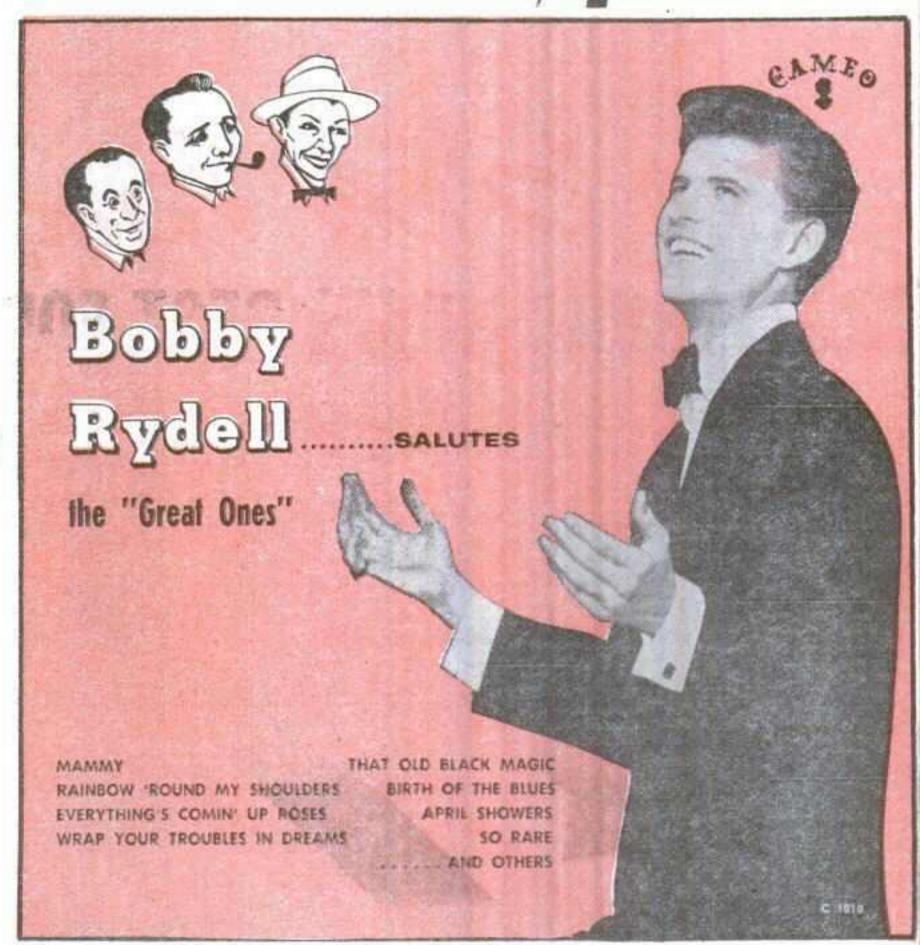
ATELANTIC RECORDS

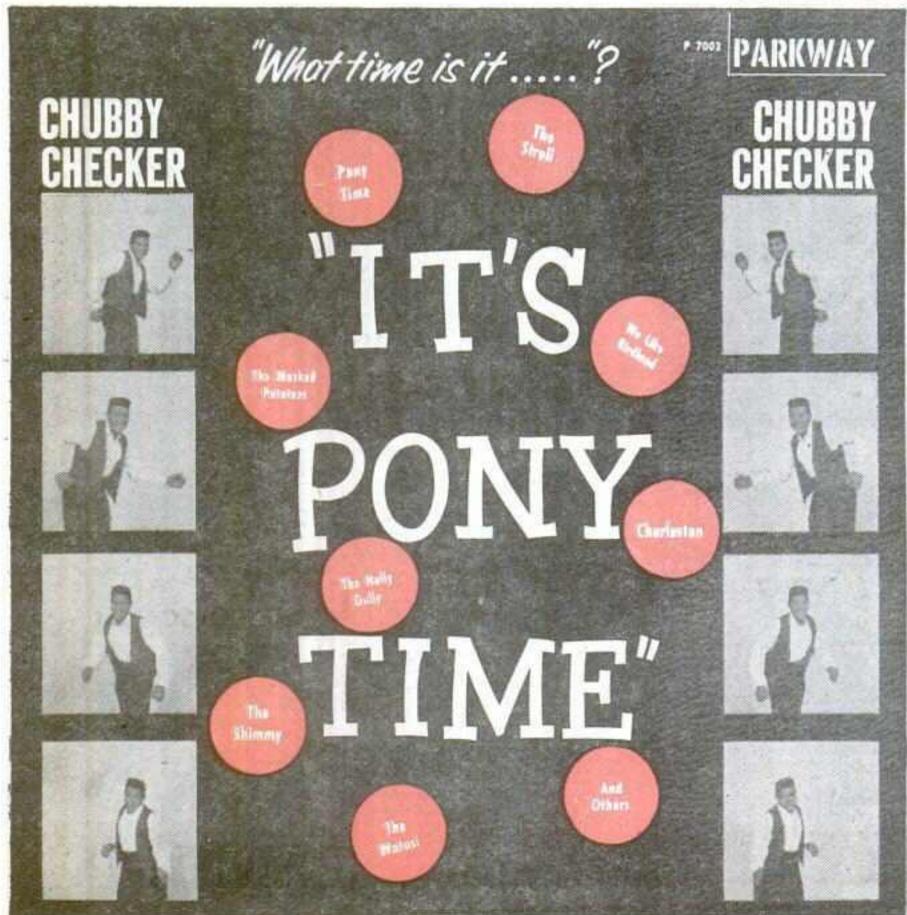
THE HOTTEST INDEPENDENT IN THE COUNTRY GAME OF

Booky And Many

(His Greatest Yet!)
FOR ALL AGES
TEENS & ADULTS

All Time Standards In Today's Sound STEREO SC-1010 MONO C-1010





Checker

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12 Rockin' Sensations

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P-7003

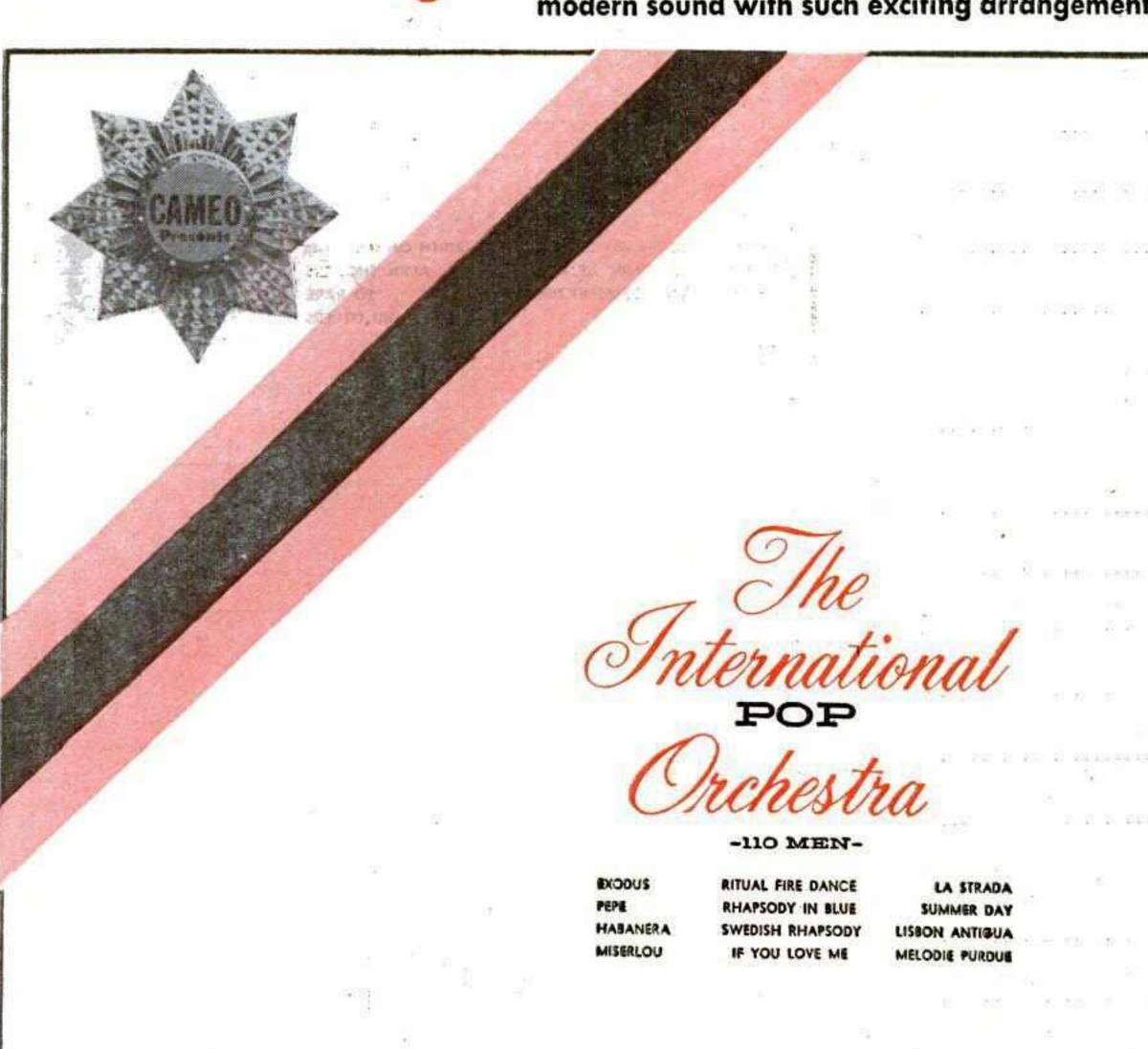
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THE HOTTEST INDEPENDENT IN THE COUNTRY

# For Steer (Banifornies)

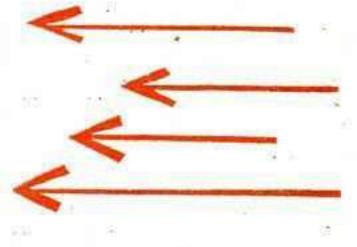
# PROGRAMING AT ITS BEST FOR ALL TYPES OF STATIONS

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MONO C-2001

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STEREO SC-2001

\$5.98

C-2001

#### THE NATION'S TOP TUNES HOROR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING APRIL 9

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 Las Week Wo	rek Tune Composer-Publisher Chart
<u>.</u>	By Rodgers-Hart-Published by Robbins (ASCAP)
② 3	By Lordan—Published by Regent (BMI)
3 1	SURRENDER
<b>4</b> 2	PONY TIME
<b>5</b> 4	WHEELS By Torres-Stephens—Published by Dundee (BMI)
6 9	DON'T WORRY (LIKE ALL THE OTHER TIMES)
① 1	DEDICATED TO THE ONE I LOVE
<b>(1)</b> 6	WHERE THE BOYS ARE
<b>3</b> 15	ASIA MINOR 2  By J. Wisner—Published by Barbrob (ASCAP)
10 12	THINK TWICE  By Joe Shapiro-Jimmy Williams-Clyde Otis—Published by Play (BMI)
(1) 20	BUT I DO
(12) 21	RUNAWAY
(13) 5	CALCUTTA  By Gaze-Bradtke—Published by Pincus-Symphony House (ASCAP)
14 14	WALK RIGHT BACK
(IS) 17	ON THE REBOUND
16 10	EBONY EYES
① <sup>11</sup>	GEE WHIZ (LOOK AT HIS EYES)
(B) 13	EXODUS By Gold—Published by Chappell (ASCAP) 18 THE EXODUS SONG (This Land is Mine) By Gold-Pat Boone—Published by Chappell (ASCAP)
(19) 18	SPANISH HARLEM
<b>(20)</b> 27	PLEASE LOVE ME FOREVER
(21) 30	BABY BLUE
<u> </u>	By Allan Toussaint—Published by Minit (BMI)
23 -	ONE HUNDRED POUNDS OF CLAY
24 24	TAKE 600D CARE OF HER
<b>25</b> 26	
<u> 26</u> –	ONE MINT JULEP  By Rudolph Toombs—Published by Progressive & Regent (BMI)
27 16	LAZY RIVER
28 -	TONIGHT, MY LOVE, TONIGHT
<u> </u>	I'VE TOLD EVERY LITTLE STAR
<u></u>	DIFACE TELL ME WHY

ECORDINGS AVAILABLE

st Selling Record Listed in Bold Face)

- BLUE MOON-Bel-Aire Girls, Everest 19333; Tony Bennett, Col 41298; Jimmy Bowen, Roulette 4102; Classics, Promo 1010; Buck Clayton/M. Morris Trio, Okeh 6968; Sam Cooke, Keen 86101; Emances, Josie 801; Julie London, Liberty 55157; Marcels, Colpix 186; Naturals, Hunt 425; Elvis Presley, Vic 0613; Jimmy Smith, Blue Note 1685; Dante Varela, Kem 2719.
- APACHE Jorgen Ingmann, Atco 6184; Sonny James, Vic 7858; Shadows, ABC-Paramount 10138.
- SURRENDER Elvis Presley, Vic
- PONY TIME Chubby Checker, Parkway 818; Don Corvay & the Goodtimers, Arnold 1002; Twi-Lites, King 5461.
- WHEELS-Johnny Duncan, Leader 814; Johnnie Stavin, Yale 250; String-A-Longs, Warwick 603; Billy Vaughn, Dot 16174.
- DON'T WORRY (LIKE ALL THE OTHER TIMES)-Tony Martin, Dot 16181; Marty Robbins, Col 41922.
- DEDICATED TO THE ONE I LOVE-Five Royales, King 5453; June and Joy, Dot 16134; Shirelles, Scepter 1203.
- WHERE THE BOYS ARE-Connie Francis, MGM 12791.
- ASIA MINOR Kokomo, Felsted 8612; Johnny Maddox, Dot 16185;
- THINK TWICE Brook Benton, Mer 71774.
- BUT I DO Clarence (Frogman) Henry, Argo 5378.
- RUNAWAY-Del Shannon, Big Top
- . CALCUTTA Four Preps. Cap 4508; Werner Muller, Dec 31189; Vico Torriani, London 1965; Valiants, Col 41931; Lawrence Welk, Dot 16161.
- WALK RIGHT BACK Everly Brothers, Warner Bros. 5199.
- ON THE REBOUND Floyd Cramer, Vic 7840.
- EBONY EYES-Everly Brothers, Warner Bros. 5199.
- GEE WHIZ (LOOK AT HIS EYES) -Carla Thomas, Atlantic 2086.
- EXODUS-Pat Boone, Dot 16176; Ferrante and Teicher, United Artists 274; Legends, Col 41949; Mantovani, London 1953; Medallion Strings, Medallion 602.
- . SPANISH HARLEM-Ben E. King, Atco 6185.
- PLEASE LOVE ME FOREVER-Cathy Jean and Roomates, Valmor 007; Sunny Gale, Warwick 626.
- BABY BLUE-Echoes, Segway 103; Goldie Hill, Dec 31172.
- MOTHER-IN-LAW-Erple K. Doe, Minit 623.
- ONE HUNDRED POUNDS OF CLAY-Gene McDaniels, Liberty
- TAKE GOOD CARE OF HER-Adam Wade, Coed 546.
- . MODEL GIRL Johnny Mastro, Coed 545.
- ONE MINT JULEP-Chet Atkins, Vic 47; Ray Charles, Impulse 200; Clovers, Atlantic 963 & United Artists 209; Buddy Morrow, Mer 30042 & Vic 0205; Mac Wiseman, Dot 15497 & 16045.
- . LAZY RIVER-Rex Allen, Vista F341; Floyd Cramer, Vic 7840; Bobby Darin, Ateo 6188; Leon Eason, Blue Note 1745; Lee Heisel, Set In Order 1109; Jack Lidstrom, World Pacific Records 645; Mills Brothers, Dec 25046 and 28458; Mulcays, Dot 15837; Roberta Sher-Wood/J. Pleis Ork, Dec. 29911; Squareabouts, Set In Order 2112; Sundowners Band, Windsor 7611.
- . TONIGHT, MY LOVE, TONIGHT -Paul Anka, ABC-Paramount 10194.
- . I'VE TOLD EVERY LITTLE STAR -Bing Crosby, Dec 23679; Robert Maxwell, MGM 12546; Linda Scott, Canadian-American 123.
- 30. PLEASE TELL ME WHY-Jackie Wilson, Brunswick 55208.

#### Reviews and Ratings of **New Albums**

Continued from page 24

#### SPECIALTY LP'S

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

#### LATIN AMERICAN

\*\*\* PACHANGA CON CHA CHA

Randy Carlos and his Orchestra. Flesta FLP 1313-The pachanga has turned into a hot dance in the New York area and here is an album with authentic pachangas, as well as cha chas, played in solid fashion by the Randy Carolos ork. The set should interest the dancers who dig the scene at the Palladium Ballroom in New York as well as other areas where the dances have taken hold. There are six pachangas and four cha chas in the set, and it is well recorded.

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

\*\*\* CHARANGA BY THE SUBLIME ORCHESTRA

Panart LP 2033-The charanga rhythm gets wide, varied and swinging interpretations on this album by the Sublime ork. A trio of voices sings the lyrics on a number of the tracks and there is propulsive flute work. Effective use is also made of a small string section. Set should move in Latin neighborhoods experiencing excitement over the new dance rhythm.

\*\*\* CHARANGA

Cheo Belen and Pulg and his Charanga Orchestra. Flesta FLP 1307-Another entry in the current charanga sweepstakes, the Roger King Mozian, MGM K12921. Puig ork is an acceptable if unexciting exponent. Their music consists of a reasonably good Latin mixture. The end product is danceable, but not especially interest ing for listening purposes.

\*\*\*CHARANGAS!

The Almendra Charanga Band, Panart LP 2067-Apart from its less than sensational vocals, the Almendra band turns in a fair job on a collection of Latin tunes played Charanga style-without brass and with emphasis on flute and strings. The net result is a danceable collection, altho the titles are not especially strong in stimulating

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

#### SPECIALTY

\*\*\* SOUNDS-FUNNY

Earle Doud. Epic BN 898 (Stereo)-A different approach to a stereo sound demonstrator, this disk contains 21 sound gags that employ the use of two speakers. Some are pretty funny, while others should have appeal to youngsters who like their humor broad and simple. However, all provide stereo sound effects opportunities of various types. Earle Doud, who wrote the material, also performs it satisfactorily. A possible humorous stereo demo disk for dealers.

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

\*\*\* STEAM POWER ALONG THE CHICAGO AND NORTH WESTERN RAILWAY

Cuca EX 2466-This is not merely a disk for sound fans. Many ordinary folk will be happy to hear it; for in its grooves are the nostalgic sounds of the steam locomotivethunderous and echoing. The tapes were made in 1955, when the roads in question still had not converted to other power. The liner contains interesting notes.

BOBBY FARE

\*\* Big Jimmy, Little Jack and Nellie-KAPP 379-On this side the chanter comes through with a Coaster's-like reading of a driver about a tough cat, a little cat and a girl they both like. Interesting waxing that could grab coins. (Little Darlin, BMI) (2:15)

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

\*\*\* LIGHTIN' IN NEW YORK Sam Lightnin' Hopkins, Candid 8010-This is an in-depth musical portrait of Lightnin' Hopkins, not as a popular blues singer, which he has been for many years, but as a serious singer of serious songs.

They happen to be blues, of course, but on this recording Hopkins gets a chance to perform his songs with a depth and meaning that has not always been his lot on records. His voice is not what it once was, but he has retained an ability to convey in his blues and via his guitar and piano work, some very touching, and moving vocals, as well as wry humor. Tunes include "Mighty Crazy," "The Trouble Blues," "Wonder Why" and "Lightnin' Piano Boogie." Good wax for collectors and students of folk blues.

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

#### RELIGIOUS

\*\*\* GREGORIAN CHANTS-GOOD FRIDAY

GREGORIAN CHANTS-SEPTUAGESIMA MASS

Choir of the Monks of the Abbey Saint Pierre De Solesmes (Gajard). London OS 25229 (Stereo & Monaural)-Of the dozens of disks of Gregorian chant currently available, these seem to be the first in stereo. These two disks are sold separately, but both feature the same choir, one with a lovely tone and obvious sincerity. Restrained in many portions to the point of almost lacking emotion, it leaves a feeling of placid faith and devotion. These disks are both excellent examples of Gregorian chant, aided in reproduction by stereo.

#### INTERNATIONAL

\*\*\* I REMEMBER DENMARK

Flesta FLP 1308-Good, listenable performances of a collection of Danish marches, and polkas by a number of Denmark's outstanding orks and bands. They include the Danish State Radio Light Orchestra, the Royal Symphony Orchestra of Copenhagen, and Teddy Peterson and his ork. Songs are well played and well recorded and should interest international music fans.

\*\*\* I REMEMBER ITALY VOL. 3 Various Artists. Fiesta FLP 1306-Many

so-called Italian albums are more synthetic than real, but this new set is authentic. It contains a collection of Italian pop hits, sung by fairly well known artists, including Nuccia Bonglovanni, Paolo Sardisco, Fiorella Bini and Adriano Valle. Tunes include "Roma Belle," "Sono Contento" and "Cuore Monello," Good item for aficionados of Italian music, as well as sentimental tourists.

\*\* I REMEMBER HAMBURG

Fiesta FLP 1300-These songs all are associated with the city of Hamburg, and most of them are lively and humorous, while a few are sentimental and proud in singing the praises of the city. The performances are quite appropriate to the music, with solo singers and choruses assistin- the instrumentalists. In all, it's a catchy collection that will be well received in German communities.

\*\*\* I REMEMBER MUNICH

Flesta FLP 1304 - Novelties, gallops marches and polkas are the main fare, played with lusty musical good humor. Aptly subtitled "German Beer Hall Music," it should have broad popular appeal to almost anyone exposed to its boisterous spirits.

#### LIMITED SALES POTENTIAL

#### POPULAR

FORTY MINUTES OF LOVE Johnny Taylor and Jo Ann Winston. PREMIUM P 307.

#### RELIGIOUS

MUSIC OF THE CHURCH OF GOD Anderson College Choir (Stanley). Word WST 8063. (Stereo & Monaural).

CZECH FOLK SONGS AND DANCES Czech National Radio Folk Ensembles of Prague. BRUNO BR 50166.

#### INTERNATIONAL

CASCADA DE CUERDAS Arturo Romero y Sus Violines Magicas Villafontana. ORFEON LP 12-127. RICORDI d' ITALIA Giorgio Corradini. Vesuvius LP 1305.

#### LOW PRICED CEMI CI ACCICAL

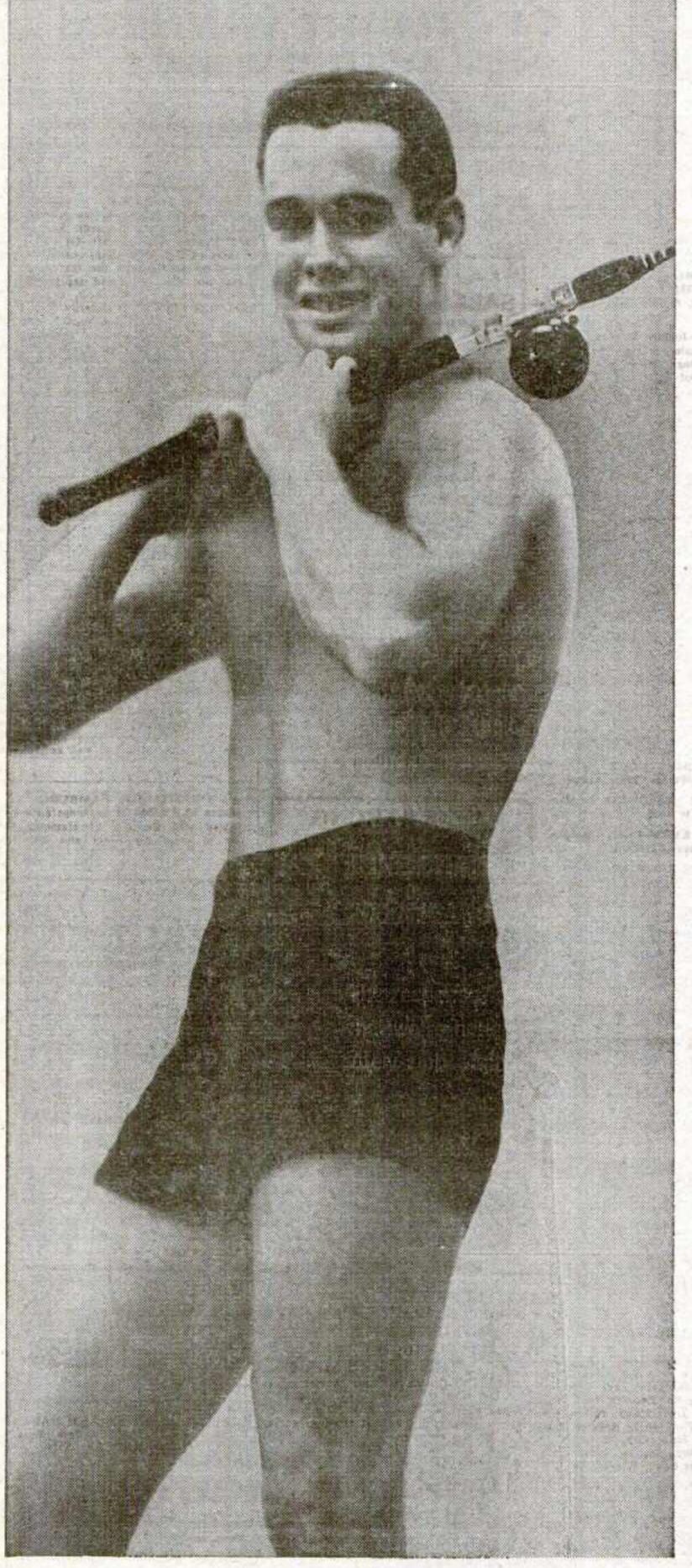
ORCHESTRAL SWEETS Parliament PLP 140.

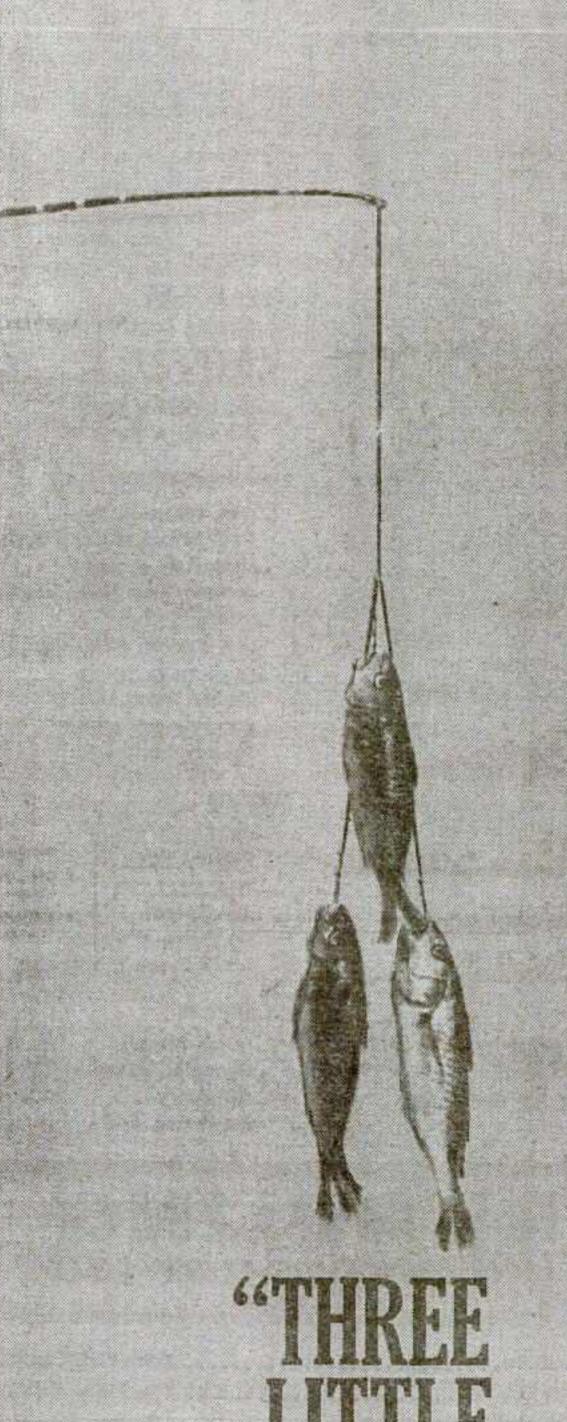
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By Joyce Lee-Published by Lena (SESAC)

# BUZZ CLIFFORD THE BIG CATCH OF THE YEAR





B/W "SIMPLY BECAUSE" 4-41979 ALSO AVAILABLE ON SINGLE 3833

AND WE GOT EM ON COLUMBIA RECORDS 12

# SINGLES PROGRAMMING & BUYING GUIDE

# MARKET BREAKOUTS

#### NEW YORK

- -FUNNY Maxine Brown, Nomar
- -LIKE LONG HAIR Paul Revere and the Raiders, Gardena
- -I'M IN THE MOOD FOR LOVE Chimes, Tag
- -WHAT'D I SAY Jerry Lee Lewis, Sun

#### CHICAGO

- -BUMBLE BOOGIE B. Bumble and the Stingers, Rendezvous
- -I'M IN THE MOOD FOR LOVE Chimes, Tag
- -LIKE LONG HAIR Paul Revere and the Raiders, Gardena
- -THE WATER WAS RED Johnny Cymbal, MGM
- -WHAT'D I SAY Jerry Lee Lewis, Sun

#### LOS ANGELES

- -LITTLE PEDRO Olympics, Arvee
- -FOOLIN' AROUND **Buck Owens, Capitol**
- -FUNNY Maxine Brown, Nomar
- -I'M IN THE MOOD FOR LOVE Chimes, Tag
- -LITTLE TURTLE DOVE Otis Williams and the Charms, King

#### DETROIT

- -BUMBLE BOOGIE B. Bumble and the Stingers, Rendezvous
- -COME ALONG Maurice Williams, Herald
- -Scottish Soldier Andy Stewart, Warwick

#### PHILADELPHIA

- -EVERYBODY'S DOIN' THE PONY Fay Simmons, Senca
- -I'M IN THE MOOD FOR LOVE Chimes, Tag

-VERY THOUGHT OF YOU Little Willie John, King

#### BOSTON

- -SLEEPY-EYED JOHN Johnny Horton, Columbia
- -I TOLD YOU SO Jimmy Jones, Cub

#### CLEVELAND

- -LIKE LONG HAIR Paul Revere and the Raiders, Gardena
- -BRASS BUTTONS String-A-Longs, Warwick
- -SEVENTEEN Frankie Ford, Imperial
- -MERRY-GO-ROUND Mary Johnson, United Artists
- -CALIFORNIA SUN Joe Jones, Roulette

#### BALTIMORE-WASHINGTON

- -LIKE LONG HAIR Paul Revere and the Raiders, Gardena
- -WELCOME HOME Sammy Kaye Ork, Decca
- -THE BLIZZARD
- Jim Reeves, RCA Victor -LING TING TONG Buddy Knox, Liberty
- -SLEEPY-EYED JOHN Johnny Horton, Columbia

#### BUFFALO

- -WELCOME HOME Sammy Kaye Ork, Decca
- -THE BLIZZARD Jim Reeves, RCA Victor
- -SCOTTISH SOLDIER Andy Stewart, Warwick

.... Brothers Four, Columbia 41958

#### PITTSBURGH

- -LITTLE PEDRO Olympics, Arvee
- -KOKOMO Flamingos, End

#### BUBBLING **UNDER THE HOT 100**

1. MILORD Edith Piaf, Capital 4493	
2. CANADIAN SUNSET Etta Jones, Prestige 191	
3. CONTINENTAL WALK	
4. AFRICAN WALK	
5. GIDGET GOES HAWAIIAN	
6. EXODUS Eddie Harris, Vee Jay 378	
7. THE CHARANGA 545	
8. THE WATER WAS REDJohnny Cymbal, MGM 12978	
9. LITTLE GIRL, LITTLE BOY	
10. EVERYBODY'S DOIN' THE PONYFay Simmons, Senca 125	
11. I'LL JUST HAVE ANOTHER CUP OF COFFEE Claude Gray, Mercury 71732	
12. YOUR GOODNIGHT KISSGuy Mitchell, Columbia 41970	
13. ARE YOU SURE?	
14. LA PACHANGA Audrey Arno and the Hazy Osterwald	
Sextet, Decca 31238	
15. SWEETHEARTS ON PARADEEtta Jones, King 5443	
16. BOUNTY HUNTER	
17. A CITY GIRL STOLE MY COUNTRY BOY Patti Page, Mercury 71792	-

**REVIEWS OF** 

#### THIS WEEK'S SINGLES

The pick of the new releases:



Strongest sales potential of all records reviewed this week.

LA VERN BAKER



SAVED (Progressive-Trio, BMI) (2:37) - DON JUAN (Progressive-Trio, BMI) (2:20)—This should be a smash dual-market hit for the canary. "Saved" is a driving gospel item with sock lyric, an exciting beat, and a solid showmanly vocal. The flip is a bright ditty with good lyrics.

Both sides (produced by Leiber and Stoller) are strong,
but "Saved" has a definite edge.

Atlantic 2099

ANDY WILLIAMS



THE BILBAO SONG (Harms, ASCAP) (2:09)—HOW WONDERFUL TO KNOW (Leeds, ASCAP) (2:15)—The wonderful old Kurt Weill tune, "The Bilbao Song"—with English lyrics by Johnny Mercer—is sung with infectious verve and charm by Williams. It's the first vocal version and should grab off plenty of play. Flip is a lyrical ballad with lush backing and a tender warbling job. Both sides have solid potential.

FREDDY CANNON



BUZZ BUZZ A-DIDDLE-IT (Conley, ASCAP) (2:29)— OPPORTUNITY (Cannon Point, BMI) (2:10)—Cannon is in sock vocal form on both sides of this platter. "Buzz Buzz A-Diddle-It" is a swinging novelty-rhythm item with effective banjo work on the backing. Flip, similar in mood and tempo to Lloyd Price's old "Personality" hit, has a fine rocking beat.

TAB HUNTER



WILD SIDE OF LIFE (Travis, BMI) (2:20) - Hank Thompson's country hit of a few years ago gets a feelingful performance by the movie star. Simple backing and spoken sections make it highly listenable. Flip is "My Devotion" (Joy, ASCAP) (2:28).

THE FLEETWOODS



TRAGEDY (Bluff City, BMI) (2:40)—Lead singer comes through with a gentle ballad on the lost-love theme. The fine work of the rest of the group in support and excellent ork effects make this a strong item. Flip is "Little Miss Sad One" (Camarillo, BMI) (2:40).

FRANK GARI



LULLABY OF LOVE (Harvest-Recherche, ASCAP) (2:10)—Gari has a strong item here for a follow-up to his "Utopia" smash. He does a whale of a job on the uptempo novelty with good teen lyrics. Side should move. Flip is "Tonight Is Our Last Night" (Harvest-Recherche, ASCAP) (2:02). Crusade 1021

DAMITA JO



DO WHAT YOU WANT (Benjamin, ASCAP) (2:20)-Damita Jo has a very happy song here and she sells it with spirit aided by a fine arrangement and strong choral work. Flip is "Sweet Georgia Brown" (Remick, ASCAP) Mercury 71793

JOE BARRY



I'M A FOOL TO CARE (Peer, BMI)—The old tune is handed a first-rate reading here by Joe Barry and the side could make it both pop and r.&b. Backing is mighty strong, too. Flip is "I Got a Feeling" (Flat Town-Crazy Cajun, BMI).

Country & Western \_\_\_\_\_

HANK SNOW



BEGGAR TO A KING (Starrite, BMI) (2:45)—Here's an attractive ballad warbled with feeling and care by Hank Snow over good support. Could be big. Flip is "Poor Little Jimmie" (Arc, BMI) (2:14). RCA Victor 7869

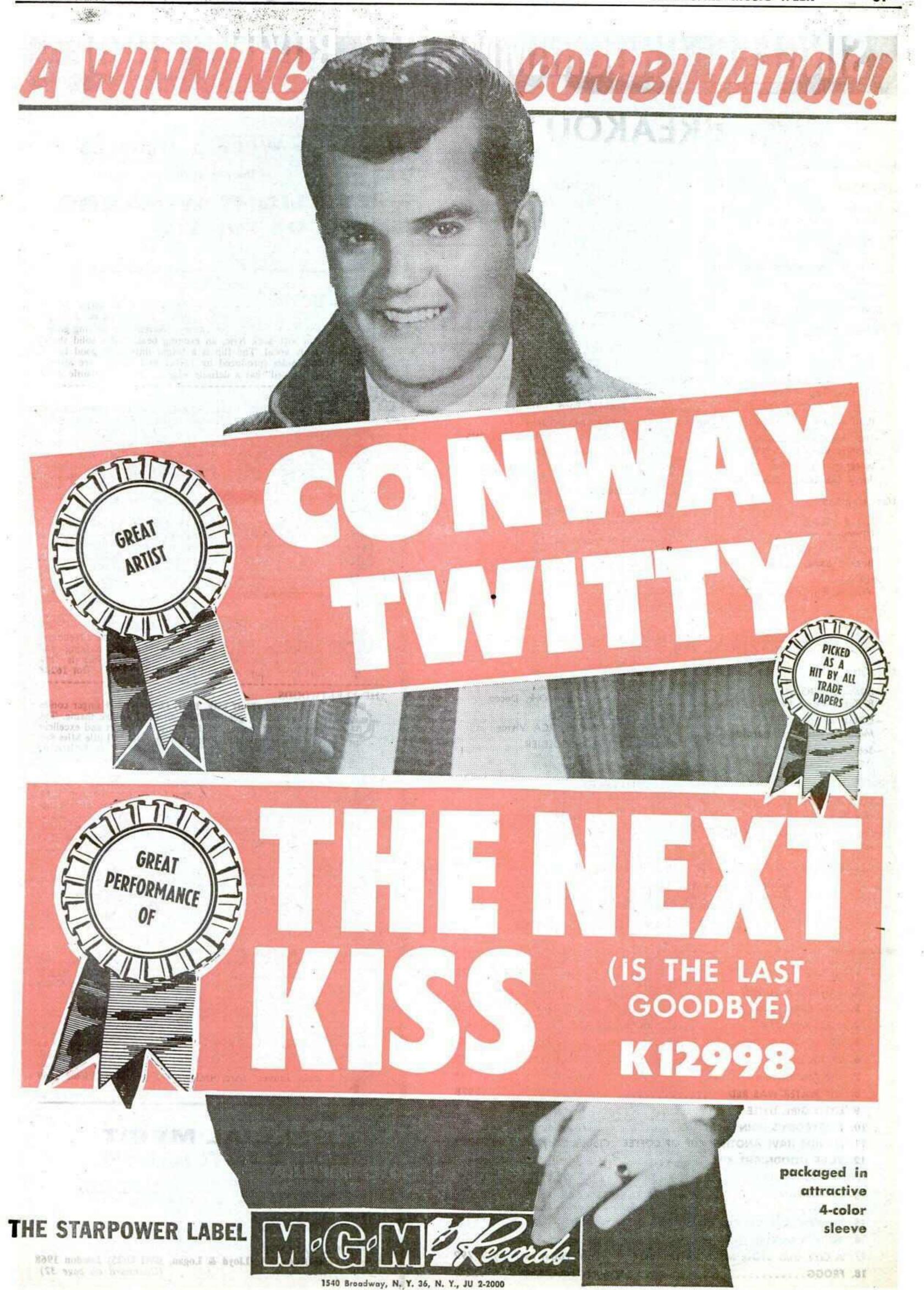


The following records have been picked for outstanding merit in their various categories because, in the opinion of The Billboard Music Staff, they deserve exposure.

Pop Disk Jockey Programming -

CATERINA VALENTE

\*\*\* PERSONALITA (Lloyd & Logan, BMI (2:25) London 1968 (Continued on page 32)



is a series a constant

#### Reviews and Ratings of New Records

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

#### Continued from page 30

#### CATERINA VALENTE

★ + ★★ Personalita — LONDON 1968— Here's the well-known hit by Lloyd Price, turned out in Italian by the swinging thrush. The gal gives this one a fine outing with help from the chorus. This can garner plenty of jockey action. (Lloyd & Logan, BMI) (2:35)

\*\*\* Suco Suco-A samba done up in colorful style by Senorita Valente, Good arrangement and thrushing and this side, too, can pull play. (Maxwell, BMI) (2:10)

#### THE DELLS

\*\*\* Hold On to What You've Got-VEEJAY 376-With the lead singer making a bit like Ray Charles, the group swings right into this bouncy rhythm tune. Small combo assists. (Conrad, BMI) (2:12)

★★★★ Swingin' Teens-Against an infectious rhythm figure the boys tell of the swinging teens from New Orleans, (Conrad, BMI) (2:15)

#### JAMIE COE

\*\*\* Two Dozen and a Half-ABC-PARAMOUNT 10203-Jamie Coe turns in a swinging, rocking reading of a tale about a lad who can't remember what to buy at the grocery store as he can't keep his mind off the girls. Tune, which was out a while back, is a good one and disk could take off. (Music Development, BMI) (2:08)

\*\*\* I'm Getting Married-The chanter explains that he's mighty happy about his coming marriage, on this bright disking that features a good vocal and backing by the ork. Two sides worth watching. (Trinity, BMI) (2:30)

#### THE STROLLERS

\*\*\* Come On Over-CARLTON 546-An exuberant vocal by the lead singer and group on a bouncy r.&r. ditty. This, too, merits attention. (David Jones, BMI) (2:29)

\*\*\* There's No One But You-Plaintive reading by the lead warbler and group on an emotion-packed rockaballad. Side has a chance. (Shapiro-Bernstein, ASCAP) (2:31)

#### KENNY MILLER

\*\*\* Teen-Age Bill of Rights - IM-PERIAL 5740-Clever piece of material with good performance by country-styled Miller and femme chorus. Spinnable wax for (2:00)

\*\*\* Spring Vacation - Peasant teenstyled vocal on an appealing ditty with cute chirping by femme chorus. (Lar-Bell, BMI)

#### BOB BECKHAM

\*\*\* Like a Fool - DECCA 31239-Bright pop strings on this side give just the right background to Beckham's moving singing on this Latin-touched ballad, (Travis, BMI) (2:23)

\*\*\* Forget It-Gentle ballad gets a fine, soft vocal by the boy. Interesting use of strings and vocal chorus embellish the background, (Leeds, ASCAP)

#### BILL DOGGETT

\*\*\* Pony Walk - WARNER BROS. 5209-The swingin' Doggett group turns out a sharp and danceable instrumental blues. Features organ and the big band with good honking horn. Side has a chance. (Sylvia, BMI) (2:12)

\*\* Let's Do the Continental-A blues instrumental by Doggett in medium-rock tempo. Kids will find this mighty danceable. (Islip, BMI) (2:48)

#### BERNADETTE AND HER SWINGIN' BEARS

\*\*\* Crazy Yogi-BEACH 1001-Another of the rocking tunes patterned on the "Yogi Bear" theme. Besides the gal's singing there's a jumping group and a deepvoiced "Yoki" who makes a comment or two. Interesting effort is worth a whirl.

\*\* When You're Dancing With Me-The young lass does a nice job swinging punching. This has a chance. (Frank, \*\* Signs of Love-The singer does a this rocker, Also manages to name a large ASCAP) (2:45) number of teen dances. (2:00)

#### BERNIE LAWRENCE

COMING.

**BROADWAY'S** 

**BIGGEST YET** 

\*\*\* Day Time, Night Time-WAR-NER BROS. 5216-Disk picked up by the label features a first-rate vocal by Lawrence on a bright ballad that has a neat, swingy quality, and a femme chorus to add some answers. Side could take off. (Anax, BMI) (2:15)

\*\* Stay Out of My Dreams-On this side the chanter sells a listenable ballad with verve, again aided by a gal's chorus and a jocks with young audiences. (Travis, BMI) pleasant big band arrangement. Flip is stronger. (Anax, BMI) (2:36)

#### attractive vocal performance by Wynter on a teen-appeal tune. Merits exposure. British chanter has a salable sound. (Shapiro-Bernstein, ASCAP) (2:10)

\*\*\* My Baby Loves His Guitar-DOT

novelty, on which she shows off a good

stylo and a way with a song. Watch this

\*\* After My Laughter Came Tears-

Here's a clear and straightforward reading

of the pretty ballad supported nicely by

the ork. A side worth spins. (Bernstein,

\*\*\* Dream Girl-LONDON 1973-An

\*\*\* Two Little Girls-Wistful chanting by Wynter on a pretty ballad. Choral and strings backing is bright. (Marlyn, ASCAP)

#### JACK JONES

ASCAP) (2:24)

MARK WYNTER

AMANDA THIGPEN

one. (Roosevelt, BMI) (2:23)

\*\*\* She's My Darling, She's My Heart -KAPP 380-Catchy hand-clapping ditty sung with showmanship and style by Jones. Merits spins. (Garland, ASCAP) (2:37)

\*\* Rig Time - Jones talk-sings effectively on a bluesy theme with swingy backing. (Peter Maurice, ASCAP) (2:19)

#### GARY CLARKE

\*\*\* Green Ginger - RCA VICTOR 7870-Quick-paced ranchera on this side gets a lively reading from the boy over rollicking support. (Roncom, ASCAP) (2:18)

#### RICK ROMAN

\*\*\* Don't Tell Me Why-EPIC 9442-Slow ballad with something of a country feel gets a pretty reading from Roman. Nice ork work here. (Bourne, ASCAP) (3:03)

\*\*\* Just for Me-The boy does a fine job on this peppy tune. Effective vocal chorus and bright ork all add to the luster of the side. (Wood, ASCAP) (1:44)

#### FRED ELLIS

\*\*\* Unchained Melody - CORAL 62264-Al Hibbler's hit of some years back gets a strong reading from the boy here. the backing. (Pamco, BMI) (2:10) The tempo is quicker and the backing

\*\*\* Tammy-Ellis soars into the lyric of this rockaballad reading which was Debbie Reynolds' hit of some years ago, (Northern, ASCAP) (2:13)

#### THE DEL VIKINGS

\*\*\* Bring Back Your Heart-ABC-PARAMOUNT 10208-Lead singer gets out front neatly on this fine Latin-tinged ballad. He does a moving job on the tune while the group fills in appropriately, (Atlantic, BMI) (2:58)

\*\*\* I'll Never Stop Crying-The tune is a slow ballad with an effective lead job, Incidental comments from the bass a la the Ink Spots, add interest. (Saratoga, BMI) (2:15)

#### THE GRASSHOPPERS

\*\*\* Bubble Gum-KAPP 376-A firstrate hunk of material receives a happy perinstrumental effort. Watch this one. (Starfire-Flaka, BMI) (2:25)

\*\*\* Tammy-Here's an upbeat instrumental version of the hit of a few years ago played with a lilt by the combo. Good item for jocks and bandstand shows. (Northern, ASCAP) (1:59)

#### CHRIS KENNER

\*\*\* I Like It Like That, Parts, I & II -INSTANT 3229-This is a bright record with a swinging shuffle beat and the boys handle it with verve as they explain that the name of the club is "I Like It Like That," It has an engaging rhythm and a chance to make it, especially Part I. The second part spots the band a little more. (Tune-Kel, BMI) (1:55)

#### THE BLUE DIAMONDS

\*\*\* Have I Told You Lately That I Love You-LONDON 1974-The blue Diamonds, the French singing group, handle the oldie with style here, singing it in English over very classy backing by the large string ork. Fine Jockey wax. (Duchess, BMI) (2:27)

\*\*\* I'm ' Forever Blowing Bubbles-On this side, too, the lads show off their English and their fine vocal harmonies on another standard, and the backing again is fresh and imaginative, Both sides should get spins and spins and spins. (Remick ASCAP) (2:15)

#### JOHNNY STEWART

\*\*\* Come On and Love Me-SHEL-LEY 128-Johnny Stewart comes through with a very good reading of a bright little novelty over snappy backing by the ork. He works mighty hard on the disk and it has a chance, (CGF-Claiborne, BMI) (2:07)

OSCAR BLACK \*\*\* I'm a Fool to Care-SAVOY 1600

16196-She can't get her baby alone without | is strong but the backing is routine. (Peer, his guitar, sings the thrush on this happy BMI)

> \*\* I Got a Feeling-The chanter comes through with a meaningful reading of a bluesy effort but again the backing is weak. (Flat Town-Crazy Chaun, BMI)

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

BILL ROBIN AND THE BLUE JAYS \*\* My Blue Heaven-MGM 12994-The oldie is wrapped up in attractive instrumental treatment with pleasant r.&r. flavor. (Leo Feist, ASCAP) (1:56)

\*\* Camel Walk-Infectious rhythm tune is handed catchy instrumental treatment. Good TV record hop disk. (Walmay-Rose, BMI) (2:03)

#### AL HART

\*\* The Hands You're Holding Now -MERCURY 71796-The fine Marty Robbins tune gets a sensitive reading from Hart. guitar in the accompanying combo also make the side effective. (Marty's BMI) (3:09)

\*\* There's a Place Called Paris-The boy, who has a bright voice, sings the praises of Paris-Kentucky, that is. Swinging band accompanies. (Shapiro, Bernstein, ASCAP) (1:59)

#### THE FOUR VOICES

\*\*\* Boobala - ABC PARAMOUNT 10202-The group is joined by a number of female voices for this Latin-touched novelty tune "Boobala" is the name the boy ealls his girl. (Iris-Trojan, BMI) (2:00)

\*\* This World We Live In-The four boys do a nice in-tune job on this fine Palms, BMI) (2:12) ballad. Side moves along easily on good rhythm and string performance. (Leeds, ASCAP) (2:48)

#### RANDY HOBBS

\*\*\* Toot-Sie Pop Baby-APT 25059-Medium tempo swinger on this side shows off the boy's voice in good style. Catchy rhythm figure and fem chorus embellish

slow rockaballad here with much feeling. Vocal chorus and combo assist. (Grant, BMI) (2:15)

#### JACK MELICK AND THE GAMBLERS \*\* Marie—CARLTON 544-Strange gui-

tar effects and good plane are the highlights of this unusual instrumental side. (Berlin, ASCAP) (2:15)

\*\* Honky Tonk Train-The fine old standard gets a thorough going over from BOB KAMES pianist Melick and his instrumental group. (Shapiro-Bernstein, ASCAP) (2:18)

#### BILLY WAYNE COMBO

\*\*\* Dooley Swings-CHRISTY 61150-Here's "Tom Dooley," back in a pounding rock instrumental version with twin horns featured. Listenable and terpable. (Marina, ASCAP) (1:36)

\*\* Nite Train to Wabash-A medium formance from the combo as they swing rockin' blues by the group. Twin horns away in Bill Black manner on this bubbly are featured in the instrumental. (Marina, ASCAP) (2:10)

#### THE CATERPILLARS

\*\* The Dead Sea—COLUMBIA 41982 -A wild side, in which a high, shricking voice intones the title words repeatedly, over the slow, instrumental backup. Side also features slurring, aliding horns. Good beat and different enough to create some interest. (Odin, ASCAP) (2:14)

\*\*\* Cosmos-Another instrumental with voices used in non-lyric work only. This one is in slow, slightly Latinized tempo and it's also listenable. (Odin, ASCAP) (1:52)

#### SWEETPEA JOHNSON

\*\* The Crawdad Scene - LIBERTY 55313-The traditional tune has Johnson swinging away on this side. The group behind him does a powerful rocking job and the vocal chorus sweeps and dips in the 1114-The blues get a nice reading from background. (Central, BMI) (2:40)

\*\* How Come My Dog Don't Growl at You-Johnson's raspy voice does a hardhitting job on this heavily r.&b. flavored \* Sweet Thing-The blues take up this tune. Large fem choir and jumping group | side with a vocal that's shouted. The band embellish the background. (Central, BMI) members, the Sugar Bees, answer the plain-(2:40)

#### EDDIE HEYWOOD

\*\*\* Velvet Rock-MERCURY 71781-Nice easy-rocking tune by Eddie Heywood backed by the big ork, has blues feeling and features fine solo work by the leader. (Meridian, BMI) (2:02)

\*\*\* Mountains on the Moon-Highly unusual instrumental side from pianist Heywood here. Large ork plays a punching melody against Latin-influenced rhythm with Eastern overtones. (Meridian, BMI) (2:14)

THE FABULOUS TABLE TOPPERS \*\* Rocking Mountain Dew-REM 309 Oscar Black bows on the label with a -Hard swinging is the keynote to this

first-rate reading of the oldie that is now | side. Powerful country type vocal by an getting some action down South. The vocal unnamed singer tells the funny story of the alcoholic beverage. ((2:22)

> \*\* My Wild Irish Rose Rock-As the title implies, this is an instrumental version of the well-worn Irish-American air. Good organ and tenor sax bits make it go. (Burchett, BMI) (2:16)

#### LORENZO AND THE FOUR STARS

\*\* First Things First-KAPP 381-Attractive new ballad is sung tenderly here aided by a large chorus and a stylish ork arrangement. It's got a lot and it could step out. (Sheldon, BMI) (2:36)

\*\* A Man-Lorenzo sells this tale of a traveling man with much heart over simple backing by the ork and chorus. A side that has the big sound and could get many spins. (Sheldon, BMI) (2:52)

#### BOB CREWE

\*\* Swingin' Family Tree-ABC PARA-MOUNT 10204-Happy hunk of novelty material about a family that had rhythm in its feet, receives a strong performance here from Bob Crewe over nice support by A large vocal chorus and fine piano and the combo. It could grab coins. (Conley, ASCAP) (3:11)\_

> \*\* La La Loretta-Unusual material receives a smart reading from Bob Crewe aided by folkish and bluesy support from the rhythm combo, plus double voice tracks, A side that could get spins. (Conley, ASCAP) (2:40)

#### DON COLE

\*\*\* Free Flight-COED 548-Deep-toned guitar solo work highlights an effective western - flavored instrumental theme. (Renda, BMI) (1:50)

\*\* Squad Car-Unusual guitar sound is spotlighted on this haunting instrumental side. Interesting deejay effort. (Desert

#### JERRY DAVIS

\*\* So Broken Up - RAMCO 3704 -Heartfelt chanting by Davis on a plaintive rockaballad. Sound is good here. (Renda, BMI) (2:28)

\*\* I Sold My Heart to the Junk Man-The fine old Leon Rene tune is sung with feeling and sincerity by Davis, (Mills, ASCAP) (2:15)

DON LANG AND HIS FRANTIC FIVE \*\*\* Time Machine-KING 5471-The recent rock and roll novelty hit is handed a sprightly reading by Lang and the group.

\*\* Don't Open That Door-Bouncy thythm ditty is accorded a good humored vocal treatment by Lang and group, (2:11)

\*\* Colonel Bogey March - KING 5480 -Infectious organ solo treatment of Mitch Miller's big hit. Spinnable. (Boosey-Hawkes, ASCAP) (2:35)

\*\* I Want You-Sweetly styled organ solo is spotlighted on a ballad with mildly r.&r.-styled tempo. (A-1, ASCAP) (2:45)

#### GARY HAINES AND THE FIVE SE-QUINS

\*\* Tse Tse Fly-KAPP 383-Amusing novelty-rocker is handed a personable delivery by Haines and group. It's in the style of "Stranded in the Jungle." (Kryder, BMI) (2:20)

\*\* Another Girl Like You-Feelingful vocal by Haines and the group on an expressive rockaballad. (Kryder, BMI) (2:23)

#### JOHNNY MADARA

\*\* Good Golly Miss Molly-BAMBOO 503-Little Richard's old hit is back with Madara essaying both vocal parts against pounding band backing, including a piano break. (Venice, BMI) (2:10)

\*\* I Know, I Know-A Latin rhythm rock effort comes off for okay results. (Jadco & Mured, BMI) (2:04)

#### CLEVELAND CROCHET

\*\* Hound Dog Baby - GOLDBAND Crochet. Side also features some good accordion work in the accompanying combo. (Tek, BMI) (2:02)

tive call. (Tek, BMI) (2:27)

#### THE ARKADES

\*\* The P. A. L.-JULIA 1100-This instrumental group comes across with a hard-hitting original here. Good guitar and tenor spots. (Scope, BMI) (2:00)

\*\* Our Love-Unnamed vocalist is spotted on this side. Flip is better. (Tee-Dee, BMI) (2:00)

#### TERRY TEEN

\*\* Just Walt 'Til I Get You Alone-WARWICK 637-Teen awings in his talky fashion on this side. The lyric seems to be half a threat and half a plea for love.

(Continued on page 34)

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#### Reviews and Ratings of New Records

Continued from page 32

job. (Acuff-Rose, BMI)

\*\* Orchids Mean Goodbye-The weepy sentiment on this tune is spoken more than sung by Teen. Organ and combo make up the backing. (Acuff-Rose, BMI)

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\*\*\*\*\*\*\*

Breaking Big!

New Hit!

Latin-touched rhythm backing does a good | BRADY AND GRADY SNEED

\*\* Little Bitty Heart-DOLTON 38-The lads bow on the label with an Everly Bros.-styled performance of an attractive tune that could cull some coins if exposed. Lads have a good sound in spite of its imitative qualities, (Aldon, BMI) (2:05)

\*\* Leavin' It All Up to You-Brady and Grady Sneed are a duo on the Everly Brothers pattern, with a slight touch of rock and roll. They show off their placid style here to fair results on this rockaballad. (Venice, BMI) (2:12)

RONNIE SAXON

\*\*\* Turning to You-CORAL 62259-Ronnie Saxon, a lad with a style somewhat on the order of the old Bobby Darin, sells this semi-rocker neatly over good support from the ork and chorus. Worth spins. (Tippy, BMI) (2:06)

\*\*\* Dream Book-His dream book tells him what his tears mean and he tells his girl that his sad dreams mean she is coming back to him. Idea is cute, and the chanter tells the story simply. (Aim, BMI) (2:10)

CINCY AND LINDY \*\* Matelot - CORAL 62258 - Tune

penned by Noel Coward receives a tender performance from the duo and this disk could get spins from Jocks with off-beat programming segs. (Chappell, ASCAP)

\*\* Have Some Popcorn - Cindy and Lindy go to a drive-in movie and enjoy | \*\* Yvonne - Wilson sings with heart themselves with popcorn, etc., according to and sincerity on country-flavored tune. this talking effort, in which they tell about (Target, BMI) (2:20)

holding hands over listenable backing. (Herb Reis, BMI) (1:55)

NINO AND THE EBB TIDES

\*\* Someday-MARCO 105 - Heartfelt reading by lead singer and group on emotional rockaballad. (Monument, BMI) (2:18)

\*\* Little Miss Blue - Same comment. BMI) (2:06)

SANDRA DALY

\*\* Ooh La La-T. J. 101-Showmanly thrushing by gal on bluesy theme. (Angel, BMI) (2:45)

\*\* My Only Cure Is You-Same comment. (Angel, BMI) (2:10)

CAESAR AND THE ROMANS

\*\* Those Oldies But Goodies (Remind Me of You)-DEL FI 4158-Lead sings with feeling on interesting r.&r. theme with topical lyric. (Maravilla, BMI)

\*\* She Don't Wanna Dance-Infectious rhythm ditty is sung with verve and catchy tempo. (Maravilla, BMI)

BUFFALO REBELS

\*\* Theme From the Rebel-MARLEE 0096-Folksy TV theme is handed catchy guitar solo treatment. (2:27)

\*\* Anyway You Want Me-Haunting guitar solo work on pretty r.&r. theme. Side could get spins. (Ross-Jungnickel, ASCAP) (2:30)

ROBIN WILSON

★★★ Louisiana Man—MONUMENT 439 -Vital vocalizing by Wilson on bright folk-flavored ditty with catchy tempo. (Acuff-Rose, BMI) (2:41)

ELROY FACE

\*\* Cross Your Heart (With Love)-ROBBEE 111-Relaxed warbling by Face on pleasant, country theme. The famous Pittsburgh Pirates' pitcher should pull considerable deejay play. (Howe-Lee, ASCAP)

\*\* Bells, Bells-Same comment, (Marv-Jo, ASCAP) (2:17)

HAROLD ATKINS

\*\*\* Te Ni Nucha Nu-APT 25058-Exuberant rendition by Atkins on catcy rhythm-novelty with nice market appeal. (Pamco, BMI) (2:30)

\*\*\* Please, Please-Atkins wails with heart and feeling on plaintive blues, (Arc.

KATHEE DEE

\*\*\* Trail of Tears-B-W 611-12-Pretty piping by canary on attractive country weeper. Dual market wax. (B-W, BMI)

\*\*\* The Ways of a Heart-Heartfelt thrushing stint on plaintive country tune. (B-W, BMI) (2:40)

LANZ MILES

★★★ Dollar Signs-SMILE 111-Amusing r.&r. novelty is accorded good humored vocal stint (E-Lims, BMI) (1:40)

\*\*\* That Fly Belongs to Me-Showmanly warbling by Miles on okay novelty ditty. (E-Lims, BMI) (2:02)

THE STARFIRES

\*\*\* Billy's Blues-PAMA 117-The tune which grabbed some attention about five years ago on the Chess label, receives a wild, driving reading by the ork here, aided by a vocal chorus background. Side could get juke coins, aided by its wild guitar figures. (Arc, BMI) (1:45)

\*\*\* Chartreuse Caboose-Here's another driving rocker, this one with a train rhythm sound and a horn rather than a guitar lead. It moves and it, too, could get juke action. (Rodell, BMI) (2:00)

HERB HARDESTY ORK

\*\*\* Beatin' and Blowin' - FEDERAL 12410-Exuberant rhythm instrumental with strong sax solo work and fine rocking tempo. Side could grab juke coin. (Elliot ASCAP) (2:10)

\*\*\* 69 Mothers Place-Same Comment (Elliot, ASCAP) (2:25)

GEORGE GREELEY

\*\*\* Anniversary. Song - WARNER BROS 5210-First-rate performance of the standard with a slight Latin beat added for sparkle. Chorus and ork and the bright beat make it a disk to watch. (Shapiro 3ernstein, ASCAP) (2:14)

\*\*\* Unchained Melody-George Greele plays the evergreen smartly here with his piano work neatly supported by chorus and strings. Many spins and much exposure for this record. (Frank, ASCAP) (2:45)

# BILLEDARD MUSIC WEEL

FOR WEEK ENDING APRIL 9

	ONE WEEK	TWO WEEKS	THREE WEE	TITLE, Artist, Company, Record No.	WEEKS ON
0	1	1	1	DON'T WORRY (LIKE ALL THE OTHER TIMES) Marty Robbins, Columbia 41922	. 9
1	2	2	3	FOOLIN' AROUND, Buck Owens, Capitol 4496	_
0	3	3	4	WINDOW UP ABOVE, George Jones, Mercury 71700	.22
1	4	4	2	ON THE WINGS OF A DOVE, Ferlin Husky, Capitol 4406	.31
(3)	6	7	6	I'LL JUST HAVE ANOTHER CUP OF COFFEE, Claude Gray, Mercury 71732	. 7
<b>6</b>		5	8	LET FORGIVENESS IN, Webb Pierce, Decca 31197	. 1
0	8	9	10	ODDS & ENDS, Warren Smith, Liberty 55302	. 7
8	14	30	-	HELLO WALLS, Faron Young, Capitol 4533	. 3
9	13	25		HEART OVER MIND, Ray Price, Columbia 41947	. 3
(10)	7	6	5	I MISSED ME, Jim Reeves, RCA Victor 7800	.23
1	11	18	15	LOUISIANA MAN, Rusty & Doug, Hickory 1137	. 8
(12)	10	13	19	YOUR OLD LOVE LETTERS, Porter Wagoner, RCA Victor 7827	. 5
13	18	23	17	THREE HEARTS IN A TANGLE, Roy Drusky, Decca 31193	. 4
14	23	-	-	THE BLIZZARD, Jim Reeves, RCA Victor 7855	. 2
<b>(15)</b>	9	8	9	LOYING YOU, Bob Gallion, Hickory 1130	19
15	12	10	11	I'D RATHER LOAN YOU OUT, Roy Drusky, Decca 31193	7
(3)	16	16	14	KISSING MY PILLOW, Rose Maddox, Capitol 4487	8
(18)	17	17	25	I LOVE YOU BEST OF ALL, Louvin Brothers, Capitol 4506	4
19	21	21	30	THE OTHER CHEEK, Kitty Wells, Decca 31192	5
20	19	14	12	I THINK I KNOW, Marion Worth, Columbia 41799	21
21)	25	-	-	THE TWENTY-FOURTH HOUR, Ray Price, Columbia 41947	2
22)	20	12	7	NORTH TO ALASKA, Johnny Horton, Columbia 41782	21
23	24	22	23	WHAT ABOUT ME, Don Gibson, RCA Victor 7841	4
24	22	19	16	OH, LONESOME ME, Johnny Cash, Sun 355	9
25	22	_	-	I FALL TO PIECES, Patsy Cline, Decca 31205	1
26	-	_	-	CRAZY BULLFROG, Lewis Pruitt, Decca 31201	1
27)	-	-	27	GREENER PASTURES, Stonewall Jackson, Columbia 41932	2
28	_	-	-	LONELYVILLE, Ray Sanders, Liberty 55304	1



CONTINENTAL

**KING 5491** 

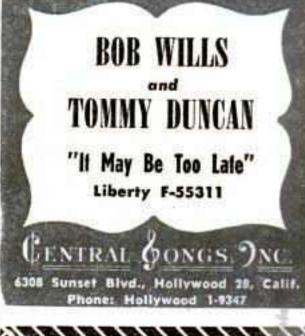
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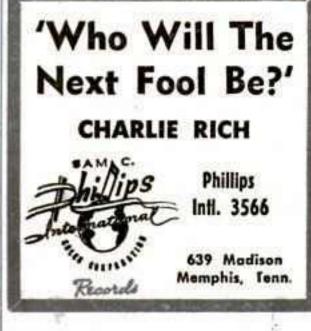


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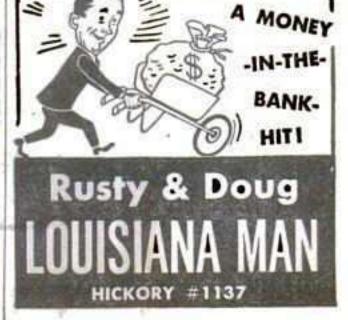
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Jim Nesbet and Lasses Sopper, Country Jubilee 549.....

30 - 18 MY LAST DATE (WITH YOU), Skeeter Davis, RCA Victor 7825......13



#### RALPH ADANO

\*\* God and I - MERLE 1003 - Rich | tune. It's a good outing for the chanter chanting by Adano on reverent theme with inspirational-styled lyrics. (LaPalm, BMI)

\*\* So in Love-The great Cole Porter standard is sung with virile effectiveness. (Chappell, ASCAP) (2:20)

#### FED HOUSTON

★★★ Nightingale—MERLE 1001—Folksy theme with haunting melody is warbled nicely by lad and fem chorus. (Aldon, BMI)

\*\* Loneliness-Feelingful vocal by Houston on moving country-flavored theme. Both sides have appeal. (Conmar-Backwoods, BMI) (2:27)

#### RUSSELI BYRD

\*\* You'd Better-WAND 107-"Come Home Right Now, Honey" shouts the chanter here aided by unusual string and calypso rhythm. Record is unique enough to get spins. (Ludix-Russber, BMI) (2:20)

\*\* Let's Tell Him All About It - A calypsoish tune that deals with romantic triangle is sung here with a lack of spirit by the chanter aided by unusual string support. (Ludix, BMI) (1:54)

#### THE VICEROYS

★★★ Dreamy Eyes—ORIGINAL SOUND 15-The Viceroys sing this rock and roll effort, a hit back in 1955, with occasional feeling, sparked by a pleasant lead singer, with the combo backing featuring a piano playing triplet. (Taurus, ASCAP) (2:00)

\*\* Ball 'n' Chain-A rhythmic item is sung in nice fashion by the boys but the song goes nowhere. (Drive-In, BMI) (2:05)

#### THE REVELS

\*\*\* Oh How I Love You-PALETTE 5074-The Revels bow on the label with a bright, and rhythmic reading of an uptempo rocker supported by a routine ork arrangement. (Compton-Calvert, ASCAP) (2:01)

\*\* I Met My Lost Love-Lads try hard flavor, handles this novelty weeper in unon this ballady effort but they can't overcome the arrangement. (Compton-Calvert, ASCAP) (2:23)

#### GARY CROSBY

Home - WARNER BROS. 5208 - Gary fem vocalists. (Blue Grass-Big M, BMI) catch on if exposed, in both r.&b. and triplet rhythm in the plano. (Gold, BMI) Crosby makes like Bobby Darin here, but (2:20)

he lacks the enthusiasm that Darin gives a and the ork support is smooth. On the second chorus the tempo picks up. (Pickwick, ASCAP) (2:25)

\*\* You're Nobody 'Til Somebody Loves You-Same comment. (Southern, ASCAP)

#### BLUE NOTES

\*\* Blue Star-20TH CENTURY 1213-Expressing reading by lead warbler on moving rockballad. (Victor Young, ASCAP)

\*\* Pucker Your Lips-Okay vocal stint by lead on catchy r.&r. ditty, (Curtim & Nedro, BMI)

#### RAY GREFF

\*\*\* 1 Would If I Could-RAY 100-Fervent chanting by Greff on okay r.&r. item. (Dot, BMI)

\*\* The Racing King-Nice reading on fast-moving novelty with teen-styled lyrics. (Dot, BMI)

#### MATYS BROS.

\*\*\* Mixed Up - PALACE 103 - Bright vocal by duo on bouncy r.&r. ditty. Team has a chance for coins. (Palace, BMI)

\*\* Gold Will Melt-Okay reading on catchy novelty tune. (Malvern, ASCAP)

#### GUY (DADDY COOL) DARRALL

\*\*\* You I Got to Know-DEE 102-Strong vocal performance by Darrall and fem chorus on bluesy theme. Merits exposure. (Dino, BMI) (2:32)

\*\* Dynamite-Fast-moving rocker is sung with verve by Darrall and fem group. (Dino, BMI) (2:16)

#### SUZANNE

\*\* You May Never Know-LIBERTY 55313-Suzanne, a lass with a folk-country usual fashion supported by backing with a wild beat by the ork. A kookie disk. (Blue Grass-Big M, BMI) (1:50)

\*\* Unchained But Unforgotten - Lass turns her unusual soprano on this rather

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

#### JAZZ

#### THE LAVALIERES

\*\*\* Cool Down-DECORA AMPHORA 1002-Tasteful vibes solo stint on an attractive instrumental theme. Spinnable wax for jazz jocks. (Amphora, BMI) (3:00)

\*\* Clip Time-Pleasant vibes solo work on catchy instrumental side. (Amphoro, BMI) (3:12)

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

#### COUNTRY & WESTERN

#### JIMMY WORK

\*\* I Dreamed Last Night-ALL 503-Effective multi-track vocalizing by Work on plaintive weeper. Merits spins. (Work, BMI) (2:05)

\*\* I Never Thought I Have the Blues-Same comment, (Work, BMI) (2:35)

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

#### RHYTHM & BLUES

#### HANK MARR

\*\*\* Travelin' Heavy - FEDERAL 12412-Hank Marr and the combo swing on this bright rocker smartly with the horns wailing away in the lead and the organ backing them neatly. Wax with a chance for a lot of juke coins. Good item for teen dancing. (Avenue, BMI) (2:37)

\*\*\* Mexican Vodka-Here's an invigorating, insinuating side with a touch of the below-the-border flavor. It rocks via the horn work and the organ is punching, to. Two solid instrumentals. (Lois, BMI) (3:00)

#### THE CASINOS

2002-The boys turn in a bright and in the clink. Good rhythm and horn work. spirited performance on the exciting rock (Gold, BMI) (2:37) wordy weeper to so-so results. She is in the and roll evergreen, handing a wild reading \*\* Baby, Won't You Please Come tradition of the current crop of high-voiced aided by backing that moves. Side could \*\* Try, Try. A siow ballad done to pop markets. (Bess, BMI) (1:53)

\*\* Baby Don't Do It-The Casinos sell | WEE WILLIE WAYNE this oldie with a lot of enthusiasm over a pounding beat by the combo. Tune is the same one that was a hit back in the midfifties by the Five Royales, and it has a chance Watch it. (Bess, BMI) (2:38)

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

#### RHYTHM & BLUES

#### LARRY BIRDSONG

\*\*\* Continental Walk-HOME OF THE BLUES 231-A new dance is explained by Birdsong on this blues effort. Needless to say, it's not the old "Continental" he's talking about. The side moves well and it could grab spins. (Hara, BMI) (2:25)

\*\* Little School Girl-Birdsong chants this rhythm number with considerable feeling. Message is attuned to teens and the beat is strictly for dancing. (Katrina, BMI)

#### H-BOMB FERGUSON

\*\*\* Mary Little Mary-FEDERAL 12411 -A blues in medium beat rhythm. Chanter pleads with the gal to be his steady. Fair sound. (Lois, BMI) (2:30)

★★ I'm So Lonely-Ferguson delivers a weeper in the traditional r.&b. vein. The chanter has an okay sound but the material is a bit on the ordinary side. (Visto, BMI)

#### THE EBONAIRES

\*\*\* Somewhere in My Heart - LENA 1001-A slow and plodding ballad chant by the lead is featured in front of the slow, triplet rhythm. Side lacks a fresh sound. (Earl, BMI)

\*\* Love Call-Another slow ballad by the group, with a high pitched lead here contrasting with the deep toned inflections of another member of the group. (Earl, BMI)

#### SONNY FULTON

\*\*\* Locked Up-BIG DADDY 67511-12 -Fulton sings this medium beat blues with a lot of spirit. It's a sad story of a fight \*\*\* I Like It Like That - ALTO with the chick and the subsequent windup

\*\* I Got to Be Careful-IMPERIAL 5737-Wayne has a Deep South style on this slow-moving blues. Horns and guitar lend an adequate accompaniment. (Travis, BMI) (3:00)

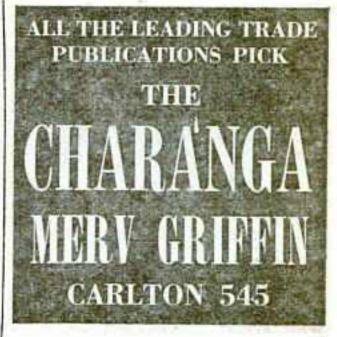
(Continued on page 36)

#### Big New Single!

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C-1072





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#### TENDER PASSION

is the Side!

#### **ALBIMOOR**



PZ-5072

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# THE FOUR /COMIE

"SPARKLE AND SHINE"

Record No. 4534





# Benny Joy 3

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Little "JR." Parker **'DRIVING** 

> WHEEL' 'SEVEN DAYS'

> > Duke 335

Al "TNT" Braggs DON'T THINK I CAN MAKE IT'

and 'AN ANGEL (YOU BELONG TO ME)

Peacock 1699

Jimmy Wilson **'EASY, EASY BABY'** 

> 'MY HEART CRIES OUT FOR YOU'

Duke 331

#### Reviews and Ratings of New Records

Continued from page 35

\*\* Woman-I'm Tired - Here's another slow tempo blues, in much the style of the flip. Okay performance on mediocre material. (Travis, BMI) (2:35)

JEANETTE (BABY) WASHINGTON \*\*\* Nobody Cares (About Me)-NEP-TUNE 122-Slow rockaballad gets a searching performance from Baby. The supporting vocal group and combo perform adequately (C. Shaw, BMI) (2:06)

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

#### LATIN AMERICAN

RANDY CARLOS \*\*\* Curaqueno (Pachanga) - FIESTA 116-The charging rhythm of the pachanga is bound to stir a little action for this side in Spanish-speaking areas. Group sings in that language and side has authentic sound.

\*\* Mi Pachanga-Samo comment as above. (2:48)

#### POLKA

WILLY MILLOWITSCH

\*\* Schnaps-DOT 16202-Another song that pays tribute to drink here, and Willy Millowitsch sings it with verve supported by ork and chorus. Both sides are sung in German. (Gil-Rex, BMI) (2:10)

\*\* Ich Halt' Mich an Der Theke Fest-The German chanter sells this happy waltz effort with feeling over lilting support by the ork and chorus. A side worth a lot of spins by jocks and it could get juke coins. (Gil-Rex, BMI) (2:22)

#### SACRED

THE SOUTHERNAIRES \*\* The Rock-PACE 1017-Here's a good sacred effort that has the real camp meeting sound. The group gives it plenty of feeling. (Clay-Lick, BMI) (2:48)

\*\* Proven Hope-The mixed group turns out a pretty and melodic sacred song, with plano and rhythm support. (Clay-Lick, BMI) (2:59)

#### SPIRITUAL

GEORGIA LOUIS

\*\* Walk With Me, Lord-SPIRITUAL 103-Georgia Louis shows off a fine set of pipes as well as deep sincerity on this attractive spiritual Item aided by a rhythm combo. Side has a lot of feeling and much

\*\* Motherless Child-The great spiritual is handled tastefully and yet freshly here by the thrush who has a lot of style.

GEORGIA LOUIS \*\* His Eye Is on the Sparrow-SPIRI-TUAL 104-Georgia Louis sings the familiar spiritual in a clear and resonant manner aided gently by gultar support. Could interest gospel fans.

\* Steal Away-Same comment.

#### LIMITED SALES POTENTIAL

#### POPULAR

JIMMY STARR All I Ever Do - Till the Cows Come

Home. ESTATE 1001.

#### PHONOGRAPH RECORDS

WHY PAY MORE?

45 rpm: Asst. labels, Merc., Dec., MGM, Chan., ABC, UA, \$10 per C, \$95 per M. Extended Play: Assorted, \$25 per C, \$225 per M. RCA, Dec., MGM, Col., Merc. Long Playing (\$3.98 list): Asst. labels, Decca, Merc. Col. etc. \$1.10 ea., \$100 per C. Long Playing (\$1.98 list): \$65 per C. Aamco, Harmony, etc. Pre-Paks: Three 45's to pack, 25c ea. Six 45's to pack, 50c ea. containing labels such as Merc., Dec., MGM, RCA.

All record accessories always available. We maintain a Memory Lane list of 200 numbers. Also special closeout price on assorted items.

Jamaica 32, N. Y. OLympia 8-4012 RAYMAR SALES

Up on Every Chart

by ETTA JAMES

Argo #5385

BOBBY GREGORY AND THE CARDI-

Precious One - Just Waiting. KIP 403. VIC CARLO

Adorable Dora - Mammy O' Mine. BROADWAY 124. TOMMY GENOVA

I Loved and Lost - I've Got That Feeling. WHITE ROCK 361.

WINGY MANONE Chost Riders in the Sky-The Round Square Dance, KEM 2700,

(I Don't Need a) Ventriloquist - One Two Three Alairy. BETONE 1007.

FRED-E COLE Hey Little Lover-Big Foots. LOIS 101. PALAIS ROYALS

Twistin' Freeze Boogie-L. D Cha Cha. NANCY 1007. JACKIE GATES Don't Give My Dog Away - Little

Leaguer Baseball Man. SKYWAY 124. JIMMY THOMAS I'm a Stranger-I Wanna Cry. B AND F

1349. TAB SMITH Pickin' Up the Tab-Moonstone. B

AND F 1348. CHRISTIANE LUZ It's Terrific-It's Time for Love, DC

THE TEEN-TONES The Warmth of Your Hand in Mine-Blue Tears, DEB 122. MIKE RONCONE

Secret Love-Junk Yard, TAMMY 1012. DAISY BANKS Sweet Georgia Brown-I Love to See the Evenin' Sun Go Down, BROADWAY 114.

DELORES ANDREWS Them There Eyes-Gimmle a Little Kiss, Will Ya, Huh? BROADWAY 116. DELORES ANDREWS

Let's Have a Showdown-Sugar, BROAD-WAY 120. COUNTRY AND WESTERN Limited pot.

ESCO HANKINS Oh So Afraid-God Threw Away the Pattern. SIMS 119. DAVID O'CONNOR

Thump-I-Ty Bump-I-Ty Oh!-Fourteen Hundred Tear Drops. STARTIME 3317. JEAN STANSBURY You Can't Stay Single-Make Up Your

Mind, STARTIME 3334. DAISY BANKS Why Do You Torture Me?-There Must Be Somebody Else. ROADWAY 122. EVERYBODY GETS IN THE ACT AT

BIMBO's 365 CLUB Ronnie Draper and Hermie King. CAVALIER CVST 6014. JAZ ZLIMITED SALES POTENTIAL ... THE IRA SULLIVAN QUINTET

DELMAR DL 402. LOVE'S A TRAMP Gayle Andrews. Stere-O-Craft 15.

MURIEL ANGELUS Strand SLS 1022; SL 1022. (Stereo & Monaural).

#### RHYTHM & BLUES

LONNIE JOHNSON Memories of You — I'll Get Along Some-how. BLUESVILLE 812.

RECORD REVIEWS 3-27 Ivi .... ... POP-LIMITED POTENTIAL .. .. THE CHAPELAIRES I'm Still in Love With You-Not Good Enough. HAC 101.

JOHNNY SABER Baby It's Gotta Be Love-The Note That I Wrote, HITSVILLE 1137.

ERNIE GEORGE QUARTET The Natives Are Restless Tonight-I Still Believe in Love. FREDLO 6012. LENNY ROCCO

Sugar Girl-Rochelle. DELSEY 301. C&W LIMITED POTENTIAL .... SLIM WAKEFIELD A Picture of the Bride-I Tagged Along.

WALCO 743. BILL RUSS My Life for You-Same Place, Same Girl. EUNICE 1005.

DOUG LAVALLEY AND JEAN MARIE WITH THE COUNTRY ALL STARS I wonder Who-Have You Seen Suzie? SIOUX 22761.

RAM LIMITED POTENTIALS .... WILLIE COBBS You're So Hard to Please-You Don't Love Me. HOME OF THE BLUES 230.

JAN STARKS There'll Always Be the Blues-Let Me

Hear It From You. PICO 526. SONNY COVINGTON

We Two-Hey-Hey-Hey-Hey. BAND BOX

#### COUNTRY & WESTERN

SAMMY MARSHALL AND THE KEY-I'm Lonely Without You - I Should Have Listened to My Friends, STAR X

You're Gonna Be Sorry - Don't Cry, Little Girl, Don't Cry. BROADWAY 118.

#### POLKA

POLKA JAMBOREE Johnny Hyzny and His Music Makers. Jay Jay 1028. SACRED LIMITED SALES PONTENUAL WHEN I STAND WITH GOD The Rebels Quartet. Skylite SRLP 5977.

# BILLBOARD MUSIC WEEK HOT R&B SIDES

FOR WEEK ENDING APRIL 9

TITLE, Arlist, Company, Record No.

(3) 3 4 4 ALL IN MY MIND, Maxine Brown, Nomer 102 (5) 1 3 5 I PITY THE FOOL, Bobby Bland, Duke 332...... 9 6 4 1 1 PONY TIME, Chubby Checker, Parkway 818...... 9 (1) (1) 6 5 6 GEE WHIZ (LOOK AT HIS EYES), Carla Thomas, Atlantic 2086...... 9 (10 13 11 8 YOU CAN HAVE HER, Roy Hamilton, Epic 9434..... 9 (II) 12 (1) (14) (15) (11) 

26 — ONCE UPON A TIME, Rochell and the Candles, Swingin' 623..... 2 (21) (22) (23) 

(29) - - MOTHER-IN-LAW, Ernie K. Doe, Minit 623...... - - THAT'S IT-1 QUIT-I'M MOVIN' ON, Sam Cooke, RCA Victor 7853.... 1

- 25 24 AIN'T THAT JUST LIKE A WOMAN, Fats Domino, Imperial 5723...... 7

NEW SPOTLIGHT WINNER I **Ernie Freeman** "SWAMP MEETING" #5372 IMPERIAL RECORDS

(28)

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starring

DICK POWELL

WILLIAMS Herald 559

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his guitars and orchestra **UA 302** 



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ARNOLD RECORDS Has the BIG Ones! PONY TIME Don Covay & the Goodtimers Arnold #1002

MOTHER-IN-LAW

b/w LUCILLE The Four Sportsmen-Sunnybrook #2

NO HARD FEELINGS The Dials-Hilltop #219

> LOCKED UP b/w TRY TRY

Sonny Fulton-Big Daddy #512 ARNOLD RECORDS Commercial Trust Bldg. Philadelphia 26, Pa. Locust 3-5422

BV 3305

RELIABILITY-QUALITY RECORD PRESSING Originators of the Patented rim drive; thick-thin type record RESEARCH CRAFT CO.

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Section.

#### Best Selling Sheet Music in U. S.

Tones are ranked in order of their current national selling importance at the sheet music jobber level.

	This Week	Last Week	Weeks on Chart
	1. EXODUS (Chappel)	1	19
	2. CALCUTTA (Pincus-Symphony House)	2	14
	3. APACHE (Regent)	9	4
	4. WHERE THE BOYS ARE (Aldon)	5	6
	5. WHEELS (Dundee)		7
	6. HEY, LOOK ME OVER (Morris)	3	10
	7. ANGEL ON MY SHOULDER (Sherman-De Vorzon)	7	e 4
	8. ASIA MINOR (Barbrob)	15	2
	9. NORTH TO ALASKA (Robbins)	4	15
	10. THEME FROM THE APARTMENT (Mills)	8	37
	11. WONDERLAND BY NIGHT (Roosevelt)	6	17
	12. CALENDAR GIRL (Aldon)		
I	13. LAST DATE (Acuff-Rose)		
	14. SECOND TIME AROUND (Miller)	12	
	15. MISTY (Octave)		
1			



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Laurie 3085

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The MUSICAL SALES COMPANY The Musical Sales Bldg.

Baltimore 1, Maryland

on the HOT 100!

Argo #5378

he Cash Box -April 1, 1961 the Week Newcomers

is an effort to call D.J. attention to Fick records by "Newcomers" fartists never before an the Top 1001 the editorial staff of The Cash Box will list such records under this special heading.

"AN INVITATION" (2:50) [Village BMI-Prosen, Fontain] "THE DANCIN' LADY" (2:40) [Village BMI-Prosen] THE DREAM-TIMERS (Flippin' 107)

Here's one that's right up the teeners alley. It's a striking ballad-with-abeat romancer, tagged "An Invitation," that the Dream-Timers (with a stand out femme lead) put across with loads of feeling. Splendid ork support supplied by the Flippin' Teens crew. Pairing's a sock-rock remake of last year's noise-maker, "The Rockin' Lady." The kids are gonna dig this two-sider.



MARCH 27, 1961

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

Strongest sales potential of all records reviewed this week. THE DREAM TIMERS



AN INVITATION (Village, BMI) (2:50)—THE DANCIN' LADY (Village, BMI) (2:40)—This new group, whose vocal style is in the quivering vein that the kids go for, could have a hit with this two-sided platter. Top side is a slow rockaballad; flip is a driving rocker. Watch 'em both.

THE SOLID SMASH THE INDUSTRY NEEDED .... "An Invitation" 1/2 The Dancin' Ladu" MITHE DREAM-TIMERS FLIPPIN' 107 1650 BROADWAY

NEW YORK, 19, N. Y.

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#### NORSE NEWSNOTES

#### 'Can Can' Show Hikes Sale of LP

By ESPEN ERIKSEN Editor, Verdens Gang Akersgaten 34, Oslo

Cole Porter's musical, "Can Can" was premiered in Oslo last week a, the Colosseum Theater, the only one in Norway that can show the Todd-AO system. The LP record riding on top nine weeks. . . . is subsequently becoming one of the fastest-selling on the market, but can't beat "South Pacific" (1) and "G.I. Blues" (2).

Elvis Presley, with two records ("Wooden Heart" and "Are You Lonesome Tonight"), is still Norway's favorite artist, and last week his latest recording, "Surrender" was issued on the Norwegian market. It's expected that it will make artists in Norway. rapid progress on the Norwegian charts.

The Norwegian vocal quartet, the Monn Keys (named after its founder, Egil Monn - Iversen), which has two-LP records issued in the U. S., took over first place in the Norwegian Hit Parade this week with their rendition of the time that was best-selling in Denmark last year: "Ah Marie Jeg Vil Hjem Til Deg" (Oh Marie, I Want to Come Home to You). Sharing the first position with the Norwegian group is the Italian boy,

#### Indie Firms Prep

· Continued from page 2

ready to start their own distribution have also taken a long look at the set-up that King has managed to use successfully over many years. When King was not nearly as hot as it is now, it made out on many records that sold scantily because it owned its distribution outlets. A company that owns its own distribution outlets has a much larger spread between its costs and the price to the dealer than the firm that sells its product to a distributor. In addition, with companyowned distribution outlets, returns are lower, and a company can keep its inventory under better control.

It is understood that the indies contemplating jointly owned distribution outlets are also thinking of hiring top men to handle the distributor set-ups for them. They are thinking of cutting the mana-gers of the distributorships in on a piece of the business in order to provide a proper incentive.

If these four or five indie firms go ahead with their plans the first places that they will open distributorships in will be the dead towns, where sales are low and slow. They will not attempt to spread across the country quickly but to open one at a time. The first one could be started in the fall.

Naturally, with four or five indies arrayed together in one distributorship, all having two or more labels, the question might arise as to which firm has priority with their releases. But it is expected that they will try to work on their strongest records, and not to hype each other about the potential of their releases.

Good things happen when you

POL



Robertino, with his record, "Romantica."

Lolita and her record, "Sailor," (Seemann) had to give up the first position in the Norwegian pop charts as compiled by the Capital newspaper, "VG" last week after Philips in Norway (Columbia in the U.S.A.) is selling big on the Ray Connif records issued in Norway. Last week they issued "Rhapsody in Blue," "Someone to Watch on the Norwegian Hit Parade Over Me" and "Cheek to Cheek" or two EP records, and together with a series of LP and EP records issued earlier, it seems like this "new sound" makes Ray Conniff one of the best-selling American

The Billy Vaughn orchestra has been a smash on Dot in Norway the last couple of years, and "Sail Along Silvery Moon," "Morgen" and "Blue Hawaii" have been on top ("Sail Along") or runners-up on the Norwegian hit parade week

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# BILLBOARD MUSIC WEEK

prepared by the ASSOCIATED BUSINESS PUBLICATIONS



#### **GOING STRONG!!**

The String-A-Longs Warwick M-625

The Tokens Warwick M-615

**Andy Stewart** Warwick M-627

The Fireballs Warwick M-630

#### **NEW RELEASES!**

#### MY KIND OF GIRL

Matt Monro Warwick M-636

# BORN TO LOVE

Skip and the Echotones Warwick M-634

# SOMEDAY

**Ted Taylor** Warwick M-628

### CHEYENNE

Don Bach Warwick M-632

The Eternals Warwick M-611



MORTY CRAFT (President) 701 SEVENTH AVENUE NEW YORK 36, N. Y.

Watch 9t Grow Everywhere

LONG

Paul Revere and The Raiders

#G-116



Listen For . . .

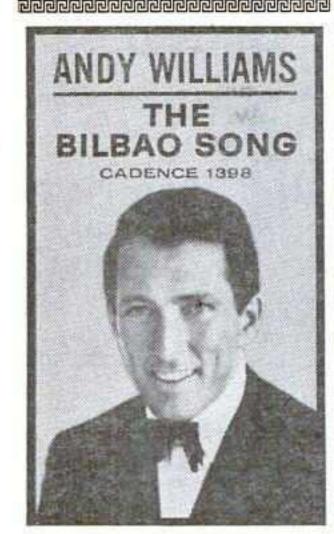
Johnny Angel's

New Release . . .

#G-117

BABY YOU'VE GOT SOUL"

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#### Milwaukee

Continued from page 3

manufacturer levels. The local Sears' outlets, however, have been offering sale LP's at two for \$5.

Barbara Byron, the Coach Light Store buyer, claims non-sales goods have dipped during the special LP drive. But total volume is showing a sharp boost. The main action is from Broadway show tunes, Exodus and Sinatra albums, she claims.

Some impact was lost, claims Duane Wright, of Active TV store, because his store held its own clearance sale just prior to the special LP promotion. Confusion also exists among consumers he claims, because only three labels are involved in a special price set-up. But the sale has lured new traffic to his store.

Al Hartel, Midwest Radio store, also reports good results from both sale and non-sale LP merchandise. Main benefit? "New customers coming into the store to check the sale goods," he says.

#### **UA Makes Switch**

Continued from page 1

quirements were met in full, "running considerably above expectations." The contracts, all long term deals, are effective April 15.

Talmadge pointed out that the EMI contract is particularly notable since it marks the first time in about five years that EMI has agreed to this type (logo) of firm identification for labels it handles abroad. However, the policy apparently doesn't apply to all EMI firms, since Pathe Marconi, EMI's French - affiliated label, was dropped by UA because it refused to go along with the logo identification plan.

UA will continue to insist on logo identification in all foreign countries, said Talmadge, who returned here from Europe last week. In line with this, Sidney Shemel, UA's foreign operations director (who accompanied Talmadge on his trip) remained abroad to complete similar contractual arrangements for UA in Switzerland, the Scandanavian countries, Holland, Australia and New Zealand. "In each of the current negotiations," said Talmadge, "We will continue to insist upon our own logo identification."

UA Records, is currently represented on Britain's best-selling record charts on British Decca's London label with Ferrante and and Teicher's "Exodus," No. 7 last week. Other U. S. disks now on the English chart also on British Decca's London label last week were the Ramrods' "Riders in the Sky," Bobby Darin's "Lazy River," the String-A-Longs' "Wheels" and Johnny and the Hurricanes'

#### FTC to Dismiss

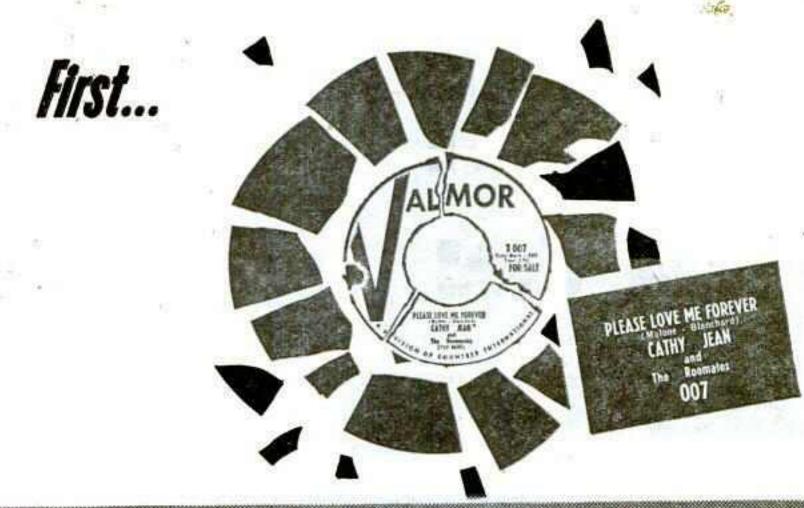
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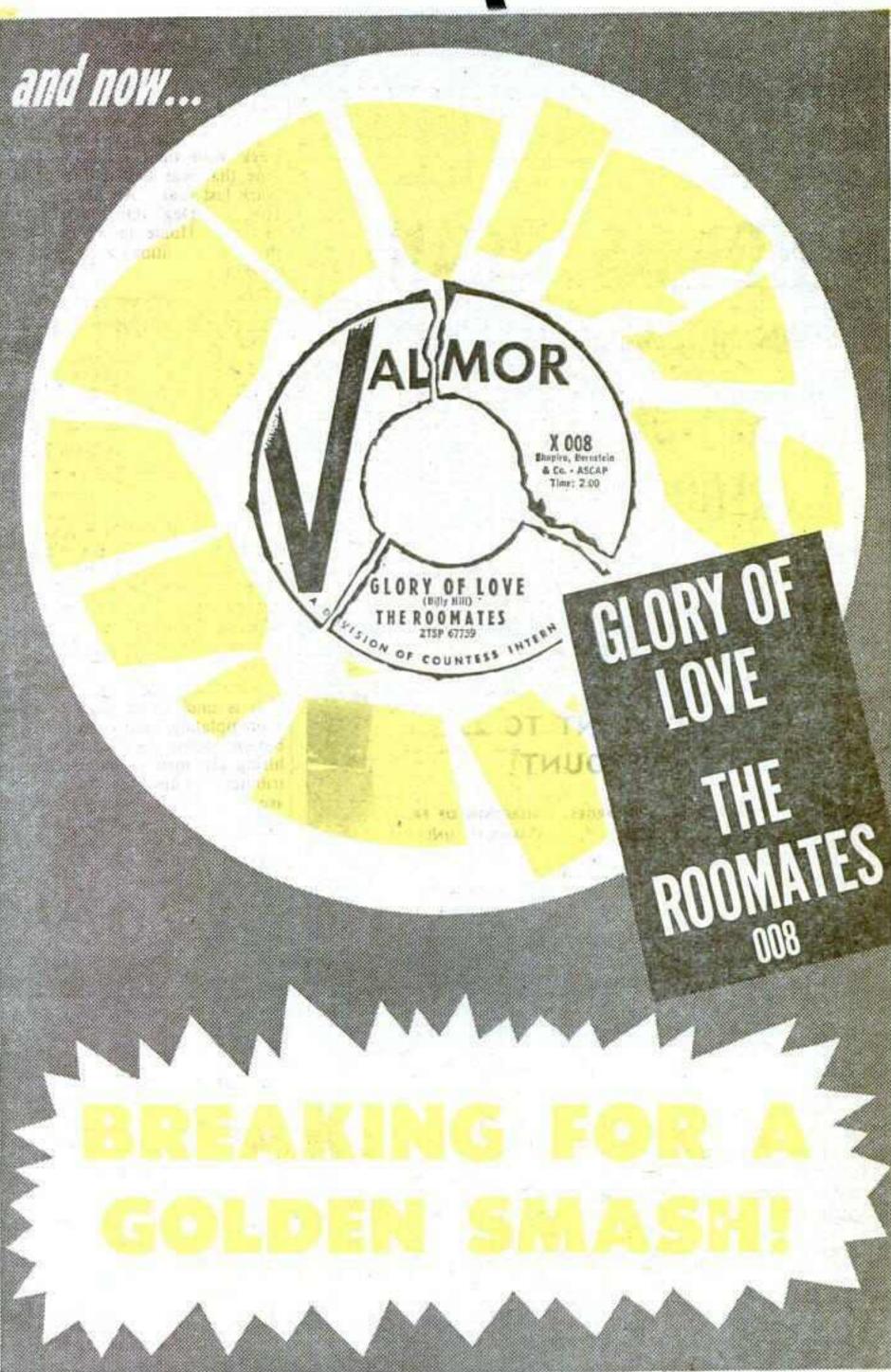
the height of the payola probes,

be withdrawn.

The motion to dismiss the complaint notes that since the complaint was issued, Section 317 of the Communications Act has been amended so that record companies can send free records to radio and TV stations. According to Columbia general attorney Harvey Schein, this indicates that the reason for the complaint against the Columbia Sales Corporation was due to its sending records to stations.

Columbia has long maintained that it has never been involved in any form of payola. Spokesmen for the firm say that its record sales were hurt because it never did give gratuities to jockeys, back in the years when payola was rampant. The motion to dismiss the complaint indicates that it will shortly be withdrawn.





"GLORY OF LOVE" - A PICK HIT IN ALL THE TRADES -STATION PICKS FROM COAST TO COAST - TREMENDOUS INITIAL SALES ACTIVITY NATIONWIDE!



# BILLBOARD

# RADIO-TV

# Storer Institutes Air Standards Department

MIAMI — The Storer Broad-1 industry today."

The plan, which will serve both each market. Storer's radio and TV divisions, is an outgrowth of Storer's Quality Control Department. This was set WJW and WJW-TV, Cleveland; up about a year ago as a way of WSPD and WSPD-TV, Toledo, keeping a constant check on music Ohio; played on each Storer station and WAGA-TV, Atlanta; WIBG, Philamaintaining a uniformity of rule delphia; WGBS, Miami; WWVA, and FCC code interpretation.

the direction of Ewald Kockritz, heretofore Storer's vice-president and national program director for TV. Kockritz' new title is director Kettler.

## **WERE Signs New Jocks** In Big Switch

CLEVELAND — Station WERE here has had practically a complete hoods. turnover in deejays during the last couple of weeks, starting with veteran disk jockey Bill Randle's announcement March 17 that he was quiting the air to become a program and promotion consultant for the outlet.

Last week five new disk spinners joined WERE, replacing Phil Mc-Lean, Carl Reese and Bob Forster. The new jocks and their time periods are Arch Yancey, ex-KNUZ, Houston (6:15-10 a.m.); Johnny McKinney, ex-KQV, Pittsburgh (10 a.m.-2 p.m.); Jerry Miller, ex-KONO, San Antonio (2-6 p.m.); and Mike March, ex-WIZE, Springfield, Ohio (6-10 p.m.).

Dick Blanchard, ex-WTAE-TV, Pittsburgh is "temporarily filling in the 10 p.m. to midnight spot." Sole survivor of the exodus is allnight man Jeff Baxter, who joined WERE two years ago. Randle, who said he could have stayed on the air, if he wanted to settle for being a "teen-age disk jockey," has a contract with WERE which runs to 1963. "But I am primarily a teacher, student and a creator of albums," he said. "As a consultant I know many things that can help the station."

Randle has been teaching at Fenn College since September and

#### GOSPEL 'SING ALONG' ON AIR

NEW YORK — Station WWRL here is adapting the "Sing Along" programming idea for a new religious music show. Tagged "Gospel Sing Along," the program debuts this week from 10 to 10:30 a.m. with gospel organistchoir director Herman Stevens as host.

Stevens will play and sing familiar hymns and gospels, reading the lyrics before asking listeners to join in on the singing. Dialers will be urged to write in and request favorite hymns and gospels that they would like to "sing along" with Stevens.

As outlined by Kettler, Storer's casting Company has established a Department of Broadcasting Stan-Department of Broadcast Stan- dards will consolidate matters redards, designed to help Storer sta- lating to program provisions of the tion personnel "cope more effi- FCC rules and the Storer program ciently with the multitude of stan- manual. It will operate Quality dards and complex regulatory con- Control and will review such matsiderations facing the broadcasting ters as Storer's surveys of community needs and program interests in

The Storer stations include WJBK and WJBK-TV, Detroit; WITI-TV, Milwaukee; Wheeling, W. Va.; KGBS, Los An-The new project will be under geles. Storer also has an application pending before the FCC to purchase WINS, New York.

#### PROGRAMMING TIP OF THE WEEK

Station WQSN, Charleston, S. C., is featuring a contest, tagged "Spin and Win," which -according to the outlet-"stimulates our audience to listen closely to what our announcers say and makes them aware of the new music that is featured on WQSN."

First a jockey spins a record and then he asks dialers whose names begin with a certain letter to call and identify the artists or title. The first to call and correctly identify the disk wins the record, plus a WQSN souvenir.

Ten "Spin and Win" contests are staged every day. After each contest - disk is played, the deejay acknowledges the manufacturer who supplied the record.

# of broadcast standards. He reports directly to Storer's executive vice-directly for operations. Stanton P. WINS Seeks Toos on Public Listening Taste

NEW YORK - Station WINS during the initial week of the projhere is literally taking its program- ect. The five records receiving the ming problems to the people. In highest number of votes at each an effort to pin-point the musical session are aired each night by deetastes of its listeners "before the jay Murray Kaufman from 7 to 11. fact," the outlet has set up "The WINS Listening Post," whereby new records are auditioned daily for dialers in their own neighbor- nightly are played in a run-off on

The sessions are held in community centers, settlement houses, and Y's with an average attendance of 500 per session chalked up

#### JOCKEYS SPOOF 'BIG 50' LIST

PORTLAND, Me. - The jocks at WLOB, here, celebrated April Fool's Day Saturday (1) by putting out a special "Big 50" list, spoofing current record hits.

The chart featured such items as "You Can Have Her" by Arthur Miller, "That's It, I Quit" by Ted Williams, "Baby Sittin' Boogie" by J. F. Kennedy, "Wheels" by Jimmy Hoffa, "One-Eyed Jacks" by Salvador Dali, "Model Girl" by Lolita, "Second Time Around" by Joe DiMaggio, "I Don't Want to Cry" by Jack Paar, and "Where the Boys Are" by Zsa Zsa Gabor.

expects to receive a doctorate in the field of American culture from Western Reserve in January. "After that," he commented, "I'll be open to academic offers."

#### **WBC Program Conference Draws Political Brass**

NEW YORK - A flock of government biggies will attend Westinghouse Broadcasting Company's annual Public Service Programming conference in Pittsburgh April 9-12.

The guest speakers include former New York Governor Averell Harriman, Mrs. Eleanor Roosevelt, President Kennedy's Press Secretary Pierre Salinger and Pennsylvania Governor David Lawrence. Show business will be represented by TV's Garry Moore, Sam Levenson and the Pittsburgh Symphony Orchestra.

Listeners are asked to vote for their favorites by phone, and disks receiving the highest vote Saturday nights. The station also utilizes the "listening post" results in making up its over-all record programming list, incorporating it with statistical data from trade papers, distributors and stations in other cities.

About 20 new releases are auditioned at each daily session. Listeners must be members of the "WINS Record Review Board" to attend the sessions, which they can do by writing for a membership card. The club now has 84,000 members, each of whom has a card coded to his particular community.

Rick Sklar, WINS' program manager and director of the new project, commented: "The Listening Post' offers a massive contact with the public by which the station management can determine music tastes and trends of the communities we service."

#### SAHL SET FOR NARAS AWARDS EMSEE CHORES

HOLLYWOOD - Mort Sahl was set at week's end as the master of ceremonies of the National Academy of Recording Arts and Sciences Grammy awards to be held Wednesday (12) at the Beverly Hills Hotel, Coast portion of the Awards will be made at 7:30 to coincide with the New York Grammy presentations to be made the same evening at 10:30, allowing for the three-hour span between East and West.

Among those appearing to hand out the statuettes will be Peggy Lee, Gogi Grant, Rudy Vallee, Lawrence Welk, Stan Freberg, Elmer Bernstein, Jo Stafford, Spike Jones, Helen Graco, Paul Weston, Andre Previn, Dory Langdon, Neil Hefti, Frances Wayne, Margaret Whiting, Roger Wagner, Roberta Lynn, Salli Terry, Mickey Katz, Benny Carter and Jimmy McHugh.

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 ecords have made the biggest upward jump and have been named Star Performers as the fastest movers on this week's Hot 100 chart.

1 2 3 4 5 6 7 8	1 9 10 16 18 19 21 22 23	Blue Moon, Marcels, Colpix Runaway, Del Shannon, Big Top But I Do, Clarence (Frogman) Henry, Argo Please Love Me Forever, Cathy Jean and the Roomates, Yalmo Take Good Care of Her, Adam Wade, Coed Baby Blue, Echoes, Segway One Mint Julep, Ray Charles, Impulse Tonight, My Love, Tonight, Paul Anka, ABC-Paramount
3 4 5 6	10 16 18 19 21 22	Runaway, Del Shannon, Big Top But I Do, Clarence (Frogman) Henry, Argo Please Love Me Forever, Cathy Jean and the Roomates, Valmo Take Good Care of Her, Adam Wade, Coed Baby Blue, Echoes, Segway One Mint Julep, Ray Charles, Impulse
3 4 5 6	16 18 19 21 22	But I Do, Clarence (Frogman) Henry, Argo Please Love Me Forever, Cathy Jean and the Roomates, Valmo Take Good Care of Her, Adam Wade, Coed Baby Blue, Echoes, Segway One Mint Julep, Ray Charles, Impulse
5	18 19 21 22	Please Love Me Forever, Cathy Jean and the Roomates, Valmo Take Good Care of Her, Adam Wade, Coed Baby Blue, Echoes, Segway One Mint Julep, Ray Charles, Impulse
5 6 7 8	19 21 22	Take Good Care of Her, Adam Wade, Coed Baby Blue, Echoes, Segway One Mint Julep, Ray Charles, Impulse
6 7 8	21 22	Baby Blue, Echoes, Segway One Mint Julep, Ray Charles, Impulse
7 8	22	One Mint Julep, Ray Charles, Impulse
8	2 2 2 2 2 2	[10] [16] [16] [16] [16] [16] [16] [16] [16
	23	
9		Mother-In-Law, Ernie K-Doe, Minit
10	25	I've Told Every Little Star, Linda Scott, Canadian-American
11	26	One Hundred Pounds of Clay, Gene McDaniels, Liberty
12	29	You Can Depend on Me, Brenda Lee, Decca
13	34	Find Another Girl, Jerry Butler, Vee Jay
14	35	Hideaway, Freddy King, Federal
15	37	Portrait of My Love, Sleve Lawrence, United Artists
16	46	Some Kind of Wonderful, Drifters, Atlantic
17	50	Second Time Around, Frank Sinafra, Reprise
18	52	To Be Loved (Forever), Pentagons, Donna
19	53	Dixle, Duane Eddy, Jamie
20	54	Just for Old Time's Sake, McGuire Sisters, Coral
21	56	Tonight I Fell in Love, Tokens, Warwick
22	59	Tenderly, Bert Kaempfert, Decca
23	60	Daddy's Home, Shep and the Limelites, Hull
24	62	The Blizzard, Jim Reeves, RCA Victor
25	64	Brass Buttons, String-A-Longs, Warwick
26	66	Funny, Maxine Brown, Nomar
27	67	Merry-Go-Round, Mary Johnson, United Artists
28	68	Ain't It Baby, Miracles, Tamla
29	71	Sleepy-Eyed John, Johnny Horton, Columbia
30	72	Welcome Home, Sammy Kaye Ork, Decca
31	73	Continental Walk, Hank Ballard and the Midnighters, King
32	75	I'm In the Mood for Love, Chimes, Tag
33	76	Little Pedre, Olympics, Arvee
34	81	Where I Fell In Love, Capris, Old Town
35	82	Trees, Platters, Mercury
36	89	What'l I Say, Jerry Lee Lewis, Sun
37	90	Theme From the Great Imposter, Henry Mancini, RCA Victor

#### **DEBUT DISKS**

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

Rank	w	 m.m.	BMI)—San	Publishe	Many and Policy of	
100					 	

73. Continental Walk (Roosevelt, BMI)—Hank Ballard and the Midnighters, King

82. Trees (Vogel, ASCAP)—Platfers, Mercury 89. What'd I Say (Progressive, BMI)—Jerry Lee Lewis, Sun

90. Theme From the Great Imposter (Southdale-Northern, ASCAP)—Henry Mancini, RCA Victor

93. Underwater (Dixsil, BMI)—Frogmen, Candix

94. Scottish Soldier (Jaro, BMI)—Andy Stewart, Warwick

97. Bonanza (Livingston-Evans, ASCAP)—Al Caiola, United Artists

98. California Sun (Tyrol & Lloyd-Logan, BMI)-Joe Jones, Rouette 99. The Next Kiss (Plan Two-Moorpark, ASCAP)—Conway Twitty, MGM

100. Sweet Little Kathy (S.P.R. BMI)-Ray Peterson, Dunes

#### 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. For comment on each of these Spotlight winners, see the singles reviews in this issue.

#### POP

La VERN BAKER: Saved (Progressive-Trio, BMI) (2:30)—Don Juan (Progressive-Trio, BMI) (2:37) Atlantic

ANDY WILLIAMS: The Bilbao Song (Harms, ASCAP) (2:09)—How Wonderful to Know (Leeds, ASCAP) (2:15) Cadence

FREDDY CANNON: Buzz Buzz A-Diddle-It (Conley, ASCAP) (2:29)-Opportunity (Cannon Point,

BMI) (2:10) Swan

TAB HUNTER: Wild Side of Life (Travis, BMI) (2:20) Dot THE FLEETWOODS: Tragedy (Bluff City, BMI) (2:40) Dolton FRANK GARI: Lullaby of Love (Harvest-Recherche, ASCAP) (2:10) Crusade DAMITA JO: Do What You Want (Benjamin, ASCAP) (2:20) Mercury

#### COUNTRY AND WESTERN

HANK SNOW: Beggar to a King (Starrite, BMI) (2:45) RCA Victor

JOE BARRY: I'm a Fool to Care (Peer Int'l, BMI) (-) Smash

#### RHYTHM AND BLUES

LITTLE JUNIOR PARKER: Driving Wheel (Lion, BMI) (2:34)—Seven Days (Lion, BMI) (2:15) Duke

#### DISK JOCKEY PROGRAMMING

CATERINA VALENTE: Personalita (Lloyd & Logan, BMI) (2:35) London

6.10

N 23 T

# VOX JOX

#### By JUNE BUNDY

BLUE MOON "GAG": The Marcels' rock and roll version of the great Rodgers and Hart oldie "Blue Moon" (No. 1 on the "Hot 100" chart this week) is taking quite a bit of ribbing from "good-music"-minded deejays. "Orben's Current Comedy," a chatter service for spinners, offers the following gag for "Blue Moon" intros: "Play the first 10 seconds of the stuttering-type rhythm introduction to 'Blue Moon' by the Marcels. Stop the record and say: 'Now calm down, speak slowly and distinctly, and tell us what our problem is.' Let the record go as the vocal comes in." Robert Orben, Orben Publications chief, writes, "This is the second full year of our monthly topical comedy service in bound form." His subscription list now includes 400 deejays in the U. S., Canada, England and Australia.

GIMMIX: Jocks at WABC, New York, are saluting secretaries throughout the area. Three times a day the station features a "77 Secretarial Salute," and sends a twin orchid corsage to the lucky girls at their offices. The names are sent in by the winners' co-workers.... Bob Adkins, KNEW, Spokane, recently finished "March Winds" contest whereby listeners were asked to select the KNEW jockey they would like to have "Go Fly a Kite." Winners received a new album, and the designated deejay received KNEW kites.

Jack Lacy, Murray Kaufman, Lonny Starr and Stan Z. Burns, all WINS, New York, deejays, appeared in person in the lobby of the famed Palace Theater last week in conjunction with the station's contest tie-up with the theater's current movie "The Great Imposter." For the past few weeks the station has been asking listeners who think they look like famous people—past or present—to mail in snapshots. The best likeness will win a weekend at Grossinger's in the Catskills; while the six runner-ups will win dinners for two at an elegant Manhattan restaurant. Entries have included photos from everybody from Jimmy Durante and Sister Kenny to Shelley Winters, and Debbie Reynolds. The majority of femme entries, reports WINS, modestly, "claim a resemblance to Elizabeth Taylor!"

NEW DEEJAY PAPAS: Bob Bryon, KRC, Houston, and his wife welcomed a girl this month.... Joe Walker, KNUZ, Houston, and frau Meanie, are parents of a boy Joshua David. . . . It's a girl for the Red Joneses, KILT, Houston.... Tom Johnson and his Mrs. named their new daughter—their firstborn—Charwyn Dee.... Jack Rattigan, WRC, Philadelphia, and wife, Adelaide, named their fourth child and first daughter, Maria.... Dub Murray, KDOK, Tyler, Tex., was set to emsee a show starring Marty Robbins March 24, but the show went on without him when his second son, Audie Joe, was born the same night.

CHANGE OF THEME: Video star Steve Allen has returned to local radio with a daily hour-long series on WFBM-FM, Indianapolis, at 10 a.m. and 8 p.m., Monday through Friday. Latter will be a rerun of the morning program. The show will feature both musical and spoken-word wax, including, of course, Allen's own compositions. . . . Christie Barter, music editor of Cue magazine, will emsee a new record show, "The New disks," on WRFM, New York, on Tuesday nights, from 9 to 10, starting this week. The show will feature new releases, mostly classical and jazz.

Jim Tucker has been named program director of WFUN, Miami. . . . Bruce Parsons, formerly with WCTC, New Brunswick, N. J., has joined WBOF, Norfolk, Va. ... Reb Foster, formerly program director-deejay at KICN.... New Staffer at KIXZ, Amarillo, Tex., is Leon Tatham.... George Bowes, WWSW, Pittsburgh, was named one of Pittsburgh's 10 best dressed men by the Golden Triangle Association, a group of local businessmen.

Ken Albridge, WPOR, Portland, Me., has changed his air time from a late afternoon time period (4:30-6:30) to the 10:30 a.m.-2 p.m. time slot.... Arthur Cornwall, known professionally as "Carolina's Lyric Tenor," is emseeing a show, "Memory Time," on WGCD, Chester, S. C. The program is aimed specially at "shut-ins and their friends." . . . John C. Butler promoted to commercial manager post at KIXL and KIXL-FM, Dallas.... New manager of KEEZ-FM, San Antonio, is Roy Roger.

CHICAGO: Station WLS, here, reported that the January local Pulse rated the outlet No. 1 on weekends, with an 18.5 average share of audience and No. 2 weekdays, with a 16.7 average share of audience. The outlet ranked No. 7 when it went on the air last May 2. Milliard Hanson, staff announcer at WCFL, will be married this month. . . . Mike Rapchak's all-night stint on WCFL is being taken over by Jess Barker, former husband of actress Susan Hayward. Barker was formerly at WAIT here. Rapchak moves to a daytime program.... Jack Karey, another WCFL-er, has been named toastmaster for the Notre Dame alumni of Chicagoland dinner in April.

INTERNATIONAL DEPT.: Dave Lyman, program development director of WLEE, Richmond, Va., reports that the outlet has sparked considerable audience interest recently by programming foreign label disks. U. S. "exclusives" (played for the first time by WLEE, according to Lyman) include Gracie Fields' British hit "In Jerusalem," Andy Stewart's "A Scottish Soldier," and WLEE's latest import "Oh, Lucky Me," by Jerry Palmer on the Canadian label, Gaiety.

#### PROGRAMMING PANEL

THE QUESTION

As one of the country's top disk jockeys, what advice would you give young people who want to break into the disk jockey field today? (Submitted by Ricky Robins, 16, Norwalk, Calif.)

THE ANSWERS

HOWARD MILLER WIND, Chicago

It must be remembered that a



disk jockey is basically a radio announcer who becomes a featured performer. In order to achieve success as a deejay the aspirant must first be a good announcer. This means he must be a polished salesman and, in

a sense, a psychologist, to analyze his market. Also he must be proficient on all topics which may be of interest to his listener. Therefore, he should consider that his is a continually self-educating field of endeavor.

> JACK LACY WINS, New York

A successful disk jockey is pri-

marily a topnotch salesman —not of records -but of his sponsors' products. His worth to a station is determined in the long run by his ability to perform within the general concept of their stated operating



procedures. If an aspiring deejay is willing to accept this, then I would tell him to develop his command of the language and get a job with a station small enough to teach him the techniques that only experience can offer.

> DICK MARTIN WWL, New Orleans

First, it is desirable to have a



sound foundation in English (pronounciation, grammar, usage) the better to express one's self. If possible, take a course in "Effective Speaking." The broader one's knowledge of and love for music the more

enjoyable the work should be-provided, of course, one seeks out a station which allows its deejays to think for themselves and utilize their own knowledge, good taste, and individuality in programming the music.

> ALAN FREED KDAY, Hollywood

He should know the music busi-

ness and try to learn as much as he can about the field, including programming and sales. Many radio stations, especially in smaller cities, require personnel to have a first-class license. The best



way to obtain it is to enroll in an accredited school for radio announcers and technicians. Above all, the to accept gradual promotion.

### TV JOCKEY PROFILE

Television disk lockeys and the TV record and dance party formats have become increasingly important. Each week, this feature will provide details of an outstanding exponent.

#### TODAY IN TENNESSEE

Starring Bob Jennings and Bill Sanders

WRGP-TV, Chattanooga, Tenn. WATE-TV, Knoxville, Tenn. WJHL-TV, Johnson City, Tenn.

Saturday, 7:30-9 p.m.

"Today in Tennessee" started as a strictly country and western show in August, 1960, with c.&w. jockey Bob Jennings as emsee. When producer-director Gene Goforth (Gene Goforth Productions) realized that more and more c.&w. record artists were invading the best selling pop market he brought in pop deejay Bill Sanders last September as co-emsee on alternate Saturdays.

Originating from WRGP-T, the program is the top-rated show in its time period. Leeds Homes, local builders, sponsors the show and Decca c.&w. warbler Bill Anderson is a regular on the telecast, except when he's on tour. Sanders describes the program as "The Dave Garroway Show of Tennessee." News, weather and time reports are made on the half hour, and in between Jennings and Sanders chat with guests, utilizing a "coffee klatch" approach.

About 10 records (both c.&w. and pop) are played on each show, and live music is also provided by Ray Wiggins and his orchestra. Recent guests have included Brenda Lee, Floyd Cramer, George Morgan, the Four Freshmen, Johnny Tillotson and Charlie Rich.

### Name Legal Eagle Howze To Succeed Robert Lishman

WASHINGTON - Youth was | Chairman Oren Harris (D., Washington last week when youthappointed to succeed retired Robert Lishman as chief counsel of the new permanent Subcommittee on Regulatory Agencies, which made headlines last year in TV quiz and payola hearings. It was then known as the Committee on Legislative Oversight.

### Powel Crosley Jr., Radio Pioneer, Dies in Cincy

CINCINNATI—Powel Crosley Jr., 74, founder of Station WLW here and former president of the Crosley Corporation, died of a heart attack at his home here Tuesday (28). A radio pioneer who became one of the leaders of the industry, Crosley was also president and leading stockholder of the Cincinnati Baseball Club Company, owner of the Cincinnati Reds.

In 1921, Crosley began the manufacture of low-price radio sets, and in 1922 built a transmitter in his home here which was the beginning of WLW. He followed with the manufacture of Crosley electric refrigerators and radios, and in 1939 he pioneered in the American manufacture of small cars with the pint-size Crosley. In 1934, bought the Cincinnati Reds baseball club from a banking syndicate.

Crosley sold his interests in the manufacturing and broadcasting companies to Avco Corporation in 1946, retaining only his auto manufacturing business. In 1952, after 13 years of experimentation with the small car, Crosley gave up and sold his equipment to the General Tire & Rubber Company, Akron.

Funeral services were held Thursday (30), with interment in Spring Grove Cemetery here. Surviving are a brother, Lewis M. Crosley; a sister, Mrs. Albert Chatfield; a daughter, Mrs. Page Crosfive great-grandchildren.

again the order of the day in Ark.), who heads the full house committee, has also retained chairful attorney Charles Howze was manship of this link of continuing liaison between Congress and the regulatory agencies. In picking Howze for the job of chief counsel to succeed Lishman, the chairman selected a staff member who participated in the quiz and payola investigations and was one of the strongest contributors to the subcommittee's staff memo explaining the workings of the popular music industry for the benefit of the congressmen.

> The new subcommittee's chief counsel said he hopes the staff will be able to work out solid suggestions for improved operations within the regulatory agencies and between members of Congress and the agencies, with the approval of the full committee. Howze worked with former counsel Lishman on a staff memo of recommendations for studies needed in this area—the recent study of ratings by the American Statistics Association being one of their suggested projects. (Music Week, March 27.)

> It was in the same subcommittee memo drawn up under Lishman that ownership of music and other programming interests by networks and motion picture firms came under question. If legislation to regulate networks is passed in this Congress, it would be up to this subcommittee to keep an eye on the way the Federal Communications Commission handles its supervision of network business practices, including possibilities for abuse in alleged network-publisher deals for music on TV firm and TV network programming. Latter possibility was suggested as needing further study in the staff memo of the previous legislative oversight subcommittee.

Other staffers familiar to those involved in last year's payola hearings, also retained, are Rex Sparger, who co-authored with Bill Martin a statistical study on playing of "interest" and "non-interest" tunes by Dick Clark on his network show. (Martin is no longer with the subcommittee.) Also on deck is George Perry, who worked in the Cleveland area of the payola investigaaspiring deejay must be prepared ley Kess; five grandchildren and tion. Herman Beasley remains as chief clerk of the subcommittee.

#### ARTISTS' BIOGRAPHIES

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

#### THE MARCELS

This new vocal group from Pittsburgh has hit the jackpot with its modern treatment of the oldie, "Blue Moon." Their Colpix disk jumped into the No. 1 slot last week on the Hot 100 after only four weeks on the chart.

The boys, Dick Knauss, Gene Bricker, Fred Johnson, Cornelius Hart and Ronald Mundy, who range in age from 18 to 20, plus their manager, Julius Kruspir, have not forgotten their

many disappointments before the disk clicked. Prior to coming into contact with Kruspir, the group had formed and disbanded several times. Dick Knauss met Kruspir while auditioning for the baritone role in a group Kruspir was handling.

Knauss won the job and the two discovered a similarity of ideas and goals in molding a distinctive vocal group. The final result was the Marcels. Their determination has paid off and the group is currently booked through April on a series of personnal appearances. Their booking office is Shaw Agency. The boys' first LP, "Blue Moon," will be released this week.

#### THE ECHOES



Sam Guilino and Val Lageux, a Long Island high school music teacher and assistant principal, penned "Baby Blue." They brought the Echoes to Jack Gold, who recorded the tune

with the group for the Seg-Way label. The versatile teen-agers have songwriting ambitions themselves and together wrote the flip side of the disk, titled "Boomerang."

The Echoes are currently making personal appearances at

"Baby Blue," on the Seg-Way label, is the name of the tune that has rocketed this new group into the recording limelight. The Echoes, consisting of Tommy Duffy, 18; Harry Doyle, 16, and Tom Morrissey, 19, all hail from Brooklyn.

record hops and on TV and stageshows.

### YESTERYEAR'S HITS

Change-of-pace programming featuring the hottest disks in the land five and 10 years ago this week, from Billboard's charts.

#### POP-5 Years Ago APRIL 7, 1956

- 1. Poor People of Paris, Les Baxter, Capitol 2. Lisbon Antigua, Nelson Riddle, Capitol
- 3. Blue Suede Shoes, Carl Perkins, Sun
- 4. Hot Diggity/Juke Box Baby, Perry Como, RCA Victor
- 5. Heartbreak Hotel, Elvis Presley, RCA Victor
- 6. Rock & Roll Waltz, Kay Starr,
- 7. I'll Be Home/Tutti Frutti,
- Pat Boone, Dot
- 9. Why Do Fools Fall in Love, Frankie
- RCA Victor
- 8. No, Not Much, Four Lads, Columbia
- Lymon & the Teenagers, Gee 10. Great Pretender, Platters, Mercury

#### POP-10 Years Ago APRIL 7, 1951

- 1. If, Perry Como, RCA Victor 2. Be My Love, Marie Lanza, RCA Victor
- 3. Mockin' Bird Hill, Les Paul & Mary Ford,
- 4. Aba Daba Honeymoon, Debbie Reynolds Carleton Carpenter, MGM
- 5. Mockin' Bird Hill, Patti Page, Mercury 6. How High the Moon, Les Paul & Mary Ford, Capitol
- 7. Would I Love You, Patti Page, Mercury 8. On Top of Old Smokey, Terry Gilkyson
- & the Weavers, Decca
- 9. My Heart Cries for You, Guy Mitchell-Mitch Miller, Columbia
- 10. Tonnessee Waltz, Pattl Page, Mercury

#### ROCK & ROLL-5 Years Ago-APRIL 7, 1956

Eddie My Love, Teen Queens, RPM Drown in My Own Tears, Ray Charles, Atlantic Bo Weevil, Fats Domine, Imperial Speedo, Cadillacs, Josie

Down in Mexico, Coasters, Alco

I'll Be Home, Flamingos, Checker Devil or Angel, Clovers, Atlantic Tutti Frutti, Little Richard Magic Touch, Platters, Mercury In Paradise, Cookles, Atlantic

### STOCKHOLDERS GET IT BY EAR

HOLLYWOOD - Liberty Records' soon-to-be-issued first report to its stockholders will include a specially prepared compact 33 disk featuring its various artists in word and song, reviewing the label's accomplishments. Most of the dialog is between Julie London and David (Ross Bagdasarian) Seville with cut-in tracks of the label's various top sellers. Disk, tagged "The Sounds of Liberty," ends with statements from label President Al Bennett and board chairman-artist and repertoire chief Si Waronker.

### Cleffer Sues Leeds Over 'Wagon' Tune

NEW YORK - Perry Bradford has filed a suit in U. S. District Court against Leeds Music on the song le wrote under the name John Henry-"You've Been a Good Old Wagon, But You've Done Broke Down." Other defendants in the suit are Schenley Distillers, Blue Note, Columbia, RCA Victor, Jubiles and Mercury Records. Bradford is asking for treble damages and an accounting alleging the copyright returned to him in 1953. He claims that Leeds had no right to license any records on the tune and is charging the publishing firm with copyright infringement. Bradford originally sued Leeds over the assignment of the tune in 1958.

FROM BILLBOARD MUSIC WEEK SALES DEPARTMENT

JULIAN CANNONBALL ADDERLY lends his famed tenor sax to a unique jazz release on Riverside records . . . African Waltz . . . this week bubbling just under the Billboard Music Week Hot 100. The exciting jazz artist is currently appearing with his quintet at the Jazz Workshop in San Francisco, He departs April 8 for a three week tour of Europe after which he is set for a week's engagement at the Minor Key in Detroit. Flip side on African Waltz is Kelly Blue,

THE ALLISONS, brothers Bob and John, have a big hit bubbling under the Hot 100 in their London disking of Are You Sure . . . currently among England's biggest smashes. The boys, who have published over 100 songs, wrote and performed this one for the BBC's A Song For Europe Contest. They won first prize and headed for France. Sponsors of the competition was Eurovision.

PAUL ANKA has another fast-rising hit on the charts with Tonight, My Love, Tonight, currently No. 22 on the Hot 100. The 19-year-old singercomposer recently set up his own motion picture company and has bought three film properties which he hopes to produce independently. The firm, known as Spanka Productions, will begin filming its first movie, "Valencia" later this year. The versatile ABC-Paramount star who recently completed his second film (not with his own production company), "Look In Any Window," thus expands his activities which already include public appearances, club work, movies, records, song

THE BROWNS come up with a Billboard Music Week Spotlight pick for their new RCA Victor release, Angel's Dolly. The trio, consisting of Jim Edward, Maxine and Bonnie Brown, hails from Pine Bluff, Ark. They began as a duo, when Jim Edward and Maxine sang as amateurs on the Barnyard Follies Show in Little Rock. Later, they were featured on the Louisiana Hayride program for over a wear and a half, and coast to coast personal appearances followed. When she graduated from high school, Bonnie Joined her older brother and sister to form the present trio. Among their many hits, their waxing of The Three Bells sold over one million records. The flip side of their new release is "Ground

ARTIST BIRTHDAYS: April 3, Marion Brando, Doris Day, George Jessell; April 4, Tony Perkins; April 5, Billy Bland, Gregory Peck, Spencer Tracy; April 6, Gerry Mulligan, Andre Previn; April 7, Percy Faith, Ralph Flanagan; April 8, Carmen MacRae; April 9, Art Van Damme, Carl Fisher.

BUZZ CLIFFORD who was recently named America's Favorite Baby Sitter by the American Baby Sitter's Association for his recording of Baby Sitting Boogie, follows up with a Billboard Music Week Spotlight pick for his new Columbia single, a novelty called Three Little Fishes c/w Simply Because. Buzz who lives in Mountain Lakes, N. J., became a recording star when some of his pals entered him in an amateur contest at the Morris County, N. J., Fair . . . without his knowledge. To their surprise, he won over a field of performers who had spent weeks preparing for the event, and was thus launched on a musical career, In addition to his singing and guitar work, Buzz has composed over 100 songs, several of which are in his current album, Baby Sittln' With

FLOYD CRAMER follows-up his smash RCA Victor single, On The Rebound with an album of the same title. The LP, a Biliboard Music Week Spotlight pick, features more plano in the style of his top selling hits, Last Date and the current chart climber. Born in Shreveport, La., Floyd learned to play the plano by car at the tender age of five. It wasn't until years later that he took up the formal study of music theory. In the interim, he had become proficient enough to Join the Louisiana Havride Show and subsequently, the Grand Ole Opry, An interesting sidelight to Floyd's career is the fact

that he has played piano (at the RCA Victor Nashville Studios) for many million selling records. He has backed all of Elvis Presley's disks from Heartbreak Hotel to It's Now Or Never; all of Jim Reeves' waxings from Four Walls to He'll Have To Go; and the Browns' Three Bells.

FERRANTE AND TEICHER have a fast-moving successor to their bestselling Exodus Theme in Love Theme from One-Eyed Jacks. The energetic United Artists recording stars, have been playing together since they were six, when they first met at New York's Julliard School of Music. Arthur Ferrante, son of a violinist, was born in New York City and Louis Teicher was born in Wilkes Barre, Pa., but moved to New York when he was five, Both studied under the same teachers at Julliard and majored in piano. After brief careers as concert artists, they both returned to Julliard as instructors and during the next few years they combined their teaching with a limited schedule of concerts. Meanwhile, they were working on new duo-piano material. They resigned from Julliard in 1947 to devote full-time to their concert work. During the ensuing 14 years they have traveled the United States in concerts and have appeared on every major radio and television network. In addition, they have done a score for a motion picture and have recorded for both Columbia and Westminster prior to their popular success with United Artists.

FERLIN HUSKY weighs in with a two-sided Spotlight pick with his new Capitol release, What Good Will I Ever Be c/w Before I Lose My Mind. Both are strong ballads in the style of his currently popular Wings of A Dove, Ferlin burst into national prominence after several years of success in the C&W field with a waxing of Gone, for which he was awarded a gold record, He later turned to acting and landed several television and motion picture roles. He also continued to make guest appearances on leading television variety shows. Ferlin also records comic-novelty material under the name Simon Crum.

DELLA REESE has a new Victor release and in it lends her vibrant style to the oldie Won'cha Come Home, Bill Bailey. The popular Della, born Dellareese Taliaferro, was born in Detroit and received her early vocal training in church choirs. When she was 13, Mahalia Jackson heard Della and invited her to join her troupe. For the next five summers, Della sang for Mahalia, ultimately leaving to attend Wayne University. Her studies were interrupted however, by the death of her mother and her father's illness. She was forced to leave school to help support the family working as a clerk during the day and doubling at night as a singer-hostess in a night club. Her singing attracted attention and she landed a job at the Flame Club where she was able to study the styles of Ella Fitzgerald, Sarah Vaughan,

A weekly column of lively chatter material on the hoffest and most popular recording artists-those "Spotlighted" by Billboard Music Week's review staff, as well as those featured by the record companies in their major Billboard ad promotions.

To help you spot the ones you need, when you need them, all artists items are carried in strict alphabetical sequence.

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Dinah Washington and other stars. Soon she became a headliner and was offered a contract from Jubiles Records. Among her disks was And That Reminds Me which brought her national fame and numerous television offers. She went to Hollywood for some film work and then, in 1959 signed an exclusive RCA Victor recording contract. Her first disk with Victor was another smash, Don't You Know, Currently, Delia is appearing at the Venetian Room in San Francisco.

THE ROLLERS have a strong gospei type sound in their new Liberty rolease, The Continental Walk, another of the new dance raves that keep cropping up among the teen set. The Rollers, consisting of Eddie Wilson, Don Sampson, Allyn Wilson and Willie Willingham, were organized in 1958 in San Bernardino, California, Their previous release includes Got My Eye on You and Bonneville.

FRANK SINATRA displays the style that has made him one of America's -and the World's-leading entertainers, on his latest Capitol release. Sentimental Baby, Backed with Nelson Riddle's fine orchestra, The Voice gives a typically smooth reading to the ballad written by Keith, Spence and Bergman, who also did his recent Ol' MacDonald and Nice 'n' Easy hits. The flip side, My Blue Heaven, is taken from one of Sinatra's recent Capitol LP's, Sinatra's Swingin' Session, and shows the master-swinger at his best-again with the Riddle orchestra.

CONWAY TWITTY jumps onto the Billboard Music Week Hot 100 chart this week with his newest MGM release, The Next Kiss. Conway is another recording artist who has expanded his operations to include motion pictures. Currently he is working on plans to produce and star in a movie later this year in Germany, In the meanwhile, he continues his club dates and public appearances . . . opening in Tulsa's Continental Arena tomogrow night, (April 4).

PROMOTION MONTHS AND WEEKS: April is Ice Cream Month; National Rug Cleaning Month; National Welded Products Month; National Hobby Month; This week is National Honey For Breakfast Week; National Laugh Week.

Denis Hyland

### THIS WEEK'S NEW Money Records

. . . an alphabetical listing of the records manufacturers are backing with special feature treatment in big-space Billboard Music Week ads.

#### SINGLES

HE NEEDS ME-G. Lynne ..... Everest THREE LITTLE FISHES-Buzz Clifford...............Columbia

#### ALBUMS

THE INTERNATIONAL POP ORK-110 Men ...... Parkway 

period covering thousands of releases. 7 out of 10 will reach Billboard Music Week's "Hot 100" in the weeks ahead!

According to statistics maintained over a

A 2007

Dealers will find these charts a reliable weekly guide to more profitable Inventory and display of records, playback equipment and related merchandise.

#### BEST-SELLING PHONOGRAPHS, TAPE RECORDERS RADIOS &

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

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

#### AM-ONLY TABLE RADIOS

RANK	BRAND	%	OF TOTAL
	RCA Victor	.=	
2	Zenith		20.4
3	General Electric		11.6
4	Motorola		7.9
5	Admiral		6.6
6	Philco		5.6
7	Westinghouse		3.9
	Others		22.8

#### AM-FM TABLE RADIOS

RANK 1	BRAND % OF TOTAL POINTS Zenith 23.7
2	Magnavox 19.2
3	Granco 11.7
4	RCA Victor 11.5
5	Admiral 5.0
6	Delmonico 3.7
6	Grundig-Majestic 3.7
**************************************	Others 21.5

### BEST BUYS IN RECORDS

These records, of all those on the Hot 100, have begun to show NATIONAL sales breakout action this week for the first time. They are recommended to dealers and all other readers as having the greatest potential to go all the way. Previous Billboard Spotlight Picks are marked (\*).

*ONE HUNDRED POUNDS OF CLAY Gene McDaniels
(Gil, BMI) Liberty 55308
*SOME KIND OF WONDERFUL Drifters (Aldon, BMI) Atlantic 2096
SECOND TIME AROUND Frank Sinatra (Maraville, ASCAP) Reprise 20001
TO BE LOVED (FOREVER) Pentagons (Gele, BMI) Donna 1337
*DIXIE Duane Eddy (Lunduane, BMI) Jamie 1183
JUST FOR OLD TIME'S SAKE McGuire Sisters (Aldon, BMI) Coral 62249
TONIGHT I FELL IN LOVE Tokens (Halkay, BMI) Warwick 615
*MY THREE SONS Lawrence Welk (Don-Michael, BMI) Dot 16198
TENDERLY Bert Kaempfert
(Morris, ASCAP) Decca 31236
DADDY'S HOME Shep and the Limelites (Keel, BMI) Hull 740
C&W

No selections this week.

R&B

\*TRUST IN ME Etta James (Advance, ASCAP) Argo 5385 DADDY'S HOME . . . . . . Shep and the Limelites (Keel, BMI) Hull 740

### SORD Prexy To Head East For Meetings

• Continued from page 2

will speak on "The Future of the Independent Record Dealer."

Following his address, an open forum discussion is scheduled, treating four topics: (1) Will the 33 revitalize your pop business? (2) What is the right price for an LP? (3) Are the record clubs gaining or losing? (4) Would you like to sell records at a profit again? Judkins will make a short address, reporting on the SORD board conclave and open the meeting for questions.

SYRACUSE - The John Milton Motel here will be the scene of a State-wide record dealer dinner meeting next Wednesday (5). Guest speaker of the evening will be Howard Judkins, president of the Society of Record Dealers of America. Others listed on the speaker docket at the session are Irving Randolph, Jack Seader and Mickey Gensler, all members of Dealers in Sound Corporation, dealer buying co-op in Newark, N. J.

The meeting was called by Jobeing undertaken by SORD to im- source of the material. of the DISC co-op.

throughout the entire State with its own amplifier. The high end the exception of metropolitan New of the line lists at \$189.95 and con-York City, Waldhorn urged retail- tains an AM-FM and short-wave ers to bring key employees, wives radio in addition to the deck, all and fellow dealers to what he prom- in a small, easily portable case. ised would be "the most important All units are transistorized and batmeeting ever held by New York tery-operated. State dealers."

## Macy Customers Go for Westrex Tape Playbacks

NEW YORK - Officials of | sial version of the unit is being Macy's department store here, and the Westrex Division of Litton Industries, expressed enthused satisfaction this week at the reception accorded by store customers to a series of three new Westrex tape cartridge playback devices introduced last week. Customers evinced much curiosity as the units were demonstrated in the store.

pickup. All units are equipped with stereo cartridges though all German electronics firm known as the units for Westrex to order under the Westrex name.

Tapes will contain from one to four hours of material. The onehour tape will retail at \$7.95. All current repertoire, consisting of about 25 tapes, comes from Tefi's own German library. A spokesman for Westrex noted, however, that a contract has been concluded with the No. 1 record company in America" for the rights to its cataseph H. Waldhorn, a dealer of log. Negotiations with other record nearby Fulton, N. Y., who is a firms were also going on, it was member of the SORD executive noted. All tapes will come out unboard. Waldhorn said that Judkins der the Westrex banner with no is expected to elaborate on steps identification with the original

existing in the disk business. Ran- currently being marketed. Cheapdolph. Seader and Gensler will est of these is a \$69.95 playback jointly present the working details deck which can be plugged into a phonograph, radio or TV set for In a letter sent to dealers playing An \$89.95 unit contains

The spokesman said that a spe-

The device employs a nonmagnetic tape which actually is impressed with grooves and played by a regular phonograph cartridge current repertoire is monaural only. The units are a product of the Tefi, which first introduced them there six years ago. Tefi is making

#### NEW ACCOLADES

### IHFM, AES to Present Own Awards to Industry

of High Fidelity Manufacturers work in concert with one another. and the Audio Engineering So- Heretofore, Institute - sponsored ciety, who jointly will stage this shows were staged entirely accordyear's Los Angeles Hi-Fi Show ing to the decisions of its manufac-(April 5-9), will present their first turer members. Under Pepe's helm, annual awards at an industry din- the L. A. show is being produced ner and dance tonight (Monday) at and guided with the advice of a the Cocoanut Grove here. The in- committee composed of manufacstitute is buying time on station turer, dealer, and manufacturer KTTV to televise the awards.

According to Institute President Ray Pepe, purpose of the awards extraordinary achievement in their and the telecast is threefold: (1) To respective fields to Nelson Riddle, present a new image of component Frank Sinatra, George Shearing, hi-fi to the consumer; (2) To weld Billy Vaughn, the Jimmie Van together the various sectors of the Heusen-Sammy Cahn writing team, hi-fi industry (manufacturers, their | motion picture producer George reps and dealers) into a unified Sidney, and, on the classical side, force; (3) To channel the profits composer Ernst Goch and conducof the L. A. show into promoting tor, Bruno Walter. An award also hi-fi within the market.

hi-fi industry as a whole can no longer operate solely on the actions of the manufacturers alone but that the manufacturers, reps and deal-

### Dana Tees-Off

NEW YORK - Dana Records, the polka line, is starting a special disk sale this week. For every record purchased at list price, a cus- awards festivities at the Grove will tomer can buy another for half include Joannie Sommers, comic international series.

HOLLYWOOD - The Institute ers must be brought together to representatives.

Awards will be presented for will be presented to Mrs. Norman It is Pepe's contention that the Chandler, wife of the publisher of The Los Angeles Times and the afternoon Mirror-News, for her contribution to building the Los Angeles music center. Various leaders within the high fidelity industry will present the awards. Composer-conductor Johnny Green will present the award to Mrs. Chandler and serve as announcer of the TV portion of the program.

Artists performing during the price. The discount sale applies to all polka disks as well as the label's tra, among other recording industry on his way west just to buy anpersonalities.

prepared for use in autos in association with the auto radio. An adaptor device will come with this unit for mounting the deck conveniently on the auto dashboard.

Each unit will carry a warranty card, which, when returned by the customer, will bring him a regular bulletin from Westrex, listing news about catalog and all new releases. This system has been followed for several years by the Tefi firm in Germany.

All tapes play at seven and a half inches per second. For playing, the tape is merely dropped into a slot and a button is pushed to engage the needle and the tape.

# Philly Hi-Fi

PHILADELPHIA-To help promote the proposed High Fidelity Music Show here next fall, the greatest priority will be given to store demonstrations of stereo and high-fidelity equipment during the week of September 25, climaxed by a show at the Adelphia Hotel on September 29-30 and October 1. A representative committee of dealers and distributors meeting at prove unfavorable conditions now There are three playback units the Adelphia Hotel this week sponsored by the show directors, the Harry Bortnick Associates organization, formulated this program.

> Purpose of the session was to lay the groundwork for co-operation of the dealers and the manufacturers of stereo and high fidelity Stereo-Record Music Show. The Roof Garden of the hotel will also be made available for institutional exhibitions by manufacturers, radio and TV stations and allied organizations.

The show will be held at the level of those previously sponsored here by the Institute of High Fidelity Manufacturers, with exhibits arranged by manufacturers. Local dealers and distributors will assign staff personnel for the demonstrations.

Daniel K. Greenfield of Danby Radio, and Larry Oebbecke of Almo Radio, were appointed as members of a co-ordinating committee who will work with the reps of manufacturers or organize all future activities for the 1961 Stereo

### With the Blue Ribbons on It

CLEVELAND — An Easter bonnet promotion, sponsored by Bandstand Records, spearheaded an Easter parade of customers which shot sales 23 per cent above the previous week, according to Nathan Kulkin, general manager.

The Southgate Shopping Center store joined forces with a women's hat shop which provided the free headpieces. Any Bandstand customer's register tape which showed a red star was a winner and awarded a hat of his choice.

"We gave away 10 hats during the three-day promotion," said Kulkin. "One salesman from Pittsburgh who won, picked out a hat for his wife. A couple of other record.

DIAMOND" UNIT

STORE-TESTED PROFIT POINTERS FOR DEALERS -

### 'Versatile' Is Word For Tape Recorder

By BOB LATIMER

ST. LOUIS — It's all too easy to lose sight of the fact that tape recorders are entertainment in its most versatile form, in "fighting the battle of prices," according to George Tomacek, of Pine Music Company, in suburban South St. Louis.

Six years ago, when he first began handling tape recorders, Tomacek sold only five in one year. The next year he sold 45, simply because he made it a practice to experiment with tape recorders in the store, and at home, to find various appeals

DE

d "package" Puli overcomes ) to overplay their needles tell your customers when to "

CIVE TO DAMON RUNYON CANCER FUND

which could be passed on to his customers. The next year, his volume went over 200 recorders sold, and has stayed above that mark ever since, through merchandising recorders on the basis that "tape recorders are fun!"

The slogan appears in every Tomacek ad, on large billboardtype signs in the display room, and on tapes which Tomacek has recorded himself, and which he frequently allows to do the entire selling job, when a customer comes in and asks to look at a tape recorder.

Tomacek frequently displays five identical tape recorders of the same brand, side by side; each illustrating a different "fun" aspect. One may feature, a recording made at a children's party, another the exchange of party favors. A second offers popular music and another, Broadway show music. One lightweight recorder, with a foot switch attached, spiels off business dictation. Operating a foot switch demonstrates how quickly the recorder can take care of dictating machine problems, and soak up much more dictation than the usual office machine. The fourth recorder beats out plain rhythm backgrounds for the benefit of the customer who plays piano, guitar, or any other instrument, and who wants to practice, with a fixed beat. The last model is made up of transcriptions of popular radio and television shows which every listener is bound to recognize.

Demonstrating the five different types of enjoyment the recorder furnishes makes a big impression on prospects, when it is pointed out that any one of the five machines will do all five of the "entertainment jobs" being exhibited.

Tomacek also shows how a tape recorder can be successfully operated in the family automobile, using an inverter for the power source, how battery-operated models can be taken along as business and entertainment assets on trips, etc.

Although Tomacek carres a complete price spread in tape recorders, including several economical rock-bottom price models, it isn't surprising that he sells the bulk of his recorder volume in top-bracket 4-track stereo tape recorders priced at an average of \$240 to \$325. A lot of his better-priced sets have been sold to people who frankly admitted that they had come in with the idea of purchasing the lowest-priced model possible. Pointing out that increasing the investment brings, many times, more elements of enjoyment into the picture is, of course, the factor which will sell 4-track stereo, in place of a monaural-type machine at minimum price.

Tomacek doesn't hestitate an instant to send a tape recorder home with a prospect who is well-identified, who listens intelligently to instructions on operating the machine, and who is a "family man" with youngsters who will enjoy the tape recorder,

Tomacek has also been on hand for scores of parties, at which a Tomacek tape recorder, on trial, was the star pertormer.

Net results have been a steady turnover of better-priced, full mark-up tape recorders, the creation of a profitable market for pre-recorded stereo music, and a reputation as a man who "really loves the tape recorder subject."

### RETAILING PANEL

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

THE QUESTION:

What is your customer credit policy?

THE ANSWERS:

CLYDE WALLICHS, president, Music City Stores (Three-Store Chain), Los Angeles.

On March 1 we offered a charge account service (store credit card) to established



customers because we've found that a considerable portion of our high dollar-volume repeat business comes from professional people who prefer charging their purchases. Many of them

like to place telephone orders which a charge service facilitates. In addition to our own credit card, we are continuing to honor the five public credit cards (Diners' Club, Carte Blanche, American Express, International, and Bankamericard). Store credit cards are issued to selected customers with well-established credit ratings whose Music City purchases have been averaging at least \$25 per month.

#### MIKE SPECTOR (Two Stores) Coral Gables and Fort Lauderdale, Fla.

With three distinct types of customers, we must follow a "yes' and "no" policy. We extend credit to any bona fide resident of South Florida who checks through the Merchant Credit Bureau. We cannot and do not extend credit to most winter residents or students at the University of Miami. Nonresidents don't ask for credit, as a rule, and students would tend to overbuy. This would result in our losing the amount outstanding and also the customer.

#### SIDNEY CARSON Joe's Music Stores (Three-Store Chain), St. Louis.

We deal strictly in cash on records because our business is small and we have no bookkeeping system. One of our stores offers credit on phonographs, TV and radios through a credit agent. The fact that financing winds up costing the customer more is another reason we have no time payment policy on records.

#### DON HUDSON Record Bar, Clayton, Mo.

We have charge accounts and promote them among people we know are good accounts. Ours is a small business and we know our customers. We have a good clientele, and those we don't know are thoroughly investigated before a charge account is approved. There are two of us in the shop, so that we can do our own financing and bookkeeping. The charge accounts eliminate the problem of discounting.

#### DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal, as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

DIRECTIONAL SOUND—Expires April 5, 1961. Started March 5, 1961. Introductory offer is 25% in free goods. 30-60-90 and 120-day billing available. One hundred per cent exchange on all merchandise. Co-op advertising available. See insert, March 6 issue for details.

ROULETTE—Expires April 10, 1961. Started March 10, 1961. Distributors and dealers receive 33 albums for every 100 LP's purchased with 100 per cent exchange privilege. Plan supercedes any Roulette sales programs currently offered by distribs and covers entire Roulette Roost and Tico album catalog. See page 10, March 10 issue, for details.

RCA VICTOR—Expires April 15, 1961. Started March 15, 1961. "Greatest Sale on Earth." Dealers can sell consumer any Victor LP at half price when they purchase one LP at full price in same price range. All stereo and mono sets are included. See page 1, March 6 issue, for details.

MERCURY—Expires April 15, 1961. Started March 3, 1961. Sales program offers one LP free for every three purchased (M&S), with the exception of the Sound Series. On that series, the label is offering one free for every five purchased. See page 1, March 6 issue, for details.

LONDON—Expires April 28, 1961. Started March 15, 1961. Distributors are offered an extra 10% discount on label's international portion of catalog. This covers 99 LP's including 23 new releases. See page 16, March 20 issue, for details.

KING—Expires April 30, 1961. Started March 1, 1961. Two-for-the-price-of-one-album deal on series of European-made LP's. See page 10, March 6 issue, for details.

STRAND—Expires April 30, 1961. Started February 1, 1961. "Major LP Expansion Program." Plan applies to complete Strand line plus new Elite percussion series. Details available from Strand's distributors. 90-day deferred billing with normal 2% discount for prompt payment.

UNITED ARTISTS—Expires April 30, 1961. Started March 27, 1961. Distributors are offered one free Ultra Audio album (mono or stereo) for every six purchased. See page 5, March 27 issue, for details.

RIVERSIDE—No. expiration date. Started February 6, 1961. Dealers buying the Riverside Pre-Pack, a browser box containing 100 lazz singles, will receive a bonus of four albums from the LP catalog. See page 49, February 6

#### Capitol Debuts New **Educational Series** With Symphonic LP

HOLLYWOOD — Capitol is issuing its first album specially prepared for the educational market. The package, aimed for school use. is titled "Symphonic Movements" from eight different symphonies selected from the Capitol and Angel catalogs. The double-jacket package contains teaching guides, program notes, and a large wall chart showing the symphony orchestra's seating arrangement. Album, first in Capitol's announced educational series, is being made available for sale to educational institutions and systems.

### Retail Phono Sales Take January Drop

WASHINGTON — Retail sales of both stereo and mono phonos on the retail level were off for the month of January as compared to similar figures for the month of December, 1960.

The retail figure was some 400, 000 less in the stereo area, while about 129,000 fewer mono sets were sold by retailers in the first month of this year as compared to December of last year.

The factory stereo sales picture showed the same kind of downward trend. This year's first month total was registered at 211,383 as January was some 40,000 less than against the December total of 295,-075. The mono factory figure for year.

### **FOLK TALENT** & TUNES

Continued from page 8

Prescott, Ariz., 14; Tucson, Ariz., 15; Gardena, Calif., 16; Oxnard, Calif., 18; Colton, Calif., 19; Lancaster, Calif., 20; Santa Clara, Calif., 21; Napa, Calif., 22; San Diego, Calif., 23; El Monte, Calif., 26; Ventura, Calif., 27; Artesia, Calif., 28, and San Diego, Calif., 29.

A country music package comprising Flatt and Scruggs and the Foggy. Mountain Boys, Mother Maybelle Carter, Connie Hall, Esco Hankins, Jimmie Skinner, Bobby Bobo, Bill Lanham, Rusty York and the Kentucky Mountain Boys, and Zeke Turner and Kenny Price, of WLW's "Midwestern Hayride," pulled a meager 1,200 paid in two performances at Taft Theater, Cincinnati, Sunday (26). Chief competition came from nighperfect weather, which kept people outdoors, and a last-minute victory rally at the University of Cincinnati Field House Sunday afternoon in honor of UC's NCAA national basketball champs. Splitting the loss on the date were Lou Epstein and Jimmie Skinner, of Skinner's Music Center in downtown Cincy, and Ray Scott, deejay at WNOP, New-

the total for the last month of last

#### ALBUM COVER OF THE WEEK



MORRIS GRANTS PRESENT JUNK -Various Artists, Argo LP 4006. Eyecatching offbeat cover in bright colors on a black background. Good display item for jazz or specialty counters. Cover by Morris McBain.

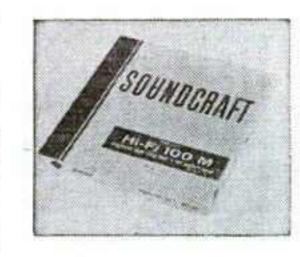


BRIGHT AND SHINY-Doris Day, Columbia CL 1614. Beautiful full-color photo of the artist taken by Bob Willoughby. Potent display item for windows and counters.

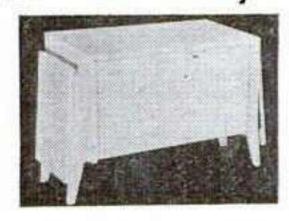
#### NEW DEALER PRODUCTS

### Add Mylar Blank Tape to Line

A new Mylar base tape has been added to the Soundcraft series of blank recording tape. The firm says the Mylar base has 50 per cent more length on its 50M type and 100 per cent on its 100M. Although no prices were given for the new tapes the company said that the tapes will be available in newly redesigned multi color boxes. Wire racks for display will also be instituted for dealer use.



### **New Disk Library Cabinet**



One of the two new lines of record library cabinets in-

troduced by the Word Records Corporation of Waco, Tex., is the 200 Series pictured here. It comes in either blond oak, walnut, maple, mahogany or ebony. Spaciousness on the top surface of the unit makes it ideal as a disk player holder. The cabinet is 18 by 30 by 23 inches. Wholesale prices and other information is available from the company.

### Portable Radio With a Sling

The General Electric Company has added a new eighttransistor portable to its radio line which comes with a removable sling. The set has telescoping antenna that can be tuned while in the carrying position. The suggested list price is \$59.95.

#### Pocket-Sized 6 Transistor

The Admiral Company is debuting a new American-made six-transistor radio weighing five ounces. The set is shirt-pocketsized, measuring 3% by 27/16 by 1 inch. The set is available in black, white, yellow and blue. The list price is \$14.95.

Danish Tone Arm for Pros

The TA-16, a new professional tone arm being manufactured by Bang & Olufsen of Denmark, is being distribuited in this country by Dynaco, Inc., Philadelphia. The unit is 16 inches long and works on a gimbol pivot which provides for inertial balance. This, the company says, results in lower distortion and record wear. Complete information is available from the company's main office.

### Low-Priced 'Compact' Tuner

A low-priced compact-type FM tuner has been introduced to the market by the Allied Radio Company of Chicago. The set, which bears the Knight brand, has bar-type electronic eye tuning indicator and AFC lock-in type tuning. The set may be played through audio rigs, TV sets, tape recorders or other phono-playing systems. It sells for \$49.95 retail.

#### New Automatic Turntable

The Miracord Studio H is a new unit being debbed by the Benjamin Sound Corporation that combines a fully automatic turntable with professional tone arm. The hysteresis motor allows for specific speed control. The professional turntable plays any of four speeds either manually or automatically, including the new 33 single. The new unit comes in two models, the Studio and the Studio H; the former sells for \$99.50, the latter \$79.95. Both will be available in late spring.

### In New York It's the **New HOTEL**

143 WEST 49th ST., NEW YORK

400 ROOMS Single from \$6 - Double from \$9 Also Weekly Rates COMPLETELY REFURNISHED

AIR CONDITIONED. TELEVISION. Walking Distance to Radio City TV Center, Theaters and Restaurants. 

# FAN MAIL GLOSSY

All sizes - quantities - color or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.

MULSON STUDIO Box 1941 Bridgeport, Conn.

### Third Smash Label Release Hits Mkt.

CHICAGO - Smash Records, new subsidiary of Mercury Records, issued its third release last week, "I'm a Fool to Care," by Joe Barry, originally recorded on the Jin label.

Mercury purchased the master from Jin, and plans immediate production and national distribution of the single on Smash.

Production of the master has since been withdrawn from Houston Plastics which handled the Jin pressings and given to the Mercury plants in Richmond, Ind., and Los Angeles.

Shelby Singleton and Kenny Myers of Mercury and Floyd Soileau and Huey Maux, producers of the Jin single, handled negotiations for the Jin-Smash arrange-

GIVE TO DAMON RUNYON CANCER FUND

#### WITH THE COUNTRY JOCKEYS

ager of KGRI, Henderson, Tex., Short, of KBOP, Pleasanton, Tex., announces the signing of Jolly is another to put in a plea for more Cholly Stokley to the KGRI staff as commercial manager and earlymorning deejay. Tom and Cholly formerly worked together at KSIG, Gladewater, Tex.; KSKY and WRR, Dallas; KWKH, Shreveport, La., and WWEX, New Orleans. Stokley's morning wax-spinning session runs from 6-9 a.m. KGRI is owned by Jim Reeves, RCA Victor and "Grand Ole Opry" feature. . . **Buddy Williams** is now spinning two full hours of country music, 12 noon to 2 p.m., over WCNG, Cannonsburg, Pa., with the possibility that he will be handed another time increase in the near future.

"Country music is really booming in this section of Virginia," typewrites Dick (Old Shoe) Garst, program director at WKWS, Rocky Mount, Va. "I am promotional manager for the Jim-Glenn Enterprises, of which Glenn Parks is president, and Jim Eanes, a.&r. man. We have a new release, "God's Country Show," by Stu Skillett, on our Lance label, which we'll be happy to send to jocks who write in on their station's letterhead." Address of Jim-Glenn Enterprises is 3508 Chamberlayne Avenue, Richmond 27, Va. . . . Jocks who need down-to-earth country releases by Cowboy Howard Vokes and Rudy Thacker are invited to write Del-Ray Records, 4 Center Street, Harrington, Del., for sample copies.

Neal Bunch, of Country Music Promotions, Suffolk, Va., was a recent visitor to WCMS, Norfolk, to cut up jackies with deejays Art Barrett and Joe Hoppell, and to promote the latest releases by Starday, Hickory, Liberty, Cimarron, Peach and Wonder labels, as well as the latest platters by Jimmie Skinner, Connie Hall and Webb Pierce. "I invite deejays not receiving records by these artists to write me at Route 1, Box 544, Suffolk," typewrites Bunch, "and I will see personally that they are put on the mailing list." Neal speaks of Art Barrett as "one of the finest country deejays in the State," and reports that WCMS is back to a full-time country music schedule.

Robert Orben, of Orben Publications, Valley Stream, N. Y., who publishes a monthly gag service for performers and deejays on a subscription basis, has just issued his Current Comedy Vol. II, which comprises his monthly output from November, 1959, through October, 1960, 12 issues, in bound form. Orben's subscription list for his monthly service now totals a few short of 1,000, with some 400 deejays included in the list. Current Comedy Vol. II contains a heap of solid comedy material for the jock who uses occasional comedy to brighten his routine platter chatter. The bound volume bears a \$5 price tag.

John Allen, news director and c.&w. music librarian at Station WDXN, Clarksville, Tenn., writes: "We have just started programming c.&w. music and after only one week we are gratified with the results to the point that we may soon be able to increase country music time beyond the present two hours country music before and thus we have next to nothing in the c.&w. file. Would appreciate your pubare a 1,000-watt station on a clear- Radio, Mobile. Now I need help, as watts soon and that he's in the need Box 1548, Mobile, Ala.

Tom Perryman, general man- | for better record service. . . . Curtis country records.

> Spencer Bennett, country music director at WALY, Herkimer-Ilion, N. Y., reports that the station has initiated "Country Music Jamobree," heard each morning, Monday through Friday, but that they are lacking in the new country and western disk releases. . . . Eunice Records, 310 Grein Building, Evansville 8, Ind., invites deejays to write in for a copy of Bill Russ's new release, "Same Place, Same Girl." Give your station call letters when you write. . . . LaVerne Wright, president of Happy Hearts Music, 2213 Christine Street, Wayne, Mich., asks deejays not now on the firm's mailing list to write in on their station letterhead to be placed on the firm's books for regular disk service.

Deejay copies of Perry Brice's initial release on Plaid Records, "One-Year Love" b/w "Southern Hospitality," and Max Hedrick's new one on the Kall label, "Lonely Nights" b/w "The Welcome Sign Upon My Heart," are available by writing to Cousin Bud, WTTB Radio, Box 842, Vero Beach, Fla. . . . Chet Good's new c.&w. release on the Pro label went out to the distributors last week. The disk features two of Chet's own tunes. Deejay samples are obtainable from the publisher, B-W Music, Inc., Box 337, Wooster, Ohio. Put your request on your station's letterhead . . . Buddy Records, 500 Locust Street, Marshall, Tex., has available samples of the new Charles Fetler-Glen . McKenney . release, 'Charglenda Waltz." A request on your station's letterhead will fetch you a copy.

A bid for deejay disk samples and a place on the mailing lists of the various diskeries and c.&w. and gospel artists is tendered by Johnnie Deidiker, who spins a daily hour-long country and gospel music program on the Radio-Ozark network which includes KAMS-FM, Mammoth Spring, Ark.; KALM, Thayer, Mo.; KUKU, Willow Springs, Mo., and KWPM and KWPM-FM, Plains, Mo. In addition to the above stint, Johnnie has a daily four-hour morning show on KWPM and six hours of gospel music programming each Sunday morning on KWPM and KWPM-FM. . . . Troy Crane invites deejays to write in for a copy of his new release on Oak Records, "Baby, Good Luck; Baby, Good-Bye." His address is 1126 Jeanette Street, Abilene, Tex.

Buddy Williams, who has been doing a two-hour platter show each Saturday over WCNG, Canonsburg, Pa., has had his time extended three hours and is now running Saturdays from 9 a.m. to 2 p.m. Meanwhile, other jocks on the station are spinning c.&w. stuff from 10 a.m. until 2 p.m., Monday through Friday. WCNG has good coverage in the Pittsburgh sector as well as parts of Virginia, West Virginia and Ohio. "If things continue to keep going as they are we may well end up with still more country music time," says Williams. "I can use all kinds of country records and programming material. We are strictly country." . . . "I've per day. We have never played finally convinced the boss that town and country music is the only real answer in the Mobile, Ala., market," writes Chuck Thompson, in lishing our plea for records. We charge of operations at WALA channel frequency. We need both we'll be playing 18 hours a dayalbums and singles, current and all country music. Can use all the older ones." . . . Johnny Small, records I can get-all speeds. My WNLC, New London, Conn., re- deadline is only days away." minds that the station goes 5,000 Chuck's address is WALA Radio,

#### SPANISH NEWSNOTES

### U. S. Hits Lead Voting in Spain

By RAUL MATAS Editor, Discomania 32, Av. Jose Antonio, Madrid)

The popular vote in Spain made the U.S.A. the leader in the battle of hits in March. "Greenleaves of Summer," "My Home Town," "Greenfields," "Are You Lonesome Tonight," "It's Now or Never" won the country-wide election through the Radio Madrid network. Three songs from Italy and two from Spain complete the top 10 list. The Brothers Four qualified as the favorite vocal group of the month. They will visit this country next June. Elvis Presley, Paul Anka and Adriano Celentano are on top among the male vocalists here. Johnny Tillotson, Neil Sedaka and Pat Boone popular among teenagers with "Poetry in Motion," "You Mean Everything to Me," John William came to TV's "Big

Parade" April 2. . . . William gained outstanding popularity in France with "Greenleaves of Summer" (Le Bleu de L'ete). . . . Alma Cogan will sing in Madrid this month and Sacha Distel will open here April 29.... The Four Kestrels will come, too, May 27, and Amalia Rodriguez from Portugal is already signed for June.... The Candilejas Quartet will record while in Spain with RCA.... Esmeralda Roy from Buenos Aires is doing records at Philips in Madrid. . . The 17-year-old singer Johnny Hallyday, born in Oklahoma, is now a big hit in France. His record of "Souvenirs, Souvenirs" is scoring good in Spain.... Della Reese, Esquivel, Chet Atkins, Sam Cooke, Floyd Cramer and Henry Rene are in the new list of RCA's releases. . . "Calcutta," by the Four Preps launched by Capitol, ... Many sides recorded by Al Martino with 20th Fox pressed by Belter in Spain. ... "Misty" with

Johnny Mathis to be re-released on

Fontana label while he is on a

European tour.





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### MOA BOASTS MEMBERS IN FIFTY STATES

CHICAGO—Music Operators of America has expanded its membership to include operators in all 50 States of the U. S., thanks to a recent membership drive launched by the association.

The group is also having excellent results in its drive for exhibitors at the annual convention at Miami in May. Less than a dozen booths remain to be sold and prospects for a sellout by well before convention time are virtually assured. Although no figures were released on the membership drive (in keeping with past MOA policy), both MOA's Ed Ratajack and George Miller indicated the addition to the ranks was substantial. Ratajack pointed out that in recent months the association has concentrated on various areas where MOA has been notably weak-"a rifle approach instead of a shotgun approach" -with excellent results.

### Oil Sheiks Order Arab Wax to Hike Morale in Harems

Continued from page 5

have as many as 20 juke boxes positioned about their palaces, although not all of them in the harem suites.

But the difficulty, as outlined by the Emir of Quatar's emissaries to the record companies here, is that of a shortage of genuine Arab music.

The sheiks complain that "foreign"-meaning U. S. popmusic has an "unsettling" effect on the girls.

A diskery representative here reported, "We are getting complaints that listening to foreign pop gives the gals ideas, like going to Hollywood or becoming hula dancers in Hawaii."

The sheiks generally are having an increasingly difficult time holding together their harems. This, in fact, is the reason for the modest juke box boom in the Arab lands.

The radio, films and now TV "tend to make the girls itchy and to feel maybe they're missing so.nething in life," a diskery executive reported. Juke boxes have gained favor with the sheiks as a compromise to harem demands for livelier desert living.

# Direct Sales Looms as Problem

CHICAGO—The wave of location-selling that has had operators in Nebraska and most of the Midwest up in arms recently, has leveled off, but operators are wondering for how long.

Howard Ellis, speaking for the Nebraska Music Guild, noted that the problem is not as acute as it has been. Ellis said a few direct sales are still being made, but not to prime locations.

Ellis, however, added that operators have had location sales subside in the past, only to have them spring up anew, with even more vigor.

Underscoring the reason for Ellis' caution, a spokeman for Lakeland Distributing Company, Minneapolis, a firm admittedly selling directly to locations through the Midwest, says sales are continuing steadily and that he has no reason to expect otherwise in the future.

Lakeland is one of several firms reportedly selling direct in the area. Others include a firm identified as rounding areas.



HOWARD ELLIS

Coin Machines Unlimited, Colfax, Wis.; a firm spoken of as A. & W., also in Minneapolis; and several less-identifiable firms in the sur-

problem was a hot topic of discussion during the recent Nebraska Music Guild meeting in Omaha, and operators then had agreed the only thing they could do to fight was to give better service and top equipment to their customers. The degree to which some have

Ellis noted the location-sales

succeeded is evident by the apparent slowing of direct sales in Omaha. However, confident comments from Lakeland regarding future sales potential, would seem to indicate that location sales will be with the operators for some

Lakeland, which appears to be giving the Nebraska group most of its headaches, has been in business some three years and sells throughout a five-State area-Nebraska, North and South Dakota, Wisconsin and Minnesota. The firm has salesmen in each State and handles juke boxes, cigarette machines, coffee venders, candy venders and ice-cube venders. The firm handles both new and used equipment, but reportedly does not

According to Mell Gullickson, manager of the Minneapolis office, Lakeland has some 15 men, sales and service, connected with the firm.

deal in games.

Lakeland buys equipment from both operators and distributors, Gullickson said, though he declined to name any source of supply, the approximate price he pays for the price for which he sells the equipment.

Not all lines of equipment are handled, but again no names were given by the firm.

After selling the location, Gullickson says Lakeland furnishes all necessary maintenance, plus in the case of juke boxes, a programming service.

The maintenance is given free for the first year, and after this, Lakeland plans to institute some form of service policy that the locations can buy.

Lakeland reportedly has servicemen in most major cities, and in the case of small rural areas, will even go to the point of flying a serviceman in by company plane.

Gullickson says locations can also subscribe to a record programming service whereby they are sent a list of new disks once a month and can pick what they want. Singles are sold for 68 cents each.

Gullickson said the service was furnished by a record distributor, "or maybe it's a dealer," but he again declined to name any names, feeling the dealer or distributor "might not like this."

### Council's P-R Arm **Welcomes German** Tradesters to U. S.

NEW YORK - American coin machine executives are attempting to encourage a visit of German coinmen to the United States. The move had its start with the publication in BMW of a story indicating the interest of German coinmen in the Coin Machine Council, public relations arm of American coinmen.

The Public Relations Board, equipment, or the approximate CMC's professional PR counsel, then went into action. Lou Casola, CMC president, was advised to invite West German coinmen to send a mission to the U. S.

This week the United States Department of Commerce said the invitation was forwarded to the commercial attache in Bonn. The attache replied that he is attempting to set up the trip.

EDITORIAL

### Locations Need Facts

The Billboard Publishing Company has always supported the theory that the individual operator is the backbone of the coin machine business. With the wave of location-selling that is flourishing throughout the Midwest, it seems timely to restate some of the reasons.

Basically, they have to do with the welfare of the industry itself. The operator, being a specialist in coin-operated equipment, is felt to be the best qualified to handle the many needs of the equipment and to utilize it to its best advantage.

Being a specialist, the operator can service equipment more efficiently than a location owner who might have but one or two pieces. He can program music on a juke box expertly to get maximum play from customers, and he can constantly move equipment around to help stimulate location play.

In the past, when sales of equipment have been made direct to the location, the pattern has generally been the same. Service has been poor. Juke box programming has been amateurish and infrequent. With the same piece of equipment staying in the location (without benefit of stepping down or changing as operators are able to do) both the location owner and his customers soon lost interest.

Members of the Nebraska Music Guild have shown an awareness of the dangers of these problems. They're fighting with two of their best weapons, giving top service and top equipment to the location. They can go a step further by doing a little individual public relations and making the location owner aware of the many problems involved in operating. Only by seeing some black-and-white facts and hearing some actual figures can the location owner be convinced that owning equipment is more costly and more of a headache for him than the arrangement he now has with an operator.

Unless this is done, the location will often give in to the lure of "getting all the take, not just 50 per cent," and when this happens, the operator suffers, the location suffers, the location's customers suffer and in the not-too-long run the entire coin machine industry suffers.

# DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100, or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

# Memphis Area Coin Ops Face New Tax Bite: 'Personality' Levy on Books, Wasn't Enforced

By ELTON WHISENHUNT

MEMPHIS-Music, game and vending operators in Memphis and Shelby County face another tax bite with announcement last week by County Tax Assessor George C. LaManna that he is going after the amusement industry on the personality tax.

The personality tax is paid at the rate set by the County Court on real property, which is \$1.84 per \$100 valuation.

But the assessment is made on a 60 per cent basis.

Here is an example: or cigarette vending machines. The for decades. first \$1,000 is exempt, LaManna said. Then 60 per cent of \$49,000

is taxed, which is \$29,400.

valuation means the tax in this case but nobody knows yet what is gowould be \$540.96—which isn't pea- ing to happen. nuts considering all the other taxes the operator pays.

doing is what the law says. The wide situation is and what to do-Constitution says that all taxpayers meaning whether to enforce the shall be taxed equally throughout laws on the books or not. the State, except that \$1,000 shall be allowed as an exemption on personal property."

The personality tax is on all personal property used in a business actual cash value. Actual cash or profession, farming or manufacturing. Some cities have it, some sell the property for and what a don't. Many cities have it and buyer is willing to pay for it, with-Suppose an operator owns \$50,- don't enforce it, which is pretty 000 worth of phonographs, games much the way Memphis has been

LaManna has said he doesn't want to prosecute anyone nor use personal property that we assess is the penalty of provision of the law

The tax rate of \$1.84 per \$100 against persons who don't pay it,

La Mana said he is going to Nashville, the State Capital, Mon-But LaManna says, "All I am day (3) to find out what the State-

LaMana said:

"We have a statute on the books which specifically says that all properties shall be assessed at its value means what the person would out compulsion on either person.

"By all properties I mean real, personal and mixed.

"This is the crux of it: the only (Continued on page 59)

SURRENDER ELVIS PRESLEY AND RCA Victor LONELY MAN 7850 WALK RIGHT BACK EVERLY BROTHERS AND Warner Bros. 5199 EBONY EYES THINK TWICE BROOK BENTON AND Mercury FOR MY BABY 71774 WHERE THE BOYS ARE CONNIE FRANCIS MGM 12971 NO ONE PLEASE TELL ME WHY JACKIE WILSON Brunswick 55208 YOUR ONE AND ONLY LOVE FELL IN LOVE ON MONDAY FATS DOMING Imperial 5734 SHU RAH DIXIE DUANE EDDY AND 1188 GIDGET GOES HAWAHAN



#### Midwest

#### MILWAUKEE MENTIONS

Sam Hastings

According to Sam Hastings, president of the Milwaukee Coin Machine Operators' Association, attendance at the March 13 meeting was

U. S. Army. He had been working on his dad's music and games routes.

held down by the snowstorm and the Patterson-Johannson fight. . . . Joe Pelligrino, P. & P. Distributing Company, is back from his Florida vacation. . . . Merc Ebling is expected to rejoin the P. & P. Distributing Company staff around Easter when he returns from his Army service.

Inquiries about equipment for up-State resort areas are coming in more frequently now, reports Orville Carnitz, Badger Novelty Company. Carnitz also notes plans being made for a Rock-Ola service school in mid-April. Stop-ins at Badger included Martin Oberdieck, Horicon, and Frank Szymusiak, Marinette. . . . Morris Fuhrman Jr. left to become a member of the

Operator Stanley Gerlach, Palmyra, is mourning the deaths recently of both his father and step-mother. . . . Harry Jacobs Jr., United, Inc., returned from a Wurlitzer selling trip through Northern Wisconsin, reports these recent United, Inc., showroom visitors: Andy Waterman, Wisconsin Dells; Bob Martin, Vogue Music, Kenosha, and Bruce Beranek, Elcho. . . . William Stautner has joined the Wisconsin Novelty Company's staff as

a service trainee. Doug Opitz, Wisconsin Novelty Company's head man, is disappointed. He just learned that JFK is going to be out of town on the day he and his family visit the White House later this month in Washington. . . . Woody Johnson, former

United, Inc., general manager, sends his regards to all his coin machine industry friends from Tucson, Ariz., where he now lives. . . . The recent burst of 45 r.p.m. hit singles has doused operator interest in compact 33 disks, according to Stu Glassman, Radio Doctors one-

stopper. Operator disk shoppers at Radio Doctors, included Elmer Schmitz, Hilbert; Willard and Leona Coin Machine Company, Rhinelander; Robert Lax, Green Bay, and Mike Young, Soldier's Grove. The State Cigarette Operators' Association meeting March 20 at

the Milwaukee Inn attracted a number of music and games men. On hand were Mr. and Mrs. C. S. Pierce, Pierce Music, Brodhead; Herb Tonnell, Cigarette Service, Appleton; Russ Dougherty, Wisconsin Rapids; Joe Beck, Mitchell Novelty Company, and Doug Opitz, Wisconsin Novelty Company. Benn Ollman

#### CLEVELAND CAPERS

Joseph Abraham

A ray of hope has pierced the gloomy unemployment picture here and coin machine operators are looking toward a brighter future. After

a survey of 308 major employers, the Ohio State Employment Service reported that these firms will call back nearly 2,000 workers by May 31.

Harry Jacobs Jr.

These figures and the prospects of a recordsmashing shipping season have Joseph Abraham, head of Lake City Amusement Company, glowing with optimism. He expects to increase his overseas shipments by 50 per cent this year.

Attending a recent service school held by Schaffer Music Company were Bob, William and Richard Taylor and Don Restle of Acme Music Company; George Toy and Joseph Kapeluch of Consumer Vending; Bud Bell and John Painaby of Bell Amusement Company; Jim Hansen of Lion Distributing and Morris Birkowitz and Larry Werner of Atlas Music Company.

Cleveland Coin Machine Exchange Company ships coin-operated equipment to Europe and the Far East through the ports of Los Angeles, San Francisco, Houston, Baltimore, New York and Savannah, according to Morris Gisser, president. . . . Paul Case, district salesman for Lake City Amusement Company, has been with the firm eight years. . . . Lake City Amusement expects to hold a service school in the near future.

Attewell Music Company this year celebrates its 25th year of operation. The tightly knit concern is owned by Alfred Attewell, his wife Pauline, and son, Alfred Jr.

"This recession has really hurt the tavern trade and my collections. More people are buying their beer in carry-out stores and drinking it at home to save money," said Helen Dugan, head of Dugan Music Company.

Sidney Amder, head of Metro Music Company, Inc., sees the 33 r.p.m. disk reaching wide acceptance in about two years. . . . This year is James Ross' silver anniversary in the business. He operates J. R. Music Company. . . . Tom Miller, head of Associated Enterprises, has attended 10 consecutive MOA conventions and it's a pretty good bet he'll notch number 11 this year. Bob Sudyk.

#### DETROIT DOINGS

Chancey A. Alger, a newcomer to the field, is forming the Alger Music Company in Allen Park, to operate a juke box route. Alger formerly operated a beer and wine store, but has been ill for the past two years and is just now returning to business activity.

Mrs. Sarah G. Green has sold the title of Interstate Vending Westchester Operators Guild, to Company to the Interstate Detroit Coffee Corporation group headed by be held April 18 at the Tropical Alex Kramer, but continues her operation of Interstate Amusement Acres Restaurant, Yonkers. They Company, operating games and juke boxes. Her husband, William B. are Gloria Lambert, who appears Green, is the manager of the firm and also the owner of the separate on Mitch Miller's NBC television Sportsland Amusement Company.

### African Coin Trade Rising Rapidly Despite Turbulence in Many Spots

By OMER ANDERSON

ANTWERP - The African Continent is developing as a coin machine export market much faster than is realized generally in the trade,

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MARKETS

MUBIC WEEK

according to comprehensive surveys just completed at this crossroads of the export-import traffic.

Despite the headline turbulence gripping large areas of Africa, coin machine sales are rising steadily in almost all areas, and are booming in some

General exports to Africa from this port—the clearing house for the U. S.-European coin machine trade—have increased 15 per cent in the last year. The forecast is for a further 25 per cent rise in 1961, and some experts here predict a much larger gain, up to 50 per cent.

Curiously, most coin machine traders back African independence, even for the Belgian Congo. They believe independence will force the pace of African economic development, and that this development will boom the demand for coin machines.

One of Antwerp's largest coin machine traders, explained, "We deal in facts, in our trade, and what seem like facts to us don't please the politicians at the moment.

"But the facts in Africa, as we see them, are that independence, no matter how badly mismanaged at the moment, inevitably must create an almost limitless market for coin machines of all types-and colors, for that matter.

#### Wide Open

"Africa is wide-open frontier territory-don't forget. Speaking of 'new frontiers,' Africa is a fantastic new frontier with wide-open opportunity. It is wide-open for vending machines, and it is wideopen for juke boxes. There could be a good market, I believe, for games, but they are going to be more difficult."

The trader ridiculed the notion that Africa is the "Dark Continent," peopled by animals and savages to whom a juke box would seem an adjunct of the tribal medicine man.

"Sure there are animals and savages in Africa," he conceded, "but I know a wide part of Africa-I have spent a lot of time in the Congo and other areas. There are modern cities there like Leopoldville, there are factories, and there is considerable more civilization than is realized.

The trade here makes this further point: coin machines are the ideal accessories of economic development because they are simple, inexpensive, and practical.

Unlike dams, power plants, and steel mills, they yield results-now-and in tangible form.

Although the more supercharged of the optimmists here speak as though coin machine exports to Africa were nil, this is not the case. In fact, the steady, if small, volume of exports is the best basis for forecasting a boom.

For example, Ghana imported \$500,000 worth of coin machines from West Germany alone last year. Most of these machines were re-exported to other African countries.

Liberia is developing as the U. S. trade's gateway to the African Continent. From Morovia coin machines are shipped to Guinea, Sierra Leon, Nigeria, and down the West Coast of Africa to Angola, West Africa and even to South African coastal cities.

Most of the North African trade clears through Casablanca. Standing on the docks here at Antwerp, one sees shipment after shipment consigned to the Moroccan metropolis.

The trader who earlier had waxed so lyrical over the promise of the African market, expanded now on the Casablanca shipments:

Up 20 Per Cent "Out shipments to North Africa have been increasing 15 per cent a year and last year they went up 20 per cent. Most of the machines shipped to Casablanca are sent into the interior of North

'But don't forget that there are big cities in North Africa-made-to-order markets for coin machines. Cities like Casablanca, Tangiers, Fez, Marrakesh, Tunis, Bizerte, and Algiers.

"Since North African independence there has been a big pickup in coin machine business there, and, on the basis of the North African example, there is no doubt that the same will be true for the African Continent as a whole.

Studies here show that there is a surprising trade even into such primitive areas as the Mali Federation, the Cameroons, and the Upper Volta Republic. Reconditioned equipment is shipped from here regularly to half a dozen importers-distributors- operators in these areas.

Dakar Important

Dakar vies with Accra and Monrovia as a transit point for coin machine equipment to the west coast of Africa and the interior. Dakar remains the center of air routes linking Europe and South America, and this fact has made the city the center for air freight shipments to Africa from Europe.

The steadily increasing use of air freight is prompting European coin machine producers to survey the establishment of manufacturing facilities in Africa.

At least three European producers are reported interested in establishing an African operation. Air freight would premit the shipment of prime components for assembly at an African site, where secondary components would be manufactured.

#### Air Traffic

The Congo crisis is having the positive effect of stimulating air traffic between Europe and Africa on the one hand, and the Middle East and Africa, on the other.

A study made by a Belgian firm contemplating the establishment of a large African coin machine operation concludes:

"The Congolese crisis and the general unrest in Africa should be regarded in a positive light as far as our industry is concerned. As the front page of any daily newspaper makes clear, Africa is more than a continent in ferment; it is a continent on the threshhold, it would seem, of enormous economic progress.

"However, the greatest share of this progress will be taken by the industries and enterprises which act most vigorously now to establish themselves in the African market."

# Seeburg Sets Own **B-M Sales Offices**

CHICAGO—The Seeburg Cor- meeting has been pushed one poration is opening factory-owned sales offices for the firm's background music line in Chicago, San Francisco, Hollywood and New York.

The offices will be in addition to whatever distribution arrangements Seeburg already has in each city for its juke box and vending lines.

The group's regular monthly

### W'chester Ops Land 2 Columbia Artists

PORT CHESTER, N.Y.-Two Columbia Record artists will sing at the 10th annual dinner of the Hal Reves. program, and Eddie DeMar.

week ahead to April 11.

Announcement came from Stuart F. Auer, newly named Seeburg vice-pressident and sales manager of the background music division. Auer also announced the appointment of Edward S. Cleland as Midwest district manager of the background division and William R. McEvoy in charge of distributor appointments in secondary markets.

Chicago

In Chicago, background sales will be handled by Ralph Isacksen from offices at 925 West North Avenue. The juke box and vending portion of the Seeburg line will continue to be handled by World Wide Distributing Company, headed by Joel Stern, which was recently named by Seeburg when its former long-time distributor, Atlas Music Company, was purchased by Automatic Canteen

(Continued on page 59)

#### PHONOS **SEEBURG** SEEBURG KD SEEBURG 6 ...... 345.00 SEEBURG C ........... 245.00 A. M. I. A.M.I. H-120 ......\$450.00 A.M.I. G-200 ............ 250.00 **ROCK-OLA** ROCK-OLA 1448 ......\$310.00 ROCK-OLA 1446 ..... 230.00 ROCK-OLA 1438 ...... 185.00 Wurlitzer-All Models Make Best Offer ANGO DISTRIBUTING CO. 2616 Puritan Ave.

CIVE TO DAMON RUNYON CANCER FUND

Detroit 38, Mich.

### Route Service With 2-Way Radio Gives Operators Competitive Edge

By BOB SUDYK

CLEVELAND—"This is base 19-A-9369, calling Unit 1, Unit 1. Do you read me?" A second voice then crackled over a radio, "This is Unit 1, this is Unit 1 to base 19-A-9369, go ahead, over ...

This gobbledegook in the office of Cadillac Music Company, not unlike an airport's communications tower, is being translated into the swiftest service available in Northern Ohio.

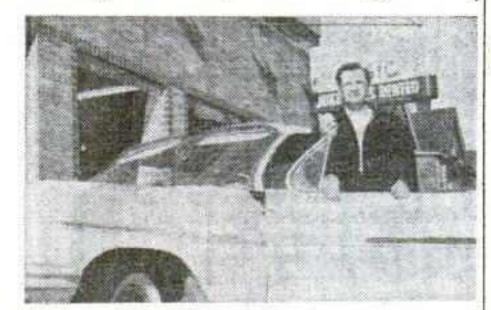
Cadillac Music several months ago installed a two-way radio network linking the firm's headquarters and three radio-equipped service cars. Vehicle within a 25-mile radius of the office are only as far away as the microphone.

"I don't know how we ever operated without radio contact," said Charles Comella, who with his brother, Mike, heads the firm. "In the past it has always seemed as though our service cars were coming when they should have been going and going when they should have been coming.'

Old System Before, a Cadillac serviceman called in by tele-



TELEPHONE - TO - MICROPHONE communication means lightning-fast handling of service calls for Cadillac Music's 300 accounts via radioequipped vehicles. This added service also saves the firm money. Here, Charles Comella relays telephone service call to Betty Jones, dispatcher and secretary, who relays message to mobile unit.



READY FOR ACTION is Tony Adamovicz, serviceman for Cadillac Music Company, who has just received a radio assignment while on his way to the office.

phone from the spot of a service call. If nothing was on the docket, he would drive back to the shop. Too often, however, a trouble call would come into the office just after he hung up the phone. As a result, the service car would travel perhaps 15 miles back to the shop only to have to retrace its tracks another 15 miles to within a few blocks of the first call.

"Sadly enough, this was not a rarity," recalls Mike Comella. "Not only did this cost the company a lot in transportation, but the location had to wait hours longer for service."

Charles Comella's favorite example of service supreme with radio-equipped cars is best told in his own words:

Minor Breakdown

"A location called us at 10 a.m. to report a minor equipment breakdown. We radioed a service car which happened to be driving past the trouble spot. Immediately, he pulled to the curb and entered the stop.

"The location owner, surprised to see our man three minutes after his telephone call to us, said, 'What a coincidence, I just phoned your office to report juke box trouble and you walk in. This must be my lucky day!"

"He was even more amazed when our service-

(Continued on page 57)

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HOLLYWOOD: 1520 N. Gower. HOllywood 9-5831

(Sam Abbott)

### EUROPEAN NEWS BRIEFS

### Ops' Anti-Noise Drive Effective

ROME-An Italian juke box operators' survey shows that police complaints about juke box noise have dropped 35 per cent as a result of the Italian industry's anti-noise campaign. Success of the anti-noise drive has astonished the operators most of all. Few operators gave the idea a chance when Apparecchi Musicali Italiani, of Turin, the AMI general representative, launched the campaign in early 1960. Apparecchi contended that instead of hands-wringing and accusing the authorities of juke box bias, the industry should take a hard look at its frailties and then institute self-policing action. Noise struck Apparecchi as the great problem, although Italians are supposed to revel in decibels and to hate solitude. The AMI representative had thousands of posters printed with appeals for noise moderation under the pictures of popular Italian stars. "Moderate il volume del juke box" read the posters, which were placed over juke boxes in locations.

#### Inventors and Coin Mfrs. in Meet

BRUSSELS—Inventors and coin machine producers were brought together here at a unique trade fair this month. The occasion was the Tenth Annual International Inventors' Exhibition. There were 50 representatives from the international coin machine industry at the gathering in the International Hall of the Centre Rougier in downtown Brussels. The exhibition, which brings inventors and manufacturers together from the world over, was attended by inventors, major concerns and survey office representatives from 18 countries. Most of the inventions up for discussion in the coin machine field consisted of vending equipment and electronic mechanism for juke boxes and games. The fair aims at bringing inventor and manufacturer together and thus reduce the time lag before an invention is put to practical use.

### Folk Music Quotas May Be Set

LINZ, Austria—Lower Austrian provincial authorities are considering legislation to compel the playing of "folk music" in this area's 11,500 juke boxes. It is proposed that at least 25 per cent of juke box selections should be so-called "Heimatsmuzik" or folk tunes. The measure is proposed as a substitute for the provincial government's controversial scheme to tax each juke box one shilling monthly per selection "to promote the music of our region"; i.e., "Heimatsmuzik." The local government estimated that its surtax would yield around \$80,000 yearly, which would be earmarked for propagation of regional music. However, the Austrian Coin Machine Operators Association has been battling the proposed law tooth and nail as a flagrant violation of the Austrian Constitution. Since the measure obviously violates constitutional guarantees of equality before the law, the coin machine operators claim the proposed measure discriminates against them as a group. Apparently provincial authorities now agree that the surtax would be thrown out by the Austrian high court. Instead, it is now proposed to require the playing of home-grown music on the juke boxes.

### Customs Probes Pin Smuggling

PARIS—Customs authorities have opened investigation into the smuggling of pinball machines into France. It has long been known that the vast majority of pinball machines reaching France in the last decade arrived through contraband channels. But since import restrictions have now been removed, the authorities were disposed to forget the past. But they have been forced to reverse themselves as a result of the Peugot kidnapping case and the arrest of Pierre Larcher, 38, one of the kidnappers. Larcher has admitted smuggling pinballs into France and is reported to have talked expansively of "knowing more than anybody else in France about this business." The French coin machine industry has disowned Larcher, whom the industry states never had a bona fide role in either operating or distributing. But customs authorities take the view that the Peugot case inevitably will lead to a full airing of Larcher's past activity, and that the sooner investigation is conducted into the smuggling issue raised by his revelations, the less criticism will redound to them.

### Chicago Dynamic Shipping Princess, New 4-Game-Selection Ball Bowler

Industries last week began shipments on its new Princess bowler, a follow-up to the firm's previously successful Duchess. Like its predecessor, Princess is a six-player game, but in addition to the three games on Duchess-Regulation, All-Strike and Flash-O-Matic-it features a new 300 Champ-With-Red-Pin game.

Princess also has a modernized The game has an all-steel cashbox properly timed shots.

CHICAGO-Chicago Dynamic and is available in 161/2, 13 and 211/2-foot lengths.

Two or more players are needed to play 300 Champ-With-Red-Pin. There are no frames separations. Object is to strike or spare. First player to reach 300 wins. Strikes score 30, spares 20. When a player gets a strike, he shoots again. The red pin lights up every other time the player is up to bowl and scores double if a strike is made when it is lit.

In Regulation, scoring is accordcabinet, new flood-light illumina- ing to standard ABC rules. In Alltion, with a pair of 60-watt bulbs Strike, only strikes count; Flash-Olighting the pins beneath a hood Matic features the flashing lights fitted with steel reflector shades. on the hood with bonus scores for

### UJA COIN DIV. **WIVES JOIN IN** 'PHON-A-THON'

NEW YORK - Wives of local coin machine tradesters will do their bit to aid the Coin Machine Division of the United Jewish Appeal Wednesday (5). The ladies have been asked to report to UJA headquarters, 220 W. 58th Street, at 1 p.m. to participate in a "Phon-a-thon." The ladies will obtain pledges by telephone solicitation during the afternoon, and they will be joined by the men at 5 p.m. The Coin Machine Division hopes to raise \$30,-000 for the regular UJA fund, plus another \$6,000 for its special project, helping make an Israeli agricultural settlement self-sufficient. The drive ends May 3, when the Coin Machine Division honors Irving Holzman, head of Black Sales, at a Hotel Plaza victory dinner.

MANHATTAN, Kan. —

Setting a definite record cost

record choice is up to the col-

lector, who, after all, should

know best what numbers have

An inherent danger in pro-

gramming on this personal

basis, however, is the fact that

costs are likely to run away

with themselves if the route-

man attempts to meet every

request and please every lis-

the public," Petacek said,

"and he must take a lot of re-

quests, in meeting the same

location owners and their cus-

tomers week after week

through the year. The usual

tendency, of course, is to hon-

or as many requests as possi-

"The routeman must buffet

tener.

the greatest profit potential.

# Stiff Prison Terms Dealt Sandy Moore, Associates

BROOKLYN - Stiff prison | shal Monday (3) to begin their terms were meted out this week terms. to three men convicted of conspiring to violate the federal funnelling away from the bankbankruptcy laws. Federal Judge ruptcy trustee more than \$100,000 Leo F. Rayfiel sentenced Sanford worth of juke boxes. During the J. (Sandy) Moore, former presi- course of the proceedings in court dent of the bankrupt Gibraltar last week, Judge Rayfiel said he Amusements Ltd., to three years understood that much of the juke ia prison. Sherwood Schwach re- box equipment in question had ceived a two-year term, while been shipped to England where Allen Kerner was given 15 months. it had been disposed of by an Schwach and Kerner were both colleagues of Moore's in the business.

Late Friday, attorney George Becker, acting on behalf of all three defendants, obtained a stay of execution of the sentence pending formal argument of an appeal April 10 before the U. S. Court of Appeals for the Second Circuit. The three were continued in \$3,500 bond each. Earlier they had been directed to report to the U. S. mar-

The trio had been charged with associate. It was reported that a last-minute gesture by Kerner of paying the trustee \$2,500 of the amount owing, brought him a lighter term.

Judge Rayfiel said that a study of the facts had convinced him that severe sentences were in order. Such sentences, in the judge's view, might help reduce the number of similar cases coming to his attention.

#### Plea Denied

George Becker, attorney for Moore and the others, objected strongly to the sentences and demanded that his clients be allowed to change their pleas to not guilty. The three had originally pleaded guilty to the charges. Judge Rayfiel refused the request, pointing out that "the position of the defense is palpable at this late hour."

Becker insisted that it was Wurlitzer who was responsible for harassing Moore and his associates. Becker said he would like to go down fighting on the case before a jury. This too was denied by

Judge Rayfiel. Sources close to the scene in- CONNECTICUT CAPERS dicated that original pleas of guilty were entered in hopes of obtaining milder treatment at the hands of the court. Apparently word was leaked at the last minute that prison terms were in the works, at which time the last minute attempt to change pleas was staged.

#### Route Costs Controlled ble. However, we have established a cost percentage system which means that the collector can spend only so much money on each stop and noth-

percentage which the routeman cannot exceed has proved to establish the best profitversus-cost ratio in individual ing more. In other words, if he programming at Bird Music has requests for nine records, Company here. the chances are that he will be able to shuffle percentages Because his 160-location around in order to fulfill six

New-Disk Quota Keeps

route covers such a large area of the special requests. of Northeastern Kansas, Lou "In this way, the routeman Petacek, Bird Music president, can put off an insistent cusleaves programming in the tomer by pointing out that hands of three full-time routethe amount of money available men-collectors, who service for new records for that week, the juke boxes over their own or that change, is already used territories. Each man proin previous requests, but that grams first the basic 50 selecthe request will come onto tions which are selected by Jay the music menus just as soon Dowling, record buyer at Bird as possible." Music Company, a set per-Doing their own programcentage of old favorites, EP's, ming is a serious job with novelty tunes and Westerns. Above these minimums, the

each collector, and one which Petacek has relieved substantially by keeping a full-time girl on duty at the front office in the Manhattan showroom. Her job is the typing of all title strips, as the collectors make their selections. Formerly, collectors carried portable typewriters to do the job on the spot. This absorbed too much time and often resulted

in ludicrous mistakes. "We acknowledge the fact that in the juke box industry, just as in all others, it is necessary to spend money to make money," Petacek said. "However, this must be controlled at the best balance point, which naturally means plenty of safeguards against overdoing record expense."

### **Du Grenier to Show** Machines at NATD

CHICAGO - Arthur H. Du Grenier, Inc., will display its complete line of vending machines at the forthcoming National Association of Tobacco Distributors convention here.

Heading the delegation at the show will be Francis C. Du Grenier, president. In addition there will be other company officials plus a full representation of the firm's regional managers.

#### Kaye Gives Pool Bonus

NEW YORK-The Irving Kaye Company, manufacturer of coinoperated pool tables, is now giving a free bridge with every pool table sold. The bridge is die-cast and vacuum-plated chrome.

### IRV HOLZMAN UNITED DISTRIB

NEW YORK—Irving Holzman, head of the Black Distributing Company here, last week was incorrectly identified as a Rock-Ola distributor. Holzman is a United distritor. The local Rock-Ola distributor is Al Simon.

Holzman will be guest of honor at the 1961 victory banquet of the Coin Machine Division of the United Jewish Appeal to be held at the Hotel Plaza here May 3.

Ironically, Simon received a similar honor in 1958 when he, too, was cited for his outstanding work in behalf of UJA.



#### West

LOS ANGELES ANGLES

The many friends of Walt Tatum, Orange operator, will regret to learn that he is in an Orange County hospital from injuries suffered when his truck was involved in an accident. He was carrying a load



Frank Lamb

aged. . . . Don Peters, of Paul A. Laymon, Inc., escaped injuries during a recent accident on the freeway. . . . Mrs. Dorothy Laymon is recuperating in a Los Angeles hospital following surgery. Her many friends as well as those of her husband, Paul, wish her a speedy and complete recovery. Britt Adelman, Paul A. Laymon, Inc., secretary, is back on the job following a brief illness. ... Frank Lamb of Montebello is a patient in the Beverly Community Hospital in that city. . . . Ed Hall's pet dog was injured when it was struck by a car. The dog jumped out of the car where it had been left while Hall was shopping along Coin Row. . . . Hank Tronick, of C. A. Robinson,

of equipment at the time and it was badly dam-

reports that business is on the upswing. "It is most gratifying against what preceded it," Tronick said. . . . C. A. Robinson and Mrs. Robinson left Los Angeles Wednesday for a combination business and pleasure trip to New York and Chicago. . . . The many friends of Cliff Jones, of Jones Music in Long Beach, will regret to hear of the death of his mother. Jones flew to the Midwest for the funeral services.

W. R. Edling, of Ojai, was a buyer spotted along West Pico recently. . . . Bob Hathway, of Ventura, was in town on a buying trip. Jack Gutshall made his usual trip into the city from Corona for equipment, including bowlers, shuffleboards and pool tables. . . . Marvin Jones, Los Angeles operator, was determined not to let the flu get him down. Although he had a fever, he continued on his job, which permitted him to keep up his golf. Sam Abbott.

#### East

Gail Perlman, daughter of Mac Perlman, of Atlantic-New York Corporation, was married March 11 in West Hartford to West Hartford's Bernard Gaer, who is in the wholesale grocery field. The couple left on a Caribbean honeymoon trip.

The obvious coin machine slump evidenced for some months has apparently leveled off, notes Abe Fish, newly re-elected board chairman of Music Operators of Connecticut, Inc. Fish cited "greater diversification" by individual operators as the primary factor for the upturn.

"More and more operators," he tells us, "have moved from one specific line to two or more-such as a music man handling cigarets and candy and perhaps even soft drinks, and the over-all effect is one of better economics."

The MOC, which started 12 years ago with 12 members, appropriately enough, now has membership roster of 55. Serving now are Jerry Lambert, C & L Amusements, Stamford, president; Phil Tolisano, Superior Music Company, Hartford, vice-president; Frank Marks, Marks Music Company, New London, secretary, and Tony Wilkas, Wilkas Music Company, Hartford, treasurer.

The State-wide organization, incidentally, is now pushing for Connecticut legislative approval of free play, in light of the recent Allen M. Widem. Supreme Court decision.

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### St. Louis Op's Rapid Rise Credited To Service, as Bulk Route's Forte

By JOHN HICKS

ST. LOUIS-Julian (Jules) Leavitt, a coinman here for the last 22 years, thought of bulk vending in terms of something to do during his spare

time on Saturdays to supplement his income. However, instead of continuing on a part-time basis, he is now a full-time operator with about 1,000 machines.

In less than a year and a half, Leavitt has become one of the largest operators in this area. He started with and still specializes

in nickel cashew vending, but has branched out into tab gum sold two for a penny.

BILLBOARD

ROUTE

MANAGE-

MENT

MUSIC WEEK

Leavitt already has formed a worthwhile conclusion, that "anybody can put out bulk machines but service is the mainstay of the business." He asserts: "The operator has to offer more than vending machines. Service is of prime importance whether the location is a good account or a lesser one. If the location owner thinks enough about the equipment, the product and his customer to call when something is wrong with the machine or it is empty, the operator should go see about it regardless of how great the distance."

Recent Purchase

Jules, 40-year-old father of four children, began his bulk vending activities by purchasing 150 machines in September 1959 from Jason Koritz of Marjay Vending Company here. By the end of last year, he had increased the number on location to 400. His big jump in the field was taken the first of this year when he bought out the St. Louis area and neighboring Illinois routes of the six-year-old Marjay Company, which added another 600 machines of the same brand to his year-end total.

Koritz, an operator as well as the Northwestern distributor in this area, explained the reason for selling his lucrative local routes: "Since my territory as an operator has expanded so far outside the St. Louis area and with the distributorship, I felt I could give up my operations here and thereby eliminate competing with men to whom I sell equipment."

Leavitt not only credits his success as an operator to Koritz but also with starting him out on the right track. He said by taking advantage of the operator-distributor's experience and counsel, the equipment he had before this year's purchase already had paid for itself.

Sought Advice

On making his decision to enter the bulk field as a part-time operator, Leavitt came across an established route. Not being familiar with this aspect of the vending machine industry, he sought advice.

Through an acquaintance, Koritz was recommended. "I made arrangements to meet with Kortiz to discuss the possibilities of this route," Leavitt recalls. "After talking about the proposed purchase, Koritz recommended buying the route, providing certain conditions were met, although as a distributor this was to his disadvantage.

"On investigating further, it turned out that the route was not as it had been represented, through some miscalculation of the operator. I then decided to start from scratch."

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The new operator added tab gum to his line

GIVE PROF. HIS

**DUE FOR STUDY** 

ON MOTIVATION

NEW YORK-A story in

last week's BMW credited Bob

Guggenheim, local charm

manufacturer, as the source

for the study on child motiva-

tion in the buying of charms,

Actually, Guggenheim's talk

was based on studies by Pro-

fessor Long of the University

of North Carolina. While

Guggenheim, who holds

bachelor's and master's de-

grees in psychology, is quali-

fied to speak on the subject,

it was Professor Long's re-

search which provided the

MEN WHO READ

MEAN BUSINESS

material for the talk.

after the Marjay Company diversified into selling the two-for-a-penny gum. Kortiz stated he had tested tab gum before it was added to his nickelcashew business about a year ago." I find that by using a quality product, I got a substantial repeat business," he said.

Sight Unseen

The manner in which Leavitt bought Koritz's local routes was peculiar in that the purchase was made sight unseen. Past experience in numerous dealings with the Marjay owner, his reputation and assistance in starting the new operator out were reasons cited by Leavitt for closing the transaction before he even went out with route cards showing where the locations were.

Commissions

"Meanwhile, I had gone out and serviced all the equipment and my faith in Koritz was reaffirmed 100 per cent," Leavitt declared. Following the same pattern set up by Koritz, Leavitt generally pays a 15 per cent commission except where none is given to location owners where machines are placed for accommodation. He makes commission payments with printed checks which are prepared in advance in denominations of \$4. These are presented when the route is

Collections are not counted at the location. Instead, the money from each machine is put in a separate bag with identification tag and counted and recorded at the operator's home A card is run continuously for each spot, and when the location's commission reaches \$5, the owner is given the check. If the commission actually is slightly less than \$5, the owner still is paid and the account is carried on his card. When the location owner has a little more than \$5 due, an entry is made to that effect.

"During all the years I had been in the coin machine industry previously, the operator or routeman settled with the location owner on the spot," Leavitt said. The system he now employs is the result, the bulk vendor said, of a reputation built on honesty and sincere service to the customer. The locations of the routes bought from Koritz have all been established five to six years, and the poorer stops already had been weeded out long before they were taken over by the newer operator.

Service Routine

Leavitt services his machines at regular intervals regardless of whether the equipment has emptied. All globes are washed and filled before he leaves home. The clean, prefilled globes are exchanged at each stop. This saves time and also eliminates the necessity of cleaning on location or in Leavitt's 1958 Chevrolet stationwagon. The operator estimated he services 70 to 80 machines a day on his routes.

Machines are placed in varying multiple vending combinations, up to nine, in a single location, Leavitt said. All his children and his wife Edith help clean and pack the globes in the kitchen of the Leavitt home in University City (a St. Louis municipality).

The Leavitt children include two boys—Harvey, 13, and Alan, 7-and two girls-Barbara, 10, and Linda, 19. The bulk operator and his wife have been married 14 years.

Before going into business for himself, Leavitt (Continued on page 57)

### OAK'S

25c or 50c SANITARY VENDOR



The machine that will bring in extra profits for smart operators is this new Oak Vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 2614" high, 6" wide and 4" deep, this machine will refuse coins when empty machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25¢ or 50¢ coin mecha-nism. Wall hings (pat. pend.) simpli-fies servicing.

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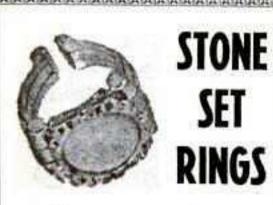
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### Easily Maintained Formica Stands Overcome Cleaning Problem for Supermarket Locations

By BOB LATIMER

PHOENIX, Ariz.—There is little likelihood that location owners, particularly managers and employees in busy supermarkets, will pitch in and keep bulk vending machines clean if such cleaning represents a problem, according to Walter Gray, of Best West Specialties, bulk route operator in Phoenix.

Wooden stands with surfaces which mar easily and from which paint peels easily are always a serious drawback, according to Gray. Once the stand begins to look debilitated it isn't likely that it will get any further attention, since scaling paint, cracks in the wood and rough finish discourage cleaning efforts with ordniary material.

Similarly, even brand-new racks which are composed of two or more levels of shelving set on curving frames, chrome-plated or finished in black, require quite a bit of handwork to wipe around the corners and around the supports. Human nature being what it is, the usual location owner or store employee will give the equipment only a perfunctory cleaning if any.

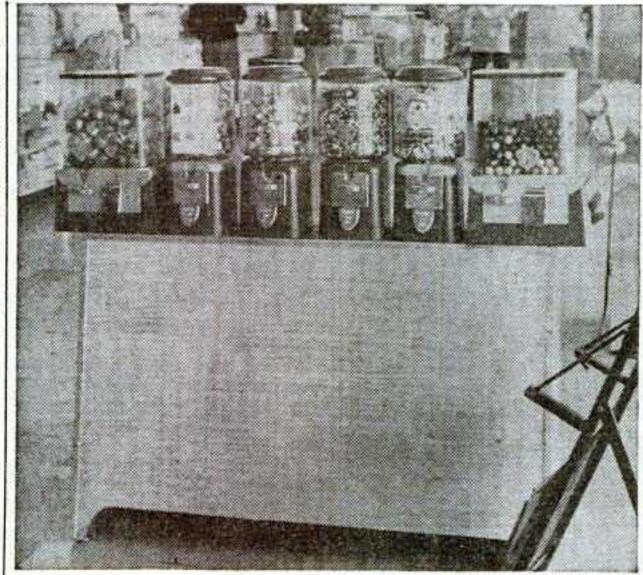
Gray, who has many supermar-



BIRMINGHAM — The 30th anniversary party of the Birmingham Vending Company, originally scheduled for April 16, will be held either April 23 or April 30. The Hurvich brothers, Max and Harry, will celebrate the occasion with an open house for operators, servicemen and their families, from 10 a.m. until 5 p.m.

The Hurvich brothers entered bulk vending in 1931 with the operation of nut machines. Today, they have 15 employees and are headquartered in a 17,000-squarefoot office and warehouse.

Birmingham Vending is distributor for several leading bulk vending machine, charm, nut, gum, juke box and amusement game



FORMICA STAND in a Phoenix supermarket is easily cleaned.

clean in the Western bulk vending through the year. industry.

Built for multiple vending with anywhere from six to eight heads, the stands resemble a wedge about stands are covered with either Formica or contemporary materials which will resist any sort of stain and which are hard and tough enough to resist blows which would dent metal sheet or crush into a wooden stand.

The stand pictured above, at the big El Rancho Supermarket in the Uptown Plaza Shopping Center in Phoenix, made an immediate and much-appreciated difference in location co-operation, Gray found. Because all surfaces can be easily wiped clean with a damp cloth, the two such stands used in this store have been wiped down along with

ket locations in the Arizona desert the store's own fixtures regularly city, has put a lot of thought into as soon as they were put in-wherethis subject, resulting in the de- as a variety of machines on steel velopment of simple stands which rod or iron post bases were likely are probably the easiest to keep to go right on accumulating dirt

The bases are finished in gray, and bright red is used for the bulk venders, which include ball gum in exotic flavors such as grape, 3 feet high, 8 inches wide at the cherry, etc., plastic "seeing eyes," top, and 24 inches wide at the bot- 1-cent and 5-cent charm and gum tom. Built of sturdy plywood, the mix, 1-cent capsules and 25-cent capsules, the last named a new venture which is getting excellent re-

Easily Moved

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1c, 5c, 10c and 25c coin mecha-

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1c - 5c coin mecha-

nism, and optional

Formica-covered stands are light enough to be moved easily enough without arousing the ire of busy supermarket employees, and attractive enough to insure that they will remain in a first-class display point near the front entrance of the store.

Incidentally, stands such as these, which follow the modern supermarket theme of a minimum amount of cornices, and inaccessible points to be cleaned, aid substantially in "booking" good supermarket locations, Gray has found.

Vending in every sort of location, the veteran Phoenix operatordistributor has put a lot of time in designing the right base for the right vending machine in the right location.

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# Bulk Banter

MINNEAPOLIS

Walter C. Lindahl is a new bulk vending operator in Minneapolis and its suburban area. He will have about 400 new Northwestern machines on his route, specializing in ball gum, charms and Boston beans. . . . Vendall Distributing Company has re-modeled and redecorated its headquarters at 1820 East 38th Street. Don Lyons.

DETROIT

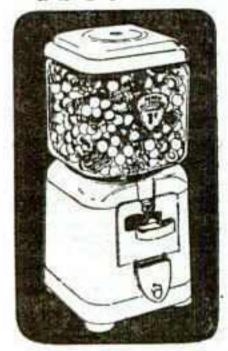
Mrs. Lottie M. Smith is taking over as sole owner of the Smith Vending Company, specialty bulk vending firm formerly operated as a partnership with her husband, William G. Smith. The business has been actively run by their son, William Jr., who is now dividing his time between another employment and school work, and his brother-in-law is now taking over route servicing. Mrs. Smith advises that they may sell out the Hal Reves. business.

MILWAUKEE

Bert Veldhuizen, Watertown, and Erwin Samp, Milwaukee, attended the Wisconsin State Cigarette Operator's Association-sponsored meeting March 20 at the Milwaukee Inn. Both vend bulk merchandise as well as cigarets. Benn Ollman.

slip clutch oaks' handle.

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### Lake County, Ind., Okays Some Pins For Operation Free of Interference

GARY, Ind .- A certain type of Gary, Hammond, East Chicago and pinball machine may be operated Whiting. in this populous steel-making area enforcement agencies.

That was the decision announced last week (22) by Henry Kowalczyk, Chief Deputy Prosecutor of Lake County—a segment of Northern Indiana which contains the teeming industrial centers of

Lake County Prosecutor Floyd without the interference of law- Vance declared that he supports the position of his deputy who has made a long and exhaustive study of pinball construction.

#### Police Raids

The Kowalczyk pronouncement followed a raid on the American Polish Home in Gary's Glen Park section, where police found and seized two pinball machines.

Kowalczyk's ruling marked the first break in the "tough enforcement" of Indiana's tough antigaming law which has left the State virtually barren of pinball equipment.

Pinball and other coin equipment operations in Lake County were brought under the scrutiny of the McClellan Committee in June 1959.

Following disclosures before the Committee, Vance fired three of his investigators while his chief deputy, Metro Holovachka, a former prosecutor, resigned.

Robert F. Kennedy, the Committee counsel and now Attorney General, lead the frequently heated questioning of Lake County witnesses.

John F. Kennedy, then a Senator and now President of the United States, also participated in the inquiry.

That the two Kennedys will continue to keep their eyes on Lake County was a hope voiced recently by local leaders of the Coin Operated Equipment and Owners Association of Indiana.







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## Bally Ships Pin In New Cabinet

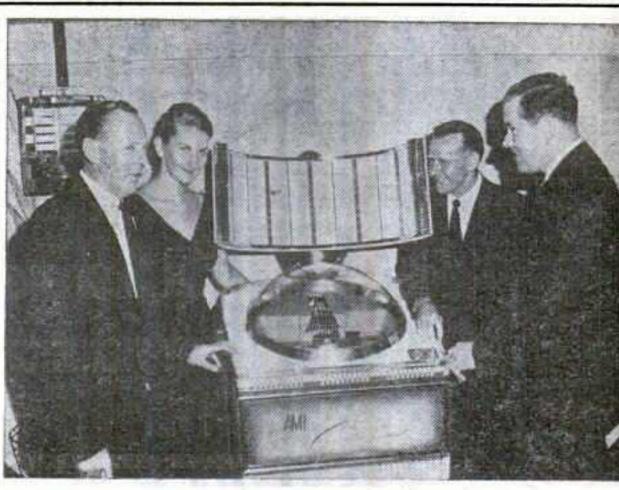
CHICAGO-Bally Manufacturing Company has begun production on a modernized version of the firm's popular Barrel-O'-Fun bingo game. The new model features the same scoring and action as the firm's previously successful model, but is housed in a more modern cabinet.

Bally is also introducting again its non-replay version of the same game called Fun - Spot. Both Barrel-O'-Fun and Fun-Spot come equipped with Bally's auto-mission coin-divider that automatically divides the coins as they are inserted -a certain percentage for the location owner and a certain amount for the operator.

### Redd Holds Its First Seeburg Service School

BOSTON - The first service school organized by Redd Distributing Company since the firm took over the Seeburg line will be held Monday (3) at the plant, 178 Lincoln Street, Brighton. Emphasis will be on Seeburg's program of "Keep It Simple" with liberal use of the Trouble Shooting Manual. A second school will be held at the Brighton plant April 7. Both schools will take up the entire day.

The schools will move around, and on Tuesday (4) will be at the Crown Hotel in Providence; Wedin Holyoke, Mass., and Thursday (6) at the DeWitt Hotel in Lewiston, Me. All of the schools will be conducted by Bob Zeising, Seeburg field service engineer, and Bob Green of the Redd servicing department. Subjects will cover phonograph and background music systems as well as the Seeburg cigaret vender.



**EXHIBITING AT THE AUSTRALIAN Hotel and Catering Exposition i** Sydney, March 6-10, was the Australian manufacturer (unde license) of AMI and AMI distributors. Left to right are J. Larkin manufacturer; G. E. Davidson, distributor; Miss Y. Dorward, see retary, and R. L. Davidson, distributor. Both Davidsons are director of Amusement Machine Distributors Pty., Ltd., Sydney.

### NAMA to Hold Mid-Central 2-Day Meeting at Pittsburgh, April 14-15

CHICAGO—The National Automatic Merchandising Association holds its Mid-Central sectional conference at the Hilton Hotel, Pittsburgh, April 14-15, with two days of seminars, vending workshops and sales talks on the agenda. The affair is being sponsored by NAMA together with the Ohio Automatic Merchandising Association.

Registration begins Friday evening (14) followed by an employeremployee relation seminar that night. Dr. Ben Werne, NAMA's specialist in this field will head the session.

Workshops on sales, profit planning and maintenance and repair will be held Saturday morning. Luncheon will be at 12:30, with a surprise guest speaker slated to appear.

The afternoon sesion will include: "Hot Vending Serves the Public," a new color-slide presentation, and "Systematic Layout Planning," a how-to-do-it demonstration by John D. Wheeler. A cocktail reception hosted by manufacturers and suppliers will wind up the festivities. accounting firm.

The Pittsburgh meeting is the second in the series of sections conferences begun by NAMA la month in New Orleans.

Additional meetings are slate for April 28-29, Boston; May 17 13, Chicago; May 26-27, Atlant City, and June 9-10, San Francisco

### Graff's Vice-Pres. One Of Bulk's Few CPA's

DALLAS - William Par Guynes, recently named vice-preident of the Graff Vending Graff Specialties Corporation her is one of the few certified publi accountants in the bulk vending industry.

Previous to his employment will the Graff firm in 1951, Guyne attended North Texas State Co lege where he received his B.B.A degree. After becoming a C.P.A in 1950 he worked as intern auditor for a national soft drin concern, with the Internal Reenue Agency, and with a publ



THE VENDING INDUSTRY celebrates its 75th anniversary ti nesday (5) at the Roger Smith Hotel spring, but any resemblance between current multi-selection machines and early models challenges the imagination. The above machine was introduced in 1896, vended note paper and stampe envelopes and, according to a then-written description, "the m chine is easily operated and does not seem liable to get out order." Vending's anniversary (marked by the first vending pate issued in 1886) will be celebrated in luncheons and open-hous throughout the country. The National Automatic Merchandisin Association, itself 25 years old this year, is planning a series regional meetings to celebrate the event.



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#### LONG-RANGE VIEW

### **Op Checks Out Contractors** To Line Up New Locations

DENVER-Planning for new locations literally years in advance has insured a steady flow of worthwhile new spots for Tony Lucero, Denver juke box operator.

Lucero makes it a point to keep an ear to the wind for possible new spots, which often are nothing more than an idea in the mind of the future location owner. The source of such information, which Lucero uses consistently, is the building permits office in the Denver City & County Building, where all permits for new commercial structures of any sort are, of course, issued. Lucero subscribes to a daily journal which lists permits issued for both current and future building, and from this gets the leads which can be transformed into actual locations later on.

He checks the journal carefully, follows up on the names

involved, as part of the day's routine, and not infrequently, finds the prospective location owner highly pleased that he has been sought out on this subject. "In fact, I think I make a good impression on a businessman who likes the idea of looking ahead so far into the future,'

#### Seeks Out Owner

After taking note of a building permit issued, the first step is to get in touch with the owner, introduce himself, and promise the best in coin-phonograph music whenever the location owner is ready to actually get under way. Often, as it turns out, the future location owner is merely laying the groundwork, and the actual construction hinges upon financing, the availability of the ground, and similar points. It isn't unusual, as a matter of fact, Lucero said, for a future location owner to get the permit, and make his arrangements with the builders a full two or three years before actual construction be-

If the Denver phonograph operator cannot get hold of the man who signs the request for the building permit, he can usually locate the contractor who will be involved. Keeping in close touch with contractors who handle remodeling, new commercial and business - building construction, Lucero can usually run down a lead in the space of a few days' time, and will wind up a jump ahead of his competition.

completed.

One of the advantages of early contacts like this lies in the fact that the usual permit applicant has had very little previous experience with coin - operated amusement machines and phonographs, and so is much readier to sign up for a standard commission split. Also, Lucero often has the contract set up long before any competitor can come up with loans or similar such developments which are likely to take all of the profit out of the picture for an established opera-

Lucero disdains carrying out his follow-ups by mail, making a personal call in every instance. Usually, the businessman whom he wants to contact, once the name is located, is surprised that the news has gotten out so soon that he plans whatever enterprises involved, and is quite friendly about it. Operating amusement machines, phonographs and vending machines, Lucero has frequently converted a tiny listing in the daily journal into a profitable spot for half a

MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

# Lucero said.

gins.

He has often promised a new stereo phonograph for a restaurant, which at the time was a venerable stable, planned for remodeling into a first-class hideaway restaurant. Probably the longest stretch between actual phonograph installation and a lead was four and one-half years, when a Denver night club operator filed for a permit to remodel an elderly brick building in the Denver railroad yard district into a steak house. Lucero kept in touch, and when the building was eventually remodeled, according to schedule, his phonograph went in as soon as the painting and decorating was

dozen machines.

#### and they never heard of any "depressed economy." Robert J. Kirspel, president of Kirspel-Hollenberg Music Company, who went into the food vending business several months ago in addition to his music and games, is expanding that with new locations every month.

J. D. Ashley, owner of Globe Coin Machine Company, is busy finishing up his swank, ultra modern 32-lane bowling alley in Pike Plaza Shopping Center for an April 15 formal opening. It has the latest of everything.

LITTLE ROCK OP PICTURE

ANYTHING BUT RECESSIVE

cession about the country, but operators here are moving ahead

with expansion and diversification as if a boom was on its way

LITTLE ROCK-There may be or has been a slight re-

#### **Business Good**

Andrew Cassinell, Little Rock Amusement Company, was seen in Memphis last week on a buying tour and said business was good.

Pete Gurley, Ace Music Company, was busy setting up a new drive-in restaurant with juke box and games when the Billboard Music Week correspondent spot-checked him. Nothing wrong with his business, he said.

Buehl Wortham, North Little Rock Amusement Company, expanded his cigaret vending route last week, added a dozen new machines.

George Check, George Check Amusement Company, just bought a new compact pick-up truck-said it was the most economical piece of equipment to operate he had ever owned. Robert Franklin, Southern Amusement Company, and

Harold Dunaway, Twin City Amusement Company, flew to Oklahoma in Franklin's private plane to inspect their oil holdings.

#### Picking Up

H. G. Yancey, Arkansas Music Company, says business is not bad, but good and is picking up. Backing up his contention is the fact that dozens of operators about the State have had good enough business to take off a few days to attend the races at Oaklawn in Hot Springs.

One operator, Charles Thomas, Thomas Amusement Company at Little Rock, even has two race horses running at the track and is hoping for a winner before the racing season ends.

As one operator put it: "You've got to look at the doughnut and not the hole."



STRATEGY MEETING at the Los Angeles Wurlitzer branch involve left to right, Elmer Benjamin, Santa Monica operator; Walte Cook, Palos Verdes operator; Royce Garris, who recently joine the Los Angeles branch after being transferred from the Ea Coast, and Ray Barry, manager of the L. A. outlet.

### ARIZ. OPS FIND PATRONS LIKE 'BARGAINS' IN MUSIC

PHOENIX, Ariz.—This city, one of the last major areas in the country to go to exclusive 10-cent play, has featured threefor-a-quarter play as its only "bargain offer" for quite some time. Now, however, with much unemployment to contend with, and sales generally down in retail stores, operators have found that juke box fans are just about as likely to look for savings in playing music as in buying a loaf of bread.

The biggest advantage to date in restoring collections to normal has been the "Ten Top Tunes 50 Cents" feature on new phonographs, according to most operators. While, of course, this is definitely a return to 5-cent music, the fact that the 50cent coin is required and collected has made the difference between a 10 to 30 per cent drop in collections and average returns, most operators report.

The advent of the 50-cent chute has caused at least a dozen operators to go into the eight or nine plays for 50 cents channel, and there have even been some boxes placed in marginal locations on 5-cent play.

The important point, say most operators who have been through several recessions in the past, is to keep the tavern or restaurant customer in the habit of playing the juke box, even though he may have less money to spend.

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100C	9
100G 25	9
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2300S	9
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### St. Louis Op Credits Service for Success

Continued from page 52

was a routeman for J. S. Morris & Sons Novelty Company in St. Louis for 22 years. His job before starting with the novelty company was that of a wireman's helper with Ideal Electrical Contracting Company, where he worked for one season. When the seasonal electrical work ran out, Leavitt went back to high school for a short time.

Leavitt spent two years in the Navy during World War II, serving about 90 per cent of the time at sea aboard a heavy cruiser in the Pacific theater. He was an electrician's mate second-class on the U.S.S. Baltimore and most of his tour was combat duty. He was awarded 11 bronze stars on his Pacific theater ribbon. Each of the stars represented a major battle engagement.

The operator is active in volunteer work with the Boy Scouts and spends two or more nights a week with the youths (his older son is a Scout). For the last five years, Leavitt has been a neighborhood commissioner in the Midland district of the Boy Scout Council of Greater St. Louis. In this position, his job to see that the activities of the units go along smoothly. He is responsible for about 150 boys in two units which meet at the Daniel Boone School in University City.

Leavitt has been active in the Scouting movement for more than 20 years, and has been awarded a 20-year service card. He also is active in the Parent-Teachers Association at Daniel Boone School, and presently is a member of the executive board of the P.T.A. His other activities have included working with Council House, where he sponsored a young boy's club, and the Sea Scouts. For hobbies, he raises tropical fish and works with photography and anything that pertains to nature.

### Route Service With Two-Way Radio

• Continued from page 50

man explained that he received the assignment from the office.

"After all," Charles added, "We can only sell service. Every operator has equipment, but fast, efficient service earns and keeps locations."

The Comellas put themselves in the place of the location owner. When a music box or game will not work, there is only one machine in the city out of order as far as he is concerned—his own.

Cost Pared

The two-way radio equipment and installation would have cost Cadillac Music about \$3,000 under a lease-purchase plan which was to reach completion in three years. Utilizing the abilities of its repairmen and servicemen, the firm installed the equipment itself, slicing more than two-thirds from the original cost.

Installation in each vehicle took but a couple of hours. Covering more than 300 locations, Cadillac Music's three service cars travel about 75,000 miles a year. Estimates set total cost of operating a vehicle at about 10 cents a mile. Charles Comella estimates that efficient utilization of radio-equipped cars should pay for itself within 12 months.

"This does not take into account the new business we acquire using radio-equipped vehicles service as a selling point," he added.

Two Shifts

Cadillac Music supports two shifts of servicemen. The usual day trick is augmented by a second shift beginning at 5 p.m. and ending at 11 p.m.

Established in 1946, Cadillac Music operates juke boxes and games out of a 4,200-square-foot office and shop. In addition to three radio-equipped service cars, it has two installation trucks.

### 1,000 Daily Papers Get 'Fact' Story on Industry

CHICAGO - "The coin machine industry, long hampered by the stigma of gangster influence, is making strong new claims on respectability."

That's the lead paragraph of a United Press International story sent to more than 1,000 daily newspapers in the United States last week.

The UPI story dealt with the Coin Machine Council and its attempt to improve public relations for the industry.

"Coin machine stocks are rising," the story continues, "a spotless bankruptcy record has led banks to reduce loan rates to small coin machine operators, and other businesses are concluding that coin-operated games, juke boxes and vending machines are big sales boosters."

The article points out that the McClellan Committee hearings disclosed criminal influence was limited to a few areas and that most of the people in the coin machine industry were honest businessmen.

It added that CMC "seeks to correct the racketeer-hoodlum concept of the industry, solidify it into a single-minded body, and gather industry-wide business statistics for the first time. It does not engage in lobbying, legislative or law enforcement activities."

CMC membership, according to the article, includes about 50 per cent of the coin machine manufacturers, 90 per cent of the distributors, but only 10 per cent of the operators.

According to Lou Casola, CMC president, the country has 550,000 juke boxes and 300,000 coin games, with 15 per cent of these units being replaced each year for new models.

He said that the average machine of both types grosses \$10 a week, for an annual industry gross of about \$450 million. This figure does not include the \$3 billion a year grossed by merchandise machines.



#### South

Johnny Allegrazza, Ace Music Company, Shaw, reports the drive-in restaurant he operates on the side is doing well. It provided an extra location for a phonograph and games. . . . Seen cleaning their routes last week and getting them in shape for the spring pickup in business were: B. D. Sparks, Friendly Amusement Company, Columbus; Hardy Creekmore, Creekmore Music Company, Cleveland; James Andrews, Andrews Music Company, Columbus; Ted Combs, Taco Amusement Company, Oxford.

Mahon Jones, Jones Music Company, Holly Springs, seen talking recently to George Sammons, president of Sammons-Pennington Company, Memphis distributor, when Sammons was on a trip through Mississippi calling on operators. Elton Whisenhunt.

#### Calgary Clamps Down

CALGARY, Alta. - The city council has approved a bylaw forbidding children under 16 to play coin-operated amusement machines.

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actually travels down

the trail in authentic 17' x 7' Corral complete

with fence & backdrop.

210 Paterson Plank Road

\* Sure-fire money maker in any kiddie

play area-indoors or out!

Write for Full Particulars

Exclusive

Distributor

Jumbo

**BUMPER POOLS...\$75.00** 

Size 70 x 36 x 32

Refinished—new cloth, new balls, new cues

WESTERN TRA

# In June to Air **Location Sales**

OMAHA-The Nebraska Music Guild will hold its next quarterly meeting here June 10-11, and the currently hot location-sales problem is expected to highlight discussion.

The topic came in for considerable talk during the group's last meeting here in March, with operators agreeing their best weapon was giving better equipment and service and telling locations the facts of life about operating their own equipment.

In addition to forum discussions, the June meeting will have business sessions, meetings of the Cornhusker Investment Club, meetings of the Nebraska association's public relations group, and a swinging social program. Several firms are also expected to display equipment.

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EXCHANGE

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UNION 5-6633

WESTERN TRAILS

\* 1st Kiddie Ride with 5c-10c-25e coln

chute.

\* Exciting attraction in shopping center

mall or parking area.

LEOMINSTER, Mass. - A series of raids termed as "wildcat" action in which 41 pinball machines were seized and confiscated has sparked a probe of the entire police department here. The city council voted to ask the Worcester County district attorney to make a sweeping investigation of the department.

The raids on several private clubs and a plumbing establishment were carried out by two police sergeants on punishment duty and without the knowledge of their superior officers. One of the clubs raided, the local branch of L'union St Jean Batiste d'Amerique, was once headed nationally by State Public Safety Commissioner J. Henry Goguen, who is a member of the raided club at this time.

The probe was urged by Michael A. Clark, vice-chairman of a committee on juvenile delinquency. Disposition in the cases of those arrested as owners of the pinball machines were held in abeyance until after the district attorney's probe.

# Sixteen MOA

OAKLAND, Calif.—All but 16 of the 7 exhibit booths at the forthcoming Music Operators of America convention have been sold to date, according to a joint announcement from George Miller, MOA president, and Ed Ratajack, MOA managing director and co- annual dinner meeting and electordinator.

On April 16, Miller opens convention headquarters at the Deauville Hotel-where the convention will be held from May 1-17to take charge of arrangements. Ratajack will remain in Chicago until convention time to take care of Midwestern reservations. Both Miller and Ratajack are co-ordinating their efforts in reservations and exhibit space sales.

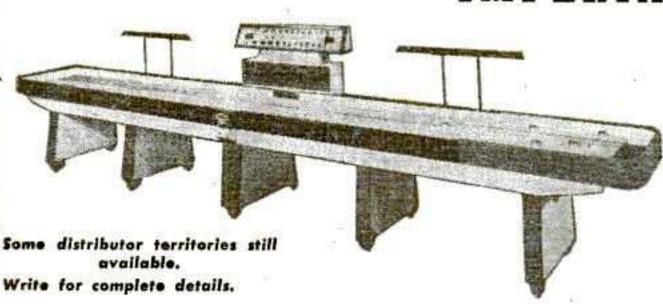
The deadline for hotel reservations at the Deauville is April 24. Reservations received after that date may be for another hotel in the vicinity.



(Courtesy Nat'l Carteonists Society)

### WHY OPERATE AN IMPERIAL?

CHICAGO 22, ILLINOIS . Dickens 2-0500



AMERICAN SHUFFLEBOARD COMPANY

Union City, New Jersey

trol eliminates free play. Its magnets deflect the puck when the game is over or when time

The answer to this query is simple: You operate an IMPER-IAL for more profits!

How do you get more profits? First, exclusive Magno Play Con-

Secondly, the all new IMPERIAL is designed to give you trouble-free performance. This means less service calls, fewer repairs and lower operating costs.

A letter will bring you many more reasons on why YOU should operate one.

# Neb. Ops Meet Pin Raids Spark Seeburg Picks In June to Air Police Dept. Probe D. Wyscaver as

CHICAGO - The Seeburg Corporation has named Midwest Distributing Company, headed by veteran coinman Doyle Wyscaver, its distributor in Denver. Midwest will handle the entire Seeburg line of juke box, vending and background music equipment in Colorado, New Mexico and the Eastern half of Wyoming.

The Denver territory was formerly handled for Seeburg by Thompson Distributing Company, division of R. F. Jones, Inc., recently purchased by Automatic Canteen Corporation of America.

Midwest also handles the United line. Wyscaver is one of the better known coinmen in the territory, having started in the coin machine business in Denver

Assisting him at Midwest are Rudy Perko, general manager, and Robert Hayhurst, service manager. The offices are located at 3850 Mariposa Street, Denver.

# Western Mass. Dinner;

FAIRVIEW, Mass.-An excellent turnout was on hand for the ion of officers of the Western Massachusetts Music Guild at the Ron-Roc Cafe here. Ralph Ridgeway of Vogue Music, Inc., Springfield, was elected president. Ridgeway, a director of MOA, was unanimously chosen for the 10th year in succession to lead the operators of this area in recognition of his fine work for the group over the years.

Peter Slepchuck was named to the post of vice-president. He operates Payland-Playtown Amusement Company, Springfield. Appointed treasurer was Roland Herbert of Pioneer Music Company of Holyoke, with Russell Mawssley of Russell-Hall, Inc., Holyoke, being named again as secretary.

Elected to the board of direcors were Rheo LaRoque, Rock Amusement Company, Fairview; Stanley Skop, Skop Bros. Vending Company, Westfield, and Dennis Dolvin of Quality Music Company, Springfield.

### Bills Affecting Cigs In Minn. Legislature

ST. PAUL - The Minnesota House of Representatives has given preliminary approval to a bill forbidding persons under 18 to buy cigarets from vending machines. They now are forbidden to make over-the-counter purchases.

Some operators in the Twin Cities, however, already are putting labels on their machines pointing out that it is illegal for minors to buy cigarets from a machine.

The bill also deletes a section of law which forbids cigaret purchases by students from 18 to 21 years of age.

A bill barring the sale of cigarets below cost was recommended for passage by the general legislation committee of the Minnesota Senate. A companion bill cleared the House Commerce Committee earlier and is before the House of Representatives now.

Backers of the measure include wholesalers and retailers who claim cut-rate cigaret sales by some businessmen, including operators of gasoline stations, represent unfair competition.



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### A NEW SINGLE PLAYER

by GOTTLIEB

· New Cabinet-Tomorrow's Design Today! Novel Colored Rollunder! Sequence Lights Bottom Rollover for

Super and Special Scores!

A-B-C Sequence Lights 2 Numbers at End of Game for New DUO-MATCH Feature! Super-Powered Flippers Give Player Control Across Entire Bottom of Play-

Order Today I

SPECIAL OF THE WEEK! Gottlieb 2-Player DOUBLE ACTION .....\$215 Completely Reconditioned

HIGHEST PRICES PAID!

COTTLIEB CONDOLIER - PICNIC-TEXAN - AROUND THE WORLD-SILVER-MADEMOISELLE-WAGON TRAIN - KEWPIE DOLL - SPOT-A-CARD - CAPT. KIDD - ATLAS -LITE-A-CARD - MERRY-GO-ROUND - MELODY LANE - ROTO POOL -MISS ANNABELLE - FLIPPER -SUNSHINE-WORLD BEAUTIES.

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Games Inc. Wildcat ........\$195 Keeney Criss Cross Diamond.... 195 Games Inc. Hunter ....... 85 Games Inc. Skeet Shoot ......... 115 Games Inc. Double Shot ....... 115 Keeney Little Buckaroe ...... 225 Bally Skill Score (new) ...... 145 Bally Skill Derby (new) ..... 245 Aute Bell Circus Play Ball ..... 95 Auto Bell Galloping Dominoes ..... 115 Auto Bell Deluxe Hislesh (New) .... 395

### MUSIC

Wurlitzer 2000, 200 sel. ....\$325 Wurlitzer 2200, 200 sel. ...... 425 AMI C-40 (45 rpm) .......... 65

### **BOWLERS & ARCADES**

Bally Lucky Alley, 14' .....\$345 Bally Champion Bowler, 14'..... 295 Bally Strike Bowler, 14' ..... 175 Bally ABC Bowling Lane, 14'..... 125 Bally Champion Shuffle Bowler, 81/2' 75 Bally Jet Shuffle Bowier, 81/2" .... 65 Bally Speed Bowler, 81/2' ..... 295 Bally Deluxe Club Bowler, 81/2' ... 395 Bally Official Jumbo Bowler, 81/1' .. 465 Keeney True Score Bowler, 14' .... 125

Rush deposit to:



EXPERTS IN EXPORTS

### Airplane Handy Asset for N. M. Op

LAS VEGAS, N. M.—An airplane is a definite set where the operator's routes cover a huge area, cording to Herb Roggow, New Mexico's flying perator, who has logged thousands of hours in e air carrying records, tools and electronic parts locations throughout the State.

Roggow, a pilot for many years, has seldom een fortunate enough to find an airstrip close to actual location, but in many instances he can nd three miles or so from the spot and cajole the earest location owner to come out and get him. most cases, in plying the air over the rugged ew Mexico country in all directions, he is merely arrying parts and records, which his collectors, ho are out a week at a time, can use themselves.

The airplane also pays dividends in picking up adly needed parts and records from distributors. For example, I can call Mike Savio at Draco Sales ompany up in Denver and tell him to have the arts I need at the airport at 8 a.m.," Roggow id. "I land at 8-and then Mike doesn't get ere until nearly 10!" Seriously, however, he has cked up parts, and even complete assemblies, om many distributors in exactly this way.

Roggow flies a Cessna Skylark, a four-place airaft with more than a thousand miles' range.

At his home town of Las Vegas, a tiny comunity in Northern New Mexico, Roggow operates complete flying service, a flying school, aircraft ngine and airframe repairs service. His flying thool occupies only a small amount of his time, asmuch as the New Mexico operator has deleated operations to instructors and managers, but Roggow occasionally takes a turn at the controls with a student.

Because of the remoteness of many of his locations, the New Mexico juke box operator has frequently found it necessary to land on highways and back-country roads in order to reach the location at all. With spring gear on the aircraft, which, incidentally, has a tremendous carrying capacity for a single-engine airplane, he doesn't hesitate to do so, and in fact, waits his turn in traffic along the high-

way at some larger locations to set down. A unique feature of Roggow's operation, one of the largest in New Mexico outside of Albuquerque, is the fact that he still has many 78 r.p.m. machines on location, in remote spots where customers are glad to have recorded music of any sort and could scarcely demand stereo equipment or even 100-play machines. Roggow has worked out an arrangement with the managers of taverns and bars in such remote locations whereby records are mailed at regular intervals, the location owner placing them on the spindles himself.

In the event of a breakdown, it is up to the location owner to bring the machine in on his next trip to Las Vegas, when it will be repaired in the Roggow shops. It takes an unusually co-operative type of location owner to go along with the New Mexico operator on this basis, but as pointed out above, Roggow is actually doing most of the location owners quite a favor in spotting the phonograph in the first place, and both parties know it.

Mrs. Roggow is extremely active in all phases of her husband's operations, keeping the books, programming music, selecting amusement machines and otherwise operating as "right-hand man."

men's Local 353.

a \$3.60 a week raise.

Seattle Ops Hoping

To Avert Strike By

Servicemen's Union

SEATTLE—Local operators are

hopeful of averting a strike of

amusement machine and juke box

servicemen here in their wage dis-

put with Teamster Driver-Sales-

The 167 men who service coin

machines in King County are seek-

ing weekly pay raises of \$7.50 this

year and an additional \$7.50 in

1962. The present scale is \$120 a

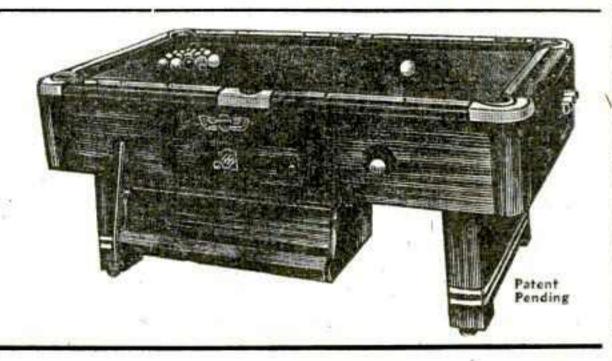
week. The operators have offered

Fred Klinefelter, the union sec-



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- Valley's Exclusive "EASY COUNT" SCORER
- · New, NO-STOOP Combination Ball Viewer, Ball Trap, Ball Return
- Built-in, Separate NO-STOOP Cue Ball Return

See your Distributor or write direct

Sales Affiliate, Valley Mfg. Co.

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GIVE TO DAMON RUNYON CANCER FUND

#### Seeburg Offices Continued from page 49

ompany of America and took on e AMI line.

In San Francisco, background des will be headed by Stanley aan, sales manager, and Carl dams, service manger, from ofces at 1424 Bush Street. Advance utomatic Sales Company, headed y Lou Wolcher, continues as Seeurg's juke box and vending disibutor. Welcher was named by eeburg last week, when R. F. ones, another long-time Seeburg istributor, was also bought by anteen.

In Hollywood, background sales ill be handled by W. R. Traut, eneral manager, and John Malone, les manager, assisted by Mort rooton, assistant sales manager, nd Mark Tutelman, sales reprentative. Offices will be at 1522 orth Van Ness Avenue.

The New York office, already operation, will be headed by 'illiam Emig Jr. and will be cated at 680 Fifth Avenue.

### **Memphis Tax Bite**

· Continued from page 48

property that is used in the conduct of a business, profession, farms and manufacturing.

"This means that amusement devices such as phonographs, pinballs, shuffle alleys, other such coin-operated machines, and cigaret vending machines used in business will

#### Cash Value

"I send the assessments to the County Trustee, who sends out the bills and collects the tax. On the amusement companies, we will first appraise the property at actual cash and then place assessment at 60 per cent of that value.

"We assess real estate at 40 per cent of value and business property and personal property at 60 per cent."

LaMana said his office is sending out form schedules to operators to fill in the number of juke boxes, games and other equipment collections. they own and the value.

"I urge all operators to return this schedule," LaMana said. "Otherwise it will be expensive to the taxpayers for the county to send deputy assessors from my office out to make the assessments.

"The more valuations we have and the greater the valuations of both real and personal property, the less the tax rate is going to be.
If everybody pays a little tax, a few won't have to pay a big tax."

But it all adds up to another tax on the already tax-burdened oper-

#### retary-treasurer, has asked for a strike sanction, but added he hoped the issue could be settled without a strike. Klinefelter said the servicemen

were "highly specialized people" who serve a three-year apprenticeship, service machines and make

SEND FOR

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**COMING APRIL 24** 

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ORDER YOUR SPACE NOW ADVERTISING CLOSING



# BRILLIANTLY STYLED NEW CABINET



See your distributor...or write BALLY MANUFACTURING COMPANY . 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS

### nteen Plays Down Distribs' Operating

ontinued from page 1

the independent music operwho is our customer."

he Canteen board chairman ed up what was described as teen's interest in the music ator, by stating that in the eable future, Canteen may lop programs to assist the pendent music operator in the luct of the "business" phase of peration, thus enabling him to re the optimum efficiency and it from his venture.

iscussing Canteen's support for coin machine industry, Schusnoted, "the continuing wholeted support which our AMI weeks. iate, along with phonograph ufacturers, has given Music rators of America and the ic relations council is further of of our concern for the welof the phonograph operator, our belief in the industry as entity."

chuster concluded by express-Canteen's view toward what described as "sophisticated week.

wish to make clear the fact Automatic Canteen has no ation of becoming involved in way with the operation of sod 'sophisticated' games. We no plans now, or for the e, to either develop or acquire rganization associated primariith such games."

ne Canteen board chairman not be reached for an ration on any of his com-s. The term "sophisticated s," was assumed to refer to r illegal games or those of ionable or border-line legality. game distributorship field.

The Seeburg Corporation, in trade paper advertising and direct mailings, had emphasized it is wrong for a manufacturer to compete with his customers, an obvious reference to Canteen, which operates, distributes, and through Rowe and AMI, manufactures its own equipment.

Surprisingly, despite all the recent publicity, the Canteen moves into so-called service vending, are still somewhat unofficial. Canteen is expected to make some statements expressing its policy in this area within the next couple of

The setting up of the service division however, is certainly a significant step and tends to emphasize that Canteen plans to display substantial interest in this

Some additional clues to Canteen thinking can be had from other Schuster comments made to the Sun-Times' Edwin Darby last

Schuster noted that the Automatic Service Vending division was the seventh for Canteen.

Looking into the future he said, 'At the moment, we have succeeded in rounding out the package we wanted. We are now the only integrated company in the vending business."

#### Not Through

Again in the interview: "But that does not mean we are through with acquisitions. We are now in the process of developing each of our six divisions, both by internal growth and by acquisitions."

Although Schuster does not e remainder of Schuster's elaborate on the function of the ments is seen as an answer to service vending division, Darby ism leveled at Canteen for its goes on to speculate it could mean t acquisitions in the juke box "those miniature amusement cen-I ters you see around shopping

"take - your - own - picture - in one-minute units."

centers, supermarkets, drugstores," | listed as: (1) Food and vending, | includes the recently acquired Comas well as "do-it-yourself laun- termed the big one; (2) Manu- mercial Discount Corporation and dries," "coin-operated dry-clean- facturing, which would include Hubshman Factors Corporation; ing establishments," and those Rowe and AMI; (3) Products, (5) Overseas division, currently includes a growing list of private being expanded; (6) Electronics, brand products sold through Can- includes the ABT bill changer and Other divisions of Canteen are teen machines; (4) Finance, in- a "raft of electronic components."

### SPRING CLEAN UP SPECIALS

#### **NEW MUSIC**

1488 - 120 Sel. HI-Fi Stereo All Purpose Rock-Ola 1 with 4 1495 — 200 Sel. Hi-Fi Stereo All Purpose Rock-Ola 1 with 4

1484 — 100 Sel. Hi-Fi Stereo Console—All Pur. Rock-Ola 1 with 4

#### USED MUSIC

AMI

120 Sel. W/Box .....\$ 34.50 **ROCK-OLA** 1436 45-120 .....\$ 89.50 1448 V/C ..... 399.50 4-1434 50/45 ...... 129.50 2-1432 50/45 . . . . . . . . . . . . . . 99.50 

SEEBURG

100-M/C V/C .....\$249.50 

#### USED CIGARETTE **VENDORS**

Du Grenier K14 . . . . . . . . . . . . . . \$309.50 Rowe 20 Electric . . . . . . . . . . . . . 379.50 Corsair 30 Col. . . . . . . . . . . . . . . 324.50 USED GAMES

K. Cherry Bell Console . . . . . . . . . . \$149.50 A. B. County Fair Console . . . . . 149.50 C/C Pro Bowler . . . . . . . . . . . . . . 725.00 Bally Circus Queen . . . . . . . . . . 895.00 Bally Sharpshooter . . . . . . . . . . 549.50 Chgo. Coin Princess Bowler . . . . . . 1015.00 Wms. Off. Baseball . . . . . . . . . . . . 389.50 Bally Ice Frolics ..... 39.50 Midway Shooting Gallery . . . . . . . 529.50 Gott. 2/PL. Sea Belles . . . . . . . . . 99.50 Gott. 2/PL. Toreador . . . . . . . . . . . 99.50 Watling D/L Scale . . . . . . . . . . . . . . . . 229.50 Chgo. Coin Rebound Shuffle . . . . . 25.00 Chgo. Coin Croquet Pool . . . . . . . 25.00 Keeney Deluxe Big Tent ...... 199.50 1-Wms. Vanguard Gun . . . . . . . . 349.50 1-G.E. Motorama . . . . . . . . . . . . 199.50 Chgo. Coin Blinker S/A . . . . . . . . . 189.50 1-Wms. Jumbo 10-Strike..... 2-Chgo Coin Scoreline S/A ..... 209.50 Chgo. Coin Twin Bowler . . . . . . . 499.50 Chgo. Coin New Ray Gun ..... 699.50 Chgo. Coin Bull's-Eye S/A . . . . . . 179.50

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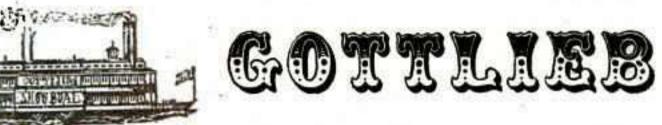
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"Mard-Cote" Finish a

xtends Playboard Life to

n All-Time High!

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### A Boatload of Profits for You!

Novel Colored Roll-Under Sequence lights bottom rollover for super and special scores

A-B-C Sequence lights two numbers at end of game for new Duo-Match Feature

Four Super-Powered Flippers give player control across entire bottom of playfield

....

····

Side rollovers light in rotation with corresponding colored pop bumpers for 100 points

### Tomorrow's design today!

High, wide and handsome tapered light-box

STAINLESS STEEL mouldings

Sparkling plated legs and front door panel

Hard chrome finish corner castings

D.G. 1140 N. Kostner Avenue Chicago

Now more than ever...it's always profitable to operate Gottlieb games!

# What's Wanted

# by Operators and Players alike is all packed into this Great Phonograph

operators want...a dependable, flexible, all-in-one phonograph to meet all the needs of their operation regardless of type of location or music desired.

The 1961 Regis with Rock-Ola's "Tri-Fonic" flexibility gives both a stereo and monaural machine for the low monaural cost with no add-on conversion parts needed for stereo play.

The Regis plays 331/3 and 45 RPM records intermixed in any sequence for complete musical flexibility in all locations. PLAYERS WANT...a phonograph which will play their favorite records with the truest fidelity and with clear, vibrant tones. The powerful amplification system of the Regis with its large bass speakers and high range tweeters provide customers with the finest reproduction in either stereo or monaural music.

The easily read all visible program panel and the new error-proof single plane, two button selection system all add up to customer pleasure for greater playing appeal and added profits. LOCATION OWNERS WANT...the most beautiful phonograph available to add to the decor of their establishment. In true phonograph beauty, the 1961 Rock-Ola Regis is the unmatched leader. Its classic lines, the harmony of its colors and its polished metal appointments all blend to an unmatched distinctiveness.

When customers gaze on the flowing beauty of the Regis and hear its glorious full tone, they will know that this is the truly modern phonograph which looks and sounds as a phonograph should.

