

# BILLBOARD MUSIC WEEK

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

## DEALER CO-OPS ESTABLISH NEW TREND

### Europeans Eye U. S. Mkt. For Juke Box Exports

By OMER ANDERSON

ANTWERP — Most distributors of American juke boxes in Europe are satisfied that U. S. equipment

enjoys unchallenged supremacy in the European market. They scoff at the notion that European equipment can compete, even in the dim future, with U. S. equipment.

But the experts at this coin machine crossroads, the men who earn their living gauging market conditions, declare that the U. S. industry is endangered by false complacency. They believe that European equipment is being dangerously underrated, that the competitive possibilities of the European product are much more potent than generally imagined.

European-made equipment is improving rapidly and constantly. Furthermore, American equipment buffs tend to oversimplify the competitive picture.

One of Antwerp's largest dealers in U. S. equipment, a man who

### Mono Phonos Nov. Sales High

WASHINGTON — November topped all of 1960 for factory and retail sales of monaural phonographs, according to an Electronic Industries Association report. The factory figure outran October, last year's previous high month, by 34,626 sets. Retail sales topped the October figure, again a yearly high, by 47,994 units.

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### SAYS DISTORT'N ON 45 SINGLES HURTS TOP HITS

MILWAUKEE — Gordon Hinkley, supervisor of popular music at WTMJ here, recently protested "increased distortion" on 45 r.p.m. singles, noting that this has "resulted in the restriction of several recent releases from our music lists."

In a letter to record promotion men, he stated, "We are experiencing increased distortion on the new 45's we receive from distributors. I've learned, and in fact one record company official admitted to me, that more and more modulation is being 'piled up' on 45's in a 'battle of modulation' so that their own record will appear loudest on juke boxes."

"Whatever the reason," Hinkley continued, "we find increased distortion on 45's resulting from over-modulation, to the point where some

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### Judkins Leads Offensive Against Discount Problem

By LEE ZHITO

HOLLYWOOD—Record dealers in this area are being called upon to form a buying co-operative in an all-out "fight for survival" with discounters. The movement here, reflecting growing national interest in co-op buying activity, is being spearheaded by Howard Judkins Sr. of Judkins Music in nearby Garden Grove, Calif. Judkins is calling a dealer meeting to lay the groundwork for the buying combine. He said all dealers will be invited to attend the co-op meeting and join in the formation of the buying combine whether or not they are members of SORD.

Buying co-ops among retailers have been established for many years in fields other than the record business. They have proved particularly successful in the grocer and dry goods fields, allowing the individual dealer the mass-

buying benefits previously available only to the big chains and top traffic stores.

#### DISC Group

A record dealer buying co-op, known as Dealers in Sound Corporation (DISC) was established last spring in Newark, N. J., motivated by the same basic needs and problems. This co-op already brings a national rather than a strictly local character to the idea inasmuch as it has members not only from its own Northern New Jersey sector, but from New York, Connecticut, Pennsylvania and even as far away as Florida.

DISC, since it shipped its first records last June, has been operating in a quietly effective manner for its members, each of whom originally put up \$1,000 as a membership bond. On a less formal basis, it is known that many dealers in various sectors of the nation work on a co-op basis in order to get the advantage of larger purchasing power on specific manufacturer deals.

Judkins, the prime mover of the newest co-op venture here, is also president of the Society of Record Dealers of America, but he stressed that no connection exists between his efforts to kick off the co-op and SORD. The co-op, he said, is vitally needed in this area to permit individual dealers to face the swelling tide of big-quantity buying discounters. He is acting in his own interest as a local dealer and not as an officer of SORD, he explained.

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## 'Oldie' Programming Move Grows

By JUNE BUNDY

NEW YORK—Nostalgia is a key programming factor in local radio today, and the "good old days" covers anything from a 1920 Eddie Cantor platter to an "early Elvis Presley," circa 1953. The revival trend is reflected on the charts, with a



flock of oldies on the "Hot 100" this week.

Stations across the country are programming more and more hits of the past on a regular basis, and aging rock and roll fans are proving particularly avid audiences for shows made up of r.&r. oldies. However, since many of the old r.&r. hits were released on tiny indie labels—some now defunct—broadcasters are finding it harder to line up the old wax and library copies are wearing out.

In line with this, Deane Griffith, program director of WPGC, Washington, last week issued a general plea to the industry—offering to buy top hit records from the 1956-1959 era. Griffith wants the old r.&r. disks for WPGC's "Spectaculars"—12 hours of old disk hits—which are programmed every Sunday and on holidays and spe-

cial occasions, such as last Friday's inaugural ceremonies.

#### Ratings Good

Griffith reports that the "Spectaculars" have pulled better ratings and mail response for the station than practically any other show. Although the programs feature two "old-oldies" (Cantor, Jolson, Glenn Miller, etc.) and two current hits every hour, the bulk of the programming is made up of hits from the '50's, which were mainly in the r.&r. groove. Requests are particularly heavy, says Griffith, for r.&r. hits of 1955, 1956, 1957 and early 1958.

About 16 old-hit disks are played every hour on the WPGC show, and Griffith estimates they go about six weeks without repeating the same oldie. Nevertheless, he reports, many of the disks are wearing out and he needs replace-

ments fast, since the idea behind the format is to play only original-hit versions. He finds some of the LP collections of old singles hits very helpful.

Deejay Alan Fredericks, WADO, New York, has sparked considerable audience interest in his Saturday show, "Night Train," by playing old r.&r. hits. He and Irving Rose, operator of the Times Record Shop, New York, have set up a joint effort, whereby Fredericks encourages his listeners to bring in their copies of old disks in return for credits to buy other oldies from Rose, who specializes in old singles. (See The Billboard, December 26, 1960.)

#### Two on Chart

Two of the old r.&r. hits revived by Fredericks are on the "Hot 100" this week. The 1957 hit.

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### McClellan Tops Copy'rt Group

WASHINGTON—Sen. John L. McClellan (D., Ark.) has been named chairman of the Patents and Copyrights Subcommittee of the Senate Judiciary Committee, which will deal with any legislation to require payment of performance royalty on music played on juke boxes. The membership of the subcommittee has been raised from three to six members, and will include Sen. Estes Kefauver (D., Tenn.)

Songwriters are frankly jubilant over the Democratic membership of the new Copyrights Subcommittee, which includes in addition to the chairman: Sens. Olin D. Johnson (D., S. C.), who voted with the former Chairman, Sen. O'Mahoney (D., Wyo.) on the latter's anti-juke exemption bill during the previous Congress; Philip A. Hart (D., Mich.) and Estes Kefauver.

The two Republican members are Alexander Wiley (R., Wis.)

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### Distrib Urges Juke Box Ops Lease to Stops

By GEORGE METZGER

PHILADELPHIA — The local Wurlitzer distributor has launched a drive to encourage juke box operators to lease automatic phonographs to locations rather than split the gross. This program represents a radical departure from the historic straight commission basis.

Under the terms of the lease, the operator receives enough money to pay for his equipment in two years.

A. D. Palmer, advertising and sales promotion manager of The Wurlitzer Company, said that the program of the Model Distributing Company is an experiment on the part of the distributor and that the manufacturer played no part in setting up the program.

#### Reserves Judgment

Palmer added that while Wurlitzer looks favorably on leases in

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# COLUMBIA INITIATES NEW PROGRAM ON SINGLES: TO CUT BACK QUANTITY

## Changes Release Methods; Takes Wraps Off Field Men, to Break Records on Their Own

By BOB ROLONTZ

NEW YORK — Columbia Records has just about completed a re-evaluation of its singles product, and is taking the first in a series of steps to get back strongly into the competitive picture. On the singles front, 1960 was a weak year for the label, even though the firm did come up with a million-seller in Percy Faith's "Theme From A Summer Place," and a close-to-million-seller with the late Johnny Horton's "North to Alaska."

The first steps involve cutting down the number of singles released, and a change in the method of releasing. As of this week, the firm will issue eight singles every two weeks as against the previous system of about six records every week. This cuts down the singles product by about a third every month.

### Loosen Field Men

In addition Columbia is taking some of the wraps off its field men, insofar as picking specific records to work on, or specific sides. Field men are to be given a chance to break records in their area. Up to now, Columbia would let the field men know what record should be pushed and which side should be emphasized.

The change in the single record release pattern stems from the sales factor and the new men in the a.&r. and singles merchandising posts at Columbia. Frank DeVol was put in charge of pop product at the firm last September, and Sal Forlenza was named singles

merchandising chief by sales manager Bill Gallagher a short time ago. Both men are anxious to see Columbia make a solid comeback in singles, and hope that these steps, plus others will help do the job.

Actually, the changes in the release pattern—including the cut-back philosophy—are only surface manifestations of a big change in Columbia's entire singles picture since DeVol took over from Mitch Miller. Columbia's artist roster has undergone a dramatic shift in the past six months. Many of the artists that made Columbia a hot singles firm in the fifties have left, and many of the older names remaining are not issued on singles very often. Columbia has signed up almost a score of new young singers, one of whom, Buzz Clifford, has the firm's biggest hit right now, "Baby Sittin' Boogie."

The company is doing a com-

plete analyses of singles product and has already started to limit single releases of album artists, except where they show a strong track record or are needed for show material. Singles are being put out now on a selective rather than a quantitative basis. And more than that, Columbia is aiming at all areas of the singles business these days, including rock and roll and rhythm and blues. Ertha Franklin and Hannah Dean are two singers aimed at the teen market, as is Buzz Clifford and Eddie DeMar and a number of others.

This is, of course, a big shift for Columbia, which under Mitch Miller fought for "good" music while the rock and roll tidal wave rolled. Columbia has always had a good grip on the country field, and over the past two years broke many of its country artists—Johnny Horton, Marty Robbins, Stonewall Jackson, etc.—through to the pop field.

# RIAA BD. IN L. A. MEET, HENRY BRIEF NEW SECY.

## Group Hears Marek, Brief, Meyers Talk On Industry Problems, RIAA Services

HOLLYWOOD—Record Industry Association of America's board of directors held its annual West Coast meeting last week and named Henry Brief as its executive secretary to succeed retiring John Griffin. Brief had served under Griffin as the RIAA's general manager. Other matters discussed included setting standards for the compact 33 single, the dissemination of record business statistics to RIAA members, and general disk information to the public at large as part of a stepped-up publicity and public relations campaign on behalf of the industry.

The board meeting was held at the Beverly Hills Hotel, followed by a membership luncheon. The board meeting was presided by RIAA President George Marek, RCA Victor Records executive vice-president and general manager, and was attended by Columbia President Goddard Lieberson, Mercury President Irving Green, MGM Records President Arnold Maxin, and Capitol Records President Glenn Wallichs. The morning board meeting was followed by a luncheon attended by West Coast RIAA members.

### Marek Talk

Marek addressed the luncheon and touched on some of the issues discussed during the board meeting. Brief, RIAA's newly named executive secretary, spoke of the need for more statistical data to be

made available to the association's members and its efforts to provide them with more of this in the future. He also stressed the fact that RIAA will provide industry-type service to the nation's press and play a larger role in the industry public relations.

Brief said the public at large thinks of rock and roll when it thinks of the record industry and that it's up to RIAA to remind the public of the great cultural contributions being made by the nation's record manufacturers. He introduced Ernie Meyers, RIAA legal counsel, who spoke on the great losses being suffered by record manufacturers at the hands of counterfeiters.

Meyers said RIAA is convinced that the bootlegging of records is now in the hands of a well-

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# SIR JOSEPH'S DUE ON COAST

HOLLYWOOD — Sir Joseph Lockwood, board chairman of England's Electrical and Musical Industries, Ltd., Capitol Records parent firm, will be in Hollywood this week for his annual series of conferences with Capitol executives. During his stay, a party will be tossed in his honor.

Last week Sir Joseph was in New York, where he had conferences with Capitol's Eastern Operations Vice-President Joe Csida. During his stay in the East, Sir Joseph also visited the company's pressing plant in Scranton, Pa.

# UST to Introduce Sampler Series on Four-Track Tapes

HOLLYWOOD—United Stereo Tapes, the Ampex Audio subsidiary, will unveil a new low-priced sampler series with the dual purpose of (1) demonstrating four-track tape's advantages to new equipment buyers, (2) giving established tape collectors a taste of UST's catalog. It will support the release with merchandising, promotion, plus local market radio and newspaper ad campaigns.

The release is scheduled for January 30. It consists of four samplers, each devoted to one of four musical categories (pop, jazz, classical, and "sound sensations"). Each sampler consists of 30 minutes of music culled from UST's multi-label catalog. Each reel contains the music of seven different labels, marking the first time that selection from different firms would be marketed on a single reel.

UST will provide dealers with counter merchandisers holding a dozen sampler tapes prepacked in the container. Dealers also will receive a sampler display kit containing full-sized window or wall displays, color streamers, and sampler series stuffers. Packages will sell at \$3.05.

Special art work is used for the packages, aimed at arresting the attention of buyers. Liner material pitches the complete tapes from whence each selection was taken, listing the name of each artist, and label which recorded him. UST is also inserting copies of its latest complete catalog.

# Lasker Heads Sales Arm Of Sinatra Reprise Label

## Appointment to Launch Action on Distrib Line-Up; More Artists Added to Roster

HOLLYWOOD — Frank Sinatra's Reprise Records last week appointed Jay Lasker as its national sales manager. Lasker has been Kapp Records' national sales manager for the past four and a half years, and vice-president of Kapp Records Distributing Corporation. Appointment of a sales manager will trigger the setting of distribution deals for the label.

Morris (Mo) Ostin, Reprise's administrative head, has held off lining up distributors until a sales manager had been appointed. Selection of distributors can be expected to follow rapidly on the heels of Lasker's joining the firm, since the label's first release, a Frank Sinatra single, is scheduled to hit the market in a couple of weeks. Overseas affiliations will be set soon after.

Lasker brings to Reprise a rich background in the record industry. During the almost five years he headed sales for the successful Kapp label, he was in charge of its domestic and export sales operation. Prior to that, he was with Decca Records for 11 years, including serving as its Detroit branch manager. He is a law school graduate. Lasker will headquarter on the Coast. He is expected to move here within the next two weeks.

### Adding Artists

In addition to beefing up its own operating staff, the Sinatra label is adding artists to its roster. The firm last week signed Mavis Rivers, formerly on the Capitol label, and is also in the process of signing comic Joe E. Lewis. Miss

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# RCA Dealers Protected by Return Option

HOLLYWOOD — RCA Victor's Southern California branch has notified dealers that it will protect all its new singles releases with a full 100 per cent guaranteed return privilege. This replaces its previous 5 per cent return allowance heretofore in effect.

RCA Victor Record Department Manager Dave Pearce told dealers the move was made to allow them to carry an adequate stock of new singles product with the assurance that their inventory will be protected. Return guarantee is for a 90-day period following the release of a single. At that time, dealers will be informed by the distributor that the guarantee period is expiring and will be prompted to return any unsold copies of the disks in question.

Pearce said the reminder is necessary since often times dealers

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# Music to Soothe Surgeon's Breast

CLEVELAND — The "good music" format of WDOK here has a top rating at the Cleveland Clinic, where it literally provides "music to perform operations by." An edited taped version of the outlet's "Candlelight Concert" program is piped into the Clinic's operating rooms, all 22 surgical suites.

The master tuner is located in the anesthesia room, and patients have an option of listening in recovery rooms. Music is also piped into all reception and corridor areas of the hospital and during the day and after hours for cleaning crews.

One of the staff doctors person-

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# Cap Honors Kingstons; Gifts Unprecedented 4 Gold Disks to Trio

HOLLYWOOD — Capitol last week presented the Kingston Trio with an unprecedented four gold disks at a press luncheon. Gold disk awards made by label President Glenn Wallichs saluted the group's \$4 million in LP sales. (Albums responsible for the sales are "The Kingston Trio," "The Kingston Trio at Large," "From the hungry i" and "Here We Go Again.")

In addition to Wallichs, other Capitol executives attending the affair included Marketing Vice-President Lloyd Dunn, Creative Services Vice-President Alan Livingston, and Executive Artist and Repertoire Producer Voyle Gilmore, who produced all the Trio's sessions.

The presentation was made on the eve of the group's first foreign tour. The Trio leaves Friday (20) for a two-month tour of the Far East and South Pacific, opening January 25 in Tokyo. A number of appearances are scheduled in Japan, Korea, Australia and New Zealand.

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## Liberty Prexy Sees Receipts Hitting \$7 Mil.

HOLLYWOOD — Liberty Records' Al Bennett last week predicted approximately \$7 million in sales with a net earning nearing \$600,000 for the firm's fiscal year ending January 31. This projection was made last week by Bennett during an address dealing with the record industry before the Los Angeles Society of Security Analysts.

Bennett said his company's sales during the past year will substantially surpass the \$5,740,848 figure of the previous year. He said the third quarter's earnings of 17 cents per share equaled earnings for the entire first half of the year, and that the fourth quarter's performance promises to be even better.

The label president told those assembled that his company was incorporated in 1955 and today ranks as the ninth firm among the nation's record companies. Liberty has 604,500 shares of Class A and B common stock outstanding. Dividends are paid only on 167,040 shares of Class A stock.

## Two Congressmen Ask Colleagues to Boost Live Music

WASHINGTON — Two congressmen appealed to their fellow legislators to vote more support for live music in America, last week. Rep. John Lindsay (R., N. Y.) reminded them that Broadway is capital of the nation and of the world, in offering a showcase of live music and drama to be uni-

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## YOUNG MAREK TO DO ARTICLE

NEW YORK — The influential name of "Marek," long associated with the record-music industry through George Marek, dean of recording executives at RCA Victor, shines again soon in the important area of editorial writing. Dick Marek, son of the long-time RCA Victor biggie, is currently traveling nationwide, preparing a story on country music for the April or May issue of McCall's magazine.

## GAC Changes Create Flurry

NEW YORK — There have been a number of changes at General Artists Corporation recently, including resignations, closing of offices and shifting of personnel back to the main East Coast office. In addition, GAC, now owned by Herbie Siegel's Centlivre Brewing Company, is undergoing a tightening-up process as recommended by the Arthur Anderson efficiency expert firm.

Harry Anger, on the GAC planning and operations board, has resigned after 15 years with the agency. Anger joined the firm in the theater department after resigning as producer for the Earle Theater in Washington. He moved into the TV department and was responsible for upping the Perry Como show from a 15-minute program to the hot, hour show it is now. It is understood that Anger will be doing a lot of work on TV properties as an independent, both in the realm of packaging and programming. Anger still holds stock in GAC.

Cy Donnor, treasurer of GAC

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# Rack Jobbers All-Out For 33 Single; Plan Aggressive Merchandising Drive

By JACK MAHER

NEW YORK—The National Association of Record Manufacturers (NARM) will take a firm and active part in the merchandising of the new compact 33. Through its president, Harold Goldman, Billboard Music Week learned that NARM has been in close contact and accord with record manufacturers on the merchandising of the 33 single through its member outlets.

The Association completed its board of directors meeting yesterday (22) at the Park Sheraton Hotel here. The highlight of the meeting was the NARM board's agreement on an aggressive merchandising policy on 33 singles. Members of the board have been meeting with representatives of 33 single producers during the past week. Goldman said that, "NARM will pioneer in the merchandising of the 33 r.p.m. single. With new products, it

is the man who gets there 'fustest with the mostest' who succeeds, and we plan to be that man."

The NARM stand is expected to give a big push to the 33 single, since, until now, many dealers and distributors have been holding off on stocking the new speed until the public has expressed a demand for it.

Goldman said that the board's talks with manufacturers in other areas, too, had been very rewarding. He claimed that disagreements and problems that had existed between manufacturers and the rack organization were being ironed out.

Second only to the news that that Association was getting behind the 33 single, was the board's decision to appoint a permanent executive secretary. The post will be a full-time, year-round job for the appointee. Goldman said that he could not announce the man's name for another 10 days, but said that he is well known in the industry and has a broad merchandising background.

Another result of the NARM board meet were final plans for the organization's third annual convention which will be held at the Eden Roc Hotel in Miami April 25 to 28. Goldman also said that the result of the Associations' awards for best-selling artists will be announced in 10 days.

The two new members accepted to NARM are: West Texas News Agency, S. H. Marmaduke of Amarillo, Tex.; and Record Rack Service Inc., Ed Mason, of Los Angeles.

The new associate members of NARM are Atlantic Records and its subsidiary, Atco; Carlton Records, 20th-Fox Records, ABC-Paramount Records, and the Automatic Machine Division of U. S. Chemical Milling Corporation.

The meeting was attended by NARM executives Goldman, Glen Becker, vice-president; Ed Schneider, secretary; Don Belzer, treasurer, and Jim Tiedjens, board member.

## CMA Directors to Shape C&W Programming Guide

NEW YORK—The board of directors of the Country Music Association is scheduled to hold one of the most important meetings in its history at the Park Sheraton here January 27-28. This will be the CMA's first quarterly meeting of 1961. The CMA, during this occasion, will seek to crystallize a basic indoctrination program for radio stations interested in introducing or expanding country music programming.

CMA officers and board members are in general agreement that there is a need for information on these three points: (1) Basic statistical data as to what percentage of the nation's AM and FM stations are programming country fare; (2) definite information to guide interested stations which are not yet programming country music; (3) grass-roots data, such as lists of music publishers, record companies, booking agencies and

promoters who are interested in country music, plus listings of talent working in the country and western field. Such talent may be active in records, radio or personal appearances.

At the board meeting, the CMA executives will seek to estimate the costs of such a comprehensive market research and educational program. Such a program, it is believed, will benefit not only country music generally, but also the various segments of the country field—such as disk jockeys, publishers, etc.

The meeting will also discuss a membership drive aimed at tapping all facets of the country field. It is also likely that there will be some discussion of the possibility of one-night concert promotions in cities where research indicates that interest in country music is high. In the past, such promotions have proved a substantial income builder for CMA.

# Victor Up-Dating Toscanini Wax

By REN GREVATT

NEW YORK—RCA Victor's announcement this week of "electronic stereo reprocessing" of three of the famous recordings of the late Arturo Toscanini, is being seen by tradesters as heralding a period of increased attention to the great standard catalog merchandise. This, from the point of view of

dealers, is seen as all to the good. Despite the fact that the re-issued Toscanini material is not true stereo, the album covers readily acknowledge this fact. Some dealers, who have for some time rued the idea of diskeries putting out so much brand new product with every new release, are known to be highly receptive to the concept of up-dating warhorse merchandise either through new packaging or updated sound.

It is interesting to compare this current attitude with that which widely obtained a scant three years ago at the dawn of the stereo age. When the very first stereo recordings were being released, there was a near panic in some quarters that the industry would suddenly be flooded with a lot of phony stereo put together from old monaural tapes by such devices as separating highs from lows and feed-

ing them through separate channels.

In the early days of two-channel reproduction, a considerable amount of this kind of material did find its way to market, and many believed the new golden goose would be killed before it got off the ground. Cooler heads eventually prevailed, however, and the anticipated rush to get anything of a two-channel nature out, simply to cash in on the great new gimmick, never really materialized.

### Thinking Changes

Now the thinking has changed considerably. Over a year and a half ago, Decca eyed a number of its own catalog warhorses—items like the original cast versions of "Carousel," "Oklahoma!" and "The King and I," and decided to give them all a shot in the arm. This was done, not only by new covers, but by a process of "enhancing" the sound by certain separation techniques suggesting stereo. Sales of these packages have been up considerably since this innovation. Now, Victor is releasing the masterpieces of the late, great Italian conductor in its own version of producing a stereo effect, known as "electronic stereo reprocessing." The development of the process was undertaken in 1958.

Other labels are expected to watch closely the results of the Victor experiment since in the view of many, the sincerity and beauty of a great performance is far more important than pure sound values alone. It follows thus that any method which can improve the sound of the existing great performance is highly desirable from the dealer standpoint.

With the wealth of good stereo

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## Funny Men Score On Sales Charts In Houston Area

HOUSTON — Talking comics have stormed Houston. During the last four months, record stores have sold thousands of the funny men on wax.

These include such artists as Dave Gardner, Bob Newhart, Shelley Berman, Mort Sahl and Justin Wilson, some of whom were recorded in Houston night spots.

Dave Gardner, with his Southern accent, is leading the field with his satirical "Rejoice Dear Hearts" and "Kick Thy Own Self."

Close behind is Bob Newhart, with his "Button-Down Mind" and "Button-Down Mind Strikes Back."

Reports are that the waxed album, "The Humorous World of Justin Wilson," sold 24,600 in three weeks here. It's a Cajun dialect recording getting time on radio in Houston.

Shelley Berman and his ever present telephone—at one time the rage—has faded somewhat in popularity.

Record shops report they are unable to keep these comics in stock because of the great demand.

## ARMADA Executive Committee Meets, Plans Florida Convention

NEW YORK — The executive committee of ARMADA met here last week to plan its 1961 convention, which will be held in Miami Beach in June, and to appoint planning committees for the meet.

One of the committees is studying three special group insurance plans, one of which will be submitted to the membership for consideration at the convention. Such a plan would offer ARMADA members a form of security heretofore unavailable to many of them. Each distributor and manufacturer member would be able to participate both on an executive level and as a key employee level.

ARMADA President Art Talmadge, United Artists Records' vice-president and general manager, told the group that another meeting of the complete committee will be held here March 6 to finalize dates for the June convention and select a hotel in Miami Beach. The two-day convention will include seminars — designed, said Tal-

madge, "to effect a closer working relationship between all facets of the music field and to help each phase pursue its regular course of business."

Sigmund Steinberg, legal counsel for ARMADA, reviewed ARMADA's activities in connection with the disk counterfeiting cases in California and the East Coast. Talmadge noted that on behalf of ARMADA he wished to commend industry trade papers for their coverage of the counterfeiting problem and recognition of the role ARMADA played in uncovering the practice.

ARMADA officers and executive committee members attending the meet were Bob Chatton, ARMADA vice-president; Nelson Verbit, secretary; Harry Schwartz, treasurer; Amos Heilicher, Ewart Abner, Al Bennett, William Shockett; David Steinberg, Morton Gorelick, Executive Secretary Jordan Ross, and Norman Weiser, publicity.

## Strand to Launch Albums, Sales Plan At Distrib Meeting

NEW YORK — Strand Records holds a distributor sales meeting here Thursday and Friday (26-27) at which time General Manager Sid Pastner will introduce 25 albums together with a sales plan. There will also be a presentation of singles.

Albums include three percussion, titled "Hawaiian Percussion" by Billy Mure; "Latin Percussion" by Joseph Matterna and "Around the World in Percussion" by Mure. There are three comedy packages, plus such items as "Specs Powell Presents Big Band Jazz" and Jay Jerome's "Tango Magic." Also included are kiddie packages, religious albums and disks of historical significance. In introducing the 25 packages, Strand enters the LP field, both stereo and mono; for up to now the firm has had only four LP disks.

It is known that the Strand package program will offer some of the greatest incentives, in terms of profit-sharing, to distributors, their salesmen and dealers. Emphasis will be on a special reduced introductory price on key merchandise.

At the meeting, sales manager Jack Angel will discuss sales trends and the results of a national survey undertaken for Strand. Public relations chief, Sid Ascher, will talk on projects designed to help the distributor and retailer.

# LP Surplus Plagues Distributors, Dealers—But Diskeries Won't Stop

By **BOB ROLONTZ**

**NEW YORK**—The record business appears to be one of the few in which executives look at the world not only through rose-colored glasses, but also while standing on their heads. With inventory of record albums believed to be at an all-time high at pressing plants, in distributor warehouses and in dealer's stores, record companies are still turning out LP's at a breath-

less pace. Monthly releases on the part of the larger companies range from 10 to 20 albums, and smaller firms are issuing four and five LP's each month. This adds up to 200 to 400 LP releases over-all monthly, and, of course, adds to the dealer problem.

In other businesses, autos for one, when dealer inventory is high and sales are slow, production is slashed. General Motors, Chrysler and Ford cut back production last week due to high dealer stocks. It is true that autos and records cannot bear a direct comparison, since models of cars change only once a year, whereas each new album release is a new product in itself.

## Bumper Crops

But there are record firms which insist on huge releases even though only one or two album artists manage to sell any appreciable number of albums each month. Hope springs eternal in the breasts of these executives. The more albums issued the bigger the billing, and the bigger the billing the better the firm, is the slogan. This takes no account whatsoever of the fact that the billing is usually on 30-60-90 days basis, nor of the fact that much of the merchandise is returnable, either for credit or exchange. And often the product is sold at 10 per cent or 20 per cent discount. If the product was sold on a straight sale basis, with no discount, a 10 per cent return privilege and no deferred billing, it is probable that 60 per cent of all albums produced would never see the inside of a record store.

It has been estimated by astute tradesters that only 20 per cent of all albums manufactured and released make a profit. It has also been estimated that many of the albums that never make a profit also fail to even earn back their production costs. And as many distributors know, a lot of albums that eventually find their way to record stores never get off the dealer's shelves until they are packed up and shipped back to the distributor for credit or exchange.

Although LP sales have gone up in 1960, from both a dollar and percentage standpoint, this does not mean that more different albums are selling. Instead, it means that the hit albums are selling more copies, making the plight of the many other albums that are issued every month even more perilous.

Right now, the dealer is faced with the possibility of 200 to 400 new and different albums every month. The average dealer has a hard time merchandising 10 new albums a week in the face

of the hit albums and catalog LP's he usually has to carry in stock.

## Dumpers Buy

What happens is that the non-salable albums, in a month or two or three, end up in the hands of the "dumpers," who buy the records cheap and sell them cheap. Records that list for \$1.98 retail at 99 cents, and records that list at \$3.98 and \$4.98 retail at \$1.50 to \$3 in these bargain outlets. This drags down the reputation of the record industry and records, helps spread price-cutting, and makes the customer look for discounts on LP's. It means that no one makes any money, least of all the manufacturer of the non-salable merchandise, who may in reality be making records just for the dumpers.

Part of the problem, observers note, is that there are a lot of people in the record business who do not know what the public wants, nor what will sell. After investing \$5,000 in an album session they are unwilling to give up releasing the record, even when they know it isn't a strong one, on the chance they might come up with an off-beat album hit. So they will spend another \$5,000 in packaging and pressing and shipping the LP, even on consignments, and will proceed to lose \$10,000 to prove their judgment rather than \$5,000 not to.

There have been some changes in this wild release procedure over the past few years. The success of Enoch Light with about 14 releases in almost a year and a half, and the great success of Light's Command label, has indicated to some manufacturers that a few hit album releases are better than 100 flop LP's. But even most manufacturers who have cut down their single releases in order to be able to concentrate their efforts on their most commercial single disks, have not yet decided that the same practice might be applicable to albums in today's LP market.

According to an important distributor in New York, who has had talks with all his big accounts about reducing the number of album releases, a smaller number of albums per month would benefit the whole industry. "We would get an opportunity to merchandise albums better if we had less of them, and if the ones released were restricted to the strongest artists. Record companies should concentrate their album programs on the name artists and the artists who have had hit singles, plus, of course, show and movie tracks. Often we find that two albums out of a 12-album release are responsible for all of the billing and the other 10 albums never had to be released. Smaller release schedules would not only help the distributor and dealer but would help the whole industry and would eliminate the guys who sell the dump albums for 50 cents and \$1."

It is hard to believe that an industry that prides itself on overproduction could turn to a policy of scarcity. But as album costs rise, executives may take off the rose-colored glasses to note that the figure that counts in the long run—with the rare exception of prestige or cultural items—is the number of albums that sell, not the number released each year.

director of technical operations.

The studio's design is unique in that it is capable of accommodating the largest anticipated orchestra and chorus, but sufficiently flexible to permit its use in recording small groups and soloists. This is achieved by the use of sliding panels which run on tracks and allow the size of the recording area to be adjusted at will.

Equipment to be installed will provide the studio here with what is believed to be the latest in full three-channel recording. In addition to recording, the facilities will include equipment for dubbing, separate editing, disk mastering, storage and all other functions necessary to keep the complete studio operation under one roof.

Columbia Records will make the studio available for custom recording dates during those periods when its own a.&r. department won't be using it. It is estimated that a full 50 per cent of the studio's time will be available for outside users.

## DiResta Named to Col. Post

**NEW YORK**—Edward DiResta has been named account executive for special products at Columbia Record Productions. The appointment was made by CRP director, Al Shulman.

# Col. Completes Gigantic Coast Recording Studio

**HOLLYWOOD**—Construction was completed here last week on Columbia Records' new recording studio, believed to be the Coast's largest disk-record-facility. The studio is large enough to accommodate a full-sized symphony orchestra plus a chorus. It is located in the CBS-KNX building on Columbia Square (Sunset Boulevard and Gower Street) where approximately \$500,000 was invested in converting the old radio audience Studio A.

The sum represents an estimate of construction work and equipment Columbia has contracted, and does not include the cost of its own technical staff which has been working on this project during the past year. With the completion of construction, installation will start next week of recording equipment. Audio equipment to be used was designed and assembled by Columbia's engineering construction department in the East. It

is due to arrive here today (23) from New York.

The studio will be ready for use sometime in March, to give Columbia its own recording facilities here for the first time in its history. Heretofore, it rented studio space as it needed from radio recorders, and elsewhere. More recently, Columbia had used the Hollywood Legion Auditorium for large symphonic recording sessions. With the addition of its studio here, Columbia will now own its recording facilities in New York, Chicago, and Hollywood.

In converting CBS' Studio A for recording use, Columbia removed all the seating facilities and leveled the floor. It peeled off the old baffling on the walls and removed the ceiling to provide maximum cubic volume. The studio now measures 300,000 cubic feet, and offers an open expanse measuring 7,000 square feet. The over-all project is under the supervision of Vincent J. Liebler, Columbia's

# MUSIC AS WRITTEN

## New York

**Hal Drayson**, sales chief of Caedmon Records, left last week on a national sales tour. He will work on the entire catalog plus the firm's new label, the Stereophonic Recording Society. . . . Everest Records has opened an office in Hollywood. **Doris Flack** will handle promotion there for the label, and will act as liaison between Everest's West Coast distributors and the New York office. She will also listen to masters. . . . **Toby Dean**, former assistant manager of the Paramount Hotel, New York, has joined the L.P. Sales Company, distributors of the Riverside line, as aid to chief **Herman Gimbel**.

**Max Youngstein**, vice-president of United Artists and chief of the UA label, has again been named national chairman of the Brotherhood Campaign sponsored annually by the amusement division of the National Association of Christians and Jews. . . . Columbia's **Bruno Walter** and **Isaac Stern** have received the Grand Prix du Disque of the Academie du Disque Francaise. The Walter award was for his Beethoven Symphonies album; Stern's award was for his performances of the Franck and Debussy Sonatas. . . . **Patricia Kahl** and Planetary Music, the **Morris Levy-Phil Kahl** publishing firms, have moved to new offices on Broadway. . . . A new jazz label, HPC Records, has started here under **Paul Culp**. First set is called "Dixiejazz." . . . Music Merchants, new distributing firm started by **Marv Jacobs** in Detroit, threw a cocktail party last week to start things off. . . . Ad Records of Oelwein, Ia., has signed singer **Gene Jay**. . . . **Steve Terry** has started the Abbco label in Long Island City. . . . **Bill Owens** has formed the East Coast label here, with pactees **Joe Foley**, **Johnny Cook** and **Mace and Lance**.

**PUBLISHER GLEANINGS:** **Kim Fowley's** Maverick Music, and **Chris Christensen's** Saralee Music have settled their dispute over "Diamonds and Pearls" with Milestone Records and Lode Music, the record company and publisher. Maverick and Saralee were awarded half ownership in the publishing of the hit, as well as half interest in the world-wide copyright. A similar settlement was made on "Bells Ring," released on Milestone by the **Paradons**. . . . Classical conductor **Alex Alexander** will write and conduct the score of the flick "Operation Eichmann." . . . **Sunny Skylar** penned the English lyrics for the tune "El Paso Del Regimento," now called "March of the Regiment."

**Harvey Reimer**, Jather Distributing, Minneapolis, inside manager, is convalescing from a heart attack suffered recently. . . . **Ella** and **Buddy Johnson** and his orchestra have returned to the Mercury Records' fold following a two-year absence with **Roulette**. Their revival hit, "I Don't Want Nobody (If I Can't Have You)" caused the switch to Mercury again. . . . **Amos Heilicher**, one of the 10 prime movers behind the construction of the Sheraton Tel Aviv, Israel, heads a jet-load excursion of stockholders to the spa in April. Besides Heilicher, who helms five distrib points and also Soma Records, **Harry** and **Molly Schwartz**, Schwartz Bros., Washington; **John** and **Marian Kaplan**, Jay Kay Distributing, Detroit; and **Billy** and **Evelyn Davis**, Davis Sales, Denver, will make the trip. . . . The **Harry Belafontes** are expecting their second in August.

Bob Rolontz

## Hollywood

**Dot's** newly appointed controller, **Robert Vartan**, left for New York to confer with Paramount brass. He returns Monday (13) to his Coast headquarters. . . . **Del-Fi** President **Bob Keene** bought the Pentagon's master of their "To Be Loved (Forever)" from Fleet International following its promising Coast debut.

**Mickey Goldsen** left for Mexico City to establish a releasing arrangement for his Criterion Records line. Also on this south-of-the-border agenda is to call on music firms which have been importing his Criterion music. Goldsen recently acquired **Gerry Frisco's** score to United Artists' "Cold Wind in August." **Leon Pober** penned the words to the title tune to be used for disk promotion of the film.

Capitol is interrupting its announced two-week moratorium on new single releases to issue **Nancy Wilson's** first, "My Foolish Heart" standard b-w "The Seventh Son." Label's excitement over the single reportedly stems from the reaction it has reaped from her two albums for the company, "Like in Love" and "Something Wonderful." Capitol previously had decided to call a halt to all singles releases for two weeks to give it a chance to concentrate its full promotional efforts on 15 promising singles.

**Roulette's** **Teddy Reig** produced four albums with **Pearl Bailey** and **Louis Bellson**, her husband and band leader, during the artist and repertoire man's Coast stay. Packages include Bailey and Bellson's combined talents in an LP tagged "Mr. and Mrs." Others are two Pearl Bailey vocal albums with Bellson's band, and the fourth LP features Bellson in a big band instrumental set.

Capitol Records President **Glenn Wallichs** suffered a sprained wrist during a tennis match with his daughter. . . . **Leith Steyens** is at Paramount to score "On the Double," the next **Danny Kaye** starrer. . . . **Elmer Bernstein** left for New York to confer with Broadway producer **Arthur Kanter**. Bernstein composed the score for Kanter's "Everybody Loves Willie" production. . . . **Jane Morgan** is due on the Coast later this month to discuss a picture deal with Metro. **Lee Zhitto**.

## Chicago

**MANUFACTURER NEWS:** **Earl Glicken**, Donna and Del-Fi Records, returns from a West Coast promo tour, where he also picked up a master, formerly on the Fleet label, that Donna will release in a week. . . . Chess brass is on the move this week. **Phil Chess** and **Bill Allen**, newly named southern rep, tour the South, while **Leonard Chess** meets with the labels

(Continued on page 19)

# LOOK TO LIBERTY IN '61!!!!!!



READY TO CRASH THE CHARTS

# JOHNNY BURNETTE LITTLE BOY SAD

**b/w Down To The River #55298**

Another action-packed single from Liberty's live-wire singing sensation who's scored two smash hits in the last six months.

**JUST OUT! JOHNNY BURNETTE'S NEW L. P.**  
Burnette hits *Dreamin'* and *You're Sixteen* top off 12 pop favorites in this new album.  
LP. LRP-3183/LST-7183



# LOOK

...visual sound **STEREO**

LST 7181

# Bobby Vee



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1



RUBBER BALL • DEVIL OR ANGEL

Talk To Me, Talk To Me • One Last Kiss • Angels In The Sky  
More Than I Can Say • Long Lonely Nights • Poetry In Motion  
Stayin' In • Mister Sandman • Foolish Tears • Love, Love, Love

Printed in U.S.A.

**LRP-3181/LST-7181**



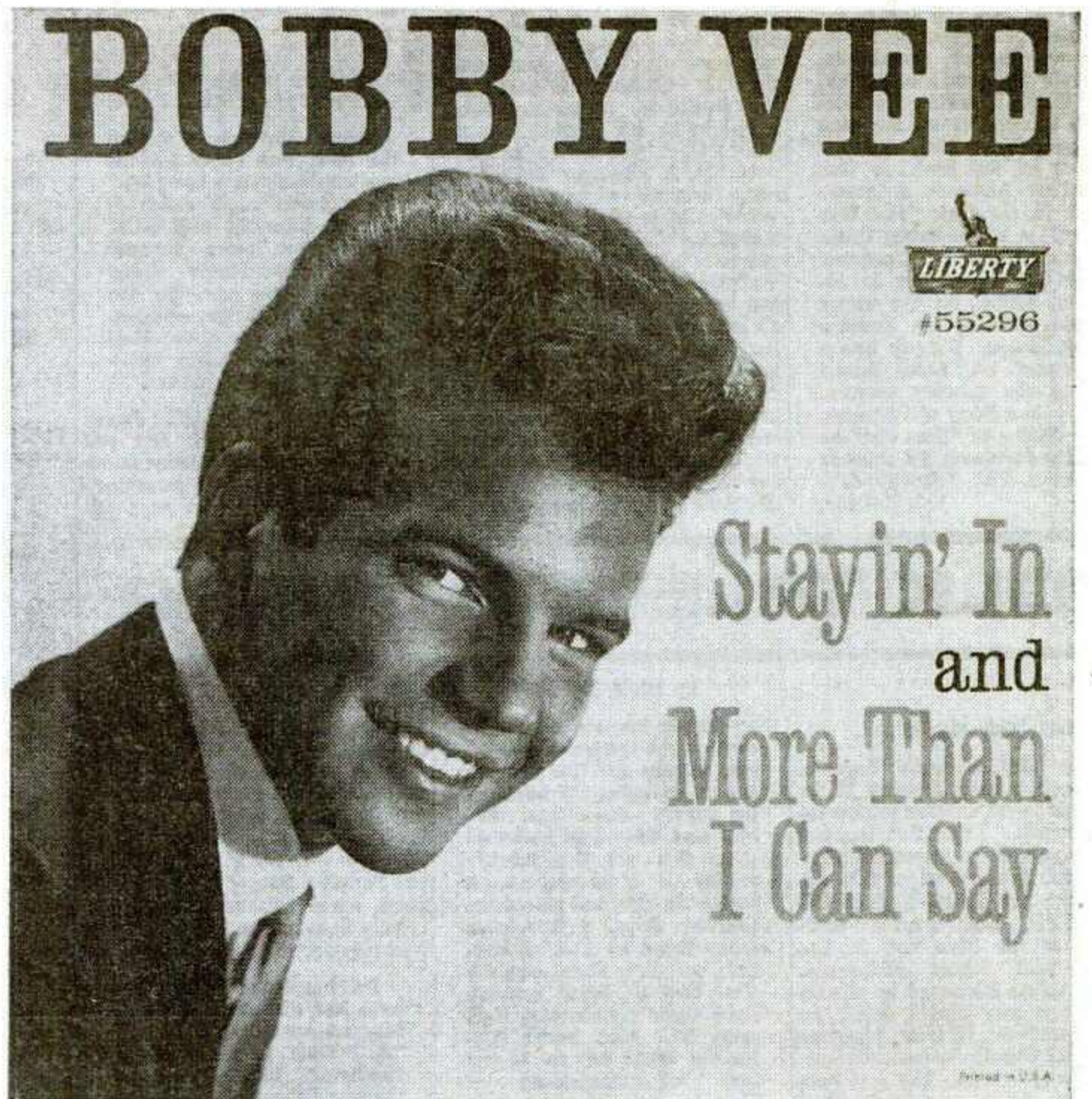
**HIS FIRST LP—STILL HOT!** "Bobby Vee Sings Your Favorites"—12 best-selling teen hits: Mr. Blue; Young Love; My Prayer; Sincerely; Gone; Since I Met You Baby; I'm Sorry; Just A Dream; It's All In The Game; Everyday; Devil Or Angel; You Send Me.

# TO LIBERTY IN '61!!!!!!

# BOBBY VEE SCORES AGAIN

# WITH A HIT LP!

# WITH A NEW HIT SINGLE!



## STAYIN' IN b/w More Than I Can Say

After two smashes... Rubber Ball and Devil Or Angel... here comes another Vee victory. Watch this chart-bound single from the new "Bobby Vee" album.



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# KNOCKOUT!



## THE VENTURES HIT AGAIN

# RAM-BUNK-SHUSH

b/w **Lonely Heart** Dolton #32

Picked by Billboard as "the most promising instrumental group of the year," the Ventures follow up their smash **PERFIDIA** with another winner.



**CURRENT BEST SELLING LP**

"Walk, Don't Run"  
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Look To **LIBERTY** In '61



**JUST RELEASED**

"The Ventures"  
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*Miss Hitmaker!*

WITH ANOTHER SENSATIONAL SELLER



# CONNIE FRANCIS

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# WHERE THE BOYS ARE

TITLE SONG FROM THE MGM FILM

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THE STARPOWER LABEL



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...that's where the hits are!



CONCERT REVIEWS

Russ Pianist's N. Y. Bow Promising

A new Soviet pianist is being introduced to American audiences in the person of handsome 29-year-old Dimitri Bashkirov, who is now undertaking a 22-concert tour of 16 U. S. and Canadian cities under the Hurok banner. Bashkirov arrived with perhaps the least publicity yet accorded any Russian. He made his debut with the Cincinnati Symphony two weeks ago, playing the Mozart Concerto No. 24; he plays the same Concerto on his first U. S. disk release on Artia, reviewed in this issue.

His New York debut took place Friday (13) at the Grace Rainey Rogers auditorium of the Metropolitan Museum. He has two more New York appearances scheduled at Carnegie Hall next month. Based upon what he has thus far demonstrated, it is possible that some U. S. a.&r. men might line him up for recording sessions during his stay in this country.

Bashkirov flashed both a dynamic technique and a flair for the romantic. Stylistically, his New York debut was somewhat erratic as the lean young Georgian tended slightly toward extremes, both in dynamics and tempo; this, however, might be charged off to premiere nervousness. Future performances will tell.

Bashkirov poured plenty of power into the Schubert "Wanderer Fantasy" and the Brahms Sonata No. 3, while not underplaying romantic aspects of the latter. The remainder of his program, works by Prokofiev, were given polished, urbane performances, almost devoid of excitement normally associated with this composer. The compositions included an excerpt from the piano suite derived from "Romeo and Juliet" ballet, the Sonata No. 4, and six "Visions Fugitives."

While it is premature to compare Bashkirov with Gilels or Richter in assurance, or even with his younger compatriot, Ashkenazy, for excellence in the romantic repertoire, it is clear that this is a talent with which to reckon, and more very likely will be heard from Bashkirov. Sam Chase.

★ ★ ★

Rubinstein Shows Grand Mastery

Artur Rubinstein, in his first concert of the season at Carnegie Hall, provided one of the great evenings of music of recent seasons. Compared with his performance, the playing of such artists as Richter seems petty and fussy. For this was music-making in the grand manner, of a type almost no other contemporary artist could produce: in turn tender, thunderous, poetic, prodigiously pyrotechnical. That Rubinstein is well past the 70 mark need not be taken into consideration at all, for he is more than a match for all comers regardless of age. And what other artist has extended his mastery into these vintage years, with technique still completely secure?

RCA Victor owes the record-buying public a recording of the Liszt B Minor Sonata as played by Rubinstein. There are but four versions of this keystone work in the catalog at present, and none is remotely in a class with what Rubinstein produced at the concert. That such a standard work has been so neglected on wax is beyond understanding, and there's little doubt that a Rubinstein rendition would be a commercial success. Beautiful playing, ranging from the most lyrical to the incandescent, marked this work.

Rubinstein's way with Chopin's Ballade in F Minor is well known from his recent Victor release of the four Ballades; his treatment of the same composer's Valse in A Minor and Three Etudes proved again that no living pianist brings out the strength as well as the poetry in Chopin as well as Rubinstein.

How easily he can go from one extreme to the other was also well demonstrated in two other Liszt works, with a most beautiful rendition of the "Liebestraum" followed by a thunderous rendition of the "Mephisto Waltz." Schumann's "Fantasiestucke," which opened the concert, also enabled the pianist to show varying sides of his interpretive art. Rubinstein's performance of these lovely works, too, should be preserved. Perhaps as the flip side of the Liszt sonata? Sam Chase.

Lasker Sales Chief at Reprise

Continued from page 2

Rivers had received an impressive build-up during her years on Capitol, the firm that recorded her for the first time. Recording of Lewis is believed to mark the first time within memory that the vet comic will be recorded. The label also has completed a jazz package featuring Ben Webster and Johnny Richards' arrangements.

Mavis Rivers will be recorded next week, with Marty Paich arranging and conducting the orchestral setting. Sammy Davis Jr. is scheduled to be recorded soon, but time and place hasn't been determined. If Davis makes his LP on the Coast, Neal Hefti, formerly with Columbia Records, will accompany him. If Davis' commitments call for the album to be handled in New York, an Eastern-based conductor-arranger will be selected.

Release Slate

Releasing schedule, as it is now shaping up, is as follows: a Sinatra single will be used for the kick-off either in mid or late February; this will be followed in

March by Sinatra's LP, "Ring-A-Ding-Ding," which has been recorded and pressed, ready for shipping; the Rivers and Davis albums will be issued in April.

The label's operating staff is also shaping up. It was started with the appointment of Mo Ostin, Verve's former controller, as its administrative head. Ostin has appointed Merle Shore, Verve's art director, to serve Reprise in a similar capacity. Ostin has also taken with him Estelle Radin from Verve, where she was in charge of handling copyrights, liner material and specialized spoken-word artist and repertoire (she produced the Linus Pauling album, among others).

Appointment of Lasker is expected to complete its staff for the time being. No one will be placed in charge of the firm's a.&r. operation, at least at the outset. Ostin plans to use free-lance producers, fitting the man to the specific artist to be used. In this way, Ostin feels his firm won't be burdened with a large staff, and will still enjoy the flexibility of buying different producing talent.

by **KOKOMO**  
45-8612

**ASIA MINOR**

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**BERT KAEMPFERT** and his orchestra

DECCA 31141

**DECCA** HAS THE NO. 1 ALBUM IN THE COUNTRY



DL 4101

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(stereo)

*...And Now Climbing Into the Charts...*

**"CERVEZA"** by BERT KAEMPFERT  
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# DECCA is No. 1 in PHONOGRAPH SALES

JANUARY 16, 1961 BILLBOARD MUSIC WEEK

## DEALER INVENTORY CHARTS

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

These are the nation's best selling phonographs 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 of phonos will be 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' phono sales at each dealer, and weighted by size of dealer. Only manufacturers earning 3% or more of the total dealer points are listed below.

#### PHONOS LISTING FROM \$31 TO \$60

RANK	BRAND	% OF TOTAL POINTS
1	Decca	29.1
2	Columbia	15.3
3	Voice of Music (V-M)	12.3
4	Webcor	10.5
5	RCA Victor	10.2
6	Capitol	8.4
	Others	14.2

JANUARY 9, 1961 BILLBOARD MUSIC WEEK

## DEALER INVENTORY CHARTS

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#### PHONOS LISTING UNDER \$30

RANK	BRAND	% OF TOTAL POINTS
1	Decca	37.0
2	Columbia	18.2
3	Capitol	12.3
4	Webcor	4.2
5	RCA Victor	3.3
6	Ambassador	3.3
7	Fanon	3.1
	Others	18.6

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**OF COURSE!**

## Old Administration Budgets Music, Amuse. Tax Receipts

By MILDRED HALL

WASHINGTON — Mildly optimistic budget estimates of the outgoing Administration foretell a rise in tax take from admissions, from coin-operated amusements, from manufacturers' excises in the radio-TV-phonograph and musical instrument field—but they predict a standstill in cabaret excise, with no rise in the tax above the fiscal 1961 figure of \$30 million.

The \$80.9 billion budget, released last week, also recommended raised appropriations to send abroad some 43 cultural exchange performances in fiscal 1962 as against 25 of the overseas itineraries by top music, dramatic and sports performers in fiscal 1961. The artist-exchange in the Cultural Exchange Program (no longer entitled the President's Special Program, as it was during previous budgets of the Eisenhower tenure) will require \$2.95 million in fiscal 1962, as against \$2.479,000 in the previous season.

The gross excise tax total expected for fiscal 1962 is over \$13 billion, as against \$12.4 billion in fiscal 1961. Manufacturer excise from the radio-phonograph-musical instrument group will be \$235 million, the budget estimates, up from the previous fiscal total of \$222 million. (The fiscal year 1962 ends June 30, 1962.)

Cabaret tax estimate is for \$30 million at the current 10 per cent rate, just as it was for fiscal 1961. Reduction of this tax from the war-born 20 per cent rate has been a thorn in Treasury's side, and no budget estimate has predicted a higher take since the lowered rate went into effect in May, 1960. Actual cabaret tax total in fiscal

1960, the budget shows, was \$49,605,000.

Admissions taxes, which include movies and sports—will account for \$38 million in 1962. There is a rise of \$2 million over the previous year and one which Broadway producers of live music and drama profoundly hope will come partly from their own busy box offices.

### Lumps Coin Totals

Although the budget lumps all types of coin-operated play from juke boxes to gaming machines under one category, the expected \$25 million in coin-operated excise represents a rise in this type of public entertainment over the 1961 tax take of \$23 million. (The tax is \$10 on juke boxes and amusement machines, as against \$250 for gambling devices, annually.)

The Eisenhower budget offers faint comfort to the five major regulatory agencies by noting that as a group, they have had staff appropriation increases of 40 per cent "since 1956." However, the budget asks that the Federal Communications Commission receive a total of \$12,525,000 in fiscal 1962, which represents a rise in operating allowance from the fiscal 1961 appropriation of \$13,085,000, since the latter included \$2 million for an allocations study on Ultra High Frequency for American television, including the experimental station atop the Empire State Building in New York. Some of the additional funds will undoubtedly go into the new Office of Complaints and Compliance, set up by outgoing FCC Chairman Ford, to check locally on payola and other rule violations by stations across the country.

Emphasis on field activities was also recommended for the federal

## WORLD'S MUSIC EVENTS LISTED BY COMMITTEE

WASHINGTON — An international competition for a "musical dramatic work for television" will be held in March, in Bilthoven, the Netherlands, and is open to composers of all nationalities under the age of 36. Announcement of this and other international competitions in music was made last week by the President's Music Committee.

Prizes for music for a full-scale theatrical production, chamber music and symphonic scores will be awarded by Prince Ranier in Monaco in April. Bulgaria will hold its first international music competition in Sofia, June 26 to July 10, for young opera singers. In Vienna, the annual International Music Competition will take place May 15, and is open to young pianists. Finally, cellists from all countries will be eligible to compete in Israel, in the third Pablo Casals International Violin Competition beginning September 26.

Details of these competitions are available from the President's Music Committee, 734 Jackson Place, N. W., Washington 6, D. C.

budget. FTC will get a total of \$9,640,000, as against the \$7,507,500 estimated for fiscal 1961. Out of this, the allocation for crackdown of deceptive practices will be \$2,395,000 as against \$1,928,000 in 1961, expressly to "expedite field investigation and trial of deceptive practice cases." FTC is currently engaged in a field study of competitive practices in the record industry.

## Ed Forman, Administrative Exec With Victor, to Retire

NEW YORK — Ed Forman, veteran administrative executive with RCA Victor, is one bright-eyed, firm-of-step 65-year-old who takes a frankly dim view of the company policy that says you have to quit the job and put on your slippers for good when you reach that certain age. Forman, now director of special services, who celebrated 50 years as a Victor employee last September, will be retired by the company February 1. He definitely plans to remain active in either the record business or some related field. "Work is like a hobby to me," he says.

Forman went to work for the Victor Talking Machine Company in September 1910. He was hired by the owner and president of the company, Eldridge R. Johnson. Most of that time was spent at the Camden plant of the company. Forman moved to New York, and the company's East 24th Street offices, five years ago.

In a reminiscent mood, Forman recalled the earlier period of the record business. "In the early days, up through a good part of the '20's, it was the Red Seal material that was the big thing in the company. Popular records were never exploited like they are today," he stated.

"Also in that day, all the recording was done in Camden. I can well remember the great names, people like Melba, Gallucurci, Caruso, Schumann-Heink, Kubelik, Tetrizzini, Deluca and Scotti, all coming to Camden for their recording sessions. I can also remember meeting Paul Whiteman, a great man in

his field. His first record for us had two songs they still sing today, 'Whispering' and 'Avalon.'"

Many of these memories will live again in Forman's mind, when he is feted Thursday evening (26) at a dinner at the Hotel St. Moritz here. Many old friends and associates have been invited.

Forman, who has four married children and nine grandchildren, concluded, "It doesn't seem like 50 years, really, and I can tell you I feel great." He expects to announce his plans for continuing in the business shortly.

## German TV Show Bills Young Artists

WEST BERLIN—The Deutsche Werbefernsehen GmbH (Commercial TV), Berlin, has created an interesting new series entitled: "Reiseburo der Wunsche" which is built upon new young musical talents; talents such as the Ariola discoveries Gritt Hansen, Reni and Chris, Barbel Ewers. Prominent places are also taken by such stars as Jimmy Mauulis, Tony Sandler, Jean Thome, Macky Kasper and the Kurt Henkels ork.

The shows, the first of which was shown January 14 on SFB (Sender Fries Berlin) TV, are produced by Ralph Lothar, and are quite uncommon for musical productions here in that they are filmed. There are three programs in the series thus far, and Ariola does all the musical production. Plans are for German stations in all broadcasting areas to show the TV's.



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EIGHTY-EIGHT

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## Guy Lombardo Homecoming Scene: Maestro Records in Decca Session

NEW YORK—It was quite a scene. The setting was the Pythian Temple where much of Decca's New York recording goes on. The musicians on the stand looked like those of any other band. The difference was the presence of the maestro, who hustled in five minutes before the session was to begin. Guy Lombardo had come home to Decca for his first disk-ing session in five years.

During the afternoon Decca brass all turned up to welcome back to the fold the man who still sells disks for the firm in the hundreds of thousands each year. Beyond this, Lombardo is a phenomenon in other ways. Since appearing as a part of Decca's very first release in 1934, Lombardo has repeatedly bucked every conceivable kind of pop music trend to continue as a favorite artist. It has been estimated that millions of married couples think of Lombardo's band more than any other,

when they recall their carefree dancing courtship days.

Lombardo started his batoning career in Canada in the late '20's. From Toronto he migrated to Cleveland and thence to Chicago. A move to New York in the early '30's brought him to the Pavillon Royal in Valley Stream, N. Y., where he became a summer fixture. He has also been an annual fixture in the Grill Room of the Roosevelt Hotel in New York since about the same time. The Presleys, Sinatras, Crosbys, Glenn Millers and Benny Goodmans aside, Lombardo is quite a legend in himself. In token of this, it was only fitting for the Messers Rackmil, Schneider, Goldberg, Salkin, Salidor and other Decca functionaries to extend him the glad hand of welcome.

## Decca Springs Large Package

NEW YORK — Decca Records has uncorked its first major package promotion of the new year, under the theme, "Sales Around the Clock for 1961." Included in the program are 23 new album releases on Decca, Coral and Brunswick labels.

Among the important items are the third edition of Henry Jerome's "sound" series on Coral, titled "Brazen Brass Plays Songs Everybody Knows"; a debut production starring comedienne Carol Burnett; a live performance at Ciro's in Hollywood by Roberta Sherwood, and a new set by Pete Fountain.

There are also new Decca albums by the Castilians, Emilio Reyes, the Charles Henderson Singers, George Russell, Jimmie Davis, Caterina Valente, Vincente Gomez, Jesse Crawford, Gene Rains, Erskine Hawkins (debut album on Decca), Jan Garber, Ethel Smith, Charles Chilton, the Lansdowne Orchestra with the George Mitchell Chorale, and Whoopee John, the Polka Poppa.

The Coral portion of the release has new sets by Big Tiny Little, Liberace, Dick Kesner, Charles (Bud) Dant and the Clark Sisters and Dave Apollon, in addition to the Fountain and Jerome sets. A number of display items are being made available to dealers, in addition to an incentive plan, the details of which are available from Decca factory branches, according to a spokesman.

Decca, meanwhile, also announced a new 10 per cent exchange privilege for dealers, effective with album purchases on or after January 1 of this year. The plan applies to all Decca, Coral or Brunswick product on a dollar-for-dollar basis. Complete details of the new plan will be sent dealers when the exchange becomes available next July 1.

## Quality Launches Promo With TV: Dance Party Clips

TORONTO — Promotion with TV stations is being developed by Quality Records along lines similar to that used with radio stations.

Promotion manager Wray Rutledge has been sending out to the various bandstand programs three-and-a-half minute clips—the length of a record single—for use on TV dance parties.

The clips utilize name artists. They have included Conway Twitty, Brook Benton, Clyde McPhatter and Damita Jo.

Rutledge said he has had good reaction to the clips, and said the stations asked for more of the clips.

"They are useful not only because they can help out a dance party, but also because they can be used as fillers," he said.

## MENTAL WARD DISK THERAPY

NEW YORK — Although not permitted to make requests, the Occupational Therapy Clinic will gladly receive and acknowledge donations of stereo and hi-fi records suitable for use in its closed mental ward. The ward is made up wholly of World War II and Korean War patients. The most desirable disks are those of softly arranged romantic music, and cheerful singalongs. Records should be sent to Miss Cecilia Sattely, Chief, OTC, Bronx Veterans Hospital, 30 Kingsbridge Road, Bronx 68, N. Y.



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**MERCURY'S  
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WITH  
6 SOLID  
HITS**



**TWO SIDED SMASH AND BOTH ARE INSTRUMENTALS!**

**TOM & JERRY**

**SOUTH b/w GOLDEN WILDWOOD FLOWER**

71753

**PATTI PAGE**

**DON'T READ THE LETTER**  
and **THAT'S ALL I NEED TO KNOW**

71745

**THE PLATTERS**

**IF I DIDN'T CARE**  
and **TRUE LOVER**

71749

**JOHNNY PRESTON**

**LEAVE MY KITTEN ALONE**  
and **TOKEN OF LOVE**

71761

**DAMITA JO**

**KEEP YOUR HANDS OFF OF HIM**  
and **HUSH, SOMEBODY'S CALLING MY NAME**

71760

**JUNE VALLI**

**GUESS THINGS HAPPEN THAT WAY**  
and **TELL HIM FOR ME**

71750





Presents... *Two New*  
**SMASH WINNERS!**



the artist that gave you  
"In My Little Black Book"...

*Lou Rawls*  
**"80 WAYS"**  
 and  
**"WHEN WE GET OLD"**  
 #312

*Theola Kilgore*  
**"LATER I'LL CRY"**  
 #311



And...  
 Introducing  
**A NEW STAR \*\*\***

**SUE BLACK**  
**"TAKE ME" #313**

*Watch This One!*  
**Faye Reis**  
**"DONT'CHA BREAK MY HEART"**  
 b/w "HOW MUCH LONGER"  
 #310

Distributed by CANDIX  
 A SMASH on the STORM Label!

**"OO-MA-LIDDI"**  
 b/w  
**"Let the Show Begin"**  
 J. J. JACKSON and THE JACKELS  
 Storm #502

*Breaking!*  
**The Frogmen**  
**"UNDERWATER"**  
 b/w  
**"The Mad Rush"**  
 #314

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D. J.'s . . . If You Have Not Received Your Records—Check Your Distributor or Write Us

# MUSIC AS WRITTEN

Continued from page 4

eastern rep, **Herb Gordon**, in New York. Chess' **Jack Tracy** is in Michigan, and **Max Cooperstein** leaves shortly for St. Louis and Cleveland. . . . **E. L. Thomas**, Pink Cloud Records, plans an extended tour of New York and Canada, with the label's artists, deejay **Lynn Hollings** and **Wanita Rogers**. Upon their return, Hollings will cut his first LP, an exposition on "way out"

**Steve Schickel**, who just recently joined Mercury as director of publicity, replacing **Dorothy Deere**, was also named director of advertising last week. **Kenny Myers**, formerly in charge of advertising, will devote full time to his position as vice-president in charge of sales. . . . **Bruce Johnson** of The Johnson Brothers, Wisconsin singing group, has been named a. & r. head of **Cuca Records**, and its sister label, **Sara**, both in Sauk City, Wis. The firm's first r.&b. release comes out this week on Sara by **Ronnie Premier**. . . . **Galewood Records**, custom house here headed by **Oren Stempel**, is doing several Christmas promotions for banks and savings and loan firms. **Galewood** is shopping around for a pressing firm to handle 10-inch LPs on stock of 78 quality (flexite).

**Doris Anderson** has been named to head the record promotion department of **Allied Music Sales Corporation** (Warner Brothers Records), Detroit. **Doris** recently headed the record department of **S & S Distributing** in the Motor City. . . . **Franz Jackson**, Pinnacle Records, took time out from his duties as Pinnacle head and nitery entertainer to play a recent concert-hour date with the **Original Jazz All-Stars**, at the downtown public library. The performance was presented by the **Music Performance Trust Funds of the American Phonograph Industry** in cooperation with the **Chicago Federation of Musicians**, **Harry W. Gray**, president of Local 208. . . . **Mel London**, Chief, returns from a southern promo tour. Nick Biro.

## Nashville

**MANUFACTURER NEWS:** A delegation of Nashville songwriters, publishers and other representatives of the music business will attend the **Broadcast Music Awards Dinner** at **Hotel Pierre**, New York, Wednesday (25). Local writers slated to receive pop awards include **Roy Orbison**, **Boudleaux and Felice Bryant**, **Don and Phil Everly**, **Floyd Cramer**, **Jackie Fautheree**, **Ronnie Self** and **Dub Allbritten**. Other localites attending the dinner will include **BMI's Frances Williams**, **Cedarwood Publishing Company president Jim Denny** and wife, **Dolly**; **Tree Music's Jack Stapp** and **Buddy Killen**, and **Acuff-Rose Publications' Wesley Rose**. While in the big town, the group will take in two **BMI** musicals, "Fiorello" and "Tenderloin." . . . At the **Country Music Association meeting** at the **Park Sheraton**, New York, Friday and Saturday (28-29), Nashville will be represented by **CMA's Jo Walker**, **Bill Denny**, **Jim Denny**, **Owen Bradley**, **Frances Williams**, **Don Pierce**, **Joe Lucus**, **Mac Wiseman** and **Harland Howard**.

**PUBLISHER NOTES:** **Cedarwood Publishing Company** is elated over the company's current success with **Brenda Lee's Decca** etching of "Emotions," co-written by **Mel Tillis**, who is going great guns with his own waxing for **Columbia** of "Walk On Boy." Company's **Bill Denny** says they're also happy about **Webb Pierce's** new **Decca** release, "Let Forgiveness In." . . . **Starday's Don Pierce** infos that copies of **Simon Crum's** Capitol release, "Country Music Fiddler," may be obtained by writing **Starday** at P. O. Box 115, Madison, Tenn. Pat Twitty.

## Cincinnati

**Fraternity Records** prexy **Harry Carlson** leaves here Thursday (26) on a week's road tour, accompanied by singer-comic **Jack Larson**, to plug the latter's new **Fraternity** release, "I Like the Way She Laughs" b.w. the public domain tune, "The Hammer Bell Song." The pair will cover deejays and music emporiums in **Detroit**, **Cleveland**, **Pittsburgh**, **Philadelphia**, **Boston**, **New York**, **Baltimore** and **Washington**. The first-named tune was penned by **Edward H. Labuncki**, **Fraternity** a.&r. man. **Carlson** announces that the firm's new femme trio, the **Charmaines**, have a shot coming up on the **Dick Clark** TV-er in February. The gals' initial release on the **Frat** label couples "If You Were Mine" with "Rockin' Ole Man." . . . **Frank Hanshaw**, former head of the local **GAC** office, due in town soon to scan the possibilities of launching his own booking office here. **Hanshaw** left **Cincinnati** several years ago to head the **GAC** office in **Miami Beach, Fla.**, and more recently has been employed in the firm's **New York** office. He resigned his **GAC** post January 1. Bill Sachs

## Boston

**Paul Magid**, for eight years manager and promotion chief with **Mercury Records**, has moved over to **Music Suppliers (ABC-Paramount)** and will be in charge of promotion there. **Don Grady**, formerly in the sales force at **Mercury**, takes over as manager and promotion chief at **Mercury**.

**Harry Belafonte's** week at the **Donnelly Memorial Theater** (9 through 14) did big things for **RCA Victor** sales on a wide variety of **Belafonte** disks. **Ascher Shuffer**, local sales manager, reports that records were being rushed around to dealers who clamored for more than they could get.

**Patti Page**, in at **Blinstrub's** big 1,700-seater night club, packed them in and boosted **Capitol's** sales. **Bob Taylor**, **Capitol** chief, reports a run on "Don't Read the Letter" as a result of the week's (9 through 14) stand. . . . **Chet Block** went to **Decca's** promotion department recently, lining up promotion for the visit of **Liberace** the week of January 21 at the suburban **Monticello**.

**Ed Masterson** at **Columbia** announces that **Sal Ingeme** is now doing the promotional chores for the label and has his hands full with the issue of "Camelot," which is going well in (Continued on page 21)

FOR WEEK ENDING JANUARY 22

# BILLBOARD MUSIC WEEK HOT 100

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE	ARTIST	COMPANY	WEEKS ON CHART
1	2	2	1	WONDERLAND BY NIGHT	Little Richard	Atlantic	10
2	1	1	1	AVE T. P. LOU BRUNO	Lou Bruno	Mercury	10
3	3	4	5	EXCUSE	Cher	Atlantic	10
4	5	14	20	(JUST) YOUR LOVE	Cher	Atlantic	10
5	13	22	42	CHINA	Cher	Atlantic	10
6	7	9	13	IT'S A WONDERFUL FEELING	Cher	Atlantic	10
7	6	11	11	IT'S A WONDERFUL FEELING	Cher	Atlantic	10
8	8	8	8	YOU'RE SO SQUARE	Cher	Atlantic	10
9	10	8	8	YOU'RE SO SQUARE	Cher	Atlantic	10
10	23	38	57	CHINA	Cher	Atlantic	10
11	13	16	17	WONDERLAND BY NIGHT	Little Richard	Atlantic	10
12	16	12	9	EXCUSE	Cher	Atlantic	10
13	12	7	7	KITTY LARKIN	Kitty Larkin	Mercury	10
14	14	13	11	IT'S A WONDERFUL FEELING	Cher	Atlantic	10
15	17	15	12	CHINA	Cher	Atlantic	10
16	18	19	27	WONDERLAND BY NIGHT	Little Richard	Atlantic	10
17	22	27	62	BABY, O' BABY	Cher	Atlantic	10
18	19	19	19	EXCUSE	Cher	Atlantic	10
19	20	20	20	EXCUSE	Cher	Atlantic	10
20	21	21	21	EXCUSE	Cher	Atlantic	10
21	22	22	22	EXCUSE	Cher	Atlantic	10

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Here's a sizzling single by HENRY MANCINI of "PETER GUNN" and "MR. LUCKY" fame. It's from the new Universal-International movie and it's going to be a big one. **RCA VICTOR** 

ASK YOUR RCA VICTOR DISTRIBUTOR ABOUT THE COMPACT 33, THE NEWEST IDEA IN RECORDS,

## Top Disk Artists Continue Travels Around the Globe

NEW YORK — The new year shows no let-up in the international travels of top record artists from pop to rock and roll acts. Bobby Rydell left last week for his second tour of Australia, with a one-week stop-over in Hawaii after the Down Under concerts. And February 12, the young singer will start a six-week European trek, visiting London, Paris, Milan, Rome, Brussels, Stockholm and Luxembourg.

Jerry Vale will take off February 8 for a 12-day tour of Australia. And Steve Lawrence and Eydie Gorme have skedded their first personal appearance in England in the spring. The husband-wife team will open at the Pigalle night club in London for four weeks starting June 18. It is the first overseas engagement for the pair.

On the classical side, Milan Horvat, director and conductor of the Zagreb Philharmonic and leading conductor of the Zagreb Opera, arrived in the U. S. last week. On Friday (20) he made his U. S. debut with the Cincinnati Symphony.

## Chicago Jock Indicted for Tax Evasion

CHICAGO—Martin F. (Marty) Hogan, former local disk jockey and, until recently, general manager of radio station WCFL, faces a five-year prison sentence and a \$50,000 fine if convicted on a five-count indictment for income tax evasion.

Hogan was indicted last week (17) on government charges that he had willfully failed to file income tax returns during a five-year period—1954 through 1958—though his gross income for those years was \$273,372.

William A. Barnett, attorney for Hogan, termed the charges "misdemeanors," since taxes amounting to \$47,000 were withheld from Hogan's earnings. However, Asst. U. S. Attorney Harvey Silets said if Hogan had filed proper returns, he would have been required to pay an additional \$59,000.

His income was derived from salaries, personal appearance fees and, according to the indictment, "certain fees received as kickbacks from advertising agencies . . . for obtaining advertising to be placed with advertising media."

Hogan had actually filed no tax return for 11 years—1948 through 1958—but a six-year statute of limitations prohibited prosecution for the years before 1954.

He told investigators that during his early years he did not have the money to pay his taxes, and as he grew financially he was afraid to file returns because of his previous violations.

Earlier this month, Hogan resigned his position at WCFL without explanation. In recent years, he and William A. Lee, president of the Chicago Federation of Labor which owns the station, had been involved in a controversy with members of the union over the station's financial affairs.

Although the station's finances remained secret, except for confidential quarterly reports to the Federal Communications Commission, Lee admitted that WCFL had been "making a lot of money."

Lee was unavailable for comment in regards to Hogan's present situation.

## N. Y. Philharmonic To Tour Alaska, Japan in Spring

NEW YORK — The New York Philharmonic under Leonard Bernstein will visit both Japan and Alaska on its spring tour, starting April 17. This will mark the Philharmonic's first visit to the Orient and its first appearance in Alaska.

The orchestra's trip is being backed financially by the Columbia Broadcasting System. CBS, which has carried the weekly Philharmonic concerts for 31 years on radio, also assisted the tour of Hawaii, U. S. and Canada by the orchestra in the summer of 1960.

The Philharmonic will be in Japan for two weeks (April 24-May 8) and will participate in a music festival in Tokyo, and give concerts in that city as well as Shizuoka, Nagoya, Osaka and Kyoto. The orchestra will play its date in Alaska in Anchorage May 9.

Prior to its Japan dates, the Philharmonic will give concerts in Baltimore, Richmond; Raleigh, N.C.; Columbia, S. C., and Vancouver, B. C. After returning from Anchorage, a concert will be given in Winnipeg and three concerts in Toronto where the tour will end May 14.

## WITH THE COUNTRY JOCKEYS

Shirley Collie, Liberty recording artist and wife of Biff Collie, well-known c.&w. deejay on KFOX, Long Beach, Calif., had a grand opening last week at a San Gabriel, Calif., hospital. The major surgery was performed to tie up a wandering kidney. Shirley says she feels more like now than she did when she got there. . . . A new country music show squired by Jim Herbert, formerly top man at WAMO, Homestead, Pa., kicked off in the Pittsburgh sector January 17. The show emanates from WAZZ-FM, Homestead, daily from 6-9 a.m. Herbert says he's in need of records and tapes from artists. . . . Harold Moon, of BMI of Canada and a vice-president of the Country Music Association, infos from the West Coast, where he's presently on a business trip, that KPOK, Scottsdale, Ariz., has just switched to an all-country format. According to Herb Sims, KPOK deejay, the station has been airing four hours of c.&w. platter music daily.

Smiley Monroe, of KTYM Radio, Inglewood, Calif., writes: "Have just started a contest in which other deejays may be interested. It involves Marty Robbins' new Columbia release, 'Don't Worry.' The listening audience is asked to guess what instrument is featured in the instrumental part of the record. Winner wins a transistor radio. Contest pulled more than 1,000 letters in four days." Monroe says he's keeping busy in the area with his jockeying, personals and appearances on "Town Hall Party." . . . Ben Worthy, now spinning the c.&w. stuff on Station WALM, Albion, Mich., puts in a plea for c.&w. records, both past and present. Ben is on the air daily at 3:05 p.m. and at 6 a.m. and 10:30 a.m. on Saturdays. He says he can also use tape intros from the artists.

Jimmy Brogdon, who does six hours of country each night on KUDE, Oceanside, Calif., features an LP each night but says he can't hold out much longer unless he receives more LP's. . . . Those jocks who may have missed service on Warren Smith's new one on Liberty, "Odds and Ends" b.w. "A Whole Lot of Nothin'," may obtain copies by hollering to Slick Norris at Highlands, Tex. Norris also has available copies of Webb Pierce's new Decca release, "Let Forgiveness In."

## Joe Carlton Guest On TV Quiz Show, 'Play Your Hunch'

NEW YORK — Carlton Record president, Joe Carlton, will make one of his rare TV appearances when he will be a guest on the "Play Your Hunch" quiz show Thursday (26). Carlton, who admits to being a bit of a ham, is preening himself for the slot, in which he will be introduced by emcee Merv Griffin as "The Record Manufacturer Who Ruined My Life." Tie here is with Griffin's Carlton waxing of "Banned in Boston," due this week. The disk will be played on the show.

The record firm also sent wires to key deejays in the Boston area, reading: "Merv Griffin is a sure hit, but it'll be 'banned IN Boston.'" Among the leading spinners receiving the telegram were Paul Coss, WCOP; Bob Clayton and Fred Cole, WHDH; Dave Manard, WBZ, and Arnie Ginsberg, of WMEX.

## More Complications in Mercury-Platters Suit

CHICAGO — Mercury Record Corporation is seeking a new trial in its contract litigation with Tony Williams, lead singer of the Platters, but the case is being further complicated by separate breach of contract claims by Mercury and the Platters themselves.

A hearing on the retrial motion is scheduled in U. S. District Court here, January 27. Williams was awarded judgment in the same court here some three weeks ago (The Billboard Music Week, January 9).

The court ruled in essence that an individual member of a performing group was not bound by the group's exclusive recording contract. The decision, if upheld, could have substantial implications in the field of artist-diskery contracts.

Williams, who had signed a standard 5 per cent recording contract with Mercury, as a member of the Platters, thus became free to appear or record for another company, as a soloist or member of another group, without violating his Mercury pact.

The latest development—breach of contract claims by the Platters and Mercury—arose last week when Richard Shelton, attorney for the Platters, notified Mercury that the singing group was available for recording.

The Platters in turn, through their manager, Buck Ram, were advised by Mercury's a. & r. chief, David Carroll, that the Platters would not be recorded unless Tony Williams sang lead. Ram now claims this condition is in violation of the Platters' recording pact with the diskery and that the singing group itself has the right to decide who is to sing each role.

Mercury attorney Irving Levin, however, points out that in the past, Carroll has made all arrangements for Platter recording dates and that Carroll has designated who is to sing lead, and that the Platters have always gone along with Carroll's direction before.

Levin noted that late in 1959 Mercury recorded nine sides with the Platters without Williams singing lead, and that Mercury now wanted him to sing lead on the next nine sides. Levin said that in past years, out of some 141 sides that Mercury has recorded with the Platters, Williams has sung lead on better than 50 per cent of the sides, and that Mercury felt it was entitled to continue under this arrangement.

Mercury adds that under its recording contract with the singing group, it is stated that each recording shall be subject to Mercury's approval as satisfactory for manufacturer and sale and it (the diskery) feels if Williams doesn't sing lead on at least 50 per cent of the sides, as he has in the past, the sides are not satisfactory.

The difficulty in the entire matter is that Sunny Turner replaced Williams on all personal appearance dates with the Platters some nine months ago. Turner is singing lead on most Platter arrangements, replacing Williams.

Williams has since gone out on his own for personal appearance purposes. Williams is willing to continue recording with the Platters for Mercury but the diskery wants him in the lead role, while the singing group contends it has the right to pick its own soloist.

Representatives of all parties—Williams, the Platters and Mercury—are expected to meet in Chicago this week to attempt to straighten out the situation.

## Saul Lampert Opens Outlet

PHILADELPHIA — Saul Lampert has opened his own distributorship here. Lampert is a former partner in A & L Distributors, Inc., in association with Mel Grant. The distrib will handle Warwick, Tag, Concordisc, Boston, Bruno, Master Sound, Playtime and other lines.

## MUSIC AS WRITTEN

Continued from page 19

the Hub. . . . Herb Dale, who is distributing his own label as well as several others, has moved his quarters to Cecil Steen's Records Inc. building.

### Pittsburgh

Billy Marshall goes to Palm Beach, Fla., for a 12th season to preside over the music and entertainment at the exclusive Everglades Club there. Between the Southern excursions, he manages the local office for Meyer Davis. . . . Frank Slay, composer and arranger for the Silhouettes, is moving to Philadelphia to become the a.&r. man for the Swan label there. . . . Concert promoters still passing up the jazz names with February offerings including an evening on the 3d with Lenny Bruce at Town Hall; Josh White's folk singing the following Friday (10), also at Town Hall; while the Philadelphia Mummies String Band take over Convention Hall for a full week starting February 12 for their 25th annual "Show of Shows." . . . Teddy Kellem, president of the Record Promotion Managers of Philadelphia, is heading up local publicity for Columbia Records, succeeding Harry Ascola, who has moved into a national spot with the company.

Maurie H. Orendenker.

### Toronto

Quality Records held a cross-Canada sales convention here, drawing 30 people for information on the company's new product on the various labels it handles, including MGM, Mercury, King, Dot and Quality, among others. . . . Arc label, owned by Phil Anderson, plans releases by Canadian artists the Rhythm Pals, the Picadilly Club dance orchestra headed by Ken Stanley as well as fiddle music by Victor Pasowisty. Arc has discovered a great desire by ethnic groups in this country for music of their native lands, with the results they plan a new album to cater to the Ukrainians now living in this country.

Barry Nesbitt of CKFH, who has a weekly program of Scottish music on Sundays, is planning an album of his own. . . . Whitey Haines of Capitol has been working to set up displays for Leonard Pennario's appearance with the Toronto Symphony Orchestra. . . . Capitol Records of Canada has designed a special wall display for Angel Records as well as new browser box cards. Covers are changed monthly.

Harry Allen Jr.

WANTED

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Mills' HIT REMINDERS

BLUE TANGO

Bill Black's Combo (Hi)  
Lester Lanin (Epic)

CORRINA, CORRINA  
Ray Peterson (Dunes)

THEME FROM "THE APARTMENT"  
Ferrante & Teicher  
(United Artist Single & LP)

Hits of yesterday joining hits of today

WHEN MY SUGAR COMES DOWN THE STREET  
Mary Kaye Trio (Verve)

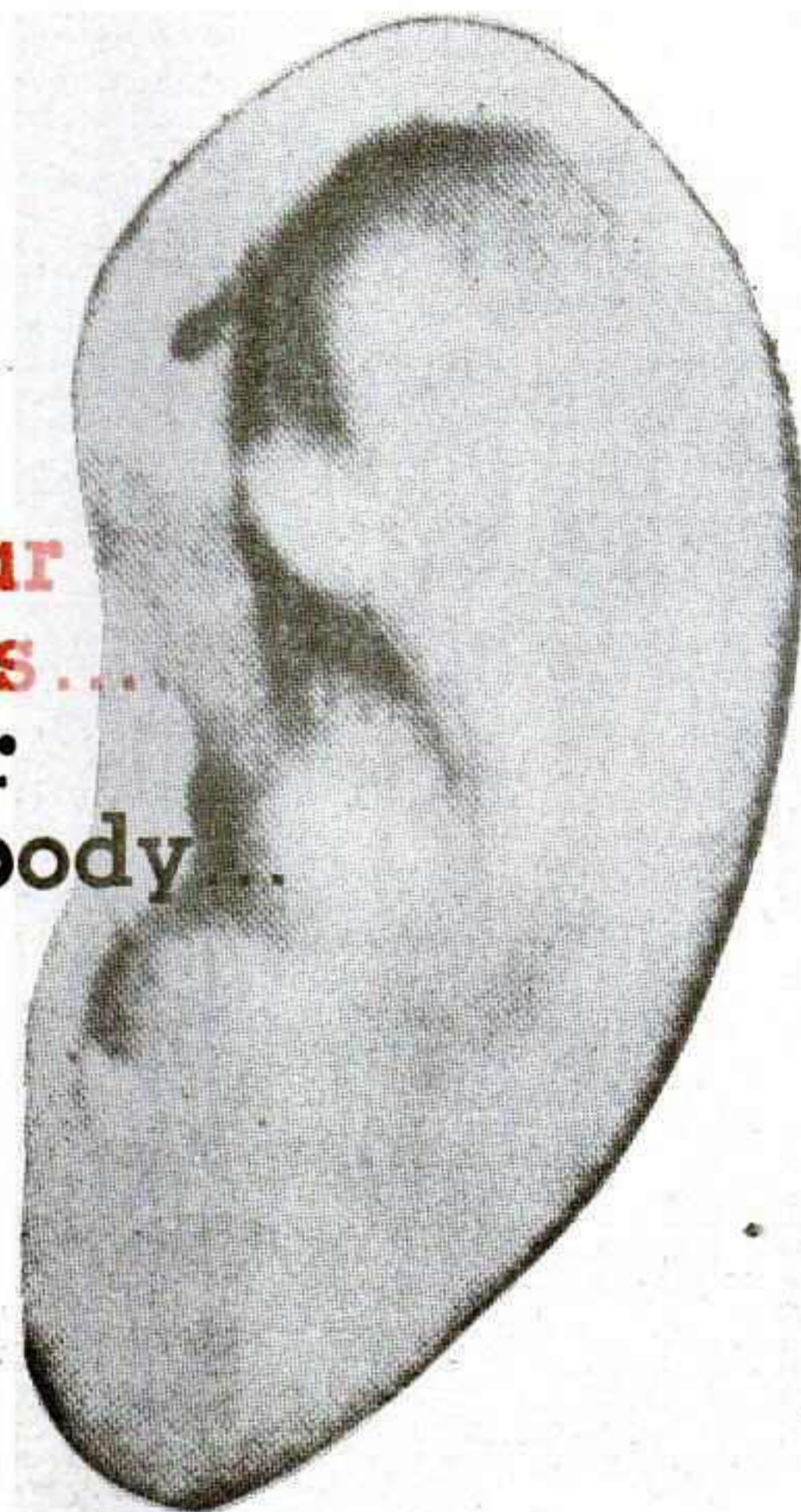
I CAN'T GIVE YOU ANYTHING BUT LOVE  
Joni James (MGM)

mills music, 1619 Bdw., New York 19

ON 20th FOX

ALL YOU HEAR IS BEAUTY

more ears hear  
addit records...  
than any other  
parts of the body...



'SPECIALLY...

AGE FOR LOVE

P1003

by Jimmy Charles  
b/w Follow the Swallow

GINNY BELL

P2180

by Paul Dino  
b/w Bye-Bye



2 New Smashes  
from  
The House of Hits!

165 W. 46 ST., NEW YORK 36, N.Y.



# The Billboard's Phonograph Directory

Under \$30

Company	Model Number	Portable, Table or Console	Manual or Automatic	Stereo or	Power
Arvin	9008				
Arvin	8				
Arvin	8				
Boetsch					
Boetsch	0				
Capitol	1				
Columbia	C-11				
Columbia	C-12				
Columbia	C-121				
Decca	DP-3				
Decca	DP-38				
Decca	SMS/DB				
Decca	DP-20				
Electron	66				
Electron	64				
Electrophone & Parts	423/11				
Emerson	933				
Emerson	946				
Fanon Electronic	610				
Fanon Electronic	620				
Fanon Electronic	630				
Major Electronics	450				
Major Electronics	450TF				
Major Electronics	300				
Mitchell	6018				
Olympic	MM101				
Philco	132				
Admiral	Y4049	Portable			
Arvin	90P39	Portable			
Boetsch	SD654	Portable			
Columbia	C-1211	Portable			
Columbia	C-1215	Portable			
Decca	DP-330	Console			
Decca	DP-238	Portable			
Edmonico	MDRT	Portable (plus disc recorder)			
Electron	65	Portable			
Emerson	938	Portable			
Fanon	740	Portable			
Fanon	750	Portable			
General Electric	RP 1135	Portable			
Magnavox	1-SC242	Portable			
Major	550	Portable			
Major	500	Portable			
Major	15X	Portable			
Mitchell	6023	Portable			
Motrola	SF15	Portable			
Olympic	RP-9	Portable			
Olympic	SA185	Portable			
Olympic	727	Console			
Philco	1425	Portable			
Phonola (Meters Conley)	1760	Portable			
Stelman	409	Portable			
Sylvania	45P18	Portable			
Symphonic	1719	Portable			
Tele-Tone	8608	Portable			
Tele-Tone	9907	Portable			
Tele-Tone	9908	Portable			
Trevor	1120	Console			

Single or Dual Diamond or Sapphire Stylus	AM, FM or AM-FM Tuner	Cabinet Material	Model	Console	Automatic	Stereo	Power
Dual Diamond-Sapphire	Optional	Hardwood	1762	Console	Automatic	Stereo	20
Dual Diamond-Sapphire	Optional	Hardwood	1764	Console	Automatic	Stereo	25
Dual Diamond-Sapphire	Optional	Hardwood	WC1195 FC1195	Console	Automatic	Stereo	10
Dual Sapphire	AM-FM (Simulcast)	Grained Mah.	MC1071 BC1071 WC1071	Console	Automatic	Stereo	60
Dual Sapphire	AM-FM (Simulcast)	Grained Mah.	805	Console	Automatic	Stereo	20
Dual Sapphire	AM-FM (Simulcast)	Grained Mah.	815	Console	Automatic	Stereo	—
Dual Sapphire	AM-FM (Simulcast)	Grained Mah.	817	Console	Automatic	Stereo	—

## BILLBOARD MUSIC WEEK

RADIO-TV PROGRAMMING • RECORD-PHONOGRAPH MERCHANDISING • COIN MACHINE OPERATING  
 THE BILLBOARD PUBLISHING COMPANY • Billboard Music Week Overseas Edition—Amusement Business—Vend—High Fidelity

### Announcing BILLBOARD MUSIC WEEK'S 1961 WINTER PHONO BUYING ISSUE

Remember Billboard's Phonograph Directory, published in the September 19, 1960 issue? This annual feature is probably the record-selling phono dealer's one most valuable equipment buying guide.

And now, in 1961, Billboard Music Week's February 20 Winter Phono Buying Issue will take a detailed check of all of the new phonographs introduced by manufacturers since early fall, and package them into the same kind of...

### A CONVENIENT UP-TO-THE-MINUTE PHONOGRAPH BUYING DIRECTORY

Like the master list, it is certain to be read...and kept...and used...for both buying and selling purposes for months and months--right into next fall, when the new 1962 directory is published.

That's real exposure--factual, practical exposure of the kind that stimulates genuine buying interest and enthusiasm!

May we suggest that you make plans now to dramatize your phonograph sales story in a strong dominating advertisement in Billboard Music Week's Winter Phono Buying Issue? The date is February 20...the ad deadline, February 15.

Sincerely,

Dan Collins  
New York Office

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

Model	Console	Automatic	Stereo	Power	Price
42"x19"x29"					From \$399.00
56"x16"x23"					From \$330.00
30"x46 1/2"x17"					\$399.95
36"x24"					\$389.00
31 1/2"x38"x17 1/4"					\$315.00
30"x27 3/4"x19"					

27"x25"x16"	From \$129.9
2"x18" (40 lbs.)	\$139.95
4"x20" (45 lbs.)	\$149.95
1"x18" (41 lbs.)	From \$119.
3"x32"x16"	\$119.95
1"x22 1/2" (33 lbs.)	\$139.95
1"x18 3/4" (45 lbs.)	\$139.9
1"x24"x16 3/4"	/ \$139.9
1"x16"x32"	From \$13
1"x24"x16 3/4"	\$149.4
1"x4"x16 5/8"	\$119.4
1"x14 7/8" (27 lbs.)	\$129.
1"x16 1/4" (32 lbs.)	\$129
1"x4 1/8" (35 lbs.)	\$149
1"x1/8" (44 lbs.)	\$11
1"x18 1/2" (40 lbs.)	\$13
1"x16 1/4"	\$14
1"x1/4" (26 lbs.)	\$
1"x2 5/8" (37 lbs.)	\$12

(Continued on p

Arvin	3
Arvin	4
Boetsch	8
Columbia	—
Decca	—
Electron	—
Emerson	—
Fanon	—
General Electric	—
Magnavox	—
Major	—
Mitchell	—
Motrola	—
Olympic	—
Olympic	—
Philco	—
Phonola	—
Stelman	2
Sylvania	2
Symphonic	4
Tele-Tone	2
Trevor	2

Arvin	3
Arvin	4
Boetsch	8
Columbia	—
Decca	—
Electron	—
Emerson	—
Fanon	—
General Electric	—
Magnavox	—
Major	—
Mitchell	—
Motrola	—
Olympic	—
Olympic	—
Philco	—
Phonola	—
Stelman	2
Sylvania	2
Symphonic	4
Tele-Tone	2
Trevor	2



**BIG SOUND  
BIG VOICE  
BIG HIT**



**STEVE  
LAWRENCE**

**PORTRAIT OF  
MY LOVE**

ORCHESTRA CONDUCTED BY DON COSTA

UNITED ARTISTS UA 291

**IT'S**  **ALL THE WAY!**

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



# ATTENTION

- BRENDA LEE
- JIM REEVES
- CONNIE FRANCIS
- ERNIE FORD
- PATTI PAGE
- PAT BOONE
- DELLA REESE
- THE ELVIS
- and all of Hollywood

## Who Will Be the First to Cut This Beauty?

Handwritten musical score for the song "You're Breaking My Heart 'Cause You've Found Some One New". The score is written on ten staves of music. The lyrics are written below the notes. The music is in a 4/4 time signature and features various chords such as C, G7, F, D7, and EbDIM. The lyrics are: "YOU'RE BREAKING MY HEART 'CAUSE YOU'VE FOUND SOME-ONE NEW, SOME-ONE TO MAKE YOUR DREAMS COME TRUE BUT I'LL HANG A-ROUND TILL AT LAST YOU HAVE FOUND TRUE LOVES ARE FAR A-WAY AND FEW. AF-TER A-WHILE, WHEN YOU TIRE OF HIS SMILE, YOU'LL COME TO ME, AND WANT MY SYM-PA-THY. YOUR BREAKING MY HEART 'CAUSE YOU'VE FOUND SOME ONE NEW, SOME ONE WHO'LL ON-LY MAKE YOU BLUE." The word "COPYRIGHTED" is written at the bottom right of the score.

**CALL LAKEWOOD, N. Y. 9397 DAY OR NITE**

# BILLBOARD MUSIC WEEK

# BEST SELLING

**NOTE:** The listings on this spread are the nation's best selling LP's in the period specified above. They include approximately 200 albums which must be regarded as essential inventory for dealers and as outstanding programming for broadcasters. For convenience in using this material for inventory, display or programming, the listings have been broken into leading categories. The LP's then are listed alphabetically rather than in sales order within each category.

The letter M following a title indicates that only the Monophonic version of that LP is a best seller; the letter S indicates that only the Stereo version is a best seller; the letters M-S indicate that both Mono and Stereo versions are best sellers.

The best selling new LP's, on the charts nine weeks or less, are listed in rank order according to sales in the Action Album charts, in the center of this spread.

## BEST SELLING POP VOCAL LP'S

Listed Alphabetically

### MALE VOCALISTS

- Anka at the Copa (M)  
Paul Anka... ABC-Paramount ABC 353
- Paul Anka Sings His Big 15 (M)  
..... ABC-Paramount LP 323
- Belafonte at Carnegie Hall (M-S)  
Harry Belafonte... RCA Victor LOC 6006;  
LSO 6006
- Belafonte Returns to Carnegie Hall (M-S)  
Harry Belafonte... RCA Victor LOC 6007;  
LSO 6007
- Calypso (M)  
Harry Belafonte... RCA Victor LPM 1248
- Come Dance With Me (M-S)  
Frank Sinatra... Capitol W 1069;  
SW 1069
- Come Fly With Me (M)  
Frank Sinatra... Capitol W 920
- Darin at the Copa (M-S)  
Bobby Darin... Atco 122; SD 122
- Elvis Is Back (M-S)  
Elvis Presley... RCA Victor LPM 2231;  
LSP 2231
- Faithfully (M-S)  
Johnny Mathis... Columbia CL 1422;  
CS 8219
- Gunfighter Ballads and Trail Songs (S)  
Marty Robbins... Columbia CS 8158
- Heavenly (M-S)  
Johnny Mathis... Columbia CL 1351;  
CS 8152
- Buddy Holly Story (M)  
..... Coral CRL 5-7326
- Johnny's Greatest Hits (M)  
Johnny Mathis... Columbia CL 1133
- Johnny's Moods (M-S)  
Johnny Mathis... Columbia CL 1526;  
CS 8326
- Love Is the Thing (M)  
Nat King Cole... Capitol W 824
- More Gunfighter Ballads and Trail Songs (M)  
Marty Robbins... Columbia CL 1481
- More of Johnny's Greatest Hits (M-S)  
Johnny Mathis... Columbia CL 1344;  
CS 8150
- More Songs by Ricky (M)  
Ricky Nelson... Imperial 9122
- Nice 'n' Easy (M-S)  
Frank Sinatra... Capitol W 1417;  
SW 1417
- No One Cares (M-S)  
Frank Sinatra... Capitol W 1221;  
SW 1221
- Only the Lonely (M-S)  
Frank Sinatra... Capitol W 1053;  
SW 1053
- Open Fire, Two Guitars (M-S)  
Johnny Mathis... Columbia CL 1270;  
CS 8056
- That's All (M)  
Bobby Darin... Atco 104
- This Is Darin (M-S)  
Bobby Darin... Atco 115; SD 115
- Warm (M)  
Johnny Mathis... Columbia CL 1078
- Wild Is Love (M-S)  
Nat King Cole... Capitol WAK 1392;  
SWAK 1392

### FEMALE VOCALISTS

- Inneffe Sings Anka (M)  
..... Vista BV 3302
- Brenda Lee (M)  
..... Decca DL 4039
- Connie's Greatest Hits (M)  
Connie Francis... M-G-M E 3793
- Italian Favorites (M)  
Connie Francis... M-G-M E 3791
- I've Got a Right to Sing the Blues (M)  
Eileen Farrell... Columbia CL 8256
- Latin a la Lee (M-S)  
Peggy Lee... Capitol T 1290; ST 1290
- Mack the Knife—Ella in Berlin (M-S)  
Ella Fitzgerald... Verve MG 4041;  
MGV 64041
- More Italian Favorites (M-S)  
Connie Francis... M-G-M E 3871; SE 3871
- This Is Brenda (M)  
Brenda Lee... Decca DL 4082
- Unforgettable (M-S)  
Dinah Washington... Mercury MG 20572;  
SR 60232
- What a Difference a Day Makes (M)  
Dinah Washington... Mercury MG 20479

### DUOS AND GROUPS

- Date With the Everly Brothers (M)  
..... Warner Bros. WB 1395
- Encores of Golden Hits (M)  
Platters... Mercury MG 20472
- Fabulous Style of the Everly Brothers (M)  
..... Cadence 3040
- From the hungry i (M)  
Kingston Trio... Capitol T 1107
- Here We Go Again (M-S)  
Kingston Trio... Capitol T 1258; ST 1258
- Kingston Trio (M-S)  
..... Capitol T 996; ST 996
- Kingston Trio at Large (M-S)  
..... Capitol T 1199; ST 1199
- Sold Out (M-S)  
Kingston Trio... Capitol T 1352; ST 1352
- String Along (M-S)  
Kingston Trio... Capitol T 1407; ST 1407
- Weavers at Carnegie Hall, Vol. 2 (M)  
..... Vanguard VRS 9075

### CHORUSES

- Fireside Sing Along With Mitch (M)  
Mitch Miller... Columbia CL 1389
- Folk Song Sing Along With Mitch (M-S)  
Mitch Miller... Columbia CL 1316;  
CS 8118
- March Along With Mitch Miller (M)  
..... Columbia CL 1475
- Memories Sing Along With Mitch (M-S)  
Mitch Miller... Columbia CL 1542;  
CS 8342
- More Sing Along With Mitch (M-S)  
Mitch Miller... Columbia CL 1243;  
CS 8043
- Party Sing Along With Mitch (M-S)  
Mitch Miller... Columbia CL 1331;  
CS 8138
- Saturday Night Sing Along With Mitch (M)  
Mitch Miller... Columbia CL 1414;  
CS 8211
- Sentimental Sing Along With Mitch (M-S)  
Mitch Miller... Columbia CL 1457;  
CS 8251
- Sing Along With Mitch (M-S)  
Mitch Miller... Columbia CL 1160;  
CS 8004
- Still More Sing Along With Mitch (M-S)  
Mitch Miller... Columbia CL 1283;  
CS 8099

## BEST SELLING COMEDY LP'S

Listed Alphabetically

- An Evening With Mike Nichols and Elaine May (M)  
..... Mercury OCM 2200
- Button-Down Mind of Bob Newhart (M)  
Bob Newhart... Warner Bros. 1379
- Button-Down Mind of Bob Newhart Strikes Back (M)  
Bob Newhart... Warner Bros. 1393
- Down to Earth (M)  
Jonathan Winters... Verve MG 15011
- Edge of Shelley Berman (M)  
Shelley Berman... Verve MG 15013
- Inside Shelley Berman (M)  
Shelley Berman... Verve MG 15003
- Kick Thine Own Self (M)  
Brother Dave Gardner... RCA Victor LSP 2239
- Knockers Up (M)  
Rusty Warren... Jubilee JLP 2029
- Laughing Room (M)  
Woody Woodbury... Stereoditties MW 2
- Mort Sahl at the hungry i (M)  
Mort Sahl... Verve MG 15012
- My Name Is Jose Jimenez (M)  
Bill Dana... Signature SM 1013
- Outside Shelley Berman (M)  
Shelley Berman... Verve MG 15007
- Rejoice Dear Hearts (M)  
Brother Dave Gardner... RCA Victor LPM 2083
- Wonderful World of Jonathan Winters (M)  
Jonathan Winters... Verve MG 15009
- Woody Woodbury Looks at Love and Life (M)  
Woody Woodbury... Stereoditties MW 1

## BEST SELLING SHOW MUSIC LP'S

Listed Alphabetically

### ORIGINAL CAST

- Bye Bye Birdie (M-S)  
Original Cast... Columbia KOL 5510;  
KOS 2025
- Camelot (M-S)  
Original Cast... Columbia KOL 5620;  
KOS 2031
- Fiorello (M-S)  
Original Cast... Capitol WAO 1321;  
SWAO 1321
- Flower Drum Song (M-S)  
Original Cast... Columbia OL 5350;  
OS 2009
- Gypsy (M-S)  
Original Cast... Columbia OL 5420;  
OS 2017
- Irma La Douce (M)  
Original Cast... Columbia OL 5560
- Music Man (M-S)  
Original Cast... Capitol WAO 990;  
SWAO 990
- My Fair Lady (M-S)  
Original Cast... Columbia OL 5090;  
OS 2015
- The Sound of Music (M-S)  
Original Cast... Columbia KOL 5450;  
KOS 2020
- South Pacific (M)  
Original Cast... Columbia OL 4180
- Tenderloin (M-S)  
Original Cast... Capitol WAO 1492;  
SWAO 1492
- Unsinkable Molly Brown (M-S)  
Original Cast... Capitol WAO 1509;  
SWAO 1509
- West Side Story (M-S)  
Original Cast... Columbia OL 5230;  
OS 2001
- Wildcat (M)  
Original Cast... RCA Victor LOC 1060

### SOUND TRACK

- The Alamo (M)  
Sound Track... Columbia CL 1558
- Ben-Hur (M-S)  
Rome Symphony Orchestra (Savina)... M-G-M 1E1; 1SE1

- Can Can (M-S)  
Sound Track... Capitol W1321; SW 1321
- Carousel (M)  
Sound Track... Capitol W 694
- Exodus (M-S)  
Sound Track... RCA Victor LOC 1058;  
LSO 1058
- G. I. Blues (M-S)  
Elvis Presley... RCA Victor LPM 2256;  
LSP 2256
- Gigi (M-S)  
Sound Track... M-G-M E 3641;  
SE 3641 ST
- King and I (M-S)  
Sound Track... Capitol W 740; SW 740
- Never On Sunday (M)  
Sound Track... United Artists UAL 4070
- Oklahoma! (M-S)  
Sound Track... Capitol WAO 595;  
SWAO 595
- Porgy and Bess (M-S)  
Sound Track... Columbia OL 5410;  
OS 2016
- South Pacific (M-S)  
Sound Track... RCA Victor LOC 1032;  
LSO 1032

- Student Prince (M)  
Mario Lanza... RCA Victor LM 1837
- Theme From The Apartment (M)  
Sound Track... United Artists 3105

## MUSIC FROM MUSICALS, FILMS AND TV

- Ballads and Rhythms of Broadway (M-S)  
Johnny Mathis... Columbia C2L 17;  
C2S 803
- Broadway in Rhythm (M-S)  
Ray Conniff... Columbia CL 1252;  
CS 8064
- Camelot (Music From) (M-S)  
Percy Faith... Columbia CL 1570;  
CS 8370
- Exodus (M-S)  
Hollywood Studio Orchestra... United Artists UAL 3123; UAS 6123
- Film Encores, Vol. 1 (M-S)  
Mantovani... London LL 1700; PS 124
- Film Encores, Vol. 2 (M-S)  
Mantovani... London LL 3117; PS 164
- Great Motion Picture Themes (M-S)  
Various Artists... United Artists UAL 3122; UAS 6122

# ACTION

On the Charts

## MONOPHONIC

This Week	Last Week	Title, Artist, Label and Number	Weeks on Charts
1	1	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 4101	4
2	3	EXODUS Sound Track, RCA Victor LOC 1058	2
3	2	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231	6
4	—	CAMELOT Original Cast, Columbia KOL 5620	1
5	4	LAST DATE Lawrence Welk, Dot DLP 3350	5
6	10	UNSYNKABLE MOLLY BROWN Original Cast, Capitol WAO 1509	5
7	6	BELAFONTE RETURNS TO CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6007	4
8	8	THE ALAMO Sound Track, Columbia CL 1558	7
9	11	DATE WITH THE EVERLY BROTHERS Warner Bros. W 1395	6
10	12	BRAHMS CONCERTO Sviatoslav Richter; Chicago Symphony Orch./Leinsdorf, RCA Victor LM 2466	5
11	9	TEMPTATION Roger Williams, Kapp KL 1217	3
12	16	IRMA LA DOUCE Original Cast, Columbia OL 5560	8
13	7	CAMELOT (MUSIC FROM) Percy Faith Ork, Columbia CL 1570	3
14	13	MORE ITALIAN FAVORITES Connie Francis, MGM E 3871	4
15	14	HIS HAND IN MINE Elvis Presley, RCA Victor LPM 2328	3
16	—	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	1
17	18	MILLION DOLLARS' WORTH OF TWANG Duane Eddy, Jamie J 2014	5
18	22	THEME FROM THE APARTMENT Sound Track, United Artists 3105	3
19	17	THEME FROM "THE SUNDOWNERS" Billy Vaughn, Dot DLP 3349	2
20	19	WALK, DON'T RUN Ventures, Dolton BLP 2003	4

LP'S by CATEGORY

FOR WEEK ENDING JANUARY 29

Mr. Lucky (M-S) Henry Mancini... RCA Victor LPM 2198; LSP 2198

BEST SELLING PERCUSSION, SOUND LP'S

Listed Alphabetically

Bongos (M-S) Los Admiradores... Command RS 809; RS 809 SD

Persuasive Percussion, Vol. II (M-S) Terry Snyder and the All Stars... Command RS 808; RS 808 SD

BEST SELLING INSTRUMENTAL & MOOD LP'S

Listed Alphabetically

Always (M) Roger Williams... Kapp KL 1172

Continental Encores (S) Mantovani... London TS 147

Songs to Remember (M) Mantovani... London PS 193

Gershwin: Rhapsody in Blue (M-S) Leonard Bernstein... Columbia ML 5413; MS 6091

Grofe: Grand Canyon Suite (M-S) Morton Gould... RCA Victor LM 2433; LSC 2433

Mussorgsky: Pictures at an Exhibition (M) Philadelphia Orchestra (Ormandy)... Columbia ML 4700

Ravel: Bolero (M-S) Morton Gould... RCA Victor LM 2345; LSC 2345

Sixty Years of Music America Loves Best, Vol. I (M) Various Artists... RCA Victor LM 6074

BEST SELLING TEEN BEAT LP'S

Listed Alphabetically

Encore (M) Santo and Johnny... Canadian-American CALP 1002

BEST SELLING JAZZ LP'S

Listed Alphabetically

Bernstein Plays Brubeck, Brubeck Plays Bernstein (M-S) N. Y. Philharmonic, Dave Brubeck... Columbia CL 1466; CS 8257

BEST SELLING CLASSICAL & SEMI-CLASSICAL LP'S

Listed Alphabetically

Arthur Fiedler Conducts a Boston Pops Concert (Everything But the Beer) (M-S) Boston Pops Orchestra (Fiedler)... RCA Victor LM 6082; LSC 6082

ALBUMS

Table with columns for chart position, weeks on chart, and album details. Includes entries for Alice in Wonderland, Strauss Waltzes, and Bernstein Plays Brubeck.

STEREOPHONIC

Table of Stereophonic albums with columns for This Week, Last Week, Title, Artist, Label and Number, and Weeks on Charts. Includes Exodus, Music from Exodus and Other Great Themes, and Wonderland by Night.

Best Selling Miscellaneous LP's, Rhythm & Blues, Country & Western, Religious, Sacred & Spiritual, and Kiddie sections with album listings.

Best Selling Low Price LP's (List Price \$2.98 or less) and Low Price Pop sections.

Best Selling Teen Beat LP's, Best Selling Classical & Semi-Classical LP's, and Best Selling Low Price Specialty sections.

Here's the Girl Who  
Made the Hit!



"GEE  
WHIZ  
(LOOK AT  
HIS EYES)"

ATLANTIC 2086

Carla  
Thomas

Do not confuse this  
with any other record  
on any other label!

ATLANTIC  
RECORDING CORPORATION  
157 WEST 57 STREET, NEW YORK 19, N. Y.

the pick of the new releases:

## SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Pop

### THE ORFINAL HITS-VOLUME 2



Various Artists. Liberty LRP 3180—Here's a smashing collection of hits by some of the top artists in the pop field. Sides include "You're Sixteen" with Johnny Burnette, "Smokie" Part II, with the Bill Black Combo, "Rubber Ball" with Bobby Vee, plus hit sides by the Ventures, Buddy Knox, the Little Dippers, Eddie Cochran, Larry Williams, the Fleetwoods and the Cadets. Solid wax for the teen LP market.

### JOHNNY BURNETTE



Liberty LST 7183 (Stereo & Monaural)—Johnny Burnette has now had a number of single hits in a row, including "Dreamin'," and "Sweet Sixteen." Both of these are in this new album, plus "Oh, Lonesome Me," "Singing the Blues," "Dream Lover" and "You're So Fine." Some of these latter could turn into single hits, too, with Burnette's solid performances. An album with solid appeal for both teens and the young pop adult LP buyer.

### SURE THINGS



Little Willie John. King 739—Here's a collection of Little Willie John hits that should have solid appeal to his many pop and r.&b. fans. The sides include "Sleep," "Heartbreak," "A Cottage for Sale," "I'm Shakin'," "Walk Slow" and "You Hurt Me." They are all sung by John in his plaintive and meaningful style. Disk could be a solid seller.

### FOR THE YOUNG AT HEART



Perry Como. RCA Victor LPM 2343—Perry Como lends his lush baritone to a group of "Young"-type themes. The spinnable line-up includes "Like Young," "Hello Young Lovers," "Young Love," "You Make Me Feel So Young," etc. His Wednesday night TV show, of course, is a solid sales booster.

### BOBBY VEE



Liberty LST 7181 (Stereo & Monaural)—Bobby Vee's two big hits—"Devil or Angel" and "Rubber Ball"—are featured in this package, along with "Mister Sandman," "Long Lonely Nights," etc. An attractive picture of the youngster on the cover gives the package strong teen-appeal for displays.

### SPOTLIGHT ON HANK BALLARD



Hank Ballard and the Midnighters. King 740—Ballard and the Midnighters are hot in the singles field, and this package should bring them similar success in the album market. The boys' exuberant vocal stylings are showcased on such bouncy items as "The Hoochi Coochi Coo," "Let's Go, Let's Go, Let's Go," "Just One More Chance," and others.

### DO RE MI



Original Cast. RCA Victor LOCD 2002—Phil Silvers, Nancy Walker and company romp through this gay and happy new score by the successful team of Jule Styne, Betty Comden and Adolph Green. The show is a critical smash and easily the hottest new musical of the season on Broadway. These factors alone should combine to produce a solid, long-term response for the set, once it gets into stores nationally. The die-cut cover, behind which the disk sleeve in red day-glo ink peeks through, is highly effective. It even glows in the dark, making it a natural for window display.

### RAY CHARLES



DEDICATED TO YOU (ABC-Paramount, ABC 355)—Ray Charles is a hot singles property right now and his recent click "Ruby" is included in this LP along with "Nancy," "Margie," "Marie" and other "girl tag" tunes. Charles' exuberant vocal showmanship is spotlighted on all but one side, "Josephine," which features his equally sock piano solo work. A solid dual-market sales item.

Pop Low Price

### LIVING STRINGS PLAY ALL THE MUSIC FROM CAMELOT



RCA Camden CAL 657—The lush pageantry of the new Lerner-Loewe musical "Camelot" is elegantly reflected in this instrumental treatment of the show's score. A solid sales item for the low-priced market. The entire score is presented—"How to Handle a Woman," "Follow Me," "If Ever I Would Leave You," etc.

### THE UNSINKABLE MOLLY BROWN



Elliot Lawrence Ork & Chorus. RCA Camden CAL 667—A very attractive version of 10 selections from Meredith Willson's Broadway musical. The Elliot Lawrence ork and chorus provide outstanding performances, with Sandy Stewart's vocalizing a particular highlight. One of the better low-priced show albums, this one should get a strong public response.

(Continued on page 32)

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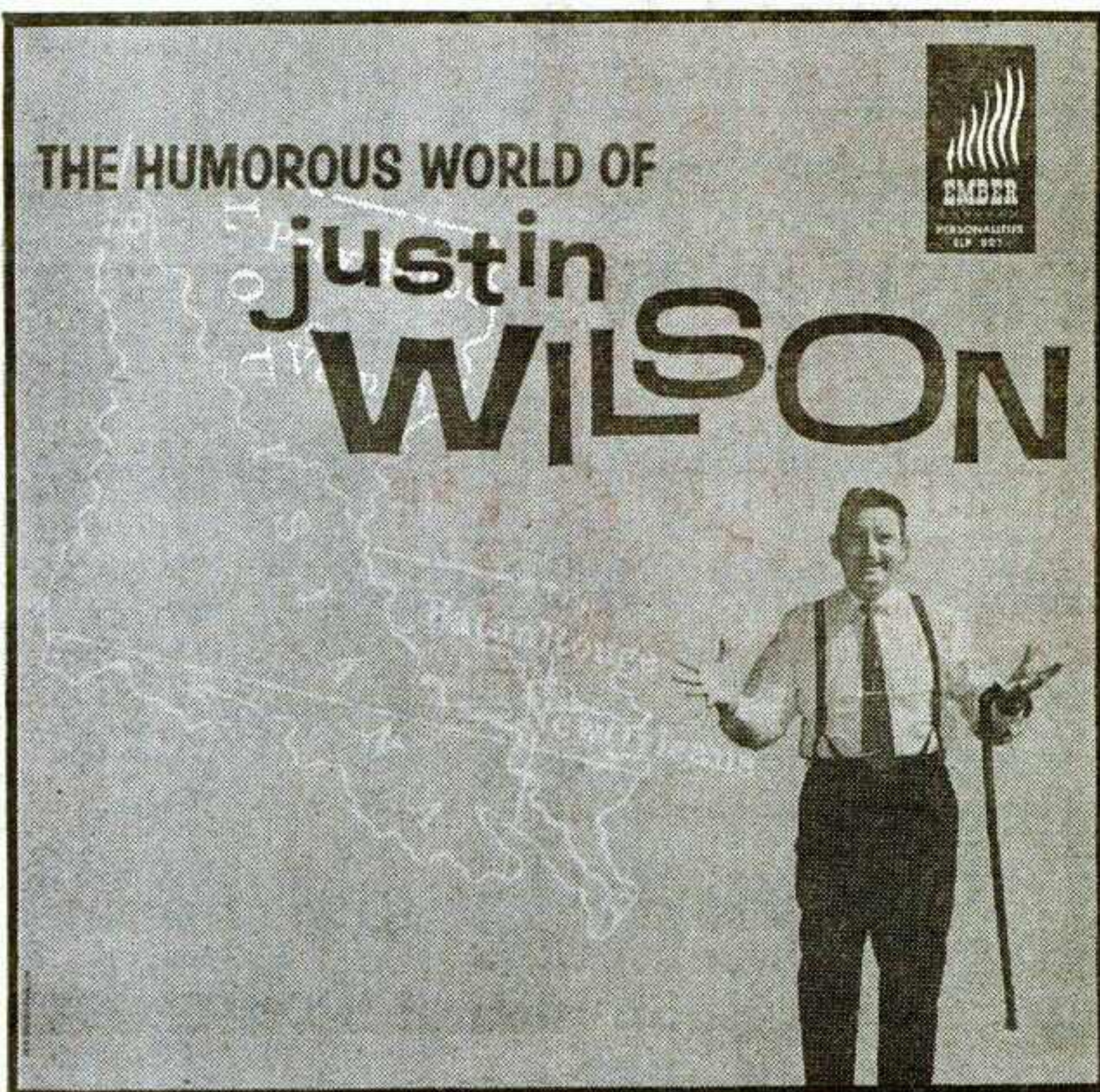
*\* THANKS: Bill Randle, Radio Station WERE, Cleveland, and your entire staff*

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## ROMANTICA

#8044

**ATLANTIC RECORDS**

Continued from page 30

Country

A LIVING LEGEND



**Bob Wills and Tommy Duncan. Liberty LST 7182 (Stereo & Monoaural)**—The Wills and Duncan team have been active in the country singles field of late and here the boys turn in the same kind of swingin' country and western band sound in album form. These are the same stylings familiar to fans, with Duncan's pleasing straight vocals, backed up by the shouting hoots of encouragement from Wills and the bandmen. There's a lot of breezy rhythm here, great for dancing and getting up sagging spirits. Solid merchandise, particularly for the hinterland territories.

Spoken Word

JOSE JIMENEZ AT THE HUNGRY I



**Bill Dana. Kapp KS 3238 (Stereo & Monoaural)**—Here is the third Jimenez album and the second to appear on the Kapp label. In this production, the funny man with the south of the border, sing-song dialect, works the live performance gambit from the well-known hungry i club in San Francisco. Except for one band, where Jimenez tells of how he developed his act, it's all on the live performance kick with typical zaniness. In another seg, he's the first astronaut, while in a third, he trades banter with his "creator," Bill Dana. Another "question and answer" perod is also included. Funny stuff that fans should dig.

Folk

SPIRITUALS AND BLUES



**Josh White. Elektra EKL 193**—This is a wonderful package. Here Josh thrusts aside stacey commercialism and brings his full, mature art to spirituals and blues. Some of the material is reminiscent of White's earliest religious packages on Columbia 78's, when he was known as Joshua White and his Carolinians. The arrangements here are simple and forceful, with Bill Lee on bass and Walter Perkins on drums. Dealers should demonstrate some of these performances and jocks should spin them. Connoisseurs will realize their value. Included are "Just a Closer Walk With Thee," "I've Got That Pure Religion," "Black Snake," etc.

Sound

DYNAMICA



**Ray Martin Ork. RCA Victor LSA 2287 (Stereo Only)**—This is one of the first in the label's new "Stereo Action" series, and it should prove a delight to all sound bugs and stereo fans. It features wide separation of channels and the sound ping-pongs from one speaker to another in entrancing fashion. The tunes are tastefully arranged for stereo and the Ray Martin ork plays them with gusto. Songs include "Mood Indigo," "Bye Bye Blues," "Indian Summer," "The Flight of the Bumble Bee" and "Malaguena." An outstanding album for the sound market. De Luxe packaging should aid sales, too.

Sacred

THE STATESMEN OUT WEST



**With Hovie Lister. RCA Victor LSP 2281 (Stereo & Monoaural)**—The Statesmen turn out their familiar and splendid brand of performance, this time focussing their attention on religious songs of a basically Western, or what might be called cowboy orientation. There's a lot of guitar, banjo and clip-clop kind of sound here. The quartet, as usual, features the standout bass and tenor solo sound as well as the memorable group harmony. Songs include "At the End of the Trail," "A New Range in the Sky," "Riding the Range for Jesus," etc.

### SPECIAL MERIT SPOTLIGHTS

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

(See Reviews Elsewhere in This Issue)

Pop

★★★★ **ETTA JONES SINGS**—King 707

Pop Talent

★★★★ **IN LOVE FOR THE VERY FIRST TIME**—Wanda Stafford, Roulette R 25140

Jazz

★★★★ **A TASTE OF HONEY**—Bobby Scott, Atlantic 1355

International

★★★★ **MUSIC OF THE TOREADOR**—Raimundo Nunex and Orchestra, Mercury SRI 600

(Continued on page 35)

**LAST WEEK!**  
**AUDIO FIDELITY**  
Records  
January Anniversary Program

THE FABULOUS STYLE OF THE EVERLY BROTHERS



CADENCE RECORDS



"LITTLE MISS BLUE"

**DION**  
LAURIE 3070

Breaking Out Nationally

**The Dreamers**  
**TEENAGE VOWS OF LOVE**

Goldisc #3015

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b/w **BABY, WHERE YOU ARE**

**RANDY LEE**

Everest #19398

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"Merv Griffin's first Carlton record looks like a big hit. But I'll bet it'll be banned in Boston."



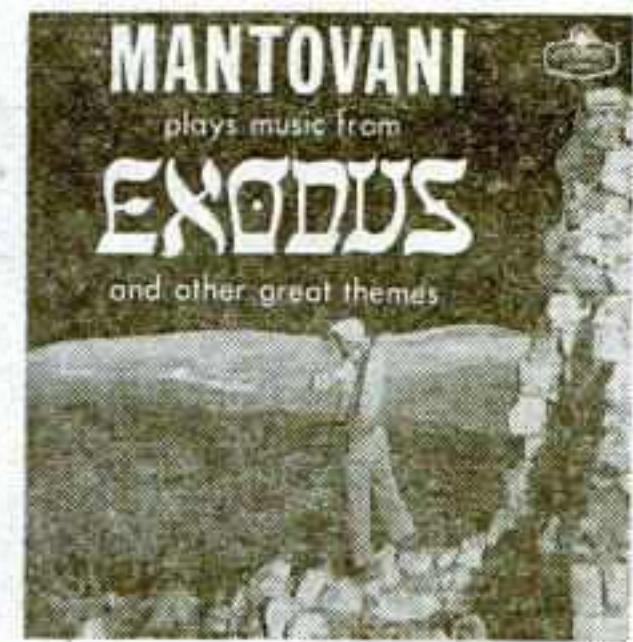
# PROVEN LP HITS

from the

## LONDON GROUP

Something for every taste...selling in every territory

### THEME



Already No. 2 in Billboard

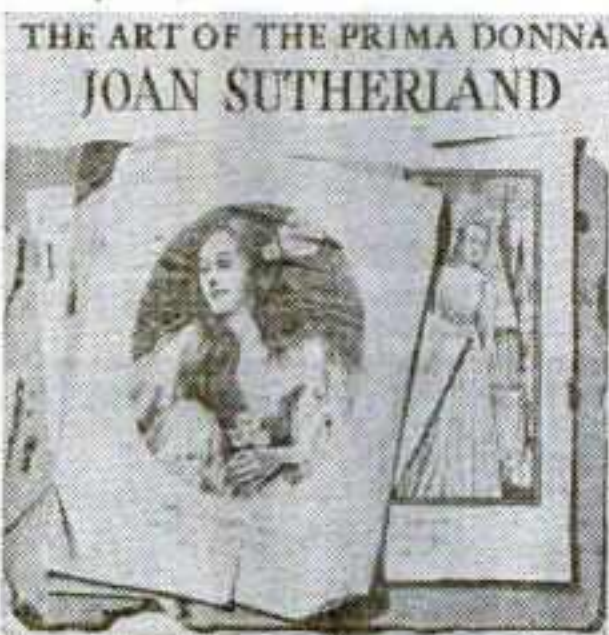
Main Theme from "Exodus"; Karen; Theme from "A Summer Place"; Green Leaves Of Summer; Song Without End; Seventy-Six Trombones; Theme from "The Sun-downers"; Irma la Douce; I Love Paris; Mr. Wonderful; The Carousel Waltz; The Sound Of Music

Stereo: PS 224

Mono: LL 3231

**LONDON** RECORDS

### OPERA



"One of the most spectacular songfests ever!"  
—Herald Tribune

Arne: Artaxerxes "The Soldier Tird"; Handel: Samson "Let The Bright Seraphim"; Bellini: Norma "Casta Diva"; Bellini: I Puritani "Son Vergin Vez-zona"; Thomas: Hamlet (The Mad Scene); Delibes: Lakme "The Bell Song"; others.  
Royal Opera House Orchestra and Chorus conducted by Francesco Molinari-Pradelli

Stereo: OSA 1214

Mono: A 4241

**LONDON** RECORDS

### SYMPHONIC



Ansermet and Beethoven—a natural hit... for the 1st time in stereo on ONE record.

Stereo: CS 6143

Mono: CM 9033

**LONDON** RECORDS

### LIGHT ORCHESTRA



"On both versions the London sound is nothing short of marvelous."  
—High Fidelity

The Merry Widow Waltz (Lehar); My Hero from "The Chocolate Soldier" (Strauss); Play Gypsies, Dance Gypsies from "Countess Maritza" (Kalman); The Count Of Luxembourg Waltz (Lehar); Die Fledermaus Overture (Strauss); 5 others

Stereo: PS 202

Mono: LL 3181

**LONDON** RECORDS

### THEME



Network TV exposure making this one zoom.

The "Harry Lime" Theme; Visions Of Vienna; Danube Dreams; The Cafe Mozart Waltz; Anton Karas Second Theme and others

Mono: LL 1560

**LONDON** RECORDS

### TEENAGE BEAT



"Best Instrumentalist 1960"  
—Cashbox

Raunchy; Honky Tonk; Cherry Pink; Don't Be Cruel; Mack The Knife; I Almost Lost My Mind; Singin' The Blues; Blueberry Hill; You Win Again; Bo Diddley; Mona Lisa; Tequila

Mono: HL 12003

**Hi** RECORDS

### IRISH SING-A-LONG



No. 1 best selling Irish LP.

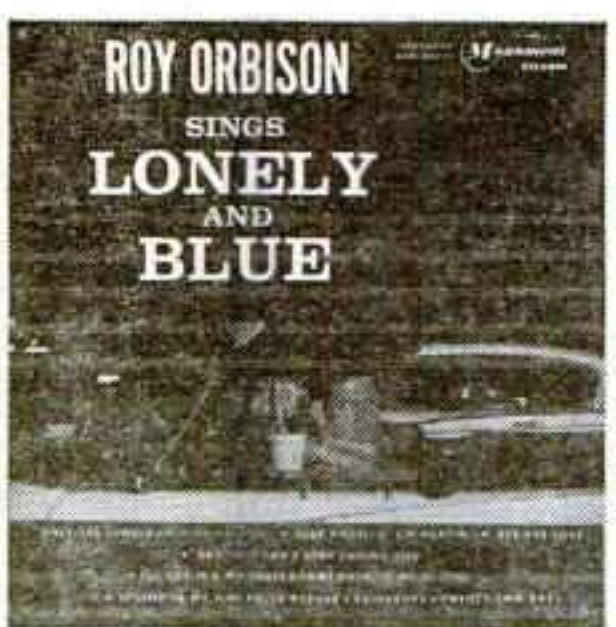
25 great songs from the happy Emerald Isle including such favorites as: When Irish Eyes Are Smiling; Danny Boy; Peg O' My Heart; Sweet Rosie O'Grady; Too-Ra-Loo-Ra-La-Rai; The Rose Of Tralee; MacNamara's Band

Stereo: SW 99005

Mono: TW 91234

**LONDON** RECORDS

### TEENAGE VOCAL



Has to be No. 1 with I'm Hurtin', Blue Angel & Only The Lonely.

Only The Lonely; Blue Angel; I'm Hurtin'; Bye-Bye Love; Cry; I Can't Stop Loving You; I'll Say It's My Fault; Come Back To Me; A Legend In My Time; Blue Avenue; Raindrops; Twenty-Two Days

Mono: M 4002

**Monument** RECORDS

### SYMPHONIC



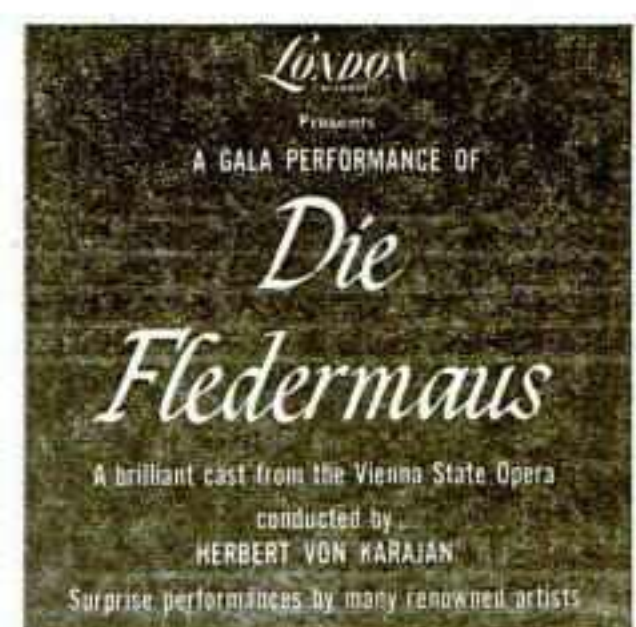
Fritz Reiner... need more be said.

Stereo: CS 6198

Mono: CM 9267

**LONDON** RECORDS

### OPERA



"Of all star studded releases... the most incredible."  
—Newsweek

Guden; Köth; Resnik; Zampieri; Kment; Berry; Wächter; Kunz. With Guest Performances by: Tebaldi; Nilsson; Simonato; Sutherland; Berganza; Price; del Monaco; Bjoerling; Bastianini; Corena and Weltsch. Vienna Philharmonic Orchestra conducted by Herbert Von Karajan

Stereo: 1319

Mono: A 4347

**LONDON** RECORDS

### GERMAN SING-A-LONG



Top German LP for 10 weeks.

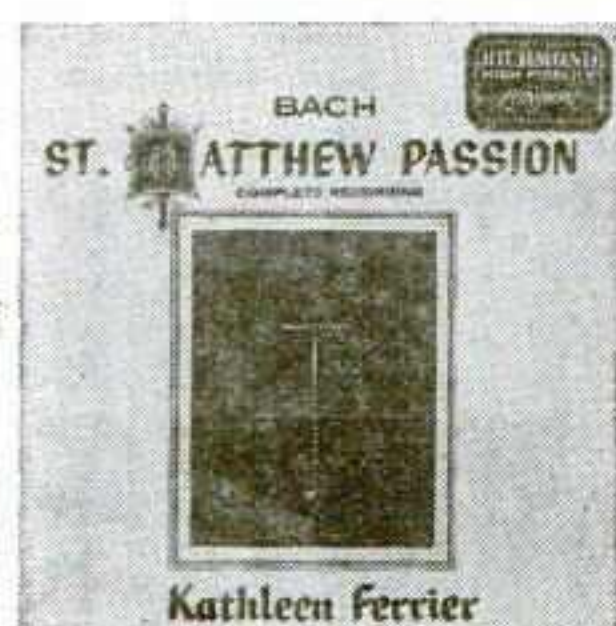
Germany's greatest popular hits played for sing-along enjoyment. Such favorites as: Beer Barrel Polka; Lili Marlene; O du Lieber Augustin; Auf Wiederseh'n; O Mein Papa; Liechtensteiner Polka and many others

Stereo: SW 99009

Mono: TW 91237

**LONDON** RECORDS

### FOR THE ECONOMY MINDED



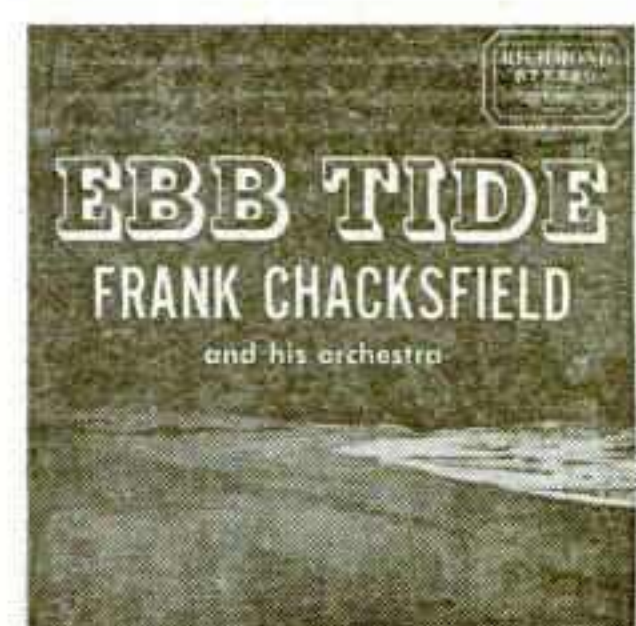
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Kathleen Ferrier

Mono: BA 43001

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\$1.98

Mono

\$2.98

Stereo

Stereo: S 20078

Mono: B 30078



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GERRY MULLIGAN—THE CONCERT JAZZ BAND, MG V-8368\*



HELLO LOVE—ELLA FITZGERALD, MG V-4034\*



UP FRONT!—THE MARY KAYE TRIO, MG V-2142\*



DOWN TO EARTH JONATHAN WINTERS, MG V-15011\*

# • Reviews and Ratings of New Albums

• Continued from page 32

## POPULAR ★★ ★★

★★★★ **ETTA JONES SINGS**  
King 707 — The veteran jazz and blues chanteuse has turned up a sterling collection of standards fashioned into her own style. Backed by a small but fine combo, the former vocalist for the J. C. Heard and Earl Hines groups belts out such choice items as "Mountain Greenery," "Don't Worry 'Bout Me," "Sposin'," and "People Will Say We're in Love." After selling the lyrics straight, she improvises the vocalistics the second time around, in instrumental jazz fashion. Fine quality that only needs exposure to sell.

★★★★ **SEND FOR ME**  
Julie London. Liberty LST 7171 (Stereo & Monaural)—A swingy, torchy and blue set of sides make up this latest LP by Miss London. There are definitive and strong touches of jazz throughout the set and much of its success must be credited to pianist-arranger-conductor Jimmy Rowles who was in charge of the backing. Many of the tunes are unusual and in the jazz-blues groove. Some of them are "Evenin'," "Everday," "Yes, Indeed" and "Tain't What You Do."

★★★★ **BACK WITH MORE**  
Bill Doggett. King 723—The swinging sound of Bill Doggett, his organ and his group is powerfully evident on this LP. Some of the Hammond giant's best tunes are represented on the disk in the likes of "Smokie," "Buttered Popcorn" and "Goofy Organ." Fine sax and guitar solos are also included. Set should sell strongly to teenagers and Doggett fans in general.

★★★★ **A STARRY NIGHT**  
Nelson Eddy. Everest LPBR 9004—The famous baritone deserts the more typical operetta fare for which he is best known, in favor of a flock of pleasantly familiar love songs, like "Strange Music," "My Reverie," "It's Love, Love, Love," and the title song. Eddy scored well in an earlier Everest album with his night club partner, Gale Sherwood, and here he registers solidly on a solo basis, to the neat accompaniment of a band under the baton of Skitch Henderson. For the sentimental, who like

the old songs well sung, this is a rewarding set with the singer in fine form.

★★★★ **THE VENTURES**  
Dolton BST 8004 (Stereo & Monaural)—The Ventures follow up several successful singles efforts, including "Walk, Don't Run," and here's the logical next step, an album featuring the same rockin', dancing rhythm. The three guitar and drum combo have selected an interesting mixture of the familiar ("Hawaiian War Chant," "Harlem Nocturne," etc.) and less known items ("Torquay" and "Ram Bunk Shush"). Good sound all the way and teenagers especially will find it solid for the living room prom scene.

★★★★ **YOU TALK TOO MUCH**  
Joe Jones. Roulette R 25143—Joe Jones' bright, exuberant delivery is highlighted in this package on the title theme—a big singles hit for him—and 11 other infectious ditties. A dual market package which should pull plenty of spins in the r.&r. field.

★★★★ **DANCING ON A CLOUD**  
The Three Suns. RCA Victor LPM 2307—Here's a danceable package, featuring 41 oldies and standards, wrapped up in the Three Suns' bright, catchy instrumental style. Medleys include "Ain't She Sweet," "Begin the Beguine," "I'll See You Again," "Avalon," and other nostalgic items. Fine wax for terp fans.

★★★★ **SAILOR, SAILOR AND LOLITA'S GREATEST HITS**  
Kapp KL 1219—The Viennese thrush has a big hit on the charts right now with "Sailor (Your Home Is in the Sea)," and this package should find ready acceptance among her new American fans. In addition to "Sailor," she sings here in expressive German on "La Luna," "Souvenir D'Amour," "Paper Roses" (with new German lyrics), "El Paso" and others. Unusual jockey wax.

★★★★ **IN LOVE FOR THE VERY FIRST TIME**  
Wanda Stafford. Roulette R 25140—Wanda Stafford is a young lass who created a big stir at The Roundtable in New York when she made her Gotham debut a few months ago. And no wonder. For Miss Stafford has a voice, a style and a feeling for a song that bodes a successful future. She has traces of June Christy and Chris Connor in her singing style, but she still comes through on her own. On this first album, she turns in warm and most attractive performances on "I Feel Pretty," "Let There Be Love," "Hooray for Love," and "I Enjoy Being a Girl." Bill Russo's arrangements are satisfactory, but the album belongs to the thrush. Watch this girl, she's good.

★★★★ **SWEET DREAMS**  
Don Gibson. RCA Victor LPM 2269—Extremely tasteful sides, which have the Chet Atkins Nashville sound—which is so big in the pop field today. The arrangements include choruses. Tunes are "Hurtin' Inside," "The World Is Waiting for the Sunrise," "What About Me," etc.

★★★★ **AN EVENING AT THE CAFE CARLYLE WITH GEORGE FEYER**  
Cadence CLP 3051—Wherever he has been on the disk front, Feyer and his Continental styled piano have been good sellers, and this debut Cadence performance can do just as well as earlier packages and perhaps make new friends as well. In this case, Feyer (with bass and guitar) was recorded at his familiar spot, New York's Carlyle Hotel, performing 14 of his most requested songs at the Intime Club. Result of all this is restful and tasty background music. The disk should do good, long-haul business.

★★★★ **ON THE TOWN**  
Original Cast. Columbia OL 5540—Finally, more than 16 years after the show's opening, a nearly complete recording of "On the Town" has been released. Betty Comden and Adolph Green, who

wrote book and lyrics (to Leonard Bernstein's music) and acted in the show, are heard in their original roles, as are Nancy Walker and Cris Alexander. Among the fine songs that stand up well are "New York, New York," "Lonely Town" and "Lucky to Be Me." This release could win them new popularity, and should be of interest to all theater fans.

★★★★ **WISH YOU WERE HERE**  
Original Cast. RCA Camden CAL 621—The 1952 Harold Rome musical wasn't a critical success, but it chalked up a solid box-office run. Collectors of Broadway show wax and summer theater fans will welcome the chance to pick up the original cast item at a bargain price. The score includes Eddie Fisher's old hit, "Wish You Were Here." The capable cast is headed by Jack Cassidy, Patricia Marand, and Sheila Bond.

★★★★ **DANCE, DANCE, DANCE! VOLUME 3**  
Geraldo and his Orchestra. RCA Camden CAS 652 (Stereo & Monaural)—Camden has a good thing in Geraldo, whose society ork is very large in England and has begun to win a like reputation here from two previous Camden releases. The music in this set is all from the prolific pen of Irving Berlin. The treatment varies, with medleys, fast steps, fox trots, waltzes and cha chas. For dancing, this is a top notch release. The ork turns in first-class jobs with thoroughly modern and agreeable arrangements.

★★★★ **MUSICAL NIGHTCAP**  
Armando Trovajoli and Ork. RCA Camden CAS 598 (Stereo & Monaural)—Mixing lush strings and occasional bits of jazz, pianist Armando Trovajoli turns out a highly acceptable set of mood sides here. The well-paced set swings from the Latin-flavored "Ponto Final" to the up-tempo "The Lady Is a Tramp" and on to a lush "Gigi." Set also includes such well-regarded standards as "Canadian Sunset," "Lisbon Antigua" and the Andre Previn flavored "On the Street Where You Live." Trovajoli also plays harsichord on the LP.

## POPULAR ★★ ★★

★★★ **SHALL WE DANCE?**  
Jack Jones. Kapp KL 1228—Allan Jones' son, Jack, combines his father's rich vocal quality and technical proficiency with his own youthful exuberance and hip phrasing on this spinnable album. Billy May provides swinging backing on such great oldies as "Carioca," "Shall We Dance," "Dancing on the Ceiling," etc. A solid jockey package.

★★★ **GUS FARNEY AT THE GIANT FIVE MANUAL WURLITZER PIPE ORGAN**  
Warner Bros. W 1409—Here's a fine album for "sound" bugs. Farney provides standout organ solo work playing the Colossus at the Bray Organ Loft in Salt Lake City. The Colossus is one of the surviving spectacular movie theater organs. Selections appropriately feature tunes of the twenties—"Doll Dance," "My Melancholy Baby," etc.

★★★ **DAY IN DAY OUT**  
Gloria Lynne. Everest LPBR 5101—Gloria Lynne shows again on this new album that she is one of the better singers in the business today. On this new set, her fourth for the label, she comes through with strong performances of a group of familiar standards, infused with new vitality as a result of her vocals. She is ably supported by the Ernie Wilkins crew. Tunes include "Cheek to Cheek," "Day in Day Out" and "The Song Is You." Gloria Lynne's following should approve this new set.

★★★ **GREAT AMERICAN COUNTRY HITS**  
The Honey Bees. Everest LPBR 5111—The Honey Bees, three young pop thrushes, come through with listenable performances here of a group of hit country tunes. They handle them persuasively, in pop fashion, aided strongly by the support of the Billy Mure Ork. The tunes include "Slowpoke," "I Love You So Much It Hurts," "Bouquet of Roses," "Your Cheatin' Heart," etc. Those interested in country songs will enjoy this fine collection.

★★★ **CLASSICS GO LATIN**  
Irving Fields. King 724—This is an incongruous collection which uses the capable Irving Fields trio to poor advantage. The id of playing certain classics, near-classics and a few non-classics with a Latin beat is not new, nor does it pan out well here. Fans of the classical idiom will find the results flip and distasteful, while Latin bugs couldn't care less. Some of the selections are "Vienna Woods Cha Cha," "Melody in F Cha Cha," "Poet and Peasant Rumbature," and "Blue Danube Merengue." Despite this, some Fields fans will buy.

★★★ **PLAY ONE FOR ME**  
Frankie Carle. RCA Camden CAL 585—Frankie Carle, usually as a soloist, and occasionally with orchestra, turns in his usual warm and happy readings here of a group of well-known standards. The tunes range from "Please" and "Until," to "Anytime" and "You Were Meant for Me." Carle plays them all in his easy, listenable manner, and it adds up to a good piano set for the price.

(Continued on page 36)

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FOR WEEK ENDING JANUARY 29

BILLBOARD MUSIC WEEK

HOT 100

Table with columns: THIS WEEK, ONE WEEK AGO, TWO WEEKS AGO, THREE WEEKS AGO, TITLE, Artist, Company, Record No., STEREO, WEEKS ON CHART. Includes songs like 'Wonderland by Night', 'Exodus', 'Calcutta', etc.

Table with columns: THIS WEEK, ONE WEEK AGO, TWO WEEKS AGO, THREE WEEKS AGO, TITLE, Artist, Company, Record No., STEREO, WEEKS ON CHART. Includes songs like 'Wheels', 'Magnificent Seven', 'There's a Moon Out Tonight', etc.

Table with columns: THIS WEEK, ONE WEEK AGO, TWO WEEKS AGO, THREE WEEKS AGO, TITLE, Artist, Company, Record No., STEREO, WEEKS ON CHART. Includes songs like 'Dedicated to the One I Love', 'Age for Love', 'Don't Read the Letter', etc.











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• **Reviews of New Pop Records**

• *Continued from page 42*

**COLDON TONES**  
 ★★ Happy Birthday with Party Playtime—GOLDEN 638—Six "happy birthday" game songs are done here by the group, with an unblurred narrator. Games include "Simon Says," "Hot Potato," "Blindman's Buff," etc. Worthwhile wax at 49 cents.

★★★  
**GOOD SALES POTENTIAL**

**CHILDREN'S ★★★**

**MITCH MILLER AND ORCHESTRA**  
 ★★ Romper Room Do Bee Songs — GOLDEN 630—Mitch Miller, the ork and chorus do a couple of tunes for the very young, kindergarten bracket. Recording is done with taste and the small fry will appreciate it.

**MISCHIEF MAKERS**  
 ★★ Hip Hip Hooray—GOLDEN 635—The Mischief Makers get together for a sing session of the theme song for the current TV airings of the old "Our Gang" films. Kiddies who watch the show will like this.

★★★ Here We Are Together—This is known as the "Our Gang" Clubhouse song and it figures to have similar appeal to the flip.

★★★★  
**VERY STRONG SALES POTENTIAL**

**SACRED ★★★★★**

**CARL STORY**  
 ★★ Get Religion — STARDAY 531—Supported by the Rambling Mountaineers, story both talks and sings, urging the listeners to practice his religion. (Starday, BMI)

★★ Jerusalem Moan — Quick-stepping country religious material is performed admirably by Story and the singers. (Starday, BMI)

when answering ads . . .  
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Motown #1007

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**TOMORROW AND ALWAYS**

by the **SATIN-TONES**

Motown #1006

**MOTOWN/TAMLA RECORDS, 2648 W. GRAND BLVD., DETROIT 8, MICH. (PHONE: TR 1-3340)**

**BOB PERGRIM**  
 Wheel of Fortune — A Man Shouldn't Cry. LARK 4515.  
**BILLY SAINT**  
 Polly Ann — Midnight Freeze. DOT 16169.

**POPULAR EP ★**

**RAY GARDNER AND HIS QUINTET**  
 If I Had You—Dancing on the Ceiling — Roses of Picardy—Almost Like Being in Love. NORMANDY 100.

**RHYTHM & BLUES**

**GRANDPAPPY GIBSON**  
 The Monkey Likes to Boogie — No Success Blues. BOBBIN 127.  
**BILLY BLANK**  
 I'm Asking Forgiveness — Confess to Me. DIAMOND DISK 102.  
**JOHNNY PARR**  
 In a Dream — The Creator. I-NEX 002.  
**CLIFF AND ED THOMAS**  
 Do You No Wrong — Shame. ACE 613.  
**TONY MATTINA**  
 Forever and Forever — Won't You Promise Me Your Love. ACE 614.  
**HARRY LEE**  
 Looking, Seeking, Searching — Are You Real. ACE 615.  
**THE MANHATTANS**  
 Barbara Lee  
**THE MANHATTANS FEATURING LLOYD FATMAN (WALSH)**  
 Saturday Night Fish Fry—COMAN 60.  
**HENRY LUMPKIN**  
 I've Got a Notion — We Really Love Each Other. MOTOWN 55595.

**COUNTRY & WESTERN**

**GLENNA DENE CASE**  
 Thank You So Much — Broken Hearted. BRITE STAR 767.  
**JERRY COX**  
 One Careless Moment — Half a Chance. BRITE STAR 768.  
**RAY GUYCE**  
 League of Lost Men — When the Roses Are Blooming in the Lane. BRITE STAR 769.  
**JOE NOEL**  
 Banjo in the Hollow — You're on My Mind. K-ARK 615.  
**VIC BANKS**  
 Too Late for Tears — Renfro Valley. LIBERTY BELL 9031.  
**MILDRED IMES**  
 The Thoughts of Losing You — I'm Through With You. D 1167.  
**RUSS WHEELER**  
 The Death of Johnny Horton — A Sinner's Sweetheart. RODEO INT'L 272.

**POLKA**

**JOHNNY HYZNY**  
 You're My Honey Polka — You Don't Know Who Loves You. JAY JAY 232.  
**THE DENVER DUTCHMEN**  
 The Cranberry Polka — The Christmas Polka. TOP FIFTY 100.

**FOLK TALENT AND TUNES**

• *Continued from page 8*

Spokane, Wash., 27; Renton, Wash., 28; Tacoma, Wash., 29; Calgary, Alta., 31; Edmonton, Alta., February 2; Winnipeg, Man., 3; Fort Frances, Ont., 4, and Des Moines, Ia., 5.

Lefty Frizzell winds up his current tour for Americana Corporation at Minneapolis January 28 and then hops into Nashville for a recording session for Columbia Records squired by the label's Don Law. On February 10 he returns to the Los Angeles area to open the new Rock-A-Bye nitery with Johnny Mosby and the Western All-Stars, featuring Joani and Johnny. On February 15, Lefty takes off for Honolulu, his fifth visit there in two years. . . . Freddie Hart (Columbia) is in Northern California this week for Steve Stebbins, and follows with six dates for the same office in the San Diego, Calif., area. . . . "Grand Ole Opry's" Bobby Lord shows his wares at Oelwein, Ia., Thursday (26); Cedar Rapids, Ia., Friday (27), and Guttenberg, Ia., Saturday (28).

Cotton Carrier, one-time top country deejay at WSB and WAGA-TV, Atlanta, is now serving as combination sales executive and pressing plant supervisor at NRC Records, Atlanta. . . . Sheldon Gibbs, Arizona deejay-promoter, is a partner in the Smart Records label in Sierra Vista, Ariz. . . . George Jones (Mercury), Joe Poovey (Azalea), Billy Walker (Columbia) and Cheri Robbins (Action) were recent guest artists at Billy Todd's Western Club, Fort Worth. . . . Hawkshaw Hawkins and the Night-hawks, with Jean Shepard, Marvin Rainwater and Lonzo and Oscar, are currently on tour of Colorado, Kansas and Nebraska for the Jim Denny office, Nashville.

Hank Thompson and His Brazos Valley Boys moved into the Golden Nugget, Las Vegas, Thursday (19) for a fortnight's stand, following an extended one-nighter tour of the Pacific Northwest. En route to Las Vegas, Thompson stopped off in Hollywood to cut several singles and an album for Capitol Records. In the Brazos Boys line-up are Billy Bray, guitar; Dubert Dobson, trumpet; Bob White, violin; Bobby Garrett, steel guitar; Billy Stewart, bass, and Junior Nichols, drums.

**RIAA Board Meets**

Continued from page 2

organized crime syndicate under the Mafia's control. No label that has had a hit has escaped unscathed, Meyers said. RIAA knows that bootlegging has been organized on a up-date "I.B.M. basis" whereby records automatically are pressed as soon as orders amounting to 3,000 copies are placed with the Syndicate.

**Pledges Fight**

Meyers pledged that RIAA will continue to fight for legislation at local, State and federal levels which will make counterfeiting of records a felony. Bootleggers in most States can be caught only on duplicating a manufacturer's trade-mark and held only on a misdemeanor charge. Meyers said RIAA will fight to make bootlegging a federal offense. Losses, he pointed out, are incurred by the U. S. government in unpaid excise taxes, in addition to the fact that the manufacturers, artists, song-writers and music publishers lose their share of what is peddled in bogus disks.

He called on the members to exert pressure on legislators in their own communities and States to help put more teeth into the laws, thereby helping to curtail the spreading counterfeiting evil.

Thompson continues to handle the bulk of the vocals and guitar work. Jim Halsey, manager for both Thompson and Wanda Jackson, who is also currently at the Golden Nugget, is sojourning in Las Vegas during the latter's engagement there.

Little Jimmy Dickens plays Chestnut Inn, Kansas City, Mo., January 25-28, for the Jim Denny office, Nashville, and March 2 begins an 18-day tour of the Western States for Steve Stebbins, of Americana Corporation. Opening stand for the trek is Phoenix, Ariz., with dates along the West Coast to follow. . . . Wilma Lee and Stoney Cooper and Grandpa Jones are routed for Augusta, Ga., January 24; Savannah, Ga., 25; Charleston, S. C., 26; Chattanooga, Tenn., 28; Atlanta, Ga., 29; Birmingham, Ala., February 7; Jackson, Miss., 8, and Jacksonville, Fla., 10. . . . Danny Harrison, formerly heard on the Milo label, recently cut his first session for Cool Records in Nashville, with the initial release due out soon. Harrison is reportedly working under the management of Jim Small Promotions, De Land, Fla.

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- 4406—WINGS OF A DOVE.....Ferlin Husky  
 Billboard Hot 100.....#23  
 Cash Box Top 100.....#24  
 Music Vendor Top 100.....#19  
 Billboard Hot CGW Sides.....# 2  
 Cash Box Top 50 CGW.....# 1  
 Music Vendor Top 50 CGW.....# 1
- 4492—OH, HOW I MISS YOU TONIGHT.....Jeanne Black  
 Billboard Hot 100.....#63  
 Cash Box Top 100.....#75  
 Music Vendor Top 100.....#71  
 WWDC Washington Top Tunes.....#29
- 4412—EXCUSE ME.....Buck Owens  
 Billboard Hot CGW Sides.....# 6  
 Cash Box Top 50 CGW.....#11  
 Music Vendor Top 50 CGW.....#10
- 4463—FORGET THE PAST.....Faron Young  
 Billboard Hot CGW Sides.....#28  
 Cash Box Top 50 CGW.....#15  
 Music Vendor Top 50 CGW.....#16
- 4463—WORLD SO FULL OF LOVE.....Faron Young  
 Billboard Hot CGW Sides.....#30  
 Cash Box Top 50 CGW.....#19  
 Music Vendor Top 50 CGW.....#31
- 4487—KISSING MY PILLOW.....Rose Maddox  
 Cash Box Top 50 CGW.....#38  
 Music Vendor Top 50 CGW.....#42
- 4454—IT'S GOT TO BE A HABIT.....Hank Thompson  
 Cash Box Top 50 CGW.....#50  
 Music Vendor Top 50 CGW.....#40
- 4496—FOOLIN' AROUND.....Buck Owens  
 Cash Box Top 50 CGW.....#40
- 4487—I WANT TO LIVE AGAIN.....Rose Maddox  
 Music Vendor Top 50 CGW.....#48
- 4508—CALCUTTA.....Four Preps  
 Billboard—"Bubbling Under Hot 100"
- 4481—IF I KNEW.....Nat King Cole  
 Cash Box—"Up and Coming Record"  
 Music Vendor—"Beat of the Week"
- 4476—I AIN'T DOWN YET.....Dinah Shore  
 Cash Box—"Up and Coming Record"  
 Music Vendor—"Beat of the Week"

**PICKED TO BE HITS**  
 ACTUAL SELECTIONS BY THE INDUSTRY'S LEADING TRADES

- 4502—JUST ONE STEP AWAY.....Hank Thompson  
 Billboard "Spotlight Winner"—"There's a lot of emotion on this one and it's all set to a neat pop-styled triplet background figure."  
 Cash Box "Bullseye"—"Thompson's got another chart goody with 'Just One Step Away' . . . handled with typical Thompson twang and warmth."
- 4508—CALCUTTA.....Four Preps  
 Billboard "Spotlight Winner"—". . . a bright vocal reading of the current instrumental hit, backed solidly by a band with a real beat."  
 Music Vendor "Hit Pick"—"Foursome harmonizes on a bouncy lyric version of the Lawrence Welk chartwinner."
- 4501—THE GREAT IMPOSTER.....Pitdown Men  
 Cash Box "Best Bet"—". . . solid rock outing on a pic theme clefped by Henry Mancini. Strong sound, watch it."

*another three  
 headed for  
 the charts!*

**CALCUTTA**  
**The Four Preps**  
**4508**

**MY FOOLISH HEART**  
**Nancy Wilson**  
**4509**

**BIG JOHN**  
**Carol & Anthony**  
**4517**



## TALENT TOPICS

• Continued from page 8

"The Ladies Man" film. Others in the film include Helen Traubel, Harry James, and the comeback of yesteryear's child songstress, Gloria Jean. . . . Connie Francis was back from Gotham to tape Jack Benny's February 9 musical spectacular ("Remember How Great"), to participate in plugging activities for her MGM film, "Where the Boys Are," and the MGM disk of the film's title tune. Also, during her week's stay here (she returned to New York at week's end), she was to confer with MGM Records' Coast Vice-President Jesse Kaye, on plans for new recordings.

Lee Zhitto.

### NASHVILLE

Little Jimmy Dickens, who has needed a smash for some months, may have one in his "Fire Ball Mail" b-w "John Henry." Jimmy records for Columbia. . . . Wilburn Brothers have had such success with their "The Big Heart-break" album they will have another album release very soon. Brothers' new single is due to ship February 1. . . . Acuff - Rose Publications is pushing new vocal group, Bob & Carol, who have just done their first stint for Warner Bros. Records. . . . Bob, of the hubby - wife team, is well known in songwriting circles.

Tennessee Ernie Ford's manager, Jim Loakes, was in town last week along with Ernie's Ford show production co-ordinator, Ken Thompson, for advance planning for a big benefit Ernie will star in at Fairgrounds Coliseum here March 3. Minnie Pearl, who will work with Ford on the show, is skedded to appear on his Hollywood-produced NBC show February 23. Others on the benefit program will include the Nashville Symphony Orchestra, Owen Bradley's band and WSM-TV's Jud Collins, who will serve as emcee.

Bradley Studio has had a heavy string of recording sessions recently. Red Foley, Bobby Helms and Sonny Hines were in for Decca dates directed by Owen Bradley. Don Law has directed Columbia sessions there for Carl Butler and Billy Walker. Jimmy Skinner recorded a Mercury session, and Rex Allen was booked into the studio for Wildcat Records. . . . RCA Victor Studio has closed shop for a couple of weeks until installation of new recording equipment is completed. Studio has a heavy schedule of sessions planned after construction is completed. . . . U. S. Army's Capt. Paul Atrochian and Col. Vernon Rice were at the RCA Victor Studio here recently. . . . Peach Records' Faye Simpson made the rounds of local publishers last week seeking material for an upcoming session. Pat Twitty.

### PITTSBURGH

The Cal Tjader Quintet will be the final attraction of Jazz Horizons Limited on March 14 at the Penn-Sheraton Hotel. Jazz Horizons had an auspicious first year, and its most recent concert January 14 at Carnegie Music Hall co-starring Nina Simone with Lambert, Hendricks and Ross was a sellout, with hundreds turned away at the box office.

Pianist Carmen Cavallaro, now appearing at John Bertera's Holiday House in his seventh date there, holds the house record at the spot, according to publicist Hugo Iacovetti. Tying him for that record are Andy Williams,

Ford and Hines and the Vagabonds. Cavallaro will appear at a luncheon next month in Washington, hosted by President and Mrs. Kennedy. Cavallaro dislosed that he has now been with Decca Records since 1940.

Nick Lomakin's combo goes back into the Penn-Sheraton Hotel in mid-February. The room, now featuring Clyde McCoy, is negotiating with McCoy to return March 13. . . . The three-day date of Sammy Davis Jr. at the Town House, February 9-11, looms as a sellout long before that date. The Town House is reported charging a \$7.50 admission plus tax for the Davis date.

Leonard Mendlowitz.

### TORONTO

Nelson Riddle will take part in a Canadian Broadcasting Corporation spectacular TV show to be produced by Norman Seadawie during February. . . . Wishart Campbell has made the rounds of the deejays, TV stations and dealers in the Toronto area to publicize his new RCA album, "A Campbell Comes Home." . . . Six weeks after the appearance of Harry Belafonte at the O'Keefe Centre, dealers report his albums are still selling a hot pace.

Connie Francis tied in with radio Station CKLW, Windsor, to assist a day-long promotion for her MGM Rec-

ords. Deal was set by Wray Rutledge while Connie made a p.a. in Detroit. A similar plan is set for Billy Vaughn when he appears in Detroit.

. . . Dion will be backed by the Beau Marks when he makes a personal appearance in Montreal next month. . . . Billy Richards is acting secretary for the Toronto Musicians' Union during the illness of Norman Harris. . . . R. Dean Taylor has been making appearances at high school dances in Petersborough, Kingston, and Kitchener for Barry Records.

Harry Allen Jr.



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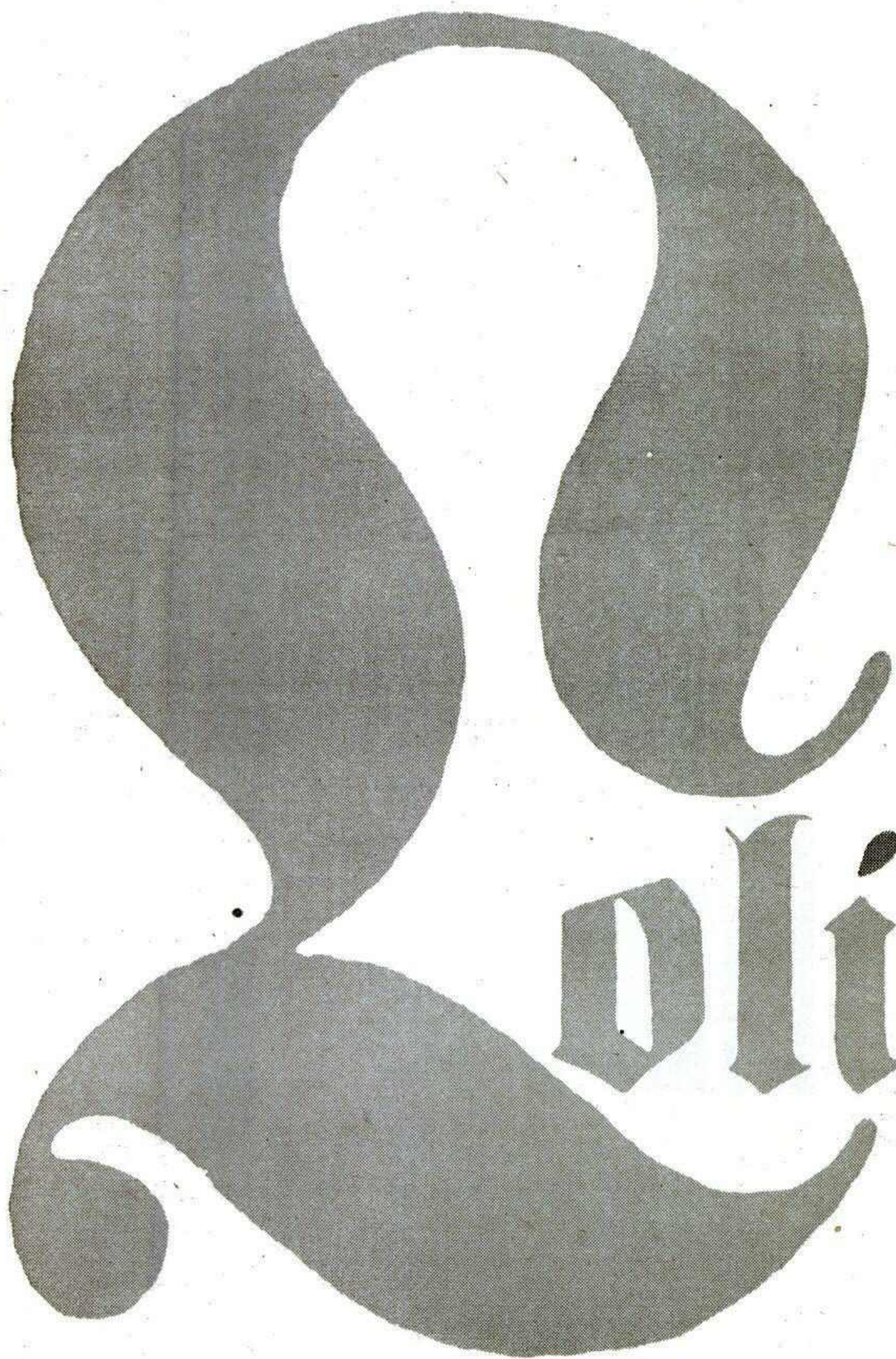
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Dual Sapphire	AM-FM (Simulcast)	Grained Mah.

Model Number	Type	Features	Price
1762	Console	Automatic Stereo	20
1764	Console	Automatic Stereo	20
WC1195	Console	Automatic Stereo	25
FC1195	Console	Automatic Stereo	10
MC1071	Console	Automatic Stereo	60
BC1071	Console	Automatic Stereo	60
WC1071	Console	Automatic Stereo	60
805	Console	Automatic Stereo	20
815	Console	Automatic Stereo	20
812	Console	Automatic Stereo	20

Company	Model Number	Portable, Table or Console	Manual or Automatic	Stereo or Mono	Power
Arvin	3000				
Arvin	8				
Arvin	8				
Boetsch					
Boetsch	0				
Capital	7				
Columbia	C-12				
Columbia	C-12				
Columbia	C-12				
Decca	DP5-F				
Decca	DP5-68				
Decca	SM5, DB				
Decca	DP5-20				
Electron	66				
Electron	64				
Electrophone & Parts	423/11				
Emerson	939				
Emerson	946				
Fanon Electronic	610				
Fanon Electronic	620				
Fanon Electronic	630				
Major Electronics	450				
Major Electronics	450TF				
Major Electronics	300				
Mitchell	6010				
Olympic	MM161				
Philco	130				

**Up to \$100**

Company	Model Number	Features
Admiral	Y4049	Portable
Arvin	90P39	Portable
Boetsch	SD654	Portable
Columbia	C-1211	Portable
Columbia	C-1215	Portable
Decca	DP-330	Console
Decca	DP-238	Portable
Edmonco	MDRT	Portable (plus disc recorder)
Electron	65	Portable
Emerson	938	Portable
Fanon	740	Portable
Fanon	750	Portable
General Electric	RP 1135	Portable
Magnavox	1-SC242	Portable
Major	550	Portable
Major	500	Portable
Major	15X	Portable
Mitchell	6023	Portable
Motorola	SF15	Portable
Olympic	RP-9	Portable
Olympic	SA185	Portable
Olympic	727	Console
Philco	1425	Portable
Phonola (Hers Conley)	1760	Portable
Steinman	409	Portable
Sylvania	45P18	Portable
Symphonia	1719	Portable
Tele-Tone	860B	Portable
Tele-Tone	9907	Portable
Tele-Tone	9908	Portable
Toshiba	1120	Console

## BILLBOARD MUSIC WEEK

RADIO-TV PROGRAMMING • RECORD-PHONOGRAPH MERCHANDISING • COIN MACHINE OPERATING  
 THE BILLBOARD PUBLISHING COMPANY • Billboard Music Week Overseas Edition—Amusement Business—Vend—High Fidelity

### Announcing BILLBOARD MUSIC WEEK'S 1961 WINTER PHONO BUYING ISSUE

Remember Billboard's Phonograph Directory, published in the September 19, 1960 issue? This annual feature is probably the record-selling phono dealer's one most valuable equipment buying guide.

And now, in 1961, Billboard Music Week's February 20 Winter Phono Buying Issue will take a detailed check of all of the new phonographs introduced by manufacturers since early fall, and package them into the same kind of...

#### A CONVENIENT UP-TO-THE-MINUTE PHONOGRAPH BUYING DIRECTORY

Like the master list, it is certain to be read...and kept...and used...for both buying and selling purposes for months and months--right into next fall, when the new 1962 directory is published.

That's real exposure--factual, practical exposure of the kind that stimulates genuine buying interest and enthusiasm!

May we suggest that you make plans now to dramatize your phonograph sales story in a strong dominating advertisement in Billboard Music Week's Winter Phono Buying Issue? The date is February 20...the ad deadline, February 15.

Sincerely,

*Dan Collins*

Dan Collins  
New York Office

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

Model Number	Type	Features	Price
42"x19"x20"			From \$369.00
56"x16"x23"			From \$330.00
80"x46½"x17"		Veneer	\$399.95
36"x24"		Hardwood	\$389.00
31½"x36"x17¼"		Mah., Map.	\$315.00
30"x27½"x19"		Mah., Cherry	\$315.00

(Continued on p. 52)

Model Number	Price
3	
4	
8	
2	
2	
4	
2	



# Dealer Co-Ops Set Trend In War With Discounts

### Plan L. A. Meeting to Build Groundworks For Buying Combine; All Dealers Invited

Continued from page 1

Judkins estimated that the record buying co-op here will save dealers up to 20 per cent on merchandise purchased through the combine. Quantity buying, made possible by combining the purchasing power of a group of retailers, "is the dealer's only hope in his present fight for survival," Judkins said.

Judkins is eager to get the co-op rolling as soon as possible so that it can take advantage of the special deals being offered by various manufacturers during the early part of the year. The co-op will seek the lowest possible price and will even transship ("We'll buy any place where the merchandise is available at a price") to give its members their greatest saving. The co-op will seek manufacturer cut-outs as well, and be in a position to buy them in quantities.

The co-op will function as follows: The dealer will leave a specified sum of money on deposit with the co-op, and will make his purchases against that amount. All purchases through the co-op will be on a cash-only basis. The combine's board will hear bids from the various suppliers and will in turn place these bids before its membership. If enough dealer members approve the bids, the bids will be accepted. Dealers still will be free to buy outside the co-op, although Judkins expects the savings made by using the combine will be so rewarding that a substantial portion of stock will be bought as a group.

The exact sum to be required for deposit and other details of the combine's operation are being left to be decided upon at the dealer meeting. When asked whether the cost of operating the co-op might not appreciably cut into the savings made by the quantity purchases, Judkins said the combine's overhead would be insignificant. All the co-op will need, he said, will be a warehouse and one salaried person to fill the orders.

Judkins estimated that the co-op's participants may number from 20 to 40 dealers from the Southern California area. Meeting date was not set at press time, but is expected to be called during the first week in February.

Judkins' push for a co-op marks a turnabout in his attitude toward buying combines. He was opposed to the formation of co-ops in the past on the basis that buying combines would violate the traditional manufacturer - distributor - dealer relationships. However, Judkins feels that for the most part these have been already destroyed with the advent of discounters, record clubs, racks, and one-stops moving into the retail field. These have chipped away at the dealer's basic market to such a degree that he must resort to group buying as his only means at meeting this competition, Judkins said.

## DEALER MAKES SPECIALTY OF SCARCE LP'S

NEW YORK — Classical record buyers who request scarce LP's, some of which are no longer in the catalog, have long been a problem to dealers. There has not been any single place to which these people could be referred, in the past. But one enterprising dealer here has become such a specialist in this field, maintaining stocks of precisely this type of record, that he is now able to provide service to other dealers.

The Classical Record Shop, of 825 Seventh Avenue, New York, can now be queried by record dealers who require specific out-of-print or scarce disks, or dealers can refer their customers to this firm directly. Naturally, premium prices are charged for items which can no longer be obtained through regular channels and are not in regular supply. The firm is operated by Julian M. Moses, well-known retailer here for nearly a quarter of a century.

### STORE-TESTED PROFIT POINTERS FOR DEALERS

## Classifieds Help Move Trade-In Phonographs

By BOB LATIMER

SAN FRANCISCO — How to turn over the accumulation of trade-in phonographs which is growing increasingly large in new stereo equipment sales?

"Use a simple classified newspaper ad, and stick to it," advises Stan Michaelsen, owner of Stanely's big stereo equipment and TV dealership here.

Long - accustomed to taking trade-ins on television, Michaelsen prepared to meet the problem with stereo almost as soon as he began handling a steadily growing volume of stereo phonograph and tape recorder sales. Like

many other dealers, Michaelsen saw stereo grow from a mildly profitable department in the store into one of the largest, in the short space of a year. For a time, he led the city in the sale of two top lines of stereo phonographs and combinations. For the first few months, there was no such thing as a trade-in involved. Now, however, with stereo an established home entertainment entity, about 50 per cent of all new stereo phonograph buyers have a trade-in to offer, and Michaelsen must watch allowances carefully to maintain a full profit on the new phonograph, and a mark-up of around 10 to 15 per cent on the trade-ins. Most trade-ins are older, lower-priced stereo sets with which the customer first entered the field, and are no longer sufficient for the owner's musical interests. All of them are perfectly salable, however, when carefully re-conditioned and checked.

Michaelsen is ready for re-ir work. His 4000-square-foot store maintains a huge service department, exceptionally well equipped from an electronic standpoint, to repair television, tape recorders, pho-

(Continued on page 54)

### Mono Phonos Sales

Continued from page 1

Factory and retail sales of stereophonic phonos, however, were still a bit off the yearly highs. The November factory sales total of 343,006 was some 49,000 off the October 1960 top of almost 392,000. On the retail level, a bit more than 263,000 stereo sets were sold, some 10,000 less than the 272,010 racked up in October.

These gains however, were not enough to change year-to-date statistics, which show that stereo sales in both areas are running ahead of 1959, and mono sales are running behind.

## DEALER INVENTORY CHARTS

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

These are the nation's best selling phonographs by manufacturer, based upon results of a month-long study using personal interviews with a representative national cross-section of record-phonograph dealers. A different price group of phonos will be 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' phono sales at each dealer, and weighted by size of dealer. Only manufacturers earning 3% or more of the total dealer points are listed below.

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

RANK	BRAND	% OF TOTAL POINTS
1	Decca	29.1
2	Columbia	15.2
3	Voice of Music (VM)	12.3
4	Webcor	10.5
5	RCA Victor	10.2
6	Capitol	8.4
	Others	14.3

(Note: Due to typographical errors which appeared in this chart last week, it is being repeated. In the January 16 issue, these figures mistakenly were attributed to phonos listing under \$30).

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

RANK	BRAND	% OF TOTAL POINTS
1	Columbia	31.7
2	Magnovox	21.0
3	Decca	12.2
4	Webcor	9.9
5	RCA Victor	8.0
6	Capitol	6.1
7	Dean	3.8
8	Fanon	3.8
	Others	3.5

### 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 (\*).

#### POP

- \*WHERE THE BOYS ARE . . . . . Connie Francis  
(Aldon, BMI) MGM 12971
- \*NO ONE . . . . . Connie Francis  
(Efsee, BMI) MGM 12971
- \*SPANISH HARLEM . . . . . Ben E. King  
(Progressive-Trio, BMI) Atco 6185
- \*FIRST TASTE OF LOVE . . . . . Ben E. King  
(Trio-Rumbalero-Progressive, BMI) Atco 6185
- \*PONY TIME . . . . . Chubby Checker  
(Alan K, BMI) Parkway 818
- \*IF I DIDN'T CARE . . . . . Platters  
(Chappell, ASCAP) Mercury 71749
- \*GOOD TIME BABY . . . . . Bobby Rydell  
(Lowe, ASCAP) Cameo 180

#### R&B

- STAND BY ME . . . . . Little Junior Parker  
(Lion, BMI) Duke 330

## Pep Talk to Electronic Mfrs. Notes Foreign Product Drive

CHICAGO—A top public relations expert told members of the electrical manufacturing industry that they're hurting from foreign competition because they "don't have the guts or the imagination to fight back with their own resources."

Lee Schooler, president of the Public Relations Board, Inc., referred frequently to radio and phonograph products as he called on American industry to use its creative resources to develop new products and services with consumer appeal. He cited the need for creative sales promotion techniques that emphasize the extra values offered by American-made products and American manufacturers.

Schooler spoke before the advertising group of the Association of Electronic Parts and Equipment Manufacturers, Inc., at the Como Inn here last Thursday (17).

Schooler compared industries that rely solely on federal aid through protective tariffs and import quotas with the only child "who has everything his own way until he starts to school and then

expects mama to keep the bullies away."

"Momism, or as I call it, 'Uncle-ism,' is necessary for some industries. Certain tariff protection is vital to American industry. But we have only to look at past years in our history to realize that over-protectiveness is fatal. 'Uncle-ism' just as momism destroys the spirit of a child."

As an example of steps industry can take, Schooler cited a six-point program preached by the American Hardware Association: 1. Continuing development of new products; 2. Consistent high quality; 3. Dependable, fast deliveries; 4. Readily available technical assistance; 5. Sales aids; 6. Customer confidence in well-known American brand names.

In a speech spiced with humor, Schooler mentioned he had bought a Japanese transistor radio because it "was a good buy," but was now having trouble and couldn't get anyone to get it fixed. "Do you have any suggestions about what I should do with it," he asked. The

(Continued on page 54)



**NEW DEALER PRODUCTS**

**Stereo With 8-Speaker Wings**



The Housewares Show in Chicago was the scene for the unveiling of a series of new phono products from the Sonic Industries of Lynbrook, N. Y. (see separate story).

Pictured is the Model 370 de luxe stereo high fidelity automatic portable record changer. The machine has a V-M stereo changer with a sound system composed of two four-speaker wings. The speakers are of the six-inch variety. There are separate volume and tone controls for each channel. This unit sells for a retail price of \$89.95, while the Model 375, which has an eight-tube radio, sells for \$99.95.

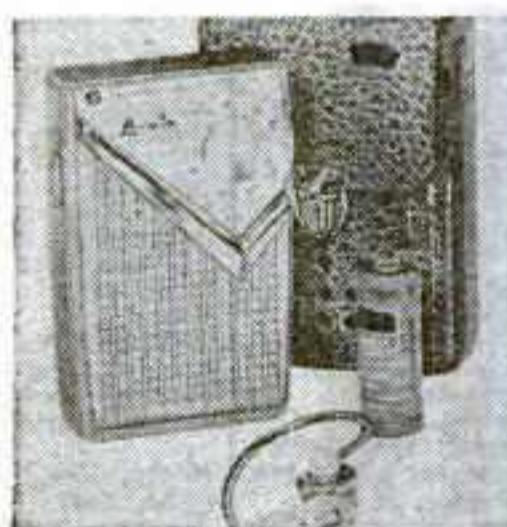
**Cabinet-Faced Stereo Console**

In addition to the portable phono line introduced by the Sonic Industries at the Chicago Housewares Show, the company has also debuted a stereo console contained in cabinet. The unit features four eight-inch speakers, a V-M changer with switch-over cartridge and sapphire needles. There are separate volume and tone controls on the piece. Both this, and the



Model 385, which contains a radio, have an open end list.

**Transistor Radio With Case**



This six-transistor portable radio is one of the units on which Arvin Industries of Columbus, Ind., has effected its price reduction. The unit, which comes with earphone, carrying case and battery, has been reduced some 37½ per cent. The new six-transistor miniature is retail priced at \$24.95 as compared to a 1960 list of \$39.95.

**Kit-Built Stereo AM-FM Tuner**

The Electronic Instrument Company (EICO) has introduced a new AM-FM tuner that is available in either kit or factory-wired form. The unit has prealigned RF and IF stages, and is prewired. The new tuner contains the firm's exclusive "Eye-tronic" tuning indicator which forms an exclamation point when the exact center of each broadcasting channel is reached. The unit, which



has been dubbed the ST96, can be used for separate FM and AM reception or FM, AM stereo reception. In kit form the unit sells for \$89.95, and in a factory-wired state, \$129.95.

**Table High Compact Console**

The General Electric Company has announced the Westport, a compact console phonograph that is made to order for consumers with limited space, but who desire stereo sound.

The table-high unit comes in two models, the Model RC 1190 without AM-FM tuner, and the Model RC 1195 with tuner. Four wood finishes are provided: mahogany, maple, walnut, and blond oak.

General Electric's Record Saver feature is incorporated cabinet which holds an LP so that it can be removed from its jacket without the fingers touching the playing surface.

The unit has a four-speed record changer and is equipped with an automatic shut-off feature. There are two eight-inch speakers spread to opposite ends of the cabinet, and two three and one-half inch speakers in front. Jacks allow for the addition of wing or satellite speakers.

**Diamond Needles Up for Display**

The Transcriber Company of Attleboro, Mass., makers of the Puli needle line, have instituted a direct mail campaign whereby each of their dealers receives a 13½-inch ruler with information about the new Puli Needle Self-Merchandising Counter Display.

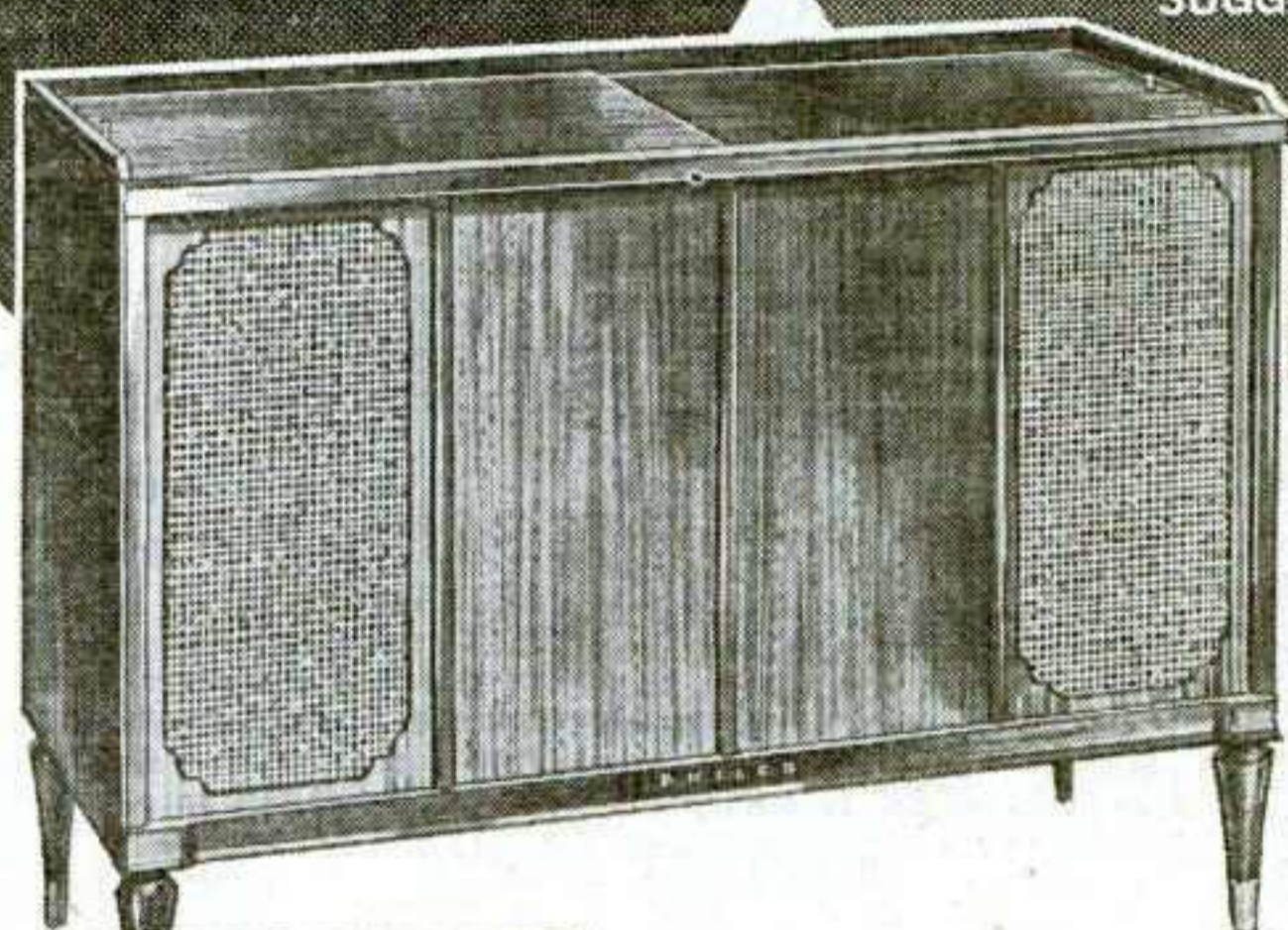
The ruler demonstrates the amount of space taken by a Puli display and which puts the needles before the public eye. The push is meant to acquaint dealers with the impulse approach of selling the line.

The new display is called the SD-54 and is composed of 20 of the firm's best-selling replacement needles. Both mono and stereo needles are included among the items. The 54-needle display is offered to dealers at a 20 per cent saving off of the normal price.

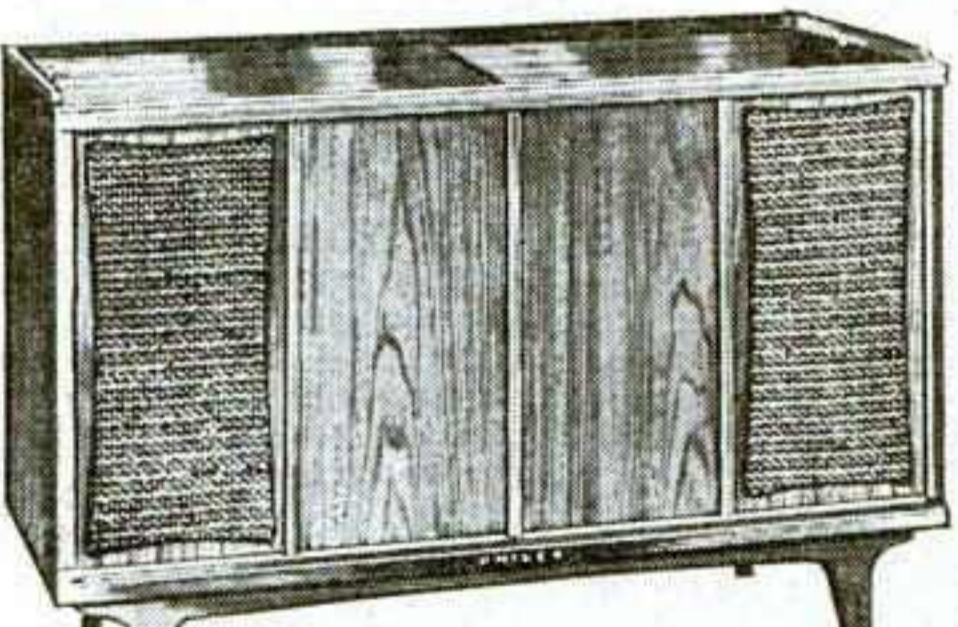
**PHILCO**  
announces  
three new  
stereophonic  
HI-FI consoles  
for spring!

**PRICED  
FOR PROFITS  
\$199<sup>95</sup>  
from**

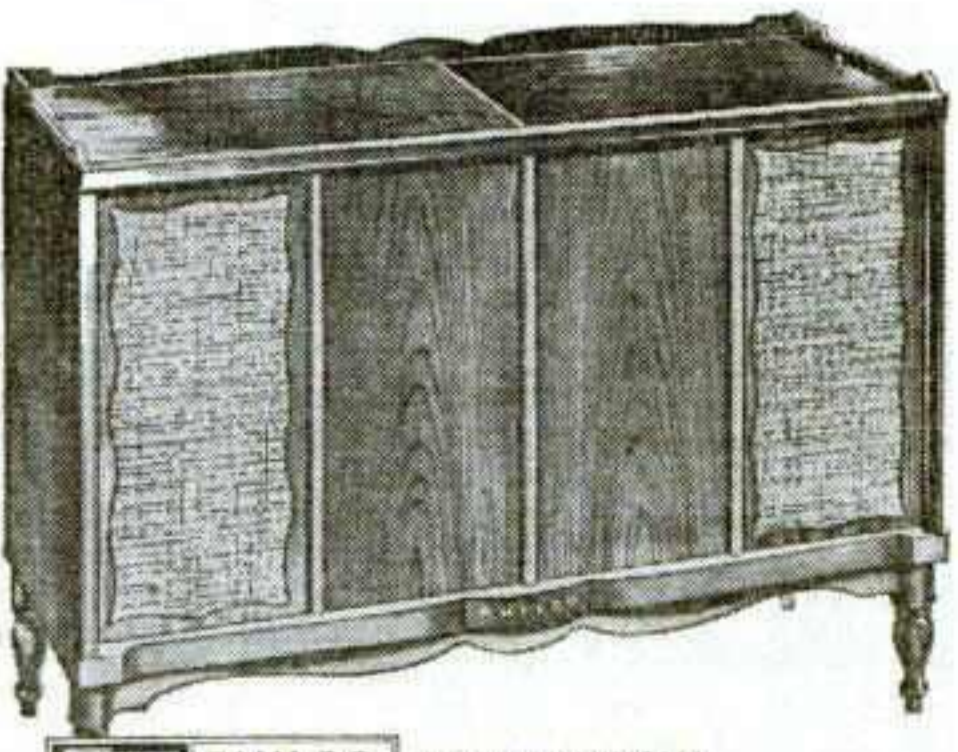
SUGGESTED LIST



PHILCO 1632 MAHOGANY



PHILCO 1632 WALNUT



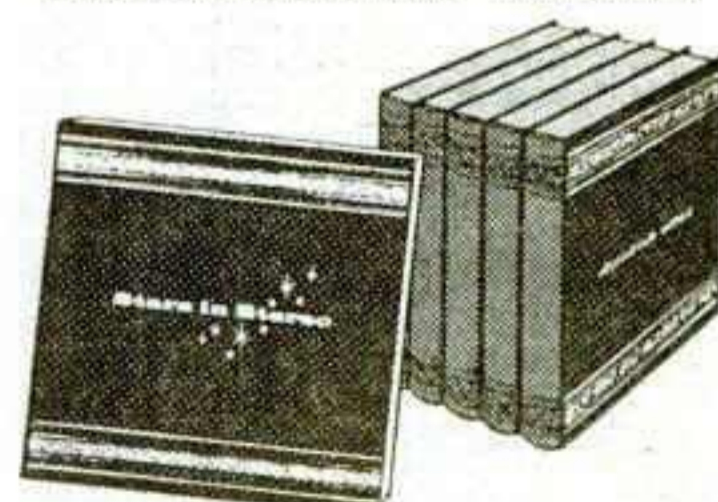
PHILCO 1632 PROVINCIAL

**AMERICA'S  
MOST POPULAR  
FURNITURE STYLES**

- All new styling!
- Sliding top design!
- Record Storage Space
- 4 Speaker Sound System
- 4 Speed Multi-Mix Automatic Changer!
- Separate Bass, Treble, Loudness, Balance controls!
- Peak Output 15 watts—Music Power Output 6 watts measured per EIA Std. RS-234

**FEATURING  
A REALLY  
HOT  
NEW  
CLOSER**

You can offer  
**FREE** WITH PURCHASE  
**STEREO RECORD ALBUMS**



**6 BEAUTIFULLY GOLD TOOLED ALBUM  
BOXES FEATURING TOP DECCA & CORAL ARTISTS**  
Exclusive! Stereo Broadway Show tunes, Classical, Western, Teen Pops and Standard 12" albums. You can offer 60 Stereo selections your customer can enjoy tonight with even the lowest price Philco Stereo Phonograph.

*"Only Philco has it!"*

**FOR MERCHANDISING IDEAS THAT PAY OFF  
YOU NEED PHILCO**

**Famous for Quality the World Over**











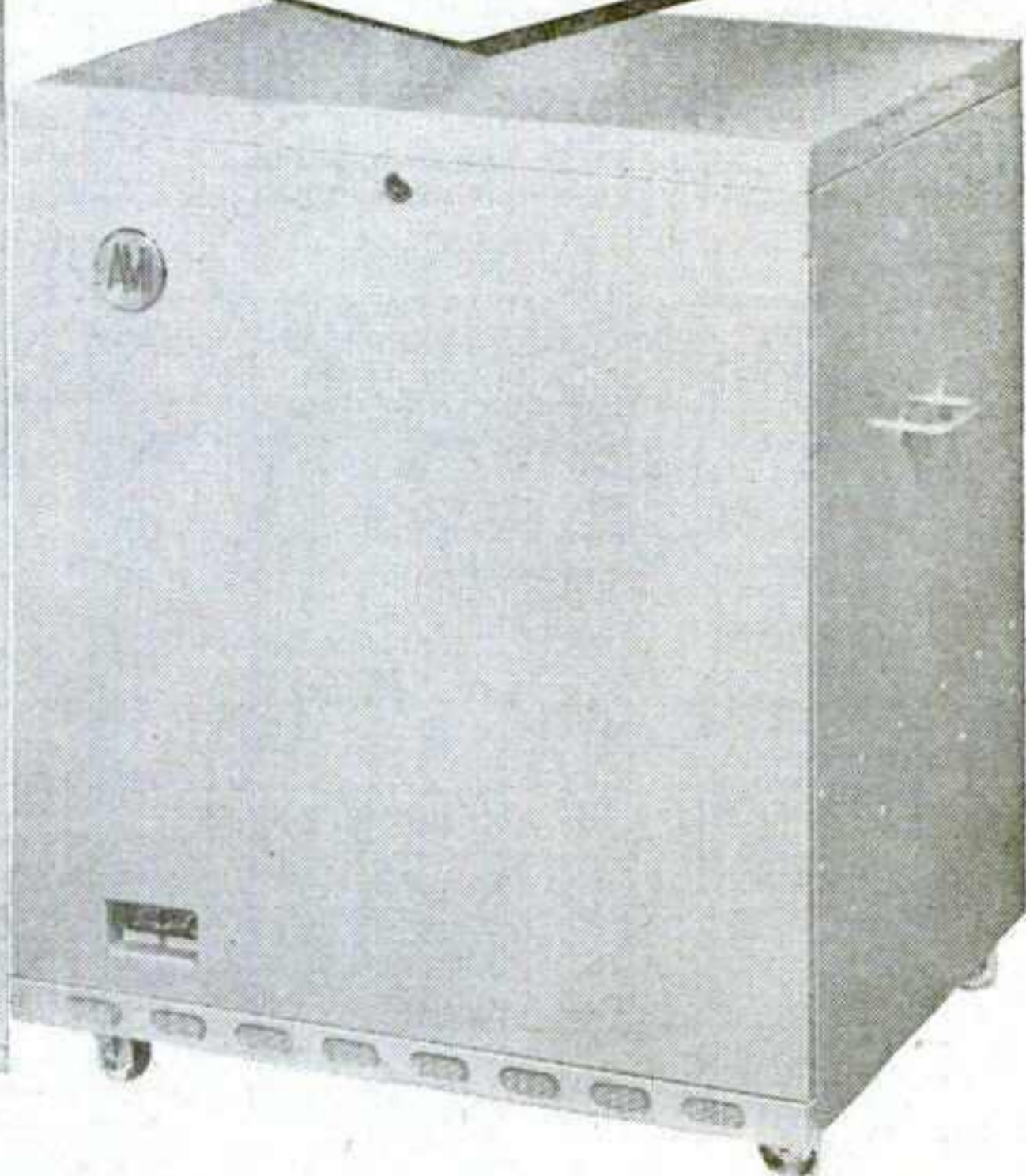


behind-the-scenes money maker

NEW, COMPACT

AMi *hideaway*

600 CUBIC INCHES SMALLER! BIGGER THAN EVER IN PERFORMANCE!



*plays 200 selections . . . takes less room than ever before*

All the profitable benefits of AMI compact design are now available in this new Hideaway. The trim cabinet is only 27 by 30 by 22 inches. Lets you fit more locations more conveniently. Provides full 200 selection play with optional stereo and 33/45 AUTOMIX turntable. The compact Hideaway is still another example of the way AMI advanced engineering helps you make more with music.

Rowe

AMi

Rowe-AMI Sales Company

5075 W. Lexington St., Chicago 44, Illinois

The Industry's Most Complete Line of Automatic Vending and Music Equipment



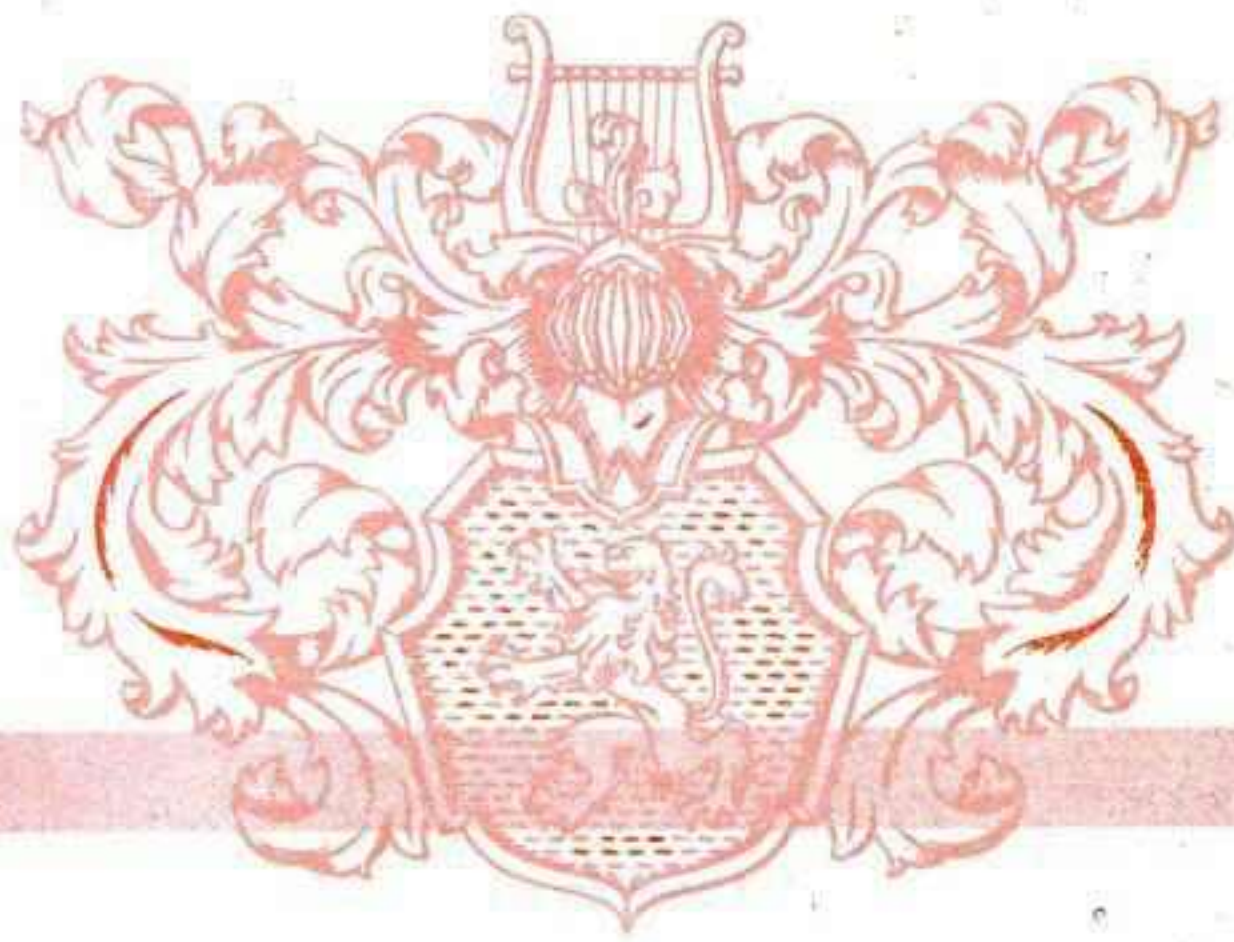
BILLBOARD MUSIC WEEK

COIN MACHINE PRICE INDEX

Listings represent used machines in average condition introduced from 1954 thru mid-1959. Price quoted on each machine represents the average of quotes to operators by franchised distributors in three geographical areas—East, West and Midwest.

Quotes are received and averaged monthly. Listings should be used only as a general guide, since machines of identical type and condition may have considerably different values in different areas.

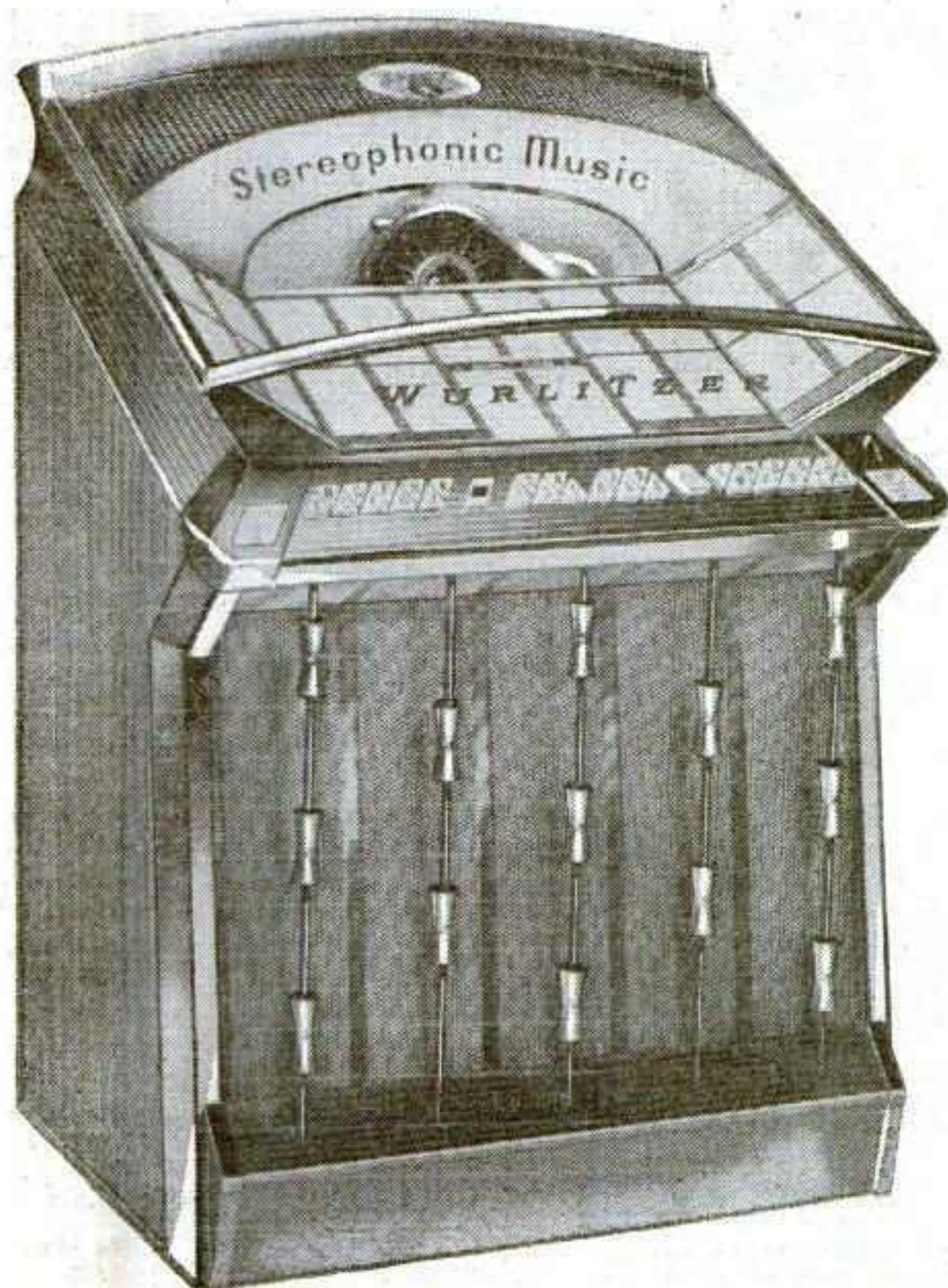
Main table containing categories: MUSIC, BOWLERS & SHUFFLES, PINBALLS, and ARCADE & NOVELTIES. Each category lists machine models and their prices.



WURLITZER  
 WURLITZER  
 WURLITZER  
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 WURLITZER

# THE ULTIMATE IN AUTOMATIC MUSIC

THIS GREATEST WURLITZER OF ALL  
 COMBINES FOUR FEATURES THAT ADD UP TO  
 THE ABSOLUTE ALL-TIME HIGH IN EARNING POWER



- NEW PLAY-PROMOTING BEAUTY**
- NEW STANDARDS IN STEREO SOUND**
- NEW OPERATING DEPENDABILITY**
- NEW COIN-COLLECTING MAGIC**

**This appeal-packed instrument has everything it takes to produce the highest earnings ever attained by a coin-operated phonograph. Put it to work for you... you'll enjoy the increased profits!**

**WURLITZER 2500**

THE WURLITZER COMPANY Est. 1858 North Tonawanda, N. Y.

















# 6 POCKET POOLS..\$150.00

14 Ft. Dowlers ..... \$165.00  
American Bank Shot (12 Ft.)..... 195.00  
Fluorescent Shuffle Board Lites. Pair. 22.50

**PURVEYOR**  
DISTRIBUTING CO.

Better Buys

4322-24 N. WESTERN AVE.  
CHICAGO, ILLINOIS  
JUNIPER 8-1814

## British Customs Men Investigate Origin of Mystery Batch of Fruits

By BINGO BEAUFORT  
LONDON — The British Customs Authorities have, in the past few days, been carrying out an intensive investigation into the origin of a considerable number of fruit machines at present in use, or in the hands of distributors and operators, in several towns in southern England. It is believed that the machines in question, which may have been offered for sale as "New Mills fruit machines,"

have Japanese origins. Japan is one of the few remaining trading areas from which equipment cannot be imported into the U. K.

Customs men have had long interviews on the subject with leading coin machine men in London and elsewhere, and it is believed that certain machines, with serial prefixes of a known sort — connected with a firm previously involved in investigations of a similar kind—have been examined by the officials, who ordered that on no account must the suspect fruits be moved or used, at least for the time being.

Meanwhile, the following advertisement has been appearing big and bold, with a picture, in British trade papers, under the banner of Las Vegas Coin, established in London by Gabe Forman to import and distribute Mills fruits, as sole concessionaires:

"Final Warning to Operators and Club Secretaries. This is the only genuine new Mills machine made at the factory in Reno, Nevada for 6d. play for the English market. Any 7-7's or 21 Bells being sold or hired as new, genuine 6d. Mills Machines are either imitations or rebuilt machines. Contact us by phone (collect) before you buy a machine offered as a new Mills."

**WANTED**  
Experienced Bingo Mechanic. Must be honest and reliable. Steady work. Write  
BOX 115, The Billboard  
188 W. Randolph Street  
Chicago, Ill.

## COMPLETELY RECONDITIONED UPRIGHTS

- Games Inc. Wildcat..... \$245
- Keeney Criss Cross Diamond.. 245
- Games Inc. Skeet Shoot..... \$125
- Games Inc. Double Shot..... 125
- Games Inc. Super Wildcat..... 395
- Keeney Little Buckaroo..... 245
- Bally Skill Score (new)..... 195
- Bally Skill Derby (fs)..... 295
- Bally Jamboree (fl. samp.)..... 495
- Auto Bell Circus Play Ball..... 115
- Auto Bell Circus Wagon Wheel..... 115
- Auto Bell Galloping Dominoes..... 125
- Auto Bell Mormald..... 145
- Auto Bell Horoscopes (fl. samp.)..... 125
- Buckley Point Maker (late model)..... 445

### MUSIC

- Rock-Ola 1432 (45 rpm)..... \$ 75
- Rock-Ola 1485, 200 sol. (new)..... 795
- Wurlitzer 2000, 200 sol. .... 345
- Wurlitzer 2200, 200 sol. .... 495
- AMI C-40 (45 rpm)..... 65
- Seeburg V-200 (conv. to VL with speed read program holder)..... 245
- Seeburg 100C (repainted)..... 245

### ARCADES

- Bally Lucky Alley, 11' & 14'..... \$375
- Bally Trophy Bowler, 14'..... 325
- Bally Strike Bowler, 14'..... 195
- Bally Jet Shuffle Bowler, 8 1/2'..... 65
- Bally Golf Champ..... 95
- Wms. Super World Series..... 45
- Bally Twin Pony (floor sample)..... 445

Rush deposit to:

*Mickey Anderson*  
**AMUSEMENT CO.**  
314 East 11th St. Erie, Pa.  
Phone Glendale 2-3207

You Can Count on the Best from **FIRST!**



Only a Few Left!  
**MERCURY GRIPPER**  
COUNTER MODEL  
8 Different Plays  
**\$33.50**  
**DELUXE FLOOR MODEL**  
13 Different Plays  
**\$79.50**



**IMPORTERS!**  
Send for Your **FREE**  
56-Page Illustrated  
**1961 CATALOG**

SEE US **FIRST**  
for the Most Complete Selection of all **NEW GAMES**

Cable: "FIRSTCOIN"—Chicago

**FIRST COIN MACHINE EXCHANGE**  
Joe Kline & Wally Finke  
1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • Dickens 2-0500

GIVE TO DAMON RUNYON CANCER FUND

## Model Distributing Hosts 150 Guests At Wurlitzer Show

PHILADELPHIA — More than 150 operators attended the week-long showing of the new Wurlitzer "2500" at the Model Distributing Company showrooms.

It marked the first time that the firm, located at 4830 North Front Street, ever held a showing, since it only recently took over the Wurlitzer distributorship in the Eastern Pennsylvania-Southern New Jersey-Delaware area.

The sales force, consisting of Sid Balin, general manager in charge of the distributing end of the firm; Bill Slawe, one of the executives; Chuck Miller and Babe Jacobson, were kept busy answering the questions of the operators.

Balin reported that what was catching the eye of most of the coinmen was the "top 10" feature whereby the machine will play the top 10, preselected records upon insertion of 50 cents and one-button push.



# GOTTLIEB'S Foto Finish

**NOW!** You Get the Best of Both...  
Player Appeal! Profit!

- Fascinating Carry-Over Feature Continues The Race From Game To Game
- Top rollovers advance horses to finish line • Bringing in all 4 horses scores special
- Center hole spotting feature advances 1, 2, 3 or 4 horses and scores 100 points
- A-B-C-D targets and rollover feature lights center hole for special and super score
- Score to Beat panel • Match feature • Coin-box with locking cover

### TOMORROW'S DESIGN TODAY!

- High, wide and handsome tapered light-box
- STAINLESS STEEL moldings provide a new and clean appearance permanently
- Sparkling plated legs and front door panel
- Hard chrome finish corner castings

*D. Gottlieb & Co.*  
1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

Now more than ever... it's Always Profitable to Operate Gottlieb Games!



New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

A Gottlieb FLIPPER SKILL GAME

# THE SEEBURG PROGRAM KEEPS YOU OUT IN FRONT!

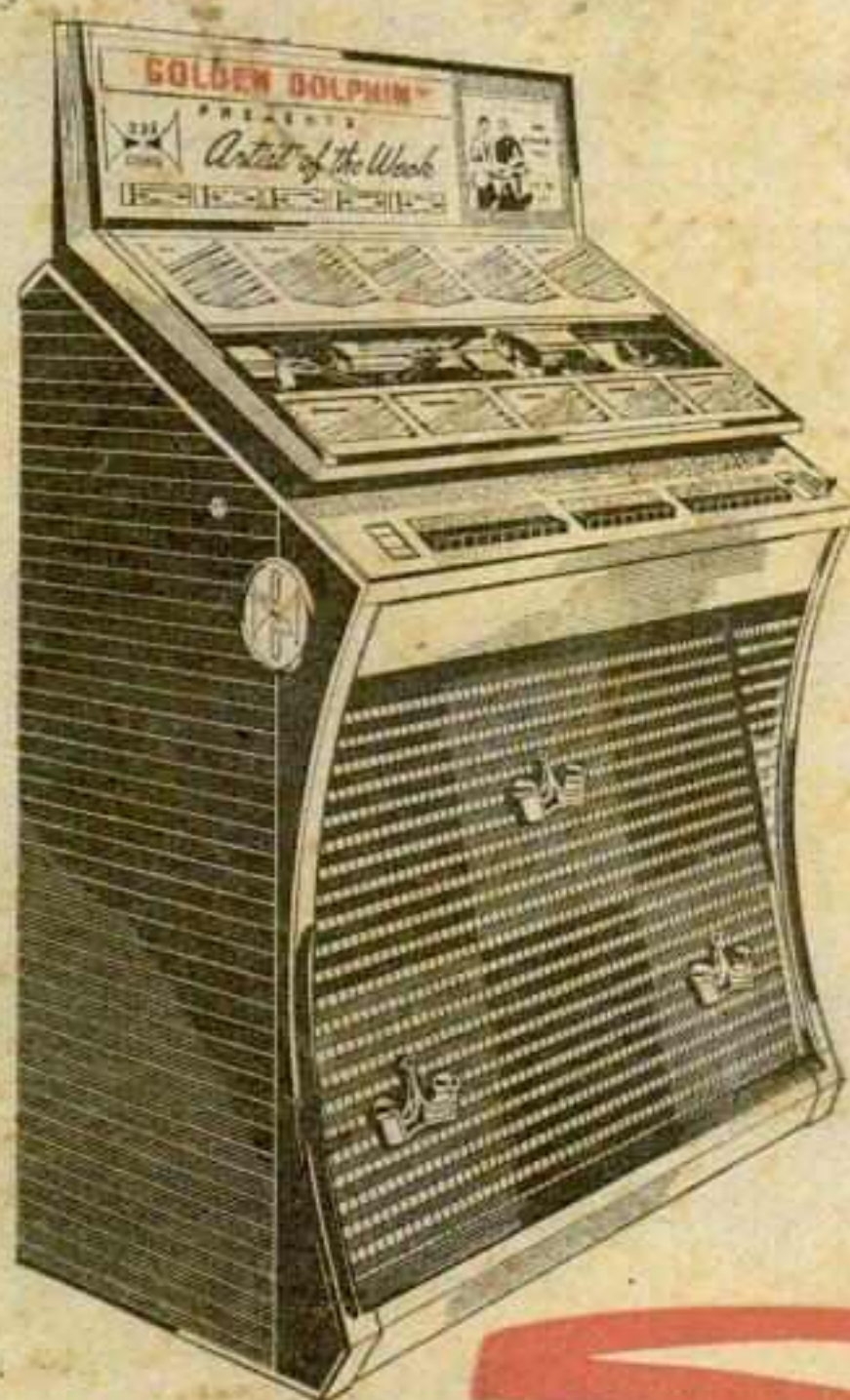
COUNT!-count  
the 7"-single  
33 $\frac{1}{3}$  labels!



...AND NOW JOINED BY  
**RCA VICTOR!**

## FACTS ABOUT THE 33 $\frac{1}{3}$ ALBUM SINGLE

- 1 Twenty-nine record manufacturers are releasing 33 $\frac{1}{3}$  stereo 7" singles from best-selling albums.
- 2 In dollar volume, 33 $\frac{1}{3}$  album records outsell singles 7 to 1.
- 3 Many of today's greatest sellers are available only as 33 $\frac{1}{3}$  album singles.
- 4 Only Seeburg is factory-built to intermix 45's and 33 $\frac{1}{3}$ 's.
- 5 Only Seeburg gives you full automatic intermix with no extra gadgets, no center-hole plugs, no conversion kits.
- 6 ARTIST OF THE WEEK, a Seeburg exclusive, brings to the coin phonograph, for the first time, the record industry's top salesman—the full-color album cover.



\*Famous Golden Dolphin, Akron, Ohio

THE SEEBURG SALES CORPORATION  
CHICAGO 22

# SEEBURG

## the ARTIST OF THE WEEK

PHONOGRAPH THAT'S PERSONALIZED FOR YOUR LOCATIONS

WEEK OF JANUARY 23

TEN-SELECTION 33 $\frac{1}{3}$  STEREO ALBUM RECORD PACKAGES

**CANNONBALL ADDERLEY**

RECORDED LIVE  
AT THE  
JAZZ WORKSHOP  
(RIVERSIDE)

**JACKIE GLEASON**

LAZY,  
LIVELY  
LOVE  
(CAPITOL)

**CHET BAKER**

WITH 50  
ITALIAN  
STRINGS  
(JAZZLAND)