

BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS

BILLBOARD
MUSIC WEEK
PAGE ONE RECORD

SINGLES

★ NATIONAL BREAKOUTS

No Breakouts This Week

★ REGIONAL BREAKOUTS

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

- TENNESSEE**
Jan and Dean, Liberty 55454 (Wonder-Achlen, BMI) (Los Angeles)
- SING**
Jackie Wilson, Brunswick 55225 (Merrimac, BMI) (Philadelphia)
- WOLVERTON MOUNTAIN**
Claude King, Columbia 42352 (Painted Desert, BMI) (Los Angeles)
- CONEY ISLAND BABY**
Excellents, Blast 205 (Patricia, BMI) (New York)
- DRUM STOMP**
Sandy Nelson, Imperial 5829 (Travis, BMI) (Seattle)
- DANCIN' THE STRAND**
Maureen Gray, Landa 689 (Ponderosa, BMI) (Philadelphia)
- WEST OF THE WALL**
Toni Fisher, Big Top 3097 (Music Productions, ASCAP) (New York)
- ARRIVEDERCI ROMA**
Eddie Fisher, ABC-Paramount 10326 (Connolly, ASCAP) (Los Angeles)
- COLINDA**
Rod Bernard, Hall-Way 1902 (Big Bopper, BMI) (Baltimore)
- YOU'LL LOSE A GOOD THING**
Barbara Lynn, Jamla 1220 (David-Crazy Cajun-Jamie, BMI) (Philadelphia)
- SPANISH HARLEM**
Santo and Johnny, Canadian-American 137 (Progressive-Trio, BMI) (Buffalo)
- WORK OUT (PART I)**
Ricky Dee and the Embars, Newtown 5001 (Sunset, BMI) (Pittsburgh)
- AFTER THE LIGHTS GO DOWN LOW**
George Maharis, Epic 9504 (Harvard, BMI) (Baltimore)
- SWINGIN' GENTLY**
Earl Grant, Decca 25560 (Maraville, BMI) (Philadelphia)
- AIR TRAVEL**
Ray and Bob, Ledo 1150 (Eureka, BMI) (Baltimore)
- I DONE GOT OVER IT**
Irma Thomas, Minit 642 (Minit, BMI) (New Orleans)
- TURN AROUND, LOOK AT ME**
Lettermen, Capitol 4746 (American, BMI) (Miami)
- DREAM MYSELF A SWEETHEART**
Clarence Henry, Argo 5414 (Sunflower-East, ASCAP) (New Orleans)
- JUST ONE MORE CHANCE**
Debbie Woods, Epic 9489 (Famous, ASCAP) (Hartford)

NEW ON THE HOT 100

72. WHERE ARE YOU . . .
Dinah Washington, Roulette 4424
74. SHARING YOU . . .
Bobby Vee, Liberty 55451
76. SNAP YOUR FINGERS . . .
Joe Henderson, Todd 1072
82. DOCTOR FEEL GOOD . . .
Dr. Feelgood and the Internes, Okeh 7144
84. THEME FROM BEN CASEY . . .
Valjean, Carlton 573
85. WHEN I GET THROUGH WITH YOU . . .
Patsy Cline, Decca 31377
86. WOMAN IS A MAN'S BEST FRIEND . . .
Teddy and the Twilighters, Swan 4102
88. SCOTCH AND SODA . . .
Kingston Trio, Capitol 4740
89. HERE COMES THAT FEELING . . .
Brenda Lee, Decca 31379
93. JANE JANE JANE . . .
Kingston Trio, Capitol 4740
95. QUANDO QUANDO QUANDO . . .
Pat Boone, Dot 16349
96. TWISTIN' WHITE SILVER SANDS . . .
Bill Black's Combo, Hi 2052
97. BRISTOL TWISTIN' ANNIE . . .
Dovells, Parkway 838
98. THAT HAPPY FEELING . . .
Bert Kaempfert, Decca 31388
99. JOHN BIRCH SOCIETY . . .
Chad Mitchell Trio, Kapp 457
100. AL DI LA' . . .
Emilio Pericoli, Warner Bros. 5259

ALBUMS

★ NATIONAL BREAKOUTS

MONO

ORIGINAL MOTION PICTURE HIT THEMES,
Various Artists, United Artists UAL 3197

STEREO

MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, Ray Charles, ABC-Paramount ABCS 410
THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCHESTRA, Eugene Ormandy Conducting, Columbia PH5 1

★ NEW ACTION LP'S

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

MONO

- TWISTIN' THE NIGHT AWAY** . . .
Sam Cooke, RCA Victor LPM 2555
- TWISTIN' 'N' TWANGIN'** . . .
Duane Eddy, RCA Victor LPM 2525
- CHAPEL BY THE SEA** . . .
Billy Vaughn, Dot DLP 3424
- DUET** . . .
Doris Day-Andre Previn, Columbia CL 1752
- I CAN GET IT FOR YOU WHOLESALE** . . .
Original Cast, Columbia KOL 5780
- ETTA JAMES** . . .
Argo LP 4013
- LOVE LETTERS** . . .
Ketty Lester, Era DL 108
- EXPERIMENT IN TERROR** . . .
Henry Mancini, RCA Victor LPM 2442
- GEORGE MAHARIS SINGS!** . . .
Epic, LN 24001
- YOUNG WORLD** . . .
Lawrence Welk, Dot DLP 3428
- WALK ON THE WILD SIDE** . . .
Elmer Bernstein, Choro A-4
- BACK AT THE PEPPERMINT LOUNGE**
TWISTIN' WITH JOEY DEE & THE STARLITERS . . .
Roulette R 25173
- SOPHISTICATED APPROACH** . . .
Stan Kenton, Capitol T 1674
- EL CID** . . .
Sound Track, MGM E 3977
- FLOYD CRAMER GETS ORGAN-IZED** . . .
RCA Victor LPM 2488

STEREO

- YOUNG WORLD** . . .
Lawrence Welk, Dot DLP 25428
- AFRIKAAN BEAT & OTHER FAVORITES** . . .
Bert Kaempfert, Decca DL 74273
- WALK ON THE WILD SIDE** . . .
Elmer Bernstein, Choro AS-4
- THE MIDNIGHT SPECIAL** . . .
Harry Belafonte, RCA Victor LSP 2449
- ORIGINAL MOTION PICTURE HIT THEMES** . . .
Various Artists, United Artists UAS 3197

NEW ON THE TOP LP'S

MONO

100. ORIGINAL MOTION PICTURE HIT THEMES . . .
Various Artists, United Artists UAL 3197
130. THE VENTURES TWIST PARTY, Vol. II . . .
Dotlon BLP 2014
133. HEY! BABY & 11 OTHER SONGS ABOUT YOUR BABY . . .
Bruce Channel, Smash MGS 27008
137. "TUFF" SAX . . .
Ace Cannon, Hi HL 12007
147. BEYOND THE REEF . . .
Earl Grant, Decca DL 4231

(Continued on page 8)

New Charles Single Leads Sales Climb

Singles business built steadily in many major markets of the country last week, sparked by the sales of the new Ray Charles smash, "I Can't Stop Loving You." Out only three weeks, the disk was reportedly over the 300,000 mark, and according to deejays it was selling in all markets, pop, r.&b. and country. The side is No. 21 on the "Hot 100" in its third week on the chart. Feeling among dealers was that Charles' current single was one of the hottest records released in almost a year, and was equal in sales action to some of the early Presley disks. Charles also was sizzling on the album front with his LP of "New Sounds in Country and Western Music."

Single record breakouts came back strongly last week, with 19 new disks scoring solidly in eight markets. These markets, Los Angeles, Philadelphia, New York, Seattle, Buffalo, Pittsburgh, Baltimore, New Orleans and Miami, were among the best in the country for singles sales. Four records broke in Philadelphia, three in Los Angeles and Baltimore, and two in New York and New Orleans.

Atlanta Goes Ray All the Way

ATLANTA—The new Ray Charles single of "I Can't Stop Loving You" is so hot in this city that "people who don't even own record players are buying it," according to Gwen Kestler of Southland Distributors. The hot sales of the Charles disk were corroborated by dealers checked here, who said it was one of the biggest records to come along in the past year. The Southland lass also said that they had sold over 40,000 of the Charles single since it was first issued, a figure that is exceptional for any hit in this market.

The Atlanta area, which has not yet been hit too hard with discounting, has had something to talk about on this level due to Ed Rhodes' disk shop. Store has been running once-a-week full-page ads telling about discounts on specific labels. Last week it was Angel, and the story is that the next discount ad will cover all lines.

Other news from Atlanta was the report that a new rack jobbing operation was due to open in this town shortly. It is to be run by a vet record man who has been handling his own distrib operation in Florida. It was also of interest that a number of record men had opened their own promotion set-ups in this city. One was Hoss Allen, former deejay, now an indie promotion man here; another was Sonny Woods another former deejay, now handling promotion for Peacock and Duke in this city. Joe Galkin opened his own promotion set-up here over a year ago.

LP, 45 Pull New Orleans Traffic

NEW ORLEANS—Dealers were happy with business here last week, especially single sales. The biggest hypo for singles was the new Ray Charles record of "I Can't Stop Loving You," which has taken off like a shot all through this city. The Charles single and the album of "Modern Sounds in Country and Western Music" (from which the single was taken), were both classified as traffic builders by local dealers.

Two new discount stores were readying openings here shortly. One was a new store being opened by Al Young of Modern Record Service. His new store, called Brand X Discount Company, will open on Veteran's Highway this month. It will have a large record department with disks at "competitive prices" according to Young, which means at about a 25 per cent discount. Young services many drug and supermarkets here as well as the Grant chain.

The Joe Norban chain, which already operates one store here, is prepping its second store at Gretana on the expressway near the city. Norban, a subsidiary of the Lynn stores chain out of New York, also is reported to be considering opening a third and fourth store here during the next year. Norban is a general merchandise store with a large record department. Its singles, which are a rack operation, are purchased here and a large amount of its LP's are bought in New York.

N. Y. Mets Blank Out Hit Disks

NEW YORK—Business picked up a bit in the New York area this past week, with the biggest upsurge on the singles level. LP's were moving well in the large department stores and discount stores, but at slashed prices that were a source of concern to many of the smaller dealers.

Dealers and distributors on the local scene noted the in-

(Continued on page 8)

150 Best Selling MONAURAL LP's

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

Table listing 150 monaural LPs with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart. Includes titles like 'WEST SIDE STORY', 'BREAKFAST AT TIFFANY'S', and 'BLUE HAWAII'.

Table listing 150 monaural LPs with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart. Includes titles like 'DRUMS ARE MY BEAT', 'SOUTH PACIFIC', and 'SINCERELY BRENDA LEE'.

Table listing 150 monaural LPs with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart. Includes titles like 'STRANGER ON THE SHORE', 'EXODUS', and 'BELAFONTE AT CARNEGIE HALL'.

50 Best Selling STEREO LP's

Table listing 50 stereo LPs with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart. Includes titles like 'WEST SIDE STORY', 'BREAKFAST AT TIFFANY'S', and 'BLUE HAWAII'.

TELL THE MAN FROM MERCURY

Fill Blocks With Letters From The Alphabet

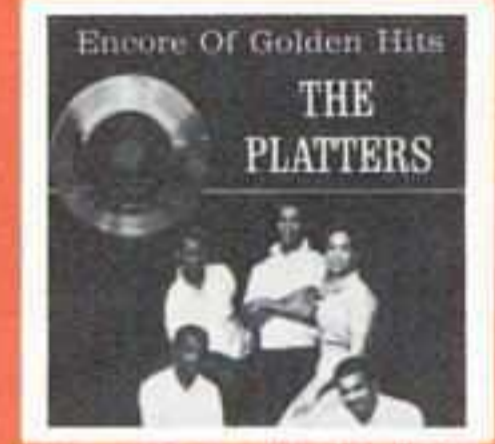
FILL IN LETTERS

9th Letter In Alphabet	23rd Letter In Alphabet	1st Letter	14th Letter	20th Letter
25th Letter In Alphabet	15th Letter	21st Letter	18th Letter	4th Letter In Alphabet
				5th Letter
				1st Letter
				12th Letter

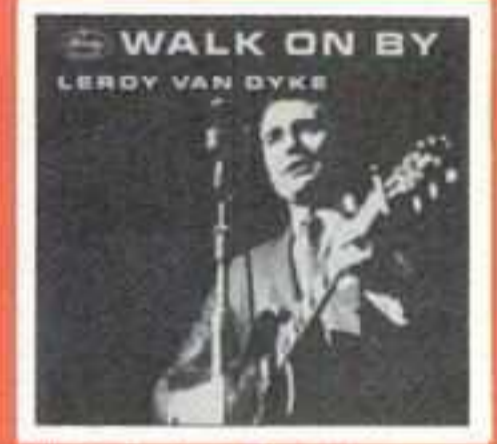
you want chart winners



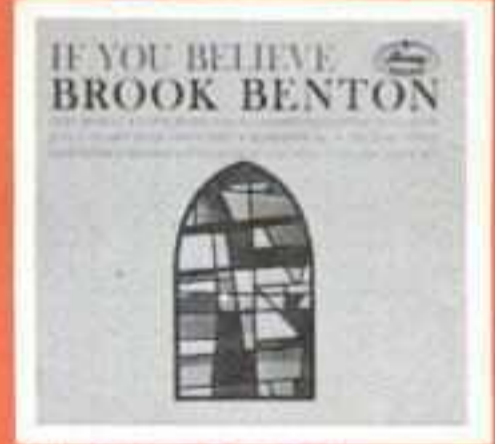
Mike Nichols & Elaine May Examine Doctors SR 60680/MG 20680



Encore of Golden Hits—The Platters SR 60243/MG 20243



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



If You Believe—Brook Benton SR 60619/MG 20619

the new and hot selling



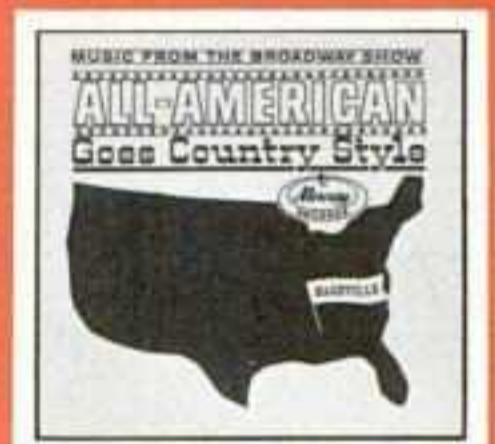
Lover Please—Clyde McPhatter SR 60711/MG 20711



Twist With Cugat—Xavier Cugat And His Orchestra SR 60705/MG 20705



Dixie Twist—Mike Simpson And His Raunch Hands SR 60697/MG 20697



All America Goes Country Style—Various Artists SR 60707/MG 20707

the proven fast movers



Jose Melis Plays His TV Favorites SR 60683/MG 20683



Go On Home—Patti Page SR 60689/MG 20689



The Brilliant Sounds of Pianos And Percussion—Caesar Giovanni PPS 6026/PPS 2026



Let's Dance To The Movie Themes—David Carroll And His Orchestra SR 60688/MG 20688



Erroll Garner Plays Misty SR 60662/MG 20662



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



Have the Man From Mercury Supply You With All The Details





"THE NATION'S BEST SELLING RECORDS"

BEST SELLING SINGLES

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16364	Theme From The Brothers Grimm Baby Elephant Walk	LAWRENCE WELK
<input type="checkbox"/> 16360	Queen Of The Senior Prom I Found The Only Girl For Me	THE MILLS BROS.
<input type="checkbox"/> 16359	Continental Melody/Born To Be With You	BILLY VAUGHN
<input type="checkbox"/> 16357	Where Have You Been/Soldiers Of Love	ARTHUR ALEXANDER
<input type="checkbox"/> 16355	I Can't Stop Loving You/Born To Lose	TAB HUNTER

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16351	Where Is The Boy Tonight/On The Wagon	THE CHARMAINES
<input type="checkbox"/> 16349	Willing And Eager/Quando, Quando, Quando	PAT BOONE
<input type="checkbox"/> 16348	Tribute To A Dog/Life Gits Tee-Jus, Don't It?	WALTER BRENNAN
<input type="checkbox"/> 16336	Runaway	LAWRENCE WELK
<input type="checkbox"/> 16333	Cinderella	JACK ROSS
<input type="checkbox"/> 16329	Chapel By The Sea	BILLY VAUGHN
<input type="checkbox"/> 16309	You Better Move On	ARTHUR ALEXANDER

BEST SELLING ALBUMS

MONO	STEREO	ARTIST
<input type="checkbox"/> 110	<input type="checkbox"/> 110S	THE MAN WITH THE BANJO • Eddie Peabody
<input type="checkbox"/> 1001		SWEET MUSIC AND MEMORIES • Billy Vaughn
<input type="checkbox"/> 3016	<input type="checkbox"/> 25016	THE GOLDEN INSTRUMENTALS • Billy Vaughn
<input type="checkbox"/> 3054D	<input type="checkbox"/> 25054D	THE TEN COMMANDMENTS • Sound Track
<input type="checkbox"/> 3057	<input type="checkbox"/> 25057	LURE OF THE ISLANDS • Hal Aloma
<input type="checkbox"/> 3064	<input type="checkbox"/> 25064	MELODIES IN GOLD • Billy Vaughn
<input type="checkbox"/> 3068	<input type="checkbox"/> 25068	HYMNS WE LOVE • Pat Boone
<input type="checkbox"/> 3071	<input type="checkbox"/> 25071	PAT'S GREAT HITS • Pat Boone
<input type="checkbox"/> 3086	<input type="checkbox"/> 25086	MUSIC FOR THE GOLDEN HOURS • Billy Vaughn
<input type="checkbox"/> 3098		GALE'S GREAT HITS • Gale Storm
<input type="checkbox"/> 3100	<input type="checkbox"/> 25100	SAIL ALONG SILV'RY MOON • Billy Vaughn
<input type="checkbox"/> 3118	<input type="checkbox"/> 25118	STAR DUST • Pat Boone
<input type="checkbox"/> 3119	<input type="checkbox"/> 25119	BILLY VAUGHN PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3122	<input type="checkbox"/> 25122	JOHNNY MADDOX PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3140	<input type="checkbox"/> 25140	LA PALOMA • Billy Vaughn
<input type="checkbox"/> 3155	<input type="checkbox"/> 25155	WHEN YOU'RE SMILING • Eddie Peabody
<input type="checkbox"/> 3157	<input type="checkbox"/> 25157	THE MILLS BROS. GREAT HITS
<input type="checkbox"/> 3164	<input type="checkbox"/> 25164	MR. MUSIC MAKER • Lawrence Welk
<input type="checkbox"/> 3165	<input type="checkbox"/> 25165	BLUE HAWAII • Billy Vaughn
<input type="checkbox"/> 3199	<input type="checkbox"/> 25199	SIDE BY SIDE • Pat And Shirley Boone
<input type="checkbox"/> 3201	<input type="checkbox"/> 25201	GOLDEN HITS • Billy Vaughn
<input type="checkbox"/> 3205	<input type="checkbox"/> 25205	GOLDEN SAXOPHONES • Billy Vaughn
<input type="checkbox"/> 3208	<input type="checkbox"/> 25208	LET ME CALL YOU SWEETHEART • The Mills Bros.
<input type="checkbox"/> 3210	<input type="checkbox"/> 25210	LOUIS AND KEELY! • Louis Prima, Keely Smith
<input type="checkbox"/> 3241	<input type="checkbox"/> 25241	BE MY LOVE • Keely Smith
<input type="checkbox"/> 3249	<input type="checkbox"/> 25249	RAGTIME PIANO GAL • Jo Ann Castle
<input type="checkbox"/> 3250		BEST-LOVED CATHOLIC HYMNS • Lennon Sisters
<input type="checkbox"/> 3251	<input type="checkbox"/> 25251	SONG OF THE ISLANDS • Lawrence Welk
<input type="checkbox"/> 3270	<input type="checkbox"/> 25270	MOONGLOW • Pat Boone
<input type="checkbox"/> 3275	<input type="checkbox"/> 25275	LINGER AWHILE • Billy Vaughn
<input type="checkbox"/> 3276	<input type="checkbox"/> 25276	THEME FROM A SUMMER PLACE • Billy Vaughn
<input type="checkbox"/> 3280	<input type="checkbox"/> 25280	GOLDEN WALTZES • Billy Vaughn
<input type="checkbox"/> 3284	<input type="checkbox"/> 25284	TO MOTHER • Lawrence Welk
<input type="checkbox"/> 3288	<input type="checkbox"/> 25288	GREAT GOLDEN HITS • Billy Vaughn
<input type="checkbox"/> 3289	<input type="checkbox"/> 25289	CRAZY OTTO PIANO • Johnny Maddox
<input type="checkbox"/> 3292	<input type="checkbox"/> 25292	THE LENNON SISTERS SING 12 GREAT HITS
<input type="checkbox"/> 3295	<input type="checkbox"/> 25295	AM I THAT EASY TO FORGET • Debbie Reynolds

MONO	STEREO	ARTIST
<input type="checkbox"/> 3308	<input type="checkbox"/> 25308	THE MILLS BROS. GREAT HITS, VOL. 2
<input type="checkbox"/> 3309	<input type="checkbox"/> 25309	DUTCHMAN'S GOLD • Walter Brennan
<input type="checkbox"/> 3314	<input type="checkbox"/> 25314	MORE MILLION SELLERS • Johnny Maddox
<input type="checkbox"/> 3315	<input type="checkbox"/> 25315	ACCORDION CONCERT • Myron Floren
<input type="checkbox"/> 3317	<input type="checkbox"/> 25317	LAWRENCE IN DIXIELAND • Lawrence Welk
<input type="checkbox"/> 3322	<input type="checkbox"/> 25322	LOOK FOR A STAR • Billy Vaughn
<input type="checkbox"/> 3321	<input type="checkbox"/> 25321	THE WORLD'S GREATEST PIANO ROLLS • Johnny Maddox
<input type="checkbox"/> 3338	<input type="checkbox"/> 25338	YELLOW BIRD • The Mills Bros.
<input type="checkbox"/> 3349	<input type="checkbox"/> 25349	THEME FROM THE SUNDOWNERS • Billy Vaughn
<input type="checkbox"/> 3350	<input type="checkbox"/> 25350	LAST DATE • Lawrence Welk
<input type="checkbox"/> 3352	<input type="checkbox"/> 25352	WONDERLAND BY NIGHT • Louis Prima
<input type="checkbox"/> 3359	<input type="checkbox"/> 25359	CALCUTTA • Lawrence Welk
<input type="checkbox"/> 3363	<input type="checkbox"/> 25363	SAN ANTONIO ROSE • The Mills Bros.
<input type="checkbox"/> 3366	<input type="checkbox"/> 25366	WHEELS & ORANGE BLOSSOM SPECIAL • Billy Vaughn
<input type="checkbox"/> 3368	<input type="checkbox"/> 25368	GREAT HAWAIIAN HITS • The Mills Bros.
<input type="checkbox"/> 3374	<input type="checkbox"/> 25374	GREAT HITS IN BOOGIE WOOGIE • Jack Fina
<input type="checkbox"/> 3384	<input type="checkbox"/> 25384	MOODY RIVER • Pat Boone
<input type="checkbox"/> 3389	<input type="checkbox"/> 25389	YELLOW BIRD • Lawrence Welk
<input type="checkbox"/> 3396	<input type="checkbox"/> 25396	BERLIN MELODY • Billy Vaughn
<input type="checkbox"/> 3398	<input type="checkbox"/> 25398	SAD MOVIES • The Lennon Sisters
<input type="checkbox"/> 3399	<input type="checkbox"/> 25399	I'LL SEE YOU IN MY DREAMS • Pat Boone
<input type="checkbox"/> 3406	<input type="checkbox"/> 25406	THE ANDREWS SISTERS' GREATEST HITS
<input type="checkbox"/> 3409	<input type="checkbox"/> 25409	GREATEST STRING BAND HITS • Billy Vaughn
<input type="checkbox"/> 3410	<input type="checkbox"/> 25410	DOIN' THE TWIST • Louis Prima
<input type="checkbox"/> 3412	<input type="checkbox"/> 25412	MOON RIVER • Lawrence Welk
<input type="checkbox"/> 3415	<input type="checkbox"/> 25415	BECAUSE YOU'RE MINE • Keely Smith
<input type="checkbox"/> 3417	<input type="checkbox"/> 25417	CAN'T HELP FALLING IN LOVE • The Lennon Sisters
<input type="checkbox"/> 3422	<input type="checkbox"/> 25422	TWISTIN' TWELVE GREAT HITS • George Cates
<input type="checkbox"/> 3423	<input type="checkbox"/> 25423	TWIST WITH KEELY SMITH
<input type="checkbox"/> 3424	<input type="checkbox"/> 25424	CHAPEL BY THE SEA • Billy Vaughn
<input type="checkbox"/> 3425		MILLION \$ MUSIC • Various Artists
<input type="checkbox"/> 3428	<input type="checkbox"/> 25428	YOUNG WORLD • Lawrence Welk
<input type="checkbox"/> 3429		CINDERELLA • Jack Ross
<input type="checkbox"/> 3431	<input type="checkbox"/> 25431	VAUGHN MONROE—HIS GREATEST HITS
<input type="checkbox"/> 3433	<input type="checkbox"/> 25433	12 GREAT HITS IN RAGTIME • Jo Ann Castle
<input type="checkbox"/> 3434	<input type="checkbox"/> 25434	YOU BETTER MOVE ON • Arthur Alexander
<input type="checkbox"/> 9011	<input type="checkbox"/> 29011	STATE FAIR • Sound Track

ALL TIME HIT SINGLES

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 15486	The Green Door/The Little Man In Chinatown	JIM LOWE
<input type="checkbox"/> 15550	Dark Moon /Big Mike	BONNIE GUITAR
<input type="checkbox"/> 15805	You Cheated/That's The Way It's Gonna Be	THE SHIELDS
<input type="checkbox"/> 15841	San Antonio Rose/Long Gone	JOHNNY MADDOX
<input type="checkbox"/> 15911	Does Your Chewing Gum Lose Its Flavor Aunt Rhody	LONNIE DONEGAN
<input type="checkbox"/> 15956	Bei Mir Bist Du Schon/I Don't Know Why	L. PRIMA & K. SMITH
<input type="checkbox"/> 15968	Deck of Cards/Now You Know How It Feels	WINK MARTINDALE
<input type="checkbox"/> 15985	Am I That Easy To Forget/Ask Me To Go Steady	DEBBIE REYNOLDS
<input type="checkbox"/> 16022	Trying/P.S. I Love You	THE HILLTOPPERS
<input type="checkbox"/> 16023	Cocanut Grove/In The Mood	JOHNNY MADDOX
<input type="checkbox"/> 16024	Love Walked In/From The Vine Came The Grape	THE HILLTOPPERS
<input type="checkbox"/> 16025	Till Then/Only You (And You Alone)	THE HILLTOPPERS
<input type="checkbox"/> 16026	Melody Of Love/Sail Along Silv'ry Moon	BILLY VAUGHN
<input type="checkbox"/> 16027	Hearts Of Stone/Seventeen	FONTANE SISTERS
<input type="checkbox"/> 16028	Ain't That A Shame/I'll Be Home	PAT BOONE
<input type="checkbox"/> 16029	The Crazy Otto/Eight Beat Boogie	JOHNNY MADDOX
<input type="checkbox"/> 16030	The Shifting Whispering Sands/Part 1 and 2	BILLY VAUGHN
<input type="checkbox"/> 16031	I Hear You Knocking/Ivory Tower	GALE STORM
<input type="checkbox"/> 16032	Dark Moon/Memories Are Made Of This	GALE STORM
<input type="checkbox"/> 16033	I Almost Lost My Mind/Friendly Persuasion (Thee I Love)	PAT BOONE

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16034	Don't Forbid Me/April Love	PAT BOONE
<input type="checkbox"/> 16035	Love Letters In The Sand/A Wonderful Time Up There	PAT BOONE
<input type="checkbox"/> 16036	Young Love/Ninety-Nine Ways	TAB HUNTER
<input type="checkbox"/> 16037	Paper Doll/Glow Worm	MILLS BROTHERS
<input type="checkbox"/> 16038	Near You/Beg Your Pardon	FRANCIS CRAIG
<input type="checkbox"/> 16066	Back To The Farm/Dutchman's Gold	WALTER BRENNAN
<input type="checkbox"/> 16145	Last Date/Remember Lolita	LAWRENCE WELK
<input type="checkbox"/> 16151	Wonderland By Night/Ol' Man Mose	LOUIS PRIMA
<input type="checkbox"/> 16161	Calcutta/My Grandfather's Clock	LAWRENCE WELK
<input type="checkbox"/> 16174	Wheels/Orange Blossom Special	BILLY VAUGHN
<input type="checkbox"/> 16209	Moody River/A Thousand Years	PAT BOONE
<input type="checkbox"/> 16220	Blue Tomorrow/Red Wing	BILLY VAUGHN
<input type="checkbox"/> 16222	Yellow Bird/Cruising Down The River	LAWRENCE WELK
<input type="checkbox"/> 16236	Whispering Bells/Come Go With Me	THE DELL-VIKINGS
<input type="checkbox"/> 16255	Sad Movies (Make Me Cry)/I Don't Know Why	LENNON SISTERS
<input type="checkbox"/> 16262	Berlin Melody/Come September	BILLY VAUGHN
<input type="checkbox"/> 16299	Auctioneer/I Fell In Love With A Pony-Tail	LEROY VAN DYKE
<input type="checkbox"/> 16309	You Better Move On A Shot Of Rhythm And Blues	ARTHUR ALEXANDER
<input type="checkbox"/> 16312	I'll See You In My Dreams/Pictures In The Fire	PAT BOONE
<input type="checkbox"/> 16329	Chapel By The Sea/One Love, One Heartache	BILLY VAUGHN

BEST SELLING EP'S

DEP	ARTIST
<input type="checkbox"/> 1021	MELODIES OF LOVE (Vol. 1) • Billy Vaughn
<input type="checkbox"/> 1022	MELODIES OF LOVE (Vol. 2) • Billy Vaughn
<input type="checkbox"/> 1026	JOHNNY MADDOX PLAYS CRAZY OTTO
<input type="checkbox"/> 1056	A CLOSER WALK WITH THEE • Pat Boone
<input type="checkbox"/> 1060	THE SHIFTING WHISPERING SANDS • Billy Vaughn
<input type="checkbox"/> 1066	FOUR BY BILLY VAUGHN
<input type="checkbox"/> 1068	THE LORD'S PRAYER • Pat Boone

DEP	ARTIST
<input type="checkbox"/> 1072	SAIL ALONG SILV'RY MOON • Billy Vaughn
<input type="checkbox"/> 1074	GALE'S GREAT HITS • Gale Storm
<input type="checkbox"/> 1078	BLUE HAWAII • Billy Vaughn
<input type="checkbox"/> 1083	PAT'S GREAT HITS • Pat Boone
<input type="checkbox"/> 1087	THE MILLS BROS. GREAT HITS
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Distributors Move to Take Over ARMADA; Disk Speed Battle Voice Need for Own Trade Organization Spins On at MOA

Key Leader Asks National Support

By BOB ROLONTZ

NEW YORK — A determined movement, led by a flock of influential distributor members of ARMADA, is now taking place among distributors in the organization that could lead to a fundamental change in ARMADA come the June convention in Florida. Basically, these members want ARMADA to be controlled by the distributors. If this is not possible, they may pull out of ARMADA and set up an organization of their own.

The movement is being led by one of the largest and most respected distributor members of ARMADA. He has the backing of key distributors in the East, South, Midwest and on the West Coast. This distributor recently sent out a letter outlining his position to ARMADA distributor members throughout the country, asking them to support his proposal for the formation of a distributor-run association. This proposal will be made at the forthcoming ARMADA convention.

Speaks as Distributor

In his letter, which was written as an individual distributor, and not as an ARMADA officer, he touches on the many problems distributors are facing right now—rack competition, price-cutting, special deals, etc.—subjects which have been the bane of distributors' lives for the past two or three years. He noted that distributors must have a strong organization of their own to get the attention they deserve.

ARMADA has been, up to now, an equal association of distributors and manufacturers. The large indie firms and a number of smaller ones, are among the manufacturer members and it is believed that 90 per cent of all important independent distributors are members. Those distributors involved in the drive for their own association do not feel it is imperative to withdraw from ARMADA to obtain their goals. They believe their alternatives are:

1. Have distributors take over all key posts in ARMADA, and

OPS HAND OUT 'MOE' AWARDS

CHICAGO—Decca Records, Jimmy Dean and Connie Francis were recipients of the annual "MOE" awards, presented here Tuesday (8) by the Music Operators of America at a banquet at the Morrison Hotel.

The MOA, in the wind-up proceeding of its annual convention, named Decca Records the most popular diskery in the view of the operators. Jimmy Dean's "Big Bad John" was named best record of the year, while Connie Francis was given the accolade as best juke box artist of the year. (Full coverage of the MOA convention can be found in this week's Coin Machine section.)

make manufacturers associate members rather than equal members. 2. Set up separate ARMADA's, one for distributors and one for manufacturers. However, failing either of the above, these distributors then will consider setting up their own organization.

Art Talmadge Aware

Art Talmadge, head of United Artists Records, and president of ARMADA for the past two years, told BMW that he was aware that some distributor members did want to set up their own association. He pointed out that many distributors were disturbed about the failure of the National Association of Rack Merchandisers (NARM) to have a distributor panel at their recent Miami convention to present their views on rack merchandisers. But he noted that ARMADA was going ahead with plans for its forthcoming Miami convention, and that all of the business meets set up by manufacturers, such as Atlantic, Vee Jay, United Artists, etc., were solidly booked. He also said that all members had a right to present their views at the convention.

Distributor spokesmen say that their problems and manufacturer problems differ widely. They feel, many of them, rightly or wrongly, that a large number of their prob-

(Continued on page 30)

Move Hits Industry At Critical Period

NEW YORK—The desire on the part of many distributor members of ARMADA to turn the organization into a distributor-run association is happening during the most critical period of the record merchandising revolution. This revolution, which has been taking place over the past decade, has now affected distributors more and more over the past few years, and as of today many distributors are deeply concerned about their position in the new and streamlined record business.

A little over a decade ago, the line of supply for records went from manufacturer to distributor to dealer. Manufacturers sold to distributors at 50 and 10, and distributors in turn sold to dealers at 38 per cent off list. There were house accounts sold direct by manufacturers, and few other wholesalers of records, except for occasional jobbers who serviced religious book stores or merchandise stores with disks.

Sub-Distributors Move In

Since then sub-distributors have taken over some of the distributor's duties. One-stop handle most juke box operator disk sales. Rack jobbers now service racks in all sorts of locations from drugstores to chain stores, to department stores and supermarket. Distributors sell to these sub-distributors at a functional discount that average about 10 per cent.

As the discounting of records has increased, and general merchandise stores and variety stores have used records at slashed prices as traffic builders, many other types of record wholesalers have moved into the business. Transshipping has become an established practice—the shipment of record merchandise, at lower than usual prices, from one market into another. The overproduction of records has added to the price problem, for much slow selling merchandise is often sold cost or below to distress merchandisers, who in turn sell it to retailers.

Distributors claim that manufacturers are responsible for much of the chaos that exists in the disk business today. They aver that there are some manufacturers who sell direct to racks, bypassing the distributors. They say that some manufacturers will sell larger orders direct to discount stores and

(Continued on page 30)

CHICAGO—A potentially explosive record company-juke box operator panel at Music Operators of America's convention here last week settled down into a battle over speeds.

Operators and diskery officials agreed a single speed would be desirable but from here the two went separate ways.

Operators argued that since only a percentage of their machines played 33 and 45 r.p.m. disks intermixed (the rest play only 45's), the record companies should put everything out at the 45 r.p.m. speed.

Not that Simple

Diskery officials, on the other hand, pointed out it wasn't that simple. Record companies were faced with the problem of rebuilding the singles market which currently accounts for only about 20 per cent of the industry's total volume.

They feel they can boost the adult market for singles by recording them at the same speed as albums (which account for the in-

dustry's other 80 per cent of sales). This way the two can be played intermixed on home phonographs.

From this point on, the arguments went around and around, sounding somewhat like a broken record (no matter what the speed).

Those Participating

Participating were Jack Loetz, Columbia national sales manager, representing the diskeries; Tom Sams, Rowe-AC Services (AMI) phonograph sales manager, representing the juke box industry; and BMW editor Aaron Sternfield and Ren Grevatt, moderating.

Some 150 or more operators were in attendance and at times questions from the floor contributed to making the event one of the most colorful of the three-day conclave.

Sternfield started things off noting that operators complained singles weren't suited to their needs, and that there was a shortage of stereo singles. "Why should an industry that buys 50 per cent of

(Continued on page 47)

Disk Firms Pay SORD Lawyers Fees in Withdrawal of Club Case

HOLLYWOOD—Capitol, Columbia, and RCA Victor agreed to pay \$15,000 toward attorneys' fees incurred by the Society of Record Dealers in its three-year litigation against the disk firms. The payment was of an agreement under which SORD called off its action against the record companies (BMW, May 12).

In return for this, the plaintiffs (V. H. Andersen and SORD) released the defendants from any claims it had lodged against them in the original complaint.

The labels agreed to make this contribution to SORD's legal fees, but insisted that the dealer group stipulate that the money will be used solely for the purpose of paying attorneys.

The agreement also stated: "SORD shall make no representation, through any of its officers, employees, or members of its board of directors to the membership of SORD or to anyone else for publication, or otherwise, that any payment made in settlement of this case constitutes the payment of damages or any claim for relief asserted by the complaint."

The agreement also said that SORD will not "finance, contribute to, or assist in the preparation, conduct or trial of any private action against any of the defendants, or any of their associated, parent or subsidiary companies in this or any other jurisdiction involving charges and allocations regarding the type of practices in the complaint in this case.

CY LESLIE BEEF

Bill Amendment Would Hit Low-Price Record Firms

NEW YORK—A section of the proposed amendment to the copyright law dealing with section 101(e) (the compulsory licensing provisions of the existing law) has

been vigorously attacked by Cy Leslie, president of Pickwick International, producer of various price lines of disks, including 99-cent LP's.

In a letter to Congressman Emanuel Celler, chairman of the House committee now studying the proposed measure, Leslie declared that the banishment of the compulsory licensing provision could result in destroying many companies producing low-price disk lines.

(Continued on page 30)

FCC Nixes AM Bids, Says Try FM

WASHINGTON—The freeze is on for new AM radio stations, and disappointed applicants last week were advised to look into the FM band. The Federal Communications Commission announced that a "partial freeze" on new AM applications is necessary during a period of reappraisal for the service.

The move could result in the biggest boost yet for FM stereo broadcasting and records used in programming. Commission spokesmen said that revision of FM broadcast rules is nearly complete, and they invited prospective AM licensees to consider the "great possibilities, both day and night, offered in the FM band."

Dissenting Commissioner Hyde bluntly termed the freeze "essentially a substantive policy decision," which ought to be the subject of public rule-making before decision.

The Commission announcement said that exceptions to the AM

freeze will be made only in cases of applicants for unserved areas and for certain applications for increased power.

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COL. SUBSIDIS VIA EMI IN GB

LONDON—Columbia Records concluded an agreement with EMI of England for the release of the firm's Epic and Okeh product in Great Britain and certain other areas. (For further details see the British column on the International News Reports page.)

Testimony Reveals Varying Counterfeit Proposal Views

All Agree on Need for Legislation, But Opinions Are Divided on Penal Penalties & Copyright Revisions

WASHINGTON — There was mixed reaction to the Celler Bill to make record counterfeiting a criminal offense, and to provide more damage recovery under the Copyright Law, during hearings last week by the House Copyright Subcommittee. Spokesmen for the record industry, music publishers, and government, agreed in principal that the \$20 million-a-year drain on the record business through bootlegging should be stopped, but the mixture of a criminal code penalty, plus revision of Copyright Law in the same bill proved unpalatable.

Industry testimony made dramatic charges about present-day counterfeiting. It was alleged that big chains such as Sears and Woolworth are prime customers for bootlegged records, which are often being sold by the bootleggers in massive lots of 10,000 to 20,000 records per customer. Record counterfeiting is now being carried on all over the country. Racketeers frequently put up the funds, and counterfeiting is moving strongly into the album field.

Penalties Inadequate

All witnesses, including William Cahn, assistant district attorney of Nassau County, New York, of the famous "Big Mike" crackdown, admit that State laws are inadequate to deal with the counterfeiting. Fines under State and federal Copyright Law are so mild as to amount to "license fees" to the pirates.

Fine points were agreed on the copyright and trade-mark aspects of the bill, but in broad terms, the record industry spokesman generally pushed hard for the first half of the Celler Bill. This half puts counterfeiting under the criminal code and includes givers and takers of the fake records. The publisher interests pushed for revision of the Copyright Law to allow full damage recovery for record infringements.

Would Tag It a Felony

The Copyright Office wants no criminal code involvement if possible, and prefers to amend the copyright act to allow damage recovery, and permit the counterfeiting a "felony" tag under the act. This would result in high fines and jail sentences rather than the lower "misdemeanor" classification in the present law.

Also, Registrar of Copyrights Arthur Kaminstein said that the "special legislation" penalizing unauthorized use of a master record has the effect of giving the owner a perpetual copyright. The Justice Department agrees with this and

opposes the monopoly aspect. Justice also favors specifying that the forged label referred to in the bill, is a record label, as distinct from registered trade-marks in general. (Trade-mark infringement is not a felony and involves only civil action.)

The Subcommittee members, and particularly Rep. Roland Libonati (D., Ill.), acting chairman in the absence of Representative Willis, were leary of getting into the "sensitive area" of copyright, with the revision in process, and the many phases of international copyright and "neighboring rights" to be considered. They appeared to lean toward leaving out the copyright revision half of the bill, and settling for an anti-counterfeiting bill that would make it a felony under the U. S. code in the simplest terms. Representative Libonati suggested the possibility of treating the whole matter as label infringement under special trade-mark legislation.

Take Their Stands

In brief here are the stands taken by principal witnesses: Art Talmadge, president of ARMADA, and of United Artists Records, together with counsel Sigmund Steinberg, favored criminal code legislation. They opposed trying to snare counterfeiting under extended copyright damages. Talmadge also opposed a suggestion by Copyright Office head Abraham Kaminstein to put new teeth in the Copyright Law, because he feared "unwitting" infringements or "alleged" infringements, when a record company might be accused of copying a phrase or two and would be made liable to criminal prosecution. Also, Talmadge and Stein-

berg opposed "piecemeal copyright revision."

Glenn E. Wallich, president of RIAA and president of Capitol Records, favored the first half of the Celler Bill invoking the criminal code for counterfeiting records. Sam Clark, president of ABC-Paramount Records, wanted about the same thing. Sidney Diamond, for London Records, also strongly supported the criminal penalties in the bill, but could not see that the copyright damage extension would help manufacturers very much.

Broadcasters' Opinion

For the broadcasters, Douglas Anello, counsel for National Association of Broadcasters, agreed only with the section of the bill to prosecute on the basis of forged labels. He feared that broadcasters who tape records for automatic tape programming might be prosecuted if the penalty for "unauthorized recordings" of the master record stays in the bill as written. Anello suggested that the bill covers only unauthorized recording "with intent to resell." He also opposes any piecemeal copyright revision.

Julian T. Abeles, speaking for the Music Publishers' Protective Association, was strong for extending the damage provision for record counterfeiting, instead of the Copyright Laws' meager mechanical royalties recovery. He cared little about the criminal prosecution angle of the bill.

Abeles was almost as scathing toward the big chain stores all over the country, which sell dubious record products, as he was toward the counterfeiters. He said any law against the counterfeiting which does not include those who sell bootlegged records is useless.

Few Record Companies Represented At Music Operators Assn. Convention

By REN GREVATT

CHICAGO — Record industry participation in the annual Music Operators of America convention here last week virtually touched bottom. An expected resurgence of interest and particularly, exhibit activity, following the little supported 1961 Miami Beach, Fla., MOA conclave, failed to materialize. This fact, coupled with a disappointing operator attendance and the continued absence of three major coin phono manufacturers from exhibitor ranks, was enough to touch off a flurry of questions among those attending as to the future status of the event.

What was once regarded as a leading annual record industry meeting place and forum was supported this year by only five disk firms of major status—Capitol, Columbia, Decca, Dot and MGM. Two other companies, Vassar, being financed by a leading New York State juke distributor, and Jay Jay, a Windy City firm, were also here with exhibits. Of all these, however, only Capitol and Columbia troubled to bring in first-line forces of home office sales personnel.

One-Stop Takeover

Gone, too, were the well-remembered ranks of indie record distributors who in former years usually played a colorful part in MOA proceedings. A major cause of this defection, in the view of

traders on the scene, was the virtual elimination of the distributor as a factor in sales to operators.

But some attendees were openly critical of distributors who've deserted the scene. "Maybe if the record distributors would take the trouble to come here and try to do some effective selling and lobbying with these guys, they'd get more of the business," said one trader.

Some here recalled a remark made to the operators two years ago at the same locale and occasion by Columbia Records vice-president, Bill Gallagher. At the time,

DEFER SENTENCE OF NEWARK DISK COUNTERFEITER

NEWARK, N. J. — Sidney Mittleman, of Record-Pak, pleaded guilty to charges of disk counterfeiting in Superior Court of New Jersey here Thursday (10).

Sentence was deferred, but since it is a misdemeanor, the heaviest penalty he could draw would be a year and a day. Mittleman was indicted June, 1962 (as the result of an ARMADA-instigated raid) twice, each indictment carrying two counts. Charge was counterfeiting of Swan and Cameo Records.

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9 Accused Counterfeiters Plead Guilty in New York

NEW YORK—Nine members of two separate rings—under indictment for more than a year on charges of disk counterfeiting—entered guilty pleas last week. The pleas of one group were heard in Nassau County Court in nearby Mineola, N. Y., while the second group appeared in Kings County Court, Brooklyn.

In the Brooklyn action, the indictments were returned in March 1961. The five pleading guilty were: Gaetano Vastola, Frank Lerner and Lawrence Martire, all of Brooklyn; Charles Polhemus, Utica, N. Y., and Sidney Mittleman, Chester, N. Y. Charges against Nicholas Del Negro, a sixth member of the group, were dismissed on a motion by Assistant District Attorney Max Markowitz.

This group had been under a lengthy investigation, climaxed when several members were trapped at Newark Airport receiving counterfeit LP's of Johnny Mathis and Frank Sinatra, which had been shipped from a pressing plant in Utica. Sentencing date will be set after the completion of probation reports.

The second group had been charged with producing 20,000 counterfeit copies of the hit stereo LP, "Persuasive Percussion," in late 1960 and early 1961. The men were taken into custody in a colorfully staged raid on a room in the Hotel Plaza, New York. This capped a two-month undercover investigation headed by Inspector John Lada. Lada had gained the confidence of the counterfeiters and was known to them simply as "Big Mike." "Big Mike" set up the scene at the Plaza.

Those entering guilty pleas this week included Norman Berman, Riverdale; Milton Rabuse, Little

Neck, Queens; Harold Zaitel, Forest Hills, Queens, and Henry Arak, Brooklyn. All were continued in bail until sentencing, June 26.

Another alleged member of the ring, Richard L. Engel of East Orange, N. J., who claims to be an ordained minister and head of Bibletone Records, already has pleaded innocent and is now awaiting trial.

Paxton Buys Out M. Cane, To Keep Label

Top Artist Adam Wade Will Join Columbia

NEW YORK — George Paxton and Marvin Cane, who have comprised a successful publishing-disking combine for several years, dissolved their partnership last week. In a related development, Adam Wade, who has been a top artist on the Coed label, operated by the two partners, was signed to a five-year disk pact with guarantees by Columbia Records. Cane sold his stock in Winneton Music (BMI) and the Coed label to Paxton, while Paxton sold his interest in Capax management firm, which has an exclusive management pact with Wade. Cane will continue to manage Wade and will open a publishing firm in new offices to be selected shortly.

Paxton, meanwhile, expects to continue the Coed label and will add new talent to both the label and his Winneton, George Paxton and Whiting Music (ASCAP) firms. Writers currently pacted include Frank Reardon, Ernest Scheikert, Sandy Baron and Fred Weismantel. A major push is planned by Paxton for juvenile musical comedy singer, Joe Bellomo, recently signed to Coed.

Culture Fund Set For Final Drive

WASHINGTON—In spite of a discouragingly slow start, the National Cultural Center for the Performing Arts seems to be headed for a spurt toward the home stretch—a goal of some \$30,000,000. Gifts and donations have reached a total of nearly \$1.4 million to date, according to Roger L. Stevens, chairman of the board of trustees of the Center. Most recent donations in this area were one of \$50,000 from Mrs. Robert Brookings, whose husband heads the famous Brookings Institution here, and \$25,000 from Mrs. George A. Garrett, a trustee of the Center.

Biggest expectations hinge on the nationwide November 15 dinners and closed-circuit theater benefits. Washington is humming with plans for \$100-a-plate dinners to be held as part of the telecast gala here, under the guidance of Mrs. Arthur Gardner, wife of the former ambassador to Cuba.

President and Mrs. Kennedy will appear on the Center's telecast, which is called "The American Pageant of the Arts." AFL-CIO President George Meany is one of the recent appointees to the board of trustees and has pledged the support of labor. The Cultural Center program "will encourage artistic talent in every State, in every town," said Meany, "by offering it the goal of a national showcase in our nation's capital."

Cap Inks Coleman; 1st Album on Way

HOLLYWOOD — Pianist-composer Cy Coleman has inked a long-term disk pact with Capitol Records, Alan Livingston, Capitol vice-president, announced last week. First album by Coleman, "Broadway Pianorama," is now being cut in New York by executive producer Andy Wisewell for July release.

In addition to his piano playing, Coleman is an established composer. Working with Caroline Leigh, he collaborated on the song, "Witchcraft," and on the score for the Lucille Ball Broadway hit of last season, "Wildcat." Currently, the duo is writing the score for "Little Me," upcoming Feur and Martin musical.

BEHIND RCA VICTOR SURGE

Bob Yorke's Success Stamp: Limitation, Selection, Hustle

By SAM CHASE

NEW YORK—The revitalization of RCA Victor records during the past two years is exemplified by its strong chart showing both in singles and LP's, such as is in evidence in this issue of *BMW*. In LP's, the label has 21 of the 150 mono listings and nine of the 50 stereo albums on the Top LP chart, plus 4 of the 15 mono and one of the five stereo listings in the New Action LP's category of Page One Records. In the singles field, RCA Victor has eight of the disks in this week's "Hot 100" and "Bubbling" charts.

This success is widely attributed to a man who turned away from a philosophy which still seems to dominate the practice of many companies: throw enough product at the wall and some of it may stick. Victor's ultimate rejection of this approach dates from the time about two years ago when Bob Yorke left his post as manager of West Coast operations for the label and arrived in New York to become division vice-president, commercial records creation de-

Liberty Acquires Land for Future

HOLLYWOOD—Liberty Records last week purchased an additional 24,000 square feet of property adjacent to its Sunset Boulevard headquarters for \$245,000 to assure itself of elbow room for future expansion. It has no plans for the immediate utilization of this land which will continue to be occupied by the Automobile Club of Southern California. Liberty now owns a full block of Sunset Boulevard frontage, with the exception of a 50-foot strip dividing the auto club and the label. The record firm is negotiating to acquire that land as well.

Several years ago, Liberty bought its present site from Gene Autry (Flying A Productions) for \$240,000, and a home adjacent to the rear of the property for \$25,000 to give it a total of 30,000 square feet. With last week's acquisition, the label now owns 54,000 square feet of land.

During the past year, Sunset Boulevard has been attracting new construction, with buildings running to the 20 and 30-floor height. It can be expected that at some time in the not distant future Avnet Electronics (Liberty's new owner) will erect a building to house both Avnet and Liberty as well as provide space for outside tenants.

Last week's purchase was made in the form of a bid in Probate Court which topped other contenders for the property.

Hold Services For Mrs. Kaye

HOLLYWOOD—Services were held here last week for Mrs. Lillian Kaye, the wife of MGM Records Coast vice-president, Jesse Kaye. She was killed in an automobile collision with a truck Tuesday (7), the day before the Kayes were to celebrate their 26th wedding anniversary. She was 51 years old.

Mrs. Kaye was the former Lillian Shade, a top-billed vocalist and vaude performer of the '30's who frequently appeared as a headliner at New York's Palace Theater. Survivors, in addition to her husband, include three sisters and two brothers.

partment, for the RCA Victor Record Division. In this capacity the company's a.&r. men, classical as well as pop, report to him.

The fundamental tenet of Yorke's policy is concentration of effort behind a limited and carefully selected number of artists and re-

Auction Assets Of Good 1-Stop

Receipts From Sale Go To Satisfy Creditors

NEW YORK—The assets of Good One-Stop, Inc., have been sold at public auction here. The sale was conducted by Underwriters Salvage Company following an earlier filing of an involuntary bankruptcy petition. The debtors had consented to adjudication by a referee of disposition among creditors of the funds realized by the sale.

The Good One-Stop firm was founded on the remains of the Goody Annex, Inc., a retail outlet formerly operated by the Sam Goody interests across the street from the main Goody 49th Street store. At that time, the Goody firm was involved in a Chapter 11 bankruptcy action. Albert Deutsch and Edward D. Taylor founded Good One-Stop in October 1959.

The creditors' committee, normally composed of representatives of the biggest creditors, included George Jay of Columbia Records Distributing; Lou Klayman, Action Records; Vincent Cappucci, Alpha Distributing; Jack Perkins, Capitol Records Distributing Corp.; W. A. Scheckel, Malverne Distributing; A. Chayet, Mercury Records; Sam Weiss, Superior Distributing; S. Mall, United Artists Records; Mrs. Glayds Pare, Portem Distributing and Martin J. Caine, an attorney.

A figure of \$11,000 was reportedly realized from the sale. Meanwhile, Sam Weiss of the 10th Avenue Superior Distributorship, has taken over the lease of the location on Ninth Avenue formerly occupied by the Good One-Stop outfit for the start of his own new one-stop layout, Win Records. Win has already obtained the Goody account for servicing of singles in all Goody outlets—(*BMW*, April 28 issue).

New Perri Firm Pacts Bob Crewe

NEW YORK—Bob Crewe had been signed as a.&r. director for pop for Perri Records, recently formed diskery here. Crewe's efforts will parallel those of Doc Bagby, recently pacted a.&r. director for r.&b. Crewe has turned out several important hit masters with Frank Slaye as co-producer, and on his own. He has also been a vocal artist on the Warwick label. Freddy Cannon's "Palisades Park" is his most recent production.

He'll soon release several previously unreleased masters, will record himself, and will bring to the label such acts as Lenny O'Henry, Wendy Wilson, the Four Seasons and Wayne MacAdam, along with Hal Miller and the Rays, whose original hit, "Silhouette," was also produced by Crewe.

leases. The results now becoming apparent seem to have borne out his theories, which required several drastic steps before they began to take shape into a single unified pattern.

Trimming the Ship

First and perhaps most painful, Victor's roster of contract artists was cut to about half its former size. This meant ending associations with many veteran artists who had been important sellers in other years.

Yorke also set about eliminating from releases all that he felt had no real chance to make it. This resulted in some 40 to 50 per cent fewer singles releases. Elimination of work on these increased efficiency of all departments and individuals by some 30 per cent or more, Yorke estimates, plus permitting concentration of all effort on such remaining product as was deemed to have excellent commercial potential.

The third big move was the acquisition and development of a star roster which would give the label strength in musical areas where it had shown little muscle. Yorke's signing of Paul Anka brought an established pop artist to the label who also lent it international glamor. Anka's youth also bodes well for a long future.

But it is in the area of talent development that Yorke has achieved some of his best results. One of his first analyses of the Victor roster after his arrival in New York pointed up the label's glaring lack in some areas of pop music, notably pianists, male vocal groups, instrumentalists and strong new girl singers. Painstaking auditions were held to find an outstanding entry for each category. Those selected were Peter Nero on piano, trumpeter Al Hirt, the Limelites Trio and Ann-Margret as girl vocalist. These have been getting all-out promotion and publicity, and all have been catapulted into the big-name category.

Star Effort Continues

Of course, there was no diminution in the continuing efforts put behind such potent disk sellers as Elvis Presley, Harry Belafonte, Chet Atkins, Henry Mancini, Van Cliburn and Lena Horne. But the new artists required a special push to generate sufficient momentum for launching. This included heavy emphasis on personal appearances and meetings with distributors, sometimes (in the case of the Limelites) even before release of their first Victor LP. Significantly, Yorke

(Continued on page 26)

INDUSTRY BRIEFS

Stone Opens Galaxy Distrib

NEW YORK—Galaxy Record Distributors Inc., a new one-stop and rack jobbing firm, was opened here last week by Stan Stone, former disk buyer for the Anfra wing of the Ransel Trading Company, owned by Jesse Selter. Stone, in his work with Anfra, handled all disk-buying activities for the S. Klein stores, long serviced by the Selter organization. Stone had been with Anfra for four years and previously was with Orvette for over five years. In the new operation, Stone expects to operate on a national basis with the help of several of his former Anfra colleagues, who are also joining the new firm.

Terry Names Distrib

HAMILTON, Ohio—Terry Records has named five new distributors, two in the South and three in the Midwestern States. Southern Distributors, Nashville, and Record Sales, New Orleans, are the Dixie outlets; while Enterprise in Indianapolis, Great Lakes in Cleveland and Music Merchants, Chicago, will cover areas of the Midwest.

Sheraton Adds to Handle

NEW YORK—Sheraton Records, national distributor headed by Ray Meinberg in New Milford, N. J., has increased the number of labels it is handling from seven to 15 over the past three months. Labels now handled nationally by Meinberg's Sheraton firm are Aurora, Boston, Bingo, Canatal, DC, Dodge, Ea Jay, Happy Hearts, Joker, Lifetime, Lluvia, Loop, Movin', Mali and Schock.

Natt Hale Becomes Asst. to Prez. in ABC-Para Shifts

NEW YORK—Natt Hale, national director of advertising and publicity for ABC-Paramount Records, has been promoted to the newly created post of assistant to president Sam Clark.

At the same time, Rick Ward, heretofore assistant to Sid Feller in artist and repertoire, has been upped to Hale's old job as national director of publicity.

Hale will retain the advertising director position, but will assume new duties and responsibilities as Clark's assistant. Hale has served as administrative assistant to executive vice-president Harry Levine for the past year, and will continue to co-ordinate activities with the executive.

Radar Has 'Shadow' Rights

NEW YORK—Radar Records, a division of Jamac Music Publishing, Inc., has acquired the original cast and publishing rights to the score from the forthcoming musical comedy "Five o'Clock Shadow." The show will star T. C. Jones, Edith Fellows and Jackie Kannon, will make its pre-Broadway debut on the West Coast. Jay Garon will produce. The disk firm already has an advance single ready which will be released six months before the opening night. Additional sides will be cut during the summer.

Pickwick's Atlanta Branch

ATLANTA—Pickwick International, producer of Design, Instant Learning and other subsidiary disk lines, has opened its own branch here. The branch has a sizable warehouse and veteran disk man, Al Bean, has already organized a sales staff, according to Cy Leslie, Pickwick prexy. The new branch will cover the entire South and Southwest for Bravo, Instant Learning, Design, International Award and Cricket labels. Bean, who will act as regional division sales manager, hopes to double sales in this manner and noted that the firm has already been approached to handle other non-competitive lines.

BILLBOARD MUSIC WEEK

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Vol. 74

No. 20



NEW, MODERN QUARTERS of Midwest Distributors and La Mar Distributors in St. Louis. Distributing firms owned by Paul Levy recently moved to quarters on Delmar Boulevard in St. Louis. New location has 5,000 square feet plus 1,100 more feet on balcony. Warehouse is set up as a self-service supermarket-type operation.

10...9...8...7...6...5...4...3...2...1

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With "Time Out" and "Time Further Out" on the charts, another winner has been launched by the man Billboard named the "Number one best-selling jazz artist."

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Pulitzer Award a Bow to Loesser's Musical Gifts

NEW YORK—When Frank Loesser won the Pulitzer Prize drama award—with Abe Burrows — last week for the smash musical "How to Succeed in Business Without Really Trying" it was another and well deserved award for one of today's most energetic, ambitious and interesting composers. For Loesser is a man who has moved, in the scant space of 10 years, from songwriter to composer.

Loesser started writing hit songs in 1937 when "The Moon of Manakoora" became a smash in the flick "Hurricane" with sarong-clad Dorothy Lamour. From there he fashioned lyrics to such memorable songs as "Jingle, Jangle Jingle," "Hoop-Dee-Do," "Kiss the Boys Goodbye," "Small Fry," "Heart and Soul," "Two Sleepy

People," "On a Slow Boat to China," "I Don't Want to Walk Without You," "Let's Get Lost," and the Academy Award winner "Baby It's Cold Outside." During World War II he penned "Praise the Lord and Pass the Ammunition," "Rodger Young" and "What Do They Do in the Infantry."

On to Broadway

In 1948 his career as a songwriter took a new turn with the tender score to the motion picture "Hans Christian Andersen" which included "The Inch Worm," "The Ugly Duckling" and "Thumbalina." And he moved to the ranks of Broadway show writers in 1948 with his songs for "Where's Charley," the show that contained "Once in Love With Amy" and "My Darling, My Darling."

But perhaps his greatest triumph was the lilting and light-hearted score to the wonderful musical "Guys and Dolls" which

LEGIT REVIEW

Funny Things Do Happen in 'Forum'

An old-fashioned rollicking romp of a farce with a gag in almost every line, "A Funny Thing Happened on the Way to the Forum" is a musical comedy in which the emphasis is very much on the comedy and only incidentally on the music. Critical reception, although mixed, was generally favorable and was especially positive in the New York Times and Herald Tribune, which have greatest influence. This, plus the fact that the audience has a great time, one laugh following hard on the other, should assure a profitable run.

Capitol Records, which has the original cast LP rights, thus should wind up with a good sales item as well. However, it must be said that the score in general is not distinguished as musicals go, and that the outstanding aspect of several of the songs was the marvelously visual manner in which they were put across by Zero Mostel, Jack Gilford and other cast members. Mostel, especially, was a joy to watch. His little bits of business, using hands, legs, eyes or indeed any part of his physiognomy, being classic examples of how to get the most laughs out of the smallest gestures.

Although Mostel got the lead only after it had first been offered to Milton Berle and others, it seems as though the part was created for him, so strongly does he project. Gilford, as mentioned, is another veteran comic who uses "business" to great advantage. John Carradine lends a distinctive flavor, and good things also happen when David Burns, Ruth Kobart, Ronald Holgate and Raymond Walburn are on stage.

A small covey of handsome females make up in physical quality what is missing in quantity. Brian Davies and Preshy Marker, as the juvenile leads, are appropriately appealing. But it is a hugely funny script by Burt Shevelove and Larry Gelbart, staged at a beautifully timed pace by veteran George Abbott, that really matters. Little of Stephen Sondheim's music and lyrics are likely to be able to stand apart from the show, most being integrated directly into the action and the majority being spoofs that do not lend themselves to general consumption. The best ballad, "Lovely," is acceptable if not truly memorable, but the tune that lingers longest in memory is the rousing opener and closer, "Comedy Tonight." Sam Chase

NEW ON THE TOP LP'S

Continued from page 1

STEREO

- 39. MODERN SOUNDS IN COUNTRY & WESTERN MUSIC . . . Ray Charles, ABC-Paramount ABCS 410
- 50. THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCHESTRA . . . Eugene Ormandy Conducting, Columbia PHS 1

opened in 1950 in New York. The songs from that show included hit after hit, such as "A Bushel and a Peck," "Guys and Dolls," "If I Were a Bell," "Sit Down You're Rockin' the Boat," "I'll Know" and "I've Never Been in Love Before."

In that show, the opening song, called "Fugue for Tinhorn," gave an indication of a different musical style that Loesser was soon to follow, and the one that moved him somewhat away from the hit record scene to a tougher and perhaps more satisfying goal. In 1956 his musical version of "Most Happy Fella" opened. Not only had Loesser composed the music and lyrics, but he also adapted the libretto from Sidney Kingsley play "They Knew What They Wanted."

Another Creative Step

Although Loesser had a few hits in this show ("Standing on the Corner" and "Big D,") he was not trying to write a hit song score. He was attempting to create a form of Broadway musical-opera. According to many critics, he failed, even though the show "Most Happy Fella" had a successful run. But if he failed, and this is still in dispute, he failed because he reached too far, which is a sign of growth.

Loesser's next show, "Greenwillow" was a financial failure. Yet again, his attempt to create musically a new dimension for a Broadway production indicated that he was less interested in the old and the tried way of doing things than in attempting to break new ground. And in this show he again brought forth some musical magic with "Summertime Love" and "Faraway Boy."

Score Fits Plot

"How to Succeed in Business, etc.," has no hit songs, but it is one of the most effective uses of a musical score to advance a show plot in many seasons. It is a visual score, too, which is a remarkable way to use music, and Loesser has done some modern-sounding things within the musical framework of the show.

Loesser is now 52 years of age, married to petite Jo Sullivan, who starred as the fem lead in his show "Most Happy Fella." A New

(Continued on page 35)

WEEKLY MARKET ANALYSIS

Continued from page 1

creasing importance of WABC in helping to sell singles, since WABC is the only station still on an out-and-out rock and roll kick here. Only trouble is—from the dealer-distrib point of view—that WABC broadcasts the New York Mets baseball games which cut into prime afternoon teen listening time. WINS here has returned to a more swinging format, although the raucous pop disks are still not aired.

Another Victor independent distributor took on additional lines last week, a pattern that is happening more and more throughout the country. Kritch & Company, long-time Victor distrib in Newark, added the Riverside lines last week. This includes Riverside, Jazzland, Offbeat, Washington, and Battle. Wendy in Newark had been handling Riverside and Apex Martin in that city had been distributing the others. Kritch makes the seventh or eighth Victor indie distrib to add outside lines over the past few months.

L. A. Singles Hold Recent Gains

HOLLYWOOD—The singles business retained its healthy gains while LP sales remained comparatively lethargic. A survey of dealers, one-stops and distributors by BMW last week showed the singles side of the business in good shape, far outdistancing LP activity. Some said the soft album business was seasonal, and that the volume was at least on par with the same period a year ago.

As one dealer summed it up, it takes longer for the LP facet to show signs of recovery from taxes and Eastern expenditures than the less expensive singles. Another blamed slow album sales on "the footbaling of LP prices by discounters and racks to where the consumer no longer knows what to pay for an album" and, therefore, is discouraged from buying. All were thankful to see April go, and look forward to May's promise for better business.

Teen Sales Ripple Cleveland Quiet

CLEVELAND—Sales were relatively quiet here last week, according to most distributors, one-stops and dealers. However, Jim Morgan of Bandstand Southgate, a key retail chain here, reported a sizable pickup in singles sales to teen-agers over the weekend (May 5-6), although album sales were still off.

Connie Stevens' "Why'd You Wanna Make Me Cry" was one of the stronger sales items here, along with Connie Francis' "Second Hand Love," Jim Reeves' "Adios Amigo," Dion's "Lovers Who Wander," Johnny Tillotson's "It Keeps Right On A-Hurtin'," Ray Charles' "I Can't Stop Loving You," Gene Pitney's "The Man Who Shot Liberty Valance" and Chuck Jackson's "Any Day Now."

Willie Nelson's "Touch Me" (already on BMW's country and western chart) is beginning to move in the pop field here, according to Morgan and Don Rothenberg of Northern Music, one of Cleveland's biggest one-stop operations.

Also moving in two markets is Solomon Burke's new platter. One side of the Burke disk, "Down in the Valley," is getting the pop station play, but Ed Rosenblatt (of Cosnat Distributors here) reports that the flip side, "I'm Hanging Up My Heart for You," is pulling play from local rhythm and blues stations.

Among newer releases showing some action are Bob Bain's "Soft Guitar" on Radiant, "Too Late" by the Dreams on Smash (WHK's "Pick" last week) and "The Stripper" by David Rose. Rosenblatt said some stations were reluctant at first to play the Rose disk because of the title, but that it is breaking through with spins now. (Cosnat recently took over local distribution of the MGM-Verve lines, formerly handled here by M. & S.)

In the album field, sales on the "West Side Story" sound track picked up sharply here last week, because the movie is now showing in local theaters. Morgan said "West Side Story" LP sales had dropped off for a couple of months but that now it is his "No. 1 album" and he "can't keep it in stock."

Morgan noted that Chubby Checker's sound-track LP, "Don't Knock the Twist," was selling well, even though the picture hasn't opened. Also moving out was the Lettermen's new LP, "Once Upon a Time," sparked by the fact that the package was WHK's album "Pick" last week.

CMA NAMES JOE ALLISON TO VICE-PRESIDENT'S POST

NASHVILLE—Joe Allison, of Central Songs, and a.&r. chief for c.&w. music at Liberty Records, was named a vice-president of the Country Music Association at the CMA's quarterly board meeting here last week. The organization also announced that 70 new members had joined.

Discussion was held on the upcoming second annual national-international country music week. Project chairman Roy Horton said a formal resolution proclaiming the week has been introduced in both the House and the Senate. He added that plans have been set for radio and TV specials on a number of stations. Specially recorded promotion disks of country music will get wide station distribution.

Board member Bill Anderson presented a new brochure he has prepared as a fact book for would-be clefters, detailing the pitfalls to be avoided by the novice. Book will be distributed through members, publishers, Better Business Bureaus and radio stations.

Another report dealt with the possibility of obtaining group insurance for CMA members. Executive secretary Mrs. Jo Walker also noted that last year's station survey has been updated and that a dozen new full-time c.&w. stations have been added to the list. A similar survey, she said, is now under way with TV stations.

Next board meeting for CMA will be in Chicago, September 6 and 7, in connection with the World's Fair of Music, to be staged at McCormick Place there, August 31 to September 9.

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#55443

TOUCH ME • WILLIE NELSON
#55439

TENNESSEE • JAN & DEAN
#55454

BABY ELEPHANT WALK • THE MINIATURE MEN
#57

NA-NE-NO • TROY SHONDELL
#55445

FUNNY b/w CHAPEL OF TEARS • GENE Mc DANIELS
#55444

HOW MANY NIGHTS • BOBBY SHEEN
#55459

INSTANT MASHED • THE VENTURES
#55



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SINGLES

ROY ORBISON



MAMA —THE CROWD—Two more top selling sides for Roy here. The first is a beautiful band song in slow tempo. The flip is a tune that builds mightily with an intense vocal backed by strings and chorus.

Monumental 461

LEREOY VAN DYKE



DIM DARK CORNER (Pamper, BMI) (2:11)—**THE LIFE YOU OFFERED ME** (Metric, BMI) (2:05)—Van Dyke has clicked with two in a row and here's a likely third chart climber. Top side is an emotional ballad sung meaningfully. Flip is in a more upbeat, bouncy setting but it's done with equal effect.

Mercury 71988

NARM Launches Membership Drive

PHILADELPHIA — The National Association of Record Merchandisers (NARM) is launching an intensive drive for new regular members. The organization is seeking to enroll record rack jobbers already not in the NARM fold.

Under the leadership of Abraham L. Levine (Lesley Sales), Eastern chairman, and Ed Mason (Record Rack Service), Western chairman, the association will be contacting all non-member rackers through June 30. Members signing up before that date will receive the full benefits of the group's year's activities. Applications will be subject to the approval of the NARM board of directors. Rack jobbers who are accepted before July 1 will be eligible to attend the organization's Mid-Year Meeting and

Sales Conference which is to take place in Chicago at the end of August.

Commenting on the growing importance of racks in the record industry, Executive Secretary Jules Malamud noted that the appointment of sales personnel specifically assigned to handle rack affairs at Capitol and Mercury Records, added two more major manufacturers to Victor, Columbia and London, who made similar appointments some time ago.

Vincent Edwards (He's Ben Casey) To Sing for Decca

NEW YORK — Decca Records has signed Vincent Edwards, star of the highly rated "Ben Casey" TV series, to a long-term disking pact. The firm will record both albums and singles with Edwards.

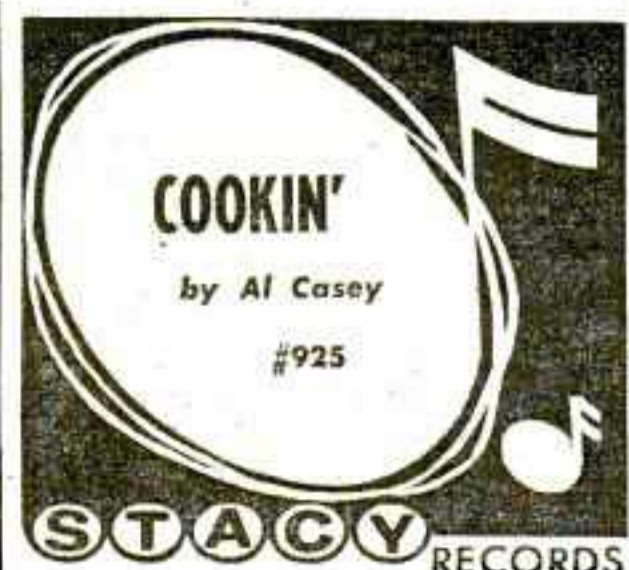
Edwards' new singing career was touched off by his recent vocal stint on the Dinah Shore TV show. A.&r. executive Dick Jacobs already has cut Edwards' first sides in a joint effort on the West Coast with Charles (Bud) Dant. Initial Edwards album, a Sherry Records Production under the supervision of Abby Greshler, is titled "Vincent Edwards Sings."

Current promotion plans for the artist now call for a personal appearance and singing tour this summer. Initial bookings include Sandusky, Ohio, Saturday (26); Detroit's Wald and Edgewater Parks, Sunday (27), and the Indianapolis Speedway, Monday, Tuesday and Wednesday (28, 29 and 30).

Disk Names Award NARAS Grammys

HOLLYWOOD — Carl Reiner will serve as master of ceremonies for the National Academy of Recording Arts & Sciences' Fourth Annual Awards here May 29 to be held at the Beverly Hills Hotel.

NARAS will use name disk personalities to present the Grammy Awards, and among those set for the event include Gordon and Shelia MacRae, Vic Damone and Percy Faith.



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THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING MAY 19

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	SOLDIER BOY	By Luther Dixon-Florence Green—Published by Ludix (BMI)	7
2	3	STRANGER ON THE SHORE	By Bilk-Young—Published by Mellin (BMI)	6
3	2	MASHED POTATO TIME	By Mann-Lowe—Published by Rice-Mill (BMI)	9
4	4	JOHNNY ANGEL	By Pockriss-Duddy—Published by Post (ASCAP)	10
5	6	SHE CRIED	By G. Richards-T. Darryl—Published by Trio (BMI)	6
6	11	SHOUT! SHOUT! (KNOCK YOURSELF OUT)	By E. Maresca-T. E. Bogdany—Published by Broadway (ASCAP)	3
7	5	GOOD LUCK CHARM	By Aaron Schroeder-Wally Gold—Published by Gladys, (ASCAP)	9
8	9	OLD RIVERS	By Crofford—Published by Glo-Mac-Metric (BMI)	4
9	12	P. T. 109	By Wilkin-Burch—Published by Cedarwood (BMI)	5
10	14	EVERYBODY LOVES ME BUT YOU	By R. Self—Published by Champion (BMI)	4
11	15	FUNNY WAY OF LAUGHIN'	By Cochran—Published by Pamper (BMI)	4
12	7	SHOUT	By Isley Brothers—Published by Wemar-Nom (BMI)	7
13	8	SLOW TWISTIN'	By Jon Sheldon—Published by Woodcrest (BMI)	10
14	10	TWIST, TWIST SENORA	By Guida-Barge-Royster—Published by Rock Masters (BMI)	6
15	19	THE ONE WHO REALLY LOVES YOU	By Robinson—Published by Jobete (BMI)	2
16	17	CONSCIENCE	By Mann-Weil—Published by Aldon (BMI)	3
17	21	I WISH THAT WE WERE MARRIED	By Weiss-Lewis—Published by Joy (ASCAP)	2
18	22	UPTOWN	By B. Mann-C. Weil—Published by Aldon (BMI)	3
19	23	LOVERS WHO WANDER	By DeMucci-Maresca—Published by Disal (ASCAP)	2
20	13	LOVER, PLEASE	By Bill Swan—Published by Lyn-Lou (BMI)	8
21	18	DEAR ONE	By Finneran-Finneran—Published by Maureen (BMI)	7
22	—	I CAN'T STOP LOVING YOU	By Don Gibson—Published by Acuff-Rose (BMI)	1
23	—	TELL ME	By St. John—Published by Odin (ASCAP)	1
24	25	CATERINA	By Earl Shuman-Bugs Bower—Published by Rancom (ASCAP)	3
25	27	I SOLD MY HEART TO THE JUNKMAN	By Leon Rene-Otis Rene—Published by Mills (ASCAP)	2
26	30	TWISTIN' MATILDA	Published by General-Pickwick (ASCAP)	2
27	24	SOUL TWIST	By Curtis-Robinson-Robinson—Published by Dan-Kelyn (BMI)	5
28	29	YOU ARE MINE	By Marcucci-DeAngelis—Published by Debmar (BMI)	2
29	—	MOST PEOPLE GET MARRIED	By Shuman-Carr—Published by Famous (ASCAP)	1
30	26	JOHNNY JINGO	By Manning-Twomey—Published by Dickson (ASCAP)	5

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- SOLDIER BOY**—Shirelles, Sceptor 1228.
- STRANGER ON THE SHORE**—Mr. Acker Bilk, Atco 6217; Drifters, Atlantic 2134; Sammy Gardner, Norman 517; Buddy Merrill, Dot 16346; Andy Williams, Columbia 2451.
- MASHED POTATO TIME**—Dee Dee Sharp, Cameo 212.
- JOHNNY ANGEL**—Shelly Fabares, Colpix 621.
- SHE CRIED**—Jay and the Americans, United Artists 415; Ted Darryl, Utopia 1003.
- SHOUT! SHOUT! (KNOCK YOURSELF OUT)**—Ernie Maresca, Seville 117.
- GOOD LUCK CHARM**—Elvis Presley, RCA Victor 7992.
- OLD RIVERS**—Walter Brennan, Liberty 55436.
- P. T. 109**—Jimmy Dean, Columbia 42338.
- EVERYBODY LOVES ME BUT YOU**—Brenda Lee, Decca 31379.
- FUNNY WAY OF LAUGHIN'**—Burl Ives, Decca 31371.
- SHOUT**—Joey Dee and the Starlites, Roulette 4416; Isley Brothers, RCA Victor 7588.
- SLOW TWISTIN'**—Chubby Checker, Parkway 835; Clark Dale, Operators 2009.
- TWIST, TWIST, SENORA**—Gary (U. S.) Bonds, LeGrand 1018.
- THE ONE WHO REALLY LOVES YOU**—Mary Wells, Motown 1024.
- CONSCIENCE**—James Darren, Colpix 630.
- I WISH THAT WE WERE MARRIED**—Ronnie and the Hi-Lites, Joy 260.
- UPTOWN**—Crystals, Phillies 102.
- LOVERS WHO WANDER**—Dion, Laurie 3123.
- LOVER, PLEASE**—Clyde McPhatter, Mercury 71941; Dennis Turner, Louis 2002.
- DEAR ONE**—Larry Finnegan, Old Town 1113; Darrell McCall, Philips 40015.
- I CAN'T STOP LOVING YOU**—Ray Charles, ABC-Paramount 10330; Tab Hunter, Dot 16355.
- TELL ME**—Dick and DeeDee, Liberty 55412.
- CATERINA**—Perry Como, RCA Victor 8004.
- I SOLD MY HEART TO THE JUNKMAN**—Blue-Bells, Newtowna 500; Silhouettes, Ace 608.
- TWISTIN' MATILDA**—Jimmy Soul, SPQR 3300.
- SOUL TWIST**—King Curtis, Enjoy 1000.
- YOU ARE MINE**—Frankie Avalon, Chancellor 1107.
- MOST PEOPLE GET MARRIED**—Patti Page, Mercury 71950.
- JOHNNY JINGO**—Haley Mills, Vista 395.

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"DREAM THEME"

BOTH
by ARNIE and his SOUL BROS.

ALSO
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No. JC-625
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"SCRAPBOOK TWIST"

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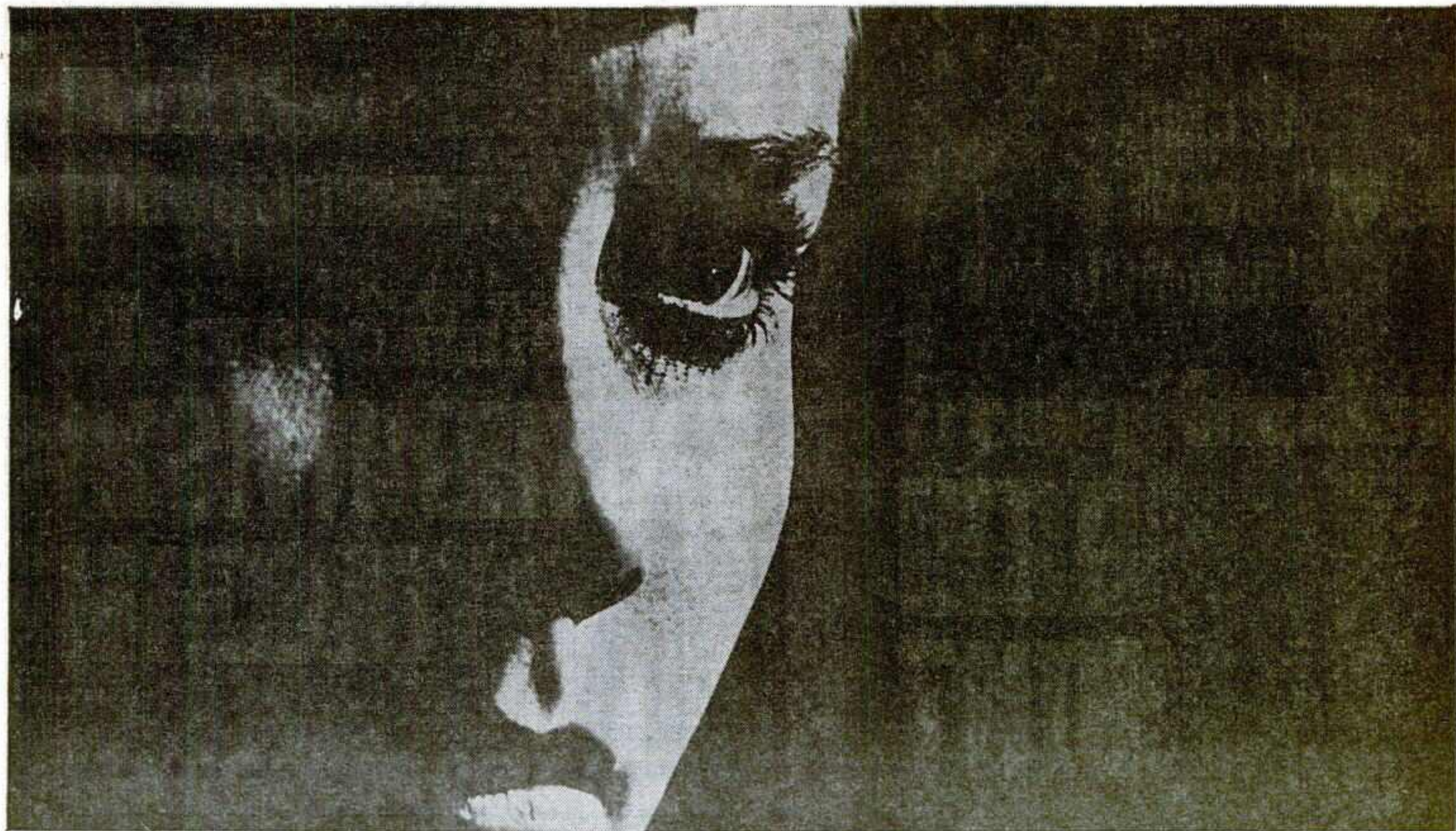
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SINGLES

NATIONAL BREAKOUTS

IT KEEPS RIGHT ON A' HURTIN'... JOHNNY TILLOTSON

#1 KJR, SEATTLE
#1 WDKY, MILWAUKEE
#64 ... BILLBOARD "HOT 100" CHART

WEEK OF MAY 12

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MOON RIVER IN THE FILM "BREAKFAST
AT TIFFANY'S" YOU'LL UNDERSTAND
WHY WE RECORDED IT WITH JEAN THOMAS...

MOON RIVER CADENCE 1419

JEAN THOMAS

WEEK OF MAY 12

#1 WOLF, SYRACUSE (NO. 1 FOR MONTH OF APRIL)
#4 WKXY, SARASOTA #14 WMEX, BOSTON



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COSNAT DIST. CORP.
NEWARK, NEW JERSEY
H. W. DAILY
HOUSTON, TEXAS
DAVIS SALES COMPANY
DENVER, COLORADO
EASTERN RECORD DIST.
E. HARTFORD, CONN.
GODWIN DIST. CO.
ATLANTA, GEORGIA
HIT RECORD DIST.
CINCINNATI, OHIO

LIEBERMAN MUSIC CO.
MINNEAPOLIS, MINNESOTA
M. S. DISTRIBUTORS
CHICAGO, ILLINOIS
MANGOLD DIST. COMPANY
BALTIMORE, MARYLAND
METRO DIST. COMPANY
BUFFALO, NEW YORK
MELODY SALES COMPANY
SAN FRANCISCO, CALIFORNIA
MICROPHONE MUSIC INC.
HONOLULU, HAWAII
MIDWEST DIST. COMPANY
ST. LOUIS, MISSOURI

MUSIC DIST. INC.
SEATTLE, WASHINGTON
MUSIC SALES COMPANY
MEMPHIS, TENNESSEE
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GREAT FALLS, MONTANA
MUTUAL DIST. COMPANY
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MILWAUKEE, WISCONSIN
PELICAN DIST. COMPANY
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RECORD MERCHANDISING
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LEONARD SMITH INC.
ALBANY, NEW YORK
STANDARD DIST. COMPANY
PITTSBURGH, PENNSYLVANIA
STAN'S RECORD SHOP
SHREVEPORT, LOUISIANA
SUNLAND FRONTIER
PHOENIX, ARIZONA
SUNLAND SUPPLY COMPANY
EL PASO, TEXAS
UNIVERSAL RECORD COMPANY
PHILADELPHIA, PA.

IN EUROPE

**Common Mkt. Establishes
13.6% Tariff on U. S. Wax**

By OMER ANDERSON

BRUSSELS — The European Common Market countries have agreed on a common tariff of 13.6 per cent against U. S. and other foreign records entering the six-nation trading supermarket.

Authorities at headquarters here of the Common Market disclosed that the figure of 13.6 had been arrived at by taking the lowest tariff now in force among the six countries—West Germany, France,

Tasmanian agent Ken McCulloch Italy, Belgium, Holland and Luxembourg.

Common Market headquarters here have a battery of several hundred economists, statisticians, and trade technicians working on the thousands of commodities to be placed behind the new tariff wall the six countries are jointly erecting against non-member countries. National barriers will be wiped out and replaced with the single barrier for the entire trading community.

The tariff picked for phonograph records is that now in force for the Benelux countries: Belgium, The Netherlands, and Luxembourg. Britain has a tariff at present of 15 per cent on disk imports, France 19 per cent, and Italy 18 per cent. The German tariff is 13.9 per cent.

Phonograph record experts at Common Market headquarters here predict a vast increase in disk production and sales under stimulus of the abolition of national tariff barriers.

Phonograph economist Pierre Etienne said: "Record sales in Italy are around 30 per cent of those in West Germany and Britain, although Italy has a population of 40 million. There is a huge potential market for phonograph records in Italy, perhaps an even bigger market than in Germany and Britain."

It is assumed here that Britain will join the Common Market, and all calculations, estimates, and forecasts are based upon Britain's entry. Experts here tend to rate highly Britain's chances to win the dominant position in the Common Market music trade because of a complex of factors.

Britain has a well-organized music industry, and a strong export trade. The British are now exporting about 20 per cent of their phonograph record production. In addition, British disk prices are lower than those on the Continent.

and Victorian Branch Manager Peter Sanford.

Publishing Info

Belinda Music acquired the Australian rights to the latest Everly Brothers disk, "That's Old-Fashioned," already enjoying D. J. favor. Chubby Checker's "La Paloma Twist" is big in Australia and flip side, "Slow Twistin'," has become a hit in New Zealand, both with big chart ratings and big sheet music sales.

E.M.I.-controlled publishing company Castle Music has acquired its first U. S. Bonds release with "Twist, Twist" and "Nut-rocker." . . . Nat Kipner, writer of many hit songs and a director of Devlin Music, has arrived in Sydney on a short visit from Brisbane. He is doing his usual quick-fire contact act, fixed several future recordings, visited Sydney and Melbourne niteries. Currently he is producing TV variety shows in Brisbane. An American by birth, Nat is probably one of the hardest working men in the business and by far the best new song demonstrator in Australia.

Disk Business

E.M.I. has set May 16 for the first release of English Decca's Phase 4 series. A big promotion campaign has been organized under the leadership of Kevin Ritchie and Ken East with the release of 12 stereo and mono disks. ABC-Paramount issued an album entitled "Official Top 40

**TRAD JAZZ IN
BRITAIN LAYS
GOLDEN EGG**

LONDON — There is no shortage of Gold Disks in these parts. Seven were handed over within 24 hours at functions here May 3. Principal beneficiaries were Acker Bilk (for "Stranger on the Shore") and Kenny Ball (for "Midnight in Moscow").

Ball passed the million mark with his single some weeks back. Pye Records awaited a suitable opportunity for the presentation and found it in a celebrity lunch organized by the four-million circulation Daily Mirror. Guest of Honor Louis Armstrong handed over the trophy.

EMI Records arranged a special function for Bilk who received his Gold Disk from Dennis Preston, head of Record Supervision, for whom he records. Sales are now past the 1.25 million mark with British figure alone in excess of 700,000.

The rest of the awards were connected with "Midnight." The Ball bandmen share in the leader's disk success so all five got a Gold Disk on a radio broadcast from Pye.

Hits." This is made up of six Australian and six overseas versions of hit parade songs. Among the Australians are Noeleen Batley, Johnny O'Keefe and Col Joye. Americans include Ray Charles, Lloyd Price and Paul Anka. Sharon O'Brien, 18-year-old local girl, a big hit on TV, has her first disk on Pye Records. Top side has a catchy tune, "Flashlight."

Presley's "Good Luck Charm" has been riding high on parades for the past three weeks, but it seems there could be a hold-up in the release of the E.P., "Follow That Dream," owing to a disagreement between United Artists and Hoyts Theaters, who are haggling over booking fees. At the moment no date has been announced for the release of the movie so it looks as if it is up to RCA either to release the disk or wait for the release of the picture.

BRITAIN

**EMI Handling
Epic, Okeh**

By DON WEDGE
News Editor,
New Musical Express

The EMI deal with American Columbia to represent the Epic and Okeh labels here (and certain other territories, see BMW April 21) are now completed. First release is "Doctor Feelgood," an Okeh disk. Soon to follow will be singles and LP's by Buddy Greco and George Maharis. In the classical field, an early release is expected to be Walton's Second Symphony, recorded by George Szell with the Cleveland Symphony ork. Formalities were completed by L. G. Wood, managing director of EMI Records, and Columbia's international director, Harvey Schein, at the end of the latter's visit for the CBS launching here by Philips and discussions on the Continent regarding CBS arrangements there. Perhaps of significance is EMI's decision to release



ARNOLD GOLEMBOS, chairman of the South African Record Manufacturers & Distributors Association, is currently visiting New York on international business.

the Epic-Okeh product on its Columbia label. Most recent deals have led to U. S. acquisitions being placed on the HMV label.

Philips Records continues its policy of broadening the international scope of its Philips label with the loss to the latter of CBS product at the beginning of the month. First disk from U. S. Philips, Darrell McCall's "Dear One," was issued here May 4. To facilitate international distribution, Philips group's British numbering system is being dropped; future releases will bear only the international numbers.

Visitors

In London was Judd Phillips, head of Sun Records. He traveled with Jerry Lee Lewis, here for a tour. . . . Bill Smith was here for the second time this year on business connected with Bruce Channel. Pye has acquired British right to Channel's "Run, Romance, Run," issued in the U. S. by Manco. Channel will tour here from June 4 and EMI is planning Mercury release of "Number One Man" to coincide. . . . Pat Boone returned to Hollywood after being here most of the year filming "The Main Attraction."

International commuting grows: Connie Francis and George Scheck came in between TV dates in Madrid and Milan for four hours' talks on her MGM film "Follow the Boys" to be made in France in July. . . . Judy Garland, here to film "The Lonely Stage," may complete another in person LP for Capitol during her stay; recording began in New York.

Frank Sinatra's midnight opening concert June 1 on the British leg of his underprivileged children's charity tour will be tele-recorded and used as a TV spectacular next evening by ABC. . . . Chubby Checker set for a three-week tour at the end of August; Dion and Del Shannon booked for three weeks from September 16; Bobby Vee returns late September.

Disk Business

Philips issued "Django" by its Norwegian group The Cliffters. . . . Fontana's Jack Baverstock recorded Anita Lindblom, leading singer on Swedish Fontana; traveling with her was her label's a.&r. manager, Kurt Petersen. . . . Also from Scandinavia, Oriole released "Orange Blossom Special" recorded for Swedish Karusell by The Spot-niks. . . . Another Oriole issue was Italian singer Mina with "Un Tale," while Jack Hammer's "Twist Talk" was obtained from the Belgian label Ronex.

In the classical field, Philips recorded Tchaikovsky's Sixth Symphony with the London Symphony Ork conducted by Igor Markevitch, the first time they had combined. . . . Long-running BBC radio series "Hundred Best Tunes" consists entirely of short classical pieces. EMI was able to advertise with

**EMI Says No
Top Rank Wax**

LONDON — EMI Records has confirmed there will be no more releases on the Top Rank label in Britain. Its contract with the Rank Organization expired at the end of April. There will be no new issues on the Top Rank label though existing records will be pressed and sold for some time to come.

The HMV label seems destined to benefit, at least at first. John Leyton, a British actor-singer, who emerged on Top Rank last summer, was transferred to HMV after two singles. But he had originally been contracted by EMI. British guitarist Bert Weedon was "inherited" from Rank Records and was transferred to HMV when his contract came up for renewal late last year.

First American disk affected by the new arrangements is the Shirelles' "Soldier Boy." Previous Scepter waxings by the group have been on Top Rank. This one was released May 11 on HMV. Last Top Rank label release was Jimmy McCracklin's "Just Got to Know" for Art-tone.

Rank decided to close the British record firm in August, 1960. In a swiftly concluded deal, the assets were handed over to EMI. At Rank's request, the American Top Rank label continued under the contract drawn up at that time. This has now expired. In some cases, the Rank deal acts to EMI's detriment in that in all territories but Britain it was a competing label. This applied particularly to EMI's British artists.

EMI has been thinking for many months of launching a new label which will specialize in singles originating from U. S. indies. This is now in the active preparation stage (BMW, April 14).

the tunes, all titles being available on 45's—either singles or EP's.

During his recent U. S. visit, Tito Burns arranged for Peter Elliott's "Swinging Sailor," recorded by Burns' Linton Productions, to be issued in the U. S. by Amy. . . . Norman Luboff produced an RCA LP here featuring Sergio Franchi and the Wally Stott Ork. . . . Moving towards the chart: Leroy Van Dyke's "Big Man in a Big House" (Mercury); Bobby Darin, "What'd I Say" (London), and Perry Como, "Caterina."

EIRE

**'Katie' Going Up
Mountain Again**

By KEN STEWART
Dublin Evening Mail

"Come Down the Mountain, Katie Daly," the most successful native product marketed so far this year, is on the fringe of the charts in two versions. Eamonn O'Shea, composer of the piece, has provided a great sales boost for the Glenside label with his disk.

Until now, Glenside's top seller has been "Cottage by the Lee," waxed by Joe Lynch about eight years ago. It is likely that he will pen and record a sequel shortly. At any rate, "Katie Daly" is sure of an honored place as an Irish standard.

Because of their large and enthusiastic following in Britain and over here, the Royal Showband of Waterford, is certain of impressive sales for their version, recorded in

ARGENTINA

**LP Prices Rise
As Crisis Grows**

By RUBEN MACHADO

Lavalle 1783, 3°, Izq.
Buenos Aires

Labels here are increasing the sale prices of the LP 45 r.p.m. and 78 records. Many record shops have closed or they have changed their line of business. New sales centers must be created, record clubs must be stimulated, and the attention of the public must be called upon them by means of up-to-date publicity campaigns.

Visitors

Ian Morris, general manager of Famous Ariel, which distributes among others ABC Paramount, Music Disc, Colpix, is leaving for Europe. Morris will be in contact during six weeks with principal European record firms. . . . Felix Alarcon, Mexican manager, is now in Buenos Aires and has signed several contracts for the future with Lococo Enterprise, among them the appearance of Katina Ranieri here.

AUSTRALIA

**Starr Shooting
For New Heights**

By GEORGE HILDER

19 Todman Ave.,
Sydney, Australia

Lucky Starr, Sydney vocalist under contract to Festival Records, has recorded an Aussie composition by Geoff Mack, "I've Been Everywhere." The number has raced up all national charts into second place within three weeks and all that is holding it back at the moment is Presley's "Good Luck Charm."

The Starr disk has created excitement in both New York and London. Norman Whiteley is the publisher. It has officially been announced that Big Top Records has acquired the disk for world release. The Devlin Company has exclusive publishing rights to all Geoff Mack compositions, and in turn has granted a first recording option on these works to Festival, which is responsible for the Lucky Starr sensation.

A. R. C. held an interstate conference this week to discuss the record trade in general, new trends, etc. Those attending the three-day meeting which was held at the Sydney headquarters will be West Australian agent Athol Hill, South Australian agent John Wise, Queensland agent Colin Hopgood,

London for HMV. In the face of such strong opposition, the **Rose Brennan** Philips disk is not faring quite as well as was originally expected. So far, no U. S. release has been arranged for any of the records, but dealers here are inclined to think the song could be improved by an American interpretation. Anyway, "Katie Daly" has acted as an injection to instill life into the Irish market during an otherwise slack period.

By now, the public is well aware that **Frank Sinatra**—always rated pretty highly here—is on a world tour for charitable causes. Letters to the press have been expressing hopes that he will find time even for a flying visit to Dublin. There is a general air of real disappointment that he will not be performing in this country. Sinatra's latest album: "I Remember Tommy," released through Pye on the Reprise label, is up among the best selling LP's right now. It was hoped that he would attend the Variety Convention, which begins in Dublin May 14, but due to his many previous commitments, this seems unlikely. However, it is possible that Reprise artist, **Sammy Davis Jr.**, will attend.

FRANCE

Merc Corralis Singers, Orks

By **EDDIE ADAMIS**

92 quai du Marechal Joffre
Courbevoie (Seine)

Mercury's a.&r. man **Quincy Jones** is probably one of the busiest American a.&r. directors in Europe. French, Belgian and English singers and band leaders are making or will make albums to be distributed in the U. S. through either Philips or Mercury.

In Brussels, **Francis Bay** is preparing an album for Philips. In London, **Robert Farnon** is working on another one for Mercury. In Paris, **Michel Legrand** has just completed an album called "Rendezvous a Paris." He is flying to New York to do a special album devoted to Rodgers and Hart songs. **Charles Aznavour** will record four singles for Philips while **Henri Salvador** is making some others for Mercury. **Yves Montand**, **Juliette Greco** and **Jeanne Moreau** will also make albums for U. S. distribution. Greek thrush **Nana Mouskouri** will fly to New York in June. In July, **Quincy Jones** is coming back to record **Dizzy Gillespie** at the International Jazz Festival of Antibes.

Disk Business

The price war on albums jumps into the spotlight every now and then. . . . Heliodor offers a new classical collection of LP's at 13.50 new francs each. . . . Barclay marketed a new classical series created by the Czech label Supraphon and specially designed for the "Retailers' Association." The LP is offered at 15 new francs.

For the first time in France, Vega will release stereo records by **Ray Charles**. First one will be "Bye, Bye Love." . . . Canadian thrush **Guylaine Guy** (RCA) is making a strong comeback with two good songs: "Moi la vie me plait" and "L'amour te va bien." . . . Capitol will release the latest album by the French group **Les Double Six** before their arrival in the U. S. in September.

Signings

All major labels here are trying to find tomorrow's hit seller who also will have strong foreign market appeal. This explains the numerous new groups and singers being signed almost every week by one diskery or another. The latest are: **The Gentlemen Twisters** (Polydor); movie star **Gil Vidal**, **Bob Sleg**, and Italian **Maria Licata** (all three on Decca); **Les Collegiennes** (Barclay); movie star **Jean-Paul Belmondo** (Versailles).

GERMANY

Como 'Caterina' Inspires Flood

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

Perry Como's "Caterina" on RCA is finding acceptance among German Como and **Caterina Valente** fans. German versions of this hit will be rushed to the market.

Polydor producer **Gerhard Mendelson** recorded "Caterina" with **Lou Van Burg**, the Philips label offers **Willy Hagara**, on Decca Caterina's brother **Silvio Francesco** will sing the song. Of course, more labels will follow with recordings of this hit.

Another U. S. hit to break into the charts in Germany is "Johnny Angel" sung by **Shelley Fabares** on Colpix. Again, Polydor producer Mendelson rushed the German version of "Johnny Angel" with the **Kessler Twins** on the market. More records on other labels will follow. The German publisher of "Caterina" and "Johnny Angel" is **August Seith** in Munich.

An oldtimers by **Victor Young**, "Love Letters," is on the German record scene again with records by **Ketty Lester** on Era and **Bert Kaempfert** on Polydor. . . . **Connie Francis** recorded the German version "Tu Mir Nicht Weh" of her U. S. hit "Don't Break the Heart." . . . **Rex Gildo** sings the German version "Geh Nicht Vorbei" of U. S. hit "Walk On By" on Electrola.

Munich music publisher **Karl Heinz Busse** bought the German rights for the music from the **Doris Day** pic "Lover, Come Back," the theme by **Frank De Vol**, and the song "Should I Surrender" by **Landau and Roth**. Pic is top draw all over Germany with long runs of two or three months. Busse produced for the Metronome label a record by the **Blue Guitars** featuring U. S. hit "Diamond and Pearls" and German hit "Blue Guitar."

The **Ebony** publishing firm in Munich has the rights for Germany, Austria and Switzerland of U. S. hit "Margarita." The original version by **Jack Ross** is on the London label. Ross' first record for Germany, "Happy Jose," is high on the charts. . . . U. S.-German producer-publisher **Klaus Ogermann** recorded with his exclusive artists the **Sheldons** two U. S. tunes for the Polydor: "Wonderful Land" and "The Shark." . . . **Chappell** reports that 60,000 LP's of the German version of "My Fair Lady" have been sold in Germany alone.

Red Propaganda Pitched With Jazz

By **BRIGITTE KEEB**
News Editor, Automaten Mrkt.

When Berlin GI's switch on their radios at night they can listen every day to the station "Radio Ops" of East Berlin. The station, founded by East German propaganda chief **Gerhard Eisler**, is airing jazz and dance music throughout the night interrupted by short political messages. Program is introduced by the U. S. tune "Don't Fence Me In." Deejays are **Bob** and **Barbara**, who are considered to be American deserters or East Germans educated in the States.

New Record Company

Manfred Buchel has opened a new record company, **Bosten Records**. This product, sold at a lower than the usual retail singles price of DM (\$1), issued American **Abner Kenon** singing two Twist tunes in German entitled "Wohin gehst Du?" (Where Do You Do?) and "Do, Do You." The firm is re-

leasing five more singles by unknown talent, vocal and instrumental.

Verboten Disks

Two records have been confiscated by prosecuting authorities, "Adele" sung by the **Schock-Kings** on Carina, and "Johnny, hier nicht parken" by Hollywood strip tease dancer **Laya Raki**. They are considered too pornographic and tasteless. The Laya Raki tune was recorded during the dancer's stay in Munich in English as well as German.

During her short Europe trip **Connie Francis** recorded two new German titles for MGM: "Tu mir nicht weh," German version of her current U. S. hit, "Don't Break the Heart" and "Paradiso," as well as two other numbers for later releases.

Electrola reports the passing of the half-million mark for Conny's "Zwei kleine Italiener," first winner of Deutsche Schlager-Festspiele 1962. Conny recorded this title in Italian, English and Dutch as well as German.

HONG KONG

Lieberson Sees Market Growth

By **CARL MYATT**

44 Mount Kellett Road, The Peak

Goddard Lieberson, president of Columbia Records, flew in from Tokyo for conferences with **Ren Da Silva**, of the Diamond Music Company, agents for Columbia Records in Hong Kong.

"This is a year of expansion for Columbia," said Lieberson, "and both Hong Kong and Singapore can look forward to seeing a full representation of our important catalogs on the CBS label. In the past we have felt we were inadequately represented."

The Diamond Music Company will be pressing Columbia records here for distribution both locally and in Singapore.

Lieberson, no stranger to the Far East, is convinced that the market here has great potential. Speaking of the new faces on the Columbia roster of artists, Lieberson said: "We are happy to have acquired the signatures of **Steve Lawrence** and **Eydie Gorme**, particularly as I now realize just how popular they are in this part of the world."

He arrived from Tokyo after meetings with executives of Nippon Columbia. "Everyone's twisting there," Lieberson said, adding, "I'm convinced it's a new form of **Hari Kari**."

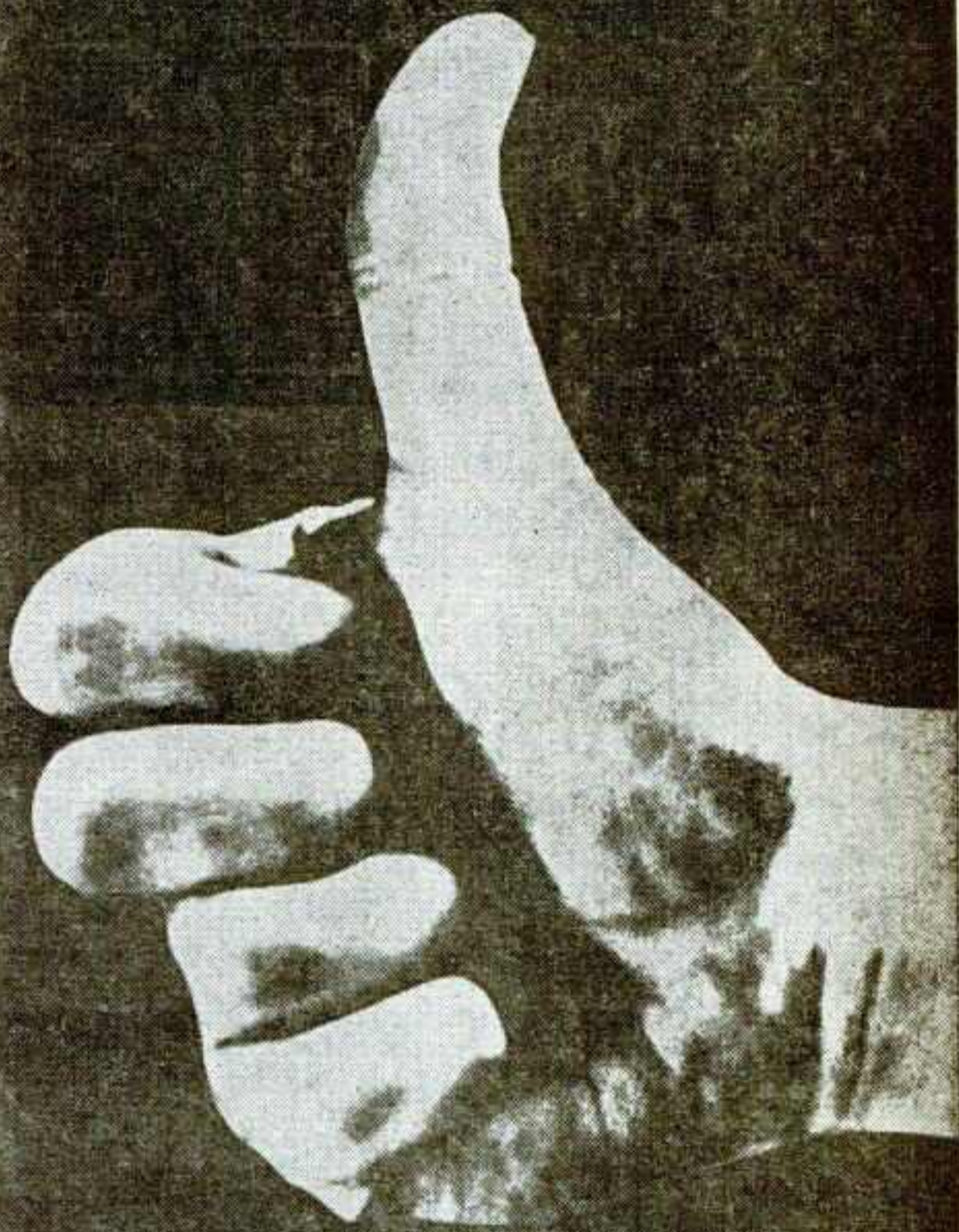
From Hong Kong Lieberson left for Thailand, from where he flies to New Delhi and Paris. He is due back in New York May 19.

The opening of the City Hall here has launched a new era of show business in Hong Kong. The Colony, for so long in the wilderness as far as top-class entertainment was concerned, is now being invaded by promoters and booking agents. Latest in the list of promoters to try his hand here is **Clarence Bodine**, formerly with "Holiday on Ice," which played here recently. Bodine is planning to stage what he terms "entertainment for the masses" at one of the local sports stadiums.

The price of a ticket will be the flat rate of 50 cents. Bodine is currently negotiating with **Johnny Ray**, **Zsa Zsa Gabor** and **Jayne Mansfield**.

"Also 'looking around' is **Arthur Thurston**, an Australian freelance booking agent who has helped bring some of the biggest names in show business to Australia. "Your new City Hall has made everything possible now. A Far Eastern circuit will be forged soon," he said.

COMING SOON



ON
EPIC
RECORDS

HUNGARY

Composer's Lot Is a Rough One

By PAUL GYONGY
Derektca 6, Budapest

The launching of a pop song is for Hungarian songwriters even more difficult than it is for their colleagues in Western countries. Over the last few years the Hungarian songwriting business has been swamped by dilettanti who have lowered the quality of the pop tunes coming on the market.

The State Department tried to stem the ever-growing stream of bad music and installed a commission to which every song must be submitted. In 1961 the commission held about 60 sessions, supervised some 1,500 songs of which 450 received the admission stamp.

The commission informs the Hungarian Performing Right Society (performance of non-permitted songs receive no performing fees), the State music publisher, and the record manufacturing company and the radio and television networks that the song has been cleared for exposure.

The cleffers then go to the pop song editor of the State music publisher to have their professional copies printed. The publisher prints approximately 15 to 20 songs per month for around 1,000 professional subscribers. The publication of orchestrations is practically nil as demand is minimal. This means even further selection as the publisher prints songs by prominent cleffers first hoping that these might reach the hit parade and thus make the printing of a particular tune worthwhile. The pub-

lisher has no share in performing or mechanical fees.

The publishing agency allows more than half of permitted numbers bleed to death since there is no competing publisher and no private printing plant. These composers have no other choice but to promote their songs through handwritten copies, which is anything but a pleasure.

The next hurdle, which is equivalent to an abyss, is the State radio and television, since exposure is a decisive step in the career of a pop song.

The heads of the dance and instrumental departments are well known, excellent composers who cannot accept everything and must make their own selection of the material. Unfortunately there are also composers on the staff of the permanent dance orchestra who would never have become composers if they would not sit at the source of success and thus are in a better position than the outsiders.

The same type of situation awaits the songwriter at the only record company. Radio performers seek deals where they may participate, by secret agreements, in mechanical and performing fees.

The interested firms do not coordinate their business procedures and thus sometimes deprive hits of the well-deserved business possibilities.

Gypsy Jazz

Top jazz pianist Jancsi Korossy from Bucharest, Roumania, is visiting Budapest. The Hungarian radio made recordings, and he had a 15-minute spot in TV. Korossy is a Hungarian gypsy born in Transylvanian Kolizsva and a self-taught musician of amazing abilities. He was guest at the last year's Jazz Festival in Warsaw, and recordings have been made by the Polish and Czechoslovakian State record companies.

His love for jazz is as rare as

in the case of the late French gypsy guitarist Django Reinhardt. Korossy likes the style of Oscar Peterson and Erroll Garner but does not copy them.

ITALY

RAI-TV Draws U. S. Disk Acts

By SAMPL STEINMAN
Piazza S. Anselmo 1, Rome

More than ever RAI-TV is a magnet for American recording artists.

"The 9 o'Clock Gentleman," latest Saturday night feature show which stars Ernesto Calindri, will run for at least 10 weeks with top U. S. names. Americans such as Chet Baker and Helen Merrill are programmed for "Little Concert" in its new series and others have been recorded for "Strictly Musical." The summer programs on both channels will be largely musical, and every U. S. artist within reach will probably get a hearing.

More and more movie actors are trying their hand at recording in the wake of recent successes by Sophia Loren in this field. The latest are Marcello Mastroianni with "November Evening" and Nadia Grey with "I Like Money." . . . A movie motif, "50 Years" from the film "The Italians Are 50 Years Old" has been put on an RCA disk by Miranda Martino.

Carnival of Rio, which is followed closely here, has had its four top tunes, "Maria di Rio," "A Rio A Rio A Rio," "Napoleon" and "Chin Chin" recorded by Gabriela Iva and Los Maleteros on two Variety 45's. . . . A new Roman song is "Love at Trinita dei Monti" on Cetra by Claudio Villa. . . . Viareggio's Burlamacco d'Oro, which

started off as a takeoff on San Remo, is getting serious attention for its songs this year. Latest recording is Royal's waxing of Franca D'Ambra in "Via Partenope." This prize is awarded at the end of the year to the song which has achieved the greatest popularity through public acceptance.

Leonard Schneider of Decca visiting Rome during first week of May as part of a European tour. . . . Romolo Balzani, composer of some 30 musical shows and many prewar songs in Roman dialect, died at age of 70.

ISRAEL

Frank Sips Tea, Wows Nazareth

By AZARIA RAPOPORT
73 Ahad Haam St., Tel Aviv

Frank Sinatra charmed them by the thousands at the huge Mann Auditorium in Tel Aviv. Arriving relaxed, smiling and chatty, for his seven-performance tour, proceeds of which are dedicated to the establishment of the Frank Sinatra home for youth, in Nazareth, the crooner-actor gave a first-rate account of himself.

Frank chatted with the audience, drank tea and smoked in between numbers (on stage), marching back and forth on the red carpet laid out for him on the huge stage. The Bill Miller sextet, which accompanied him on the international goodwill tour, did well, as did the Israeli performers on the first half of the program.

Les Doudaim, the young Israeli singing duo, returned after two years in the U. S. and Europe. In the States they have been renamed Benny and Adam, though the second boy's surname is Gurion, just

to avoid any confusion with Prime-Minister Ben Gurion. The team has signed a contract with Philips-Fon-tana for distribution in the U. S.

JAPAN

Col. to Press Belgian Disks

By J. FUKUNISHI
108 Kakinokizaka, Meguroku, Tokyo

Nippon Columbia closed a deal with Belgian Sobedi (Societe Belge de Disque) firm to press the label in Japan. The label will make a debut May 20 with two singles, "Moliendo Cafe" and "Coco Mi Coco" by Rubito Dallas Combo, and "Dooley Twist" and "Thunder Rock" by the Newtons Five.

Since Teichiku Records came under the aegis of Matsushita National Electric Company, the firm has launched a very extensive and positive sales policy. As a result, the firm reportedly consummated a deal with Dutch Arton label and is further negotiating with a couple of Swedish and Norwegian recording companies.

The firm further decided to organize and put into operation on July 1 "Teichiku LP Lovers Society." A member who buys seven LP's is entitled to receive one bonus record.

Nippon Victor announced business figures for the last six months of 1961 (September 21, 1961, to March 20, 1962). Total income was \$32,083,333, which is an increase of 21.7 per cent over the preceding six-month period. Net profit was \$2,566,666, which is an increase of 2.8 per cent over the previous period.

The breakdown of the total income in records is 19 per cent, (Continued on page 35)

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If you were listed correctly in the 1961 Source Book & Directory, it is unnecessary to do anything further. However, all others should fill out and return the coupon below as quickly as possible to be assured a free listing. The coupon should be returned by all companies located outside the Continental United States, or if the 1961 Source Book contained no listing or one which is no longer accurate.

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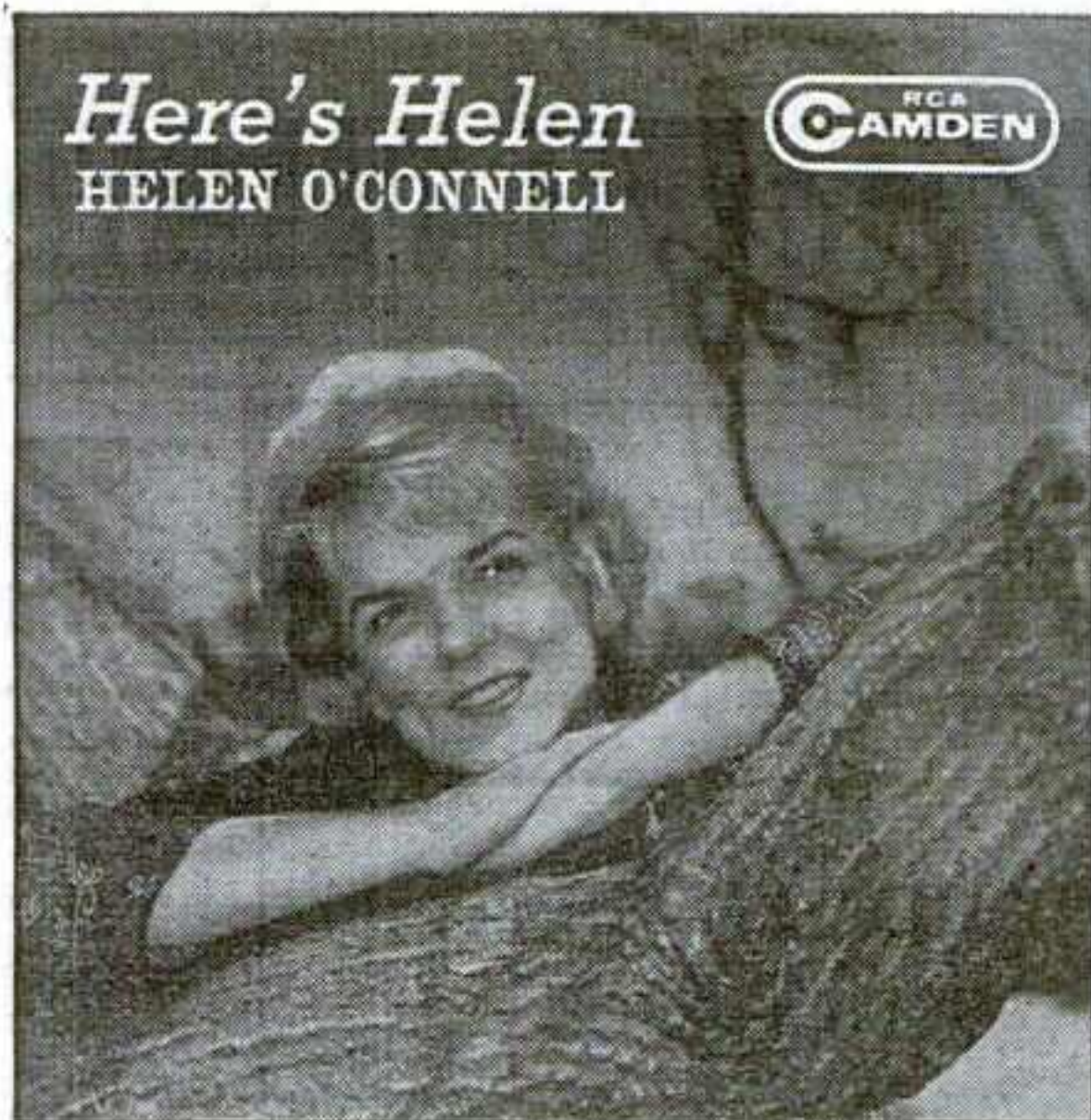
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The Editor—BILLBOARD MUSIC WEEK BUYERS' GUIDE—
1564 Broadway, New York 36, N. Y.

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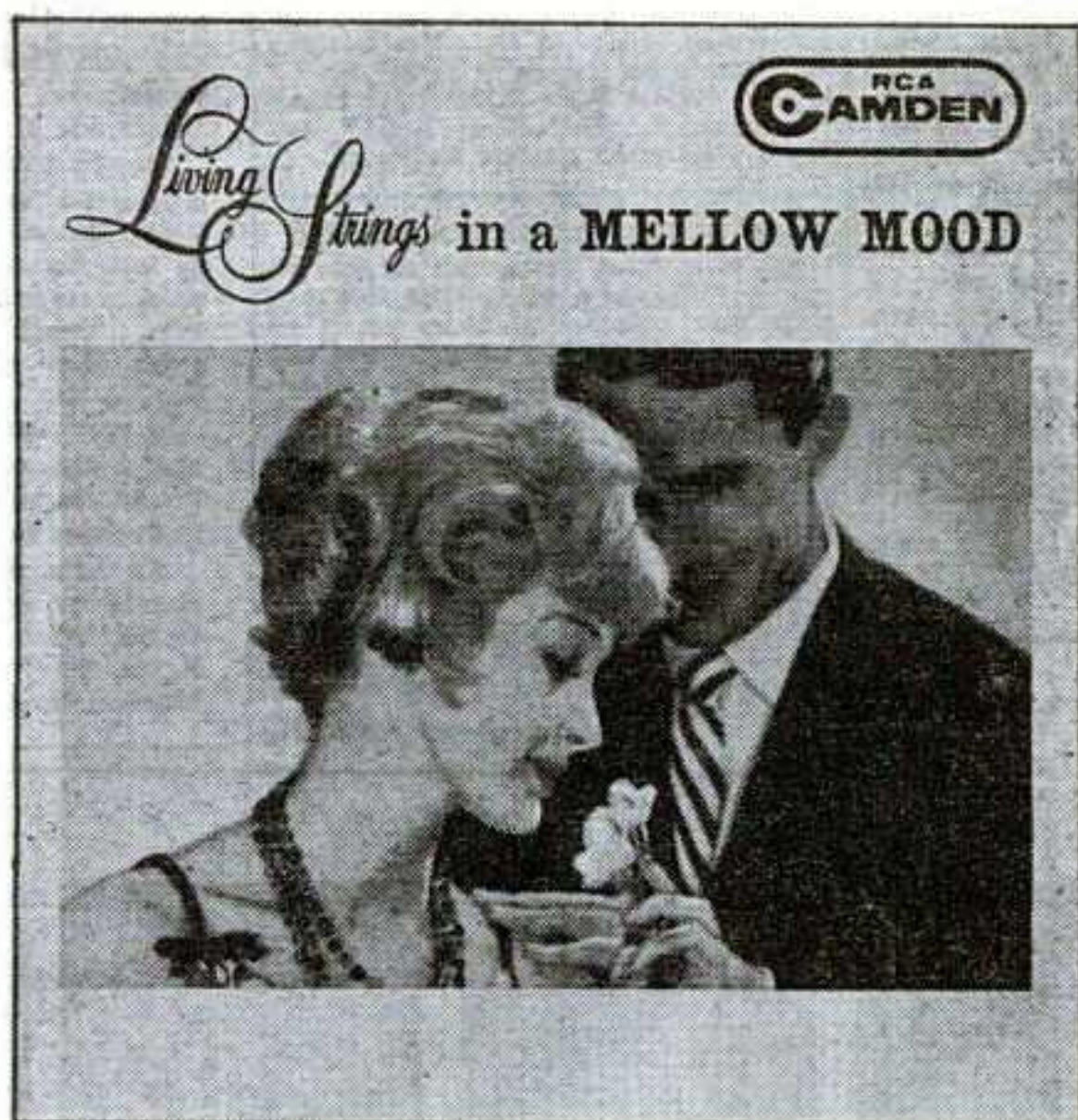


The same "Green Eyes" Queen of the Tommy Dorsey era . . . only incredibly better! Full swinging, lyrical, simply great are "Who Cares," "I Cried for You," "Bye Bye Blues," "I Can't Believe That You're In Love With Me" and other memorable hits! CAL/CAS-706

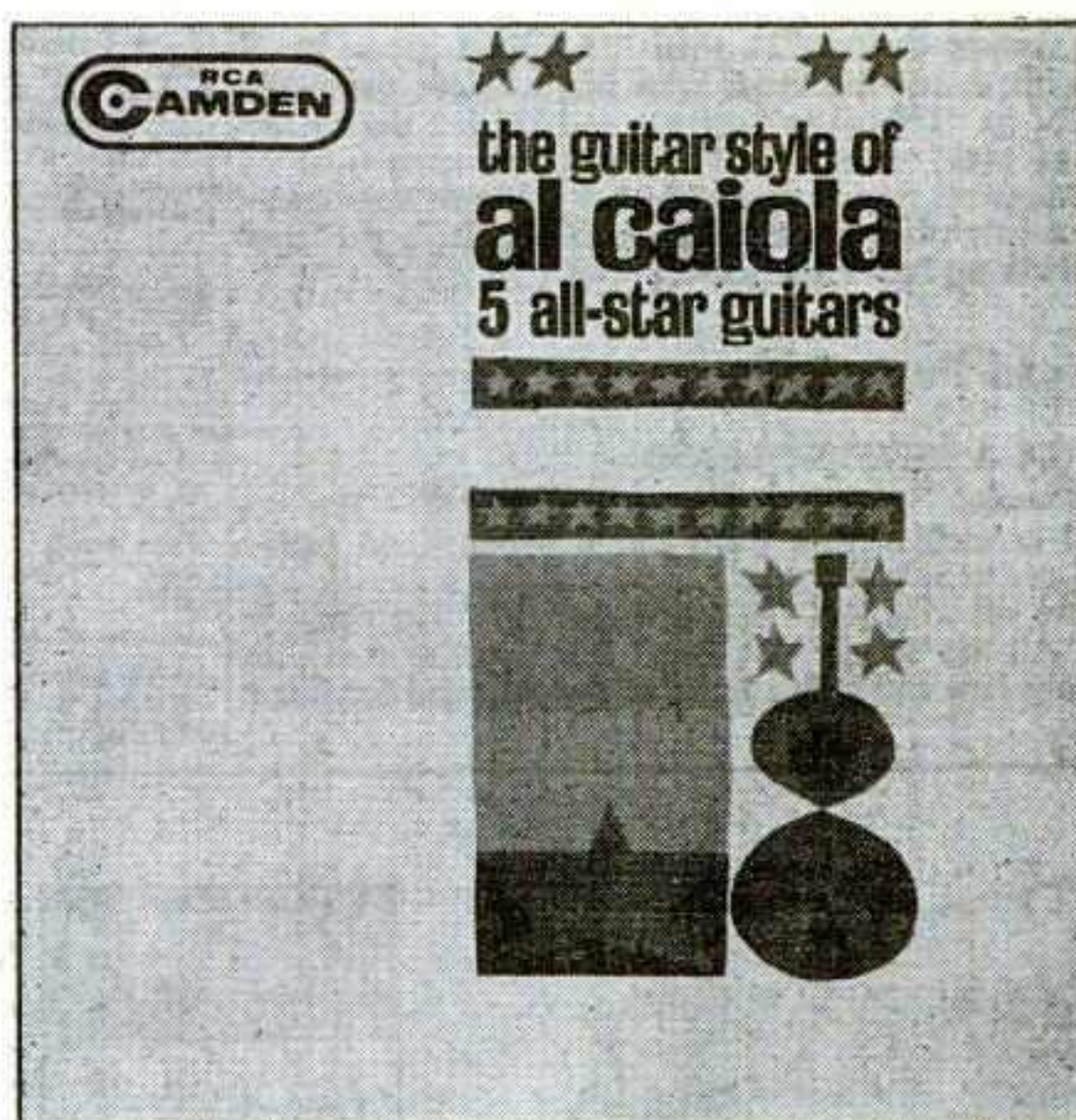


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AMERICA'S BIGGEST ENTERTAINMENT BARGAIN



Never-to-be-forgotten love themes from films and Broadway musicals, composed by the giant song writers of our time and performed magnificently by the famous Living Strings. "I'll Be Seeing You," "So in Love," "I'm Confessin'," others. CAL/CAS-709



High on the best-seller charts, virtuoso Al Caiola here surrounds himself with the All-Stars — five great accompanying guitars — for purely exciting listening. "Sweet Georgia Brown," "Hindustan", "It's a Sin to Tell a Lie," 7 others! CAL/CAS-710

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

ALBUM REVIEWS

Pop

POPS ROUNDUP



Boston Pops (Fiedler). RCA Victor LM 2595 (M); LSC 2595 (S)—Arthur Fiedler and the Boston Pops Orchestra present a collection of Western tunes, mostly standards, in the ensemble's noted lush orchestral styling. Highlights of the package is a medley of theme songs from TV Westerns including "Wyatt Earp," "Bat Masterson," "Rawhide" and "Wagon Train." Also fine versions of such favorites as "O Bury Me Not on the Lone Prairie," "Tumbling Tumbleweeds" and "Cool Water." The Boston Pops has a wide following and this appealing set with a most attractive cover should capture many sales.

WALTER BRENNAN: OLD RIVERS



Liberty LRP 3233 (M); LST 7233 (S)—Brennan is riding high on the pop charts right now with "Old Rivers," and this collection of similar material should click big with his fans. In addition to the title tune, the veteran character actor talk-sings such folksy sagas as "Conversation With a Mule," "Old Rivers Trunk," "Boll Weevil" and "It Takes a Heap of Living."

LOVER PLEASE



Clyde McPhatter. Mercury MG 20711 (M); SR 60711 (S)—Clyde McPhatter jumped back on the charts with his single of "Lover Please," and this new album should please his many old and new fans. In addition to his hit it contains a flock of oldies like "Money, Honey," "Sixty Minute Man," "Don't Let Go," "Such a Night" and "Little Bitty Pretty One." New Tunes are "Next to Me" and "Everybody Loves a Winner." Strong arrangements add to the disk.

FIFTEEN HITS OF THE ORIGINAL RECORDINGS



Various Artists. Liberty LRP 3235 (M)—Here's a fine collection of rock and roll oldies that should please the teen buyer. They include "Mule Skinner Blues," "Mr. Blues," the Fleetwoods; "Lavender Blue," Sammy Turner; "You're Sixteen," Johnny Burnette; and sides by Bobby Vee, Troy Shondell, Timi Yuro, Dick and Dee Dee, the Ventures, Toni Fisher and Little Anthony and the Imperials.

GOLDEN THEMES FROM MOTION PICTURES

Ferrante and Teicher. United Artists UAL 3210 (M); UAS 6210 (S)

THE MANY MOODS OF FERRANTE AND TEICHER



United Artists UAL 3211 (M); UAS 6211 (S)—UA is backing these two packages with an extensive campaign as part of its "Tribute to Ferrante and Teicher during the month of May" campaign. The duo piano team is in its usual expressive, romantic mood on a group of instrumental treatments of movie themes and oldies. Both packages could chalk up impressive sales.

Low Priced Pop

LIVING STRINGS IN A MELLOW MOOD



RCA Camden CAL 709 (M); CAS 709 (S)—The renowned ensemble again turns out a dreamy and highly tasteful program of listenable, slow dancing material. The tunes are all familiar—"Dearly Beloved," "The Song Is You," "All the Things You Are," etc. Good relaxed programming fare and a fine hunk of stereo sound for home use, too.

Latin American

ORLANDO MARIN AND HIS ORK



Alegre LPA 814 (M)—Marin and his ork have a solid Latin set here. The band plays 10 tracks with an authentic sound that should score with the Spanish-speaking population. The album features a mixture of Latin-American dance beats, among them Pachanga, Bolero, Mambo, Guacancho, Descarga and Oriza. In addition there are fervently sung Spanish vocals.

SPECIAL MERIT ALBUMS

Classical

GOEB: QUINTET; SYDEMAN: SEPTET; CONCERTO



Various Artists. Composers Recordings, Inc. CRI 158—Roger Goeb's Quintet for Woodwinds is the epitome of what contemporary music should be. It is fresh and striking, yet it is always primarily music rather than sound. As such, it could win many new friends for modern American music if it gains exposure. William Sydeman's work also is above average, making this one of the more interesting recent CRI releases.

Jazz

OUT OF THE BLUE



Carl Sloane. Columbia CL 1766 (M); CS 8566 (S)—Here's an excellent debut album for a young female jazz singing talent, Carole Sloane. The lass has an individuality that projects dramatic intensity and poignant longing ballads and a fine beat on middle tempo tunes. She is backed here by a top-flight group of jazzmen including Bob Brookmeyer, Nick Travis and Jim Hall among its members. "Deep Purple," "The More I See You" and "Little Girl Blue" are among the better tracks. Miss Sloane should be a talent to watch.

★★★★
STRONG SALES POTENTIAL

★★★★ **MOVIN' 'N' GROOVIN'**

The Three Suns. RCA Victor LPM 2532—Here's another bright and cheerful disk by the Three Suns that should sell to their many friends and fans. It contains such familiar items as "April Showers," "Caravan," "Autumn Leaves," "Beyond the Sea" and "Some of These Days." Arrangements feature wild percussion instruments that show off some stylish sounds.

★★★★ **TWANGY, SHOUTIN' FANTASTIC BIG-BAND SOUNDS OF TUFF JACK**

Capitol T 1727 (M); ST 1727 (S)—This is an instrumental album that should appeal to teen-agers. The set is made up of a mixture of Top 40 type hits mixed with standards. All are handled in a rocking format featuring the leader Jack Marshall on guitar backed by ork. Among the better tracks are "Take Good Care of My Baby," "Peter Gunn," "Night Train" and "Be-Bop-A-Lula."

★★★★ **FRANCE**

Gordon Jenkins and Ork. Time 52061 (M); S-2061 (S)—Fine sound and an equally

fine ork performance are spotlighted on this package of themes, keyed to a sentimental, Parisian mood and depicting a trip from one end of France to the other. Subtitled "The Manhattan Towers of Paris," the LP features "Under Paris Skies," "My Man," "Fascination," "The River Seine," and others. Nice mood package for jocks.

★★★★ **ECHOES OF GLENN MILLER**

The New Glenn Miller Ork directed by Ray McKinley. RCA Victor LPM 2519 (M); LSP 2519 (S)—Ray McKinley serves up another listenable batch of oldies and new items wrapped up in the familiar, nostalgic Glenn Miller mood. Selections, each eminently spinnable, include "I'll Be Seeing You," "Sweet Lullaby," "I Believe in You," "Bali Ha'i," and "Love Is a Many-Splendored Thing."

★★★★ **TV'S TOP THEMES**

Pete Rugolo and Ork. Mercury MG 20706 (M); SR 60707 (S)—Pete Rugolo and his orchestra present a timely collection of TV

(Continued on page 24)

BEST TRACKS FROM THE SPOTLIGHT LP'S

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

POPULAR

LOVER PLEASE—Clyde McPhatter (Mercury MG 20711, SR 60711); "Next to Me" (MRC, BMI) (2:09)

OLD RIVERS—Walter Brennan (Liberty LR 3233, LST 7233) "It Takes a Heap of Livin'"

POPS ROUNDUP—Boston Pops Orchestra (Fiedler) (RCA Victor LM 2595, LSC 2595) "Pops Roundup" (ASCAP, BMI) (6:30)

LOW PRICE POPULAR

LIVING STRINGS IN A MELLOW MOOD (RCA Camden CAL 709, CAS 709) "Let's Get Lost" (ASCAP)

INTERNATIONAL

ORLANDO MARIN & HIS ORCHESTRA (Alegre LPA 814) "La Casa"

LP REVIEW POLICY

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

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

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

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

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

5 GREAT LP's by **BILL BLACK'S COMBO**



MOVIN'
 Movin'; My Babe; Torquay; The Walk; Witchcraft; Honky Train; What 'D I Say; Be Bop A-Lula; Hey Bo Diddley; Work With Me Annie; 40 Miles of Bad Road; Ain't That Loving You Baby.
 Mono: HL 12005
 (Stereo: SHL 32005)



"LET'S TWIST HER"
 Twist-Her; Night Train; Corrina, Corrina; Huckle-Buck (Twist); Royal Twist; Yogi (Twist); My Girl Josephine; Twisteroo; Johnny B. Goode; Slippin' & Slidin' (Twist); Twist With Me Baby; Smokie Part II (Twist).
 Mono: HL 12006
 (Stereo: SHL 32006)



THAT WONDERFUL FEELING
 Nobody Knows (The Trouble I've Seen); This Old House; When The Saints Go Marching In; It Is No Secret; Swing Low, Sweet Chariot; Just A Closer Walk (With Thee); When The Roll Is Called Up Yonder; others.
 Mono: HL 12004
 (Stereo: SHL 32004)



SOLID AND RAUNCHY
 Don't Be Cruel; Singin' The Blues; Blueberry Hill; I Almost Lost My Mind; Cherry Pink; Mona Lisa; Honky Tonk; Tequila; Raunchy; You Win Again; Bo Diddley; Mack The Knife.
 Mono: HL 12003



SAXY JAZZ
 White Silver Sands; Smokie—Part 2; The Wheel; Accurate The Positive; Before Dawn; Deep Elm Blues; Tuxedo Junction; Dee J. Special; Crankcase; Anytime; Frankie And Johnny; Cyclone Bop.
 Mono: HL 12002

Hi RECORDS ONE OF THE LONDON AMERICAN GROUP

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

SINGLES REVIEWS

Pop

BOBBY RYDELL



GEE IT'S WONDERFUL (Fajob, ASCAP) (2:15)—A solid side for Bobby here. The boy sings a bright, breezy swinger backed by ork, strings and chorus that's bound to climb up the charts. The flip is "I'll Never Dance Again" (Aldon, BMI) (2:31). **Cameo 217**

PAUL PETERSEN



KEEP YOUR LOVE LOCKED (DEEP IN YOUR HEART) (Aldon, BMI) (2:16)—**BE EVERYTHING TO ANYONE YOU LOVE** (Hill & Range, BMI) (2:03)—The boy sings a soft ballad which has an equally soft beat with a Latin touch here that's a real delight on the first side. He is backed by a chorus of chicks and ork. The reverse is another compelling side that has a message bound to appeal to teeners. Two strong ones from the boy. **Colpix 623**

WALTER BRENNAN



TRIBUTE TO A DOG (Tallman, ASCAP) (2:30)—**LIFE GETS TEE-JUS DON'T IT** (Leeds, ASCAP) (3:22)—Brennan, who has just had a hot one with "Old River," gives a nostalgic reading of the canine tribute. The side is beautifully done, with simple harmonica and choral backing. Same backing on the flip which is in a much lighter vein, full of wry backwoods humor. It was a big one for Carson Robison some years back. Two fine sides. **Dot 16348**

BOBBY GREGG



POTATO PEELER (Cheltenham, BMI) (2:24)—Gregg's follow-up to "The Jam" could be another big one for him. "Potato Peeler" is a socking, rocking instrumental effort that builds all the way with the piano in the lead. It also has a solid sound that should catch the teens' fancy. Flip is "Sweet Georgia Brown" (Remick, ASCAP) (2:16). **Cotton 1006**

FERRANTE AND TEICHER



LISA (Miller, ASCAP) (2:52)—Title song from the forthcoming picture is played with style by the piano duo, over a bolero-like beat by the large ork. Dramatic tune is handled in "Exodus" fashion, and this dishing could be their biggest since that smash. Flip is "Negligee" (Arlou, ASCAP) (2:52). **United Artists 470**

SAM COOKE



HAVING A PARTY (Kags, BMI) (2:23)—Sam has another swinger in his "Twistin' the Night Away" groove here that's bound to get the kids dancing. The side features same spirited vocal style in front of strings, punching ork and chorus. The other side is "Bring It on Home to Me" (Kags, BMI) (2:37). **RCA Victor 8036**

ANDY WILLIAMS



STRANGER ON THE SHORE (Robert Mellin, BMI) (2:49)—A winning performance of the current instrumental hit by Andy Williams should bring the tune back to the top of the charts again. He sells it with feeling and the backing is warm. Flip is "I Want to Be Wanted" (Leeds, ASCAP) (3:17). **Columbia 42451**

LORI ROGERS



SEYMOUR (Mellin, BMI) (2:25)—Lass turns in a heart-felt performance of this teen-slanted ballad in which she tells of her love for "Seymour." Arrangement is in the commercial groove and disk could move. Flip is "I Love You Lori" (Mellin, BMI) (2:50). **Scepter 1232**

GARY CRISS



OUR FAVORITE MELODIES (Roosevelt-Tobl-Ann, BMI) (2:29)—**WELCOME HOME TO MY HEART** (We Three, BMI) (2:35)—The lad has a pair of sock items for his initial outing of the label. The lead side is a perfect teen item since it mentions not only the names of a good many hit sides, but also packs fine beat and crisp ork reading. The second side is a lovely ballad that's handled with warmth over lush backing. **Diamond 114**

ALI HASSAN



CHOP STICKS (Mother Bertha Chemistry, BMI) (2:04)—**MALAGUENA** (E. B. Marks, BMI) (2:00)—Hard-hitting piano instrumental combo wax here. The lad swings the old practice piece with determination on the first side, while on the flip he punches away at the Latin standard with exciting result. Both sides are raucous, loud and could be good juke items as well as over-the-counter sellers. **Phillies 103**

RAL DONNER



LOVELESS LIFE (Pincus, ASCAP) (2:45) — **BELLS OF LOVE** (Alan K, BMI) (2:38)—Donner has two potent sides to follow along after his recent hit "She's Everything." The first is a moving reading of a meaningful and melodic tune with smart arrangement. The reverse side is an attractive ballad that the singer handles smoothly over first-rate ork and chorus backing. **Gone 5129**

Country & Western

KITTY WELLS



WILL YOUR LAWYER TALK TO GOD (Pamper, BMI) (2:28)—**THE BIG LET DOWN** (Cedarwood, BMI) (2:40)—The great Kitty Wells comes through with two fine sides here. Topper is tale of divorce and heartbreak, sold by the thrush with feeling; flip is another weeper, and she is also in good form. Backings are first-rate. **Decca 31392**

HANK LOCKLIN



WELCOME HOME, MR. BLUES (Robinson, BMI) (2:24)—A fine performance by Hank Locklin of a meaningful country weeper and the chorus and piano backing is in the proper groove. Good side for the country market. Flip is "We're Gonna Go Fishin'" (Johnstone-Montel, BMI) (2:05). **RCA Victor 8034**

SPECIAL MERIT SINGLES

Pop Talent

BOBBY SHEEN

★★★★ **HOW MANY NIGHTS (HOW MANY DAYS)** (Trio, BMI) (2:04). **Liberty 55459**

★★★★
STRONG SALES POTENTIAL

STAN APPLEBAUM

★★★★ **Karin's Theme**—WARNER BROS. 5277—Stanley Applebaum comes through with a warm and melodic performance of a pretty theme penned by the ork leader. Band plays the instrumental with spirit.

Good side for good music station plays. (Tod, ASCAP) (2:50)

★★★★ **Bye Bye Love**—The old Everly Brothers' hit is played neatly here in an instrumental style by the Applebaum crew.

Side is not as strong as the flip, but it's still a good one. (Acuff-Rose, BMI) (2:51)

PAUL REVERE AND RAIDERS
 ★★★ **Leatherneck** — GARDENIA 127—The Marines' hymn is played with a lot of enthusiasm by Revere and the Raiders on this swinging disk. The teen crowd will dig. (Kim Fowley, BMI) (2:02)

★★★★ **Like Bluegrass**—On the bluegrass—and Floyd Cramer—kick is this happy version of "My Old Kentucky Home." It rocks and it moves and it builds and a lot of young folk will be dancing to it. Strong side. (Kim Fowley, BMI) (1:45)

JOHNNY MATHIS
 ★★★ **Marianna** — COLUMBIA 42420—Johnny sings the theme from the current movie "The Counterfeit Traitor" with much warmth. It's a lovely floating melody that's done with a fine string section and mixed chorus embellishing the background. (Famous, ASCAP) (2:51)

★★★★ **Unaccustomed as I Am**—This side is very much in the old Mathis tradition. It's an appealing ballad that's enhanced with strings, simple piano fills and mixed chorus. (Cathy, ASCAP) (2:50)

DON COSTA AND HIS ORK
 ★★★ **Theme From "The Miracle Worker"** (Hush Little Baby)—COLUMBIA 42442—Chorus and ork are featured on this disk.

(Continued on page 31)

SINGLES REVIEW POLICY

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

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GOODBYE DAD

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TERRACE RECORDS

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SINGLE SCOOP

THE CASTLE SISTERS

"GOODBYE DAD" (Aldon Music, Inc., BMI) 1:53 W. Dorant-R. Petty
 "WISHING STAR" (Greta Music Corp., BMI) 2:01 M. Ferlic
TERRACE 7506
 619 W. 25th St., New York, N.Y.

BILLBOARD



CASTLE SISTERS

GOODBYE DAD (Aldon, BMI) (1:53)—The girls tell of their marriage in impassioned tones, as they say goodbye to dad. It's a sentimental piece well produced. Flip is "Wishing Star" (Greta, BMI) (2:01). **Terrace 7506**

Reviews of New Albums

Continued from page 22

themes wrapped in jazz-flavored treatment and utilizing the complete orchestra. Rugolo's arrangements provide the listener with a vivid and colorful picture of each show's subject matter. "Theme From Ben Casey," "Theme From Route 66," "Theme From Dr. Kildare" and "Naked City Theme" sound best. Dealers could do well to use packages as display items. Also good deejay material.

★★★★ THE BIG VOICE OF BARNUM
H. B. Barnum. RCA Victor LPM 2462 (M); LSP 2462 (S)—Barnum hasn't had a singles hit for about a year, but this package should find a ready market among both r.&b. and pop buyers. Barnum warbles with sincerity and soul on a group of standards, including "In a Little Spanish Town," "Sweet Sue," and "Baby, Baby, Baby."

★★★★ HUGO MONTENEGRO AND HIS ORK
Time 52062 (M); S-2062 (S)—The Hugo Montenegro large string ork shows off its warm and lush sound on this new disk, one of the first in the firm's special sound process, called Process 70. The sound is exceptional, certainly equal to the best on record today. Tunes include classical and pop items, from "Flight of the Bumble Bee" to "Rags to Riches." It's rather overwhelming sound for the home though, and few of the selections are danceable.

★★★★ GOLDEN SAXOPHONE HITS
Sil Austin. Mercury MG 20663 (M); SR 60663 (S)—Here's a fine dance instrumental album. Austin's honking, rocking horn is spotlighted with a good, driving rhythm combo, on such things as his own substantial hit of a few seasons back, "Slow

Walk," plus "Hucklebuck," "Honky Tonk, Part I," "Flying Home," "Walkin' With Mr. Lee," among others. Kids, especially, should dig this, but adults, too, will find this twisting beat most palatable.

★★★★ BANJOS BACK TO BACK
Harry Reser. RCA Victor LPM 2515 (M); LSP 2515 (S)—Banjos are back in style and this waxing should appeal to the country's many banjo fans. Harry Reser, who was the first banjoist with the Paul Whiteman band in the 1920's, and later led the radio band, the Cluquet Club Eskimos, is featured here in some bright work on the instrument. The songs range from "Coming 'Round the Mountain," to the current "Grand Old Ivy," and they're all fun—all 30 of them.

★★★★ GYPSY
Richard Hayman and Ork. Mercury PPS 6027 (S)—Richard Hayman offers lush arrangements offering highly musical interpretations of old gypsy tunes. Use of Symbalom, harp, accordion, guitars and zigeuner fiddle gives it an authentic flavor, but it will have most appeal to people who appreciate top quality arrangements that feature a civilized rather than untamed approach, and these are the majority. Tunes include "Two Guitars," "Play Fiddle Play," "Roumanian Rhapsody" and "Czardas."

★★★★ LOVE MOODS
Helyne Stewart. Contemporary M 3601—Helyne Stewart bows on the label with pleasant reading of a flock of standards here, from "Love Is Here to Stay," to "The Man I Love." She sings them neatly in a style reminiscent of Dakota Staton. Backing her is a group of top jazzmen who lend

the thrush strong support. Teddy Edwards is the leader of the group that includes Jack Sheldon, Pete Jolly and Art Pepper.

LOW PRICED POPULAR

★★★★ HERE'S HELEN
Helen O'Connell. RCA Camden CAL 706 (M); CAS 706 (S)—Here's a bargain for Helen O'Connell fans—of whom there are still many. The lass sings a flock of standards here—none of them the tunes she made famous with Jimmy Dorsey, but good to listen to nonetheless. They include "Who Cares," "Blue and Broken Hearted," "Miss You" and "I Cried for You." Marion Evans did the swinging arrangements, and the band plays them with zest. Good listening.

★★★★ THE GUITAR STYLE OF AL CAIOLA
RCA Camden CAL 710 (M); CAS 710 (S)—Those who've enjoyed Caiola's best selling "sound" sets will find a fine, listenable, bargain-priced helping of the Caiola guitar sound spotlighting not only the leader but other top-notchers like George Barnes, Al Cassante, Don Arnone, John Pizzarelli and Billy Bauer as well. The sparkling ensemble works with bass, drums and vibes on such listenable familiar tunes as "Sweet Georgia Brown," "Hindustan," "Rosetta," "Undecided," etc. Good, salable wax.

★★★★ THE GAYLORDS AT THE SHAMROCK
Mercury MG 20695 (M); SR 60695 (S)—The vocal and comedy talents of the Gaylords are attractively showcased on this set. The album abounds in laughs and comic parodies and routines on tunes. "Fascination," "O Sole Mio," and the country jamboree bits are top-flight. The disk was cut in the Shamrock Hotel, Texas.

★★★★ BILLY MAY AND HIS ORK
Time 52064 (M); S-2064 (S)—Billy May's unique arranging talents come to the fore on this highly listenable set. The material is widely diversified and the orchestra is a huge one. May has drawn from many sources for the tunes, the new flicks "Advise and Consent" and "Road to Hong Kong" are represented as are standards and Broadway musicals. May uses the large string section engagingly on all the tracks. "Oglan Oglan," the theme from "Naked Island" and "Changing Partners" are among the better tracks.

★★★ MODERATE SALES POTENTIAL

★★★ I HAD THE CRAZIEST DREAM
Manny Albam and his Ork. RCA Victor LPM 2508 (M); LSA 2508 (S)

★★★ ALICE FAYE SINGS HER FAMOUS MOVIE HITS
Reprise R 6029 (M)

★★★ GUITARS PLAY THE SOUND OF RAY CHARLES
Tom and Jerry with the Merry Melody Singers. Mercury MG 20671 (M); SR 60671 (S)

★★★ JAN AUGUST STYLES GREAT INTERNATIONAL HITS
Mercury MG 20667 (M); SR 60667 (S)

★★★★ STRONG SALES POTENTIAL

JAZZ LP'S

★★★★ GERRY MULLIGAN—REUNION WITH CHET BAKER
Pacific Jazz PJ-47 (M)—This is a reissue of an album originally cut in 1957 which features the top jazz baritone with his onetime associate trumpeter Chet Baker. The album should be a welcome addition to the libraries of Mulligan and Baker fans. It features solos by the two principals on such standards as "Jersey Bounce," "Star-dust" and "When Your Lover Has Gone."

★★★★ THIS KID'S THE GREATEST
Kid Ory's Creole Jazz Band. Good Time Jazz M 12045—Eight of these selections were recorded in 1953, three in 1954 and Ory's famed "Creole Song" in 1956. The sum total is an excellent example of traditional Dixieland played by a true New Orleans great. Selections such as "South Rampart Street Parade," "Millenberg Joys," "Aunt Hagar's Blues," "Creole Love Call" and "St. James Infirmary" are fine examples, showing plenty of creativity and verve. Ory's trombone is assisted by different musicians for each date, but all are excellent.

★★★★ JOYFUL NOISES: BOBBY SCOTT
Mercury MG 20701 (M); SR 60701 (S)—Versatile pianist Bobby Scott displays the composer facet of his varied talents in this set of five selections, each an explicit study of mood rhythm and tempo, and one long composition titled "Four Solemn Thoughts." The music is most effective and Scott cleverly manipulates the instruments of the orchestra to provide a most exciting program for jazz buffs.

★★★★ IMPRESSIONS OF DUKE ELLINGTON
Billy Byers. Mercury PPS 6028 (S)—Billy Byers, with a big assist from a group of talented sidemen, offers his version of a group of Duke Ellington tunes. The arrange-

ments are most listenable with outstanding solos by Joe Newman and Clark Terry on trumpets in various selections, Eric Dixon's tenor solo in "Mood Indigo" and Byers' trombone work in "All Too Soon." "Take the 'A' Train," "Solitude," and "Just Squeeze Me," all sound good, too. A good buy for the jazz set.

★★★★ STRONG SALES POTENTIAL

CLASSICAL LP'S

★★★★ TCHAIKOVSKY: SYMPHONY NO. 5
London Symphony (Dorati)—Mercury MG 50255 M; SR 90255 S—There are better than two dozen versions of this ever-green symphony in the catalog now, but Dorati has come up with a spirited rendition that deserves a place among the best-selling versions. A strongly masculine reading that is faithful to the spirit of the score, and one that can be recommended to customers seeking a solid rendition of a standard work.

★★★★ SCHUBERT SYMPHONY NO. 7 IN C MAJOR
Minneapolis Symphony Orchestra (Skrowaczewski). Mercury MG 50272 (M); SR 90272 (S)—Maestro Skrowaczewski and the Minneapolis Symphony Orchestra render a highly satisfactory reading of Schubert's "Symphony No. 7 in C Major" (also listed as the composer's "Symphony No. 9"). The "Great" symphony, as it is also known, is a challenge to any conductor and the new Minneapolis conductor rises to the occasion by offering a stimulating and expressive version that is fully enhanced by the stereo recording on 35-mm. film. Despite heavy competition from other available recordings this well-made package should do well.

★★★★ STRONG SALES POTENTIAL

SPECIALTY LP'S

INTERNATIONAL

★★★★ MUSIC OF THE SWISS ALPS
Various Artists. Mercury MGI 206 (M); SRI 606 (S)—Genuine yodelling, some virtuoso playing on the alpenhorn and a Swiss ensemble that knows its way around the polka and waltz, all give this LP the ring of unmistakable authenticity. Recorded in Switzerland, it abounds with good-humored tunes with considerable variation in tempo. An attractive international issue.

★★★★ JEAN REDPATH'S SCOTTISH BALLAD BOOK
Elektra EKL 214 (M)—Miss Redpath has a soft, touching soprano voice, which she manages to apply with great warmth to this selection of Scottish ballads. She's accompanied on one track by guitar, on another by banjo, again by an accordion and she's also heard a capella in spots. Eleven tunes in all and each is done with flavor and distinction. Good cover shot of the artist.

★★★★ THE LAST ROSE OF SUMMER
Geoffrey Moore. Washington WLP 729—A compelling performance. Moore, a New Zealander, has roots in Ireland (mother and father were both born there) as this fine example of tenor vocalizing shows. These are the melodies of the 19th Century Irish bard, Thomas Moore, and they are sung with great and moving persuasion. There are 15 selections in all, such as "The Minstrel Boy," "Bendermeer's Stream," etc., and they are all steeped in the glow of Erin. Strong wax for its market.

POLKA

★★★★ SONGS YOU'VE BEEN WAITING FOR
Li'l Wally. Jay Jay 1036—The Li'l Wally polka crew comes through with a flock of polkas here that should please the band's many fans. The songs, all sung in Polish, are handled with sparkle by the crew. Many of the tunes are played by the ork at its dances and social functions. Happy polka-ing here.

SPIRITUAL

★★★★ JAMES CLEVELAND WITH THE GOSPEL CHIMES
Savoy MG 14052 (M)—James Cleveland's deep and husky voice is capable of generating great excitement. This new LP finds him assisted by the Golden Chimes, who are recording artists on their own. A track that exemplifies the best work of soloist and assisting artists is "Oh How Wonderful." Other fine tracks are "It Will Be Glory," "In the Twinkling of an Eye" and "Walking With the King," the last-named featuring a rocking beat that sweeps all before it.

★★★★ THE GOSPEL CLEFS
Savoy MG 14053 (M)—The Gospel Clefts, a fine new group, turn in strong performances here of a good collection of gospel tunes. They include "So Good," "Be Still My Soul," "Stand the Storm" and "Abide With Me." The group gets a chance to show off some warm harmony on these sides and the Clefts' fans will enjoy it.

(Continued on page 26)

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**ORIGINAL
HITS**

From the
hit movie "Sweet
Bird Of Youth"...

**Frank Chacksfield
EBB
TIDE**

9519

LONDON
RECORDS

● **Reviews of New Albums**

● *Continued from page 24*

★★★★ **A NAIL IN A SURE PLACE**
A Sermon by the Rev. J. C. Crawford
Gospel MG 3012 (M)—Powerful sermon and spiritual singing here by the Rev. J. C. Crawford of Beulah Baptist Church, Newark, N. J. The pastor speaks of the need for people to help people. His congregation joins him in singing and responses.

LATIN AMERICAN

★★★★ **THE BEST OF FAJARDO**
Panart LP 3089 (M)—Fajardo and his All-Stars have a big following in the Latin-American market, and this collection of some of his best sides should please his many fans. The hip-swinging, exuberant sides include "Ay Cosita Linda," "Fajardo Te Pone a Gozar," "La Sallita," "Cogelo El Tumbao" and others.

CHILDREN'S SPOKEN WORD

★★★★ **THE THREE LITTLE PIGS, THE THREE BEARS, JENNY PENNY, AND OTHER FAIRY TALES READ BY BORIS KARLOFF**

Caedmon TC 1129 (M)—Although primarily identified with the horror field in TV and films, Boris Karloff has also built a considerable following in the kiddie field. His gentle, attractive narrative style is showcased here on eight familiar small fry tales, including "Jack and the Beanstalk," "Henny Penny," "The Three Bears," etc.

SPECIALTY

★★★★ **THE ART OF MODEL BEAUTY**
Rosemont RPLP 1262-1(M)—This handsomely packaged, double-fold, two-LP album should click big with teen-agers. With the aid of an instructive booklet and detailed diagrams, a pleasant-voiced femme narrator advises on make-up, colors, wardrobe coordination, etc. Should be a good rack item.

★★★ **MODERATE SALES POTENTIAL**

SPIRITUAL

★★★★ **THE VOICES OF JORDAN**
Gospel MG 3011 (M)

★★★ **THE ANGELIC GOSPEL CHOIR**
Various Artists. Savoy MG 14049 (M)

INTERNATIONAL

★★★ **SEEL BAND PROMENADE**
Various Artists. Cook 1140

JAZZ

★★★ **SOUNDS OF SYNANON**
Various Artists. Pacific Jazz Stereo 48

FOLK TALENT & TUNES

By **BILL SACHS**

T. Tommy Cutrer, announcer on WSM, Nashville, and emcee on portions of the station's "Grand Ole Opry," last week had his first release on Philips Records of Chicago, a twist version of "The Green Door" b.w. a ballad, "I Don't Hurt as Much." It was the pick hit on KLIF, Dallas 50,000-watter, May 7, and has been getting heavy play on the various Nashville radio stations. Harvey's Record Department, located in Nashville's largest store, last week put in a special window display to promote the new release. Tommy's session was produced by Shelby Singleton, with backing on both sides coming from the Melody Singers and an ork led by Jerry Kennedy. . . . Ernest Ashworth, former Decca artist, has joined the recording gang at Hickory Records, Nashville, where his initial release is "Everybody But Me" b.w. "Another Sleepless Night."

The police department at Sioux Falls, S. D., will host its first country music show, a benefit for its pension fund, May 23, with Jimmy Dean headlining a package arranged by Harry (Hap) Peebles, Wichita, Kan., promoter. Rounding out the talent parade will be George Hamilton IV, Rusty and Doug, Donna Darlene, Herk Pushbroom, Jeanne Pierson, and Mack Sanders and the Ranch Boys. Unit is also set for three shows at the Memorial Building, Kansas City, Kan., May 20, and two performances at Music Hall, Omaha, May 22.

Bill Springer is closing out his musical interests to devote his full

time to farming. He has sold his interest in Eunice Records to his former partners, Mr. and Mrs. Robert L. Hollingsworth, who will retain the same address—Box 273, Evansville, Ind. Springer has disposed of his Majestic and Apco labels to his father, Earl R. Springer, and is presently negotiating for the sale of his publishing firm, Faye Music Company (BMD), White Plains, Ky. . . . Robert E. Frick, head of R.E.F. Recording Company, Indiana, Pa., is now handling distribution on Vallez Records in the Pittsburgh area. . . . Ben Smathers, who has the square dancers on WSM's "Grand Ole Opry," and wife Margaret are celebrating the arrival of a daughter born recently at St. Joseph Hospital, Asheville, N. C.

Andy Doll and his band recently made the trip from Oelwein, Ia., to Nashville to wax an album session at the Bradley Studios. The 12-tune deck, titled "The Andy Doll Band on Stage," is slated for release June 1. Andy also has a single coming out soon. Doll and his musical crew are booked for Janesville, Ia., May 15; Waterloo, Ia., 17; Janesville, Ia., 18; Guttenberg, Ia., 19; LaCrosse, Wis., 20; Janesville, Ia., 22; Worthington, Ia., 23; Fort Dodge, Ia., 24; Dubuque, Ia., 25; Decorah, Ia., 26; Rochester, Minn., 27; Marion, Ia., 30, and Manchester, Ia., 31. . . . Harvie June Van cut a session recently at the Bradley Studios, Nashville, for Paul Cohen's Briar label.

Bob Yorke's Success Stamp

● *Continued from page 6*

notes that no additional new talent will be pushed until these artists are regarded as fully established.

Commenting on Victor's reduction of singles releases, Yorke stated that he doesn't profess to be a hit-picker, but that he does know how to weed out the more likely failures. He does study minutely the successful singles of all labels in seeking out current ingredients most in demand. He spends each weekend making written reports on each of the 25 disks on the "Hot 100," as well as any other disks showing great potentials, and says he doubts whether anyone other than BMW's review panel put in as much time and effort reviewing records. His reports are circulated among all his a.&r. men, who are obliged to comment marginally on any of his statements with which they disagree. This enables all concerned to stay current with the subtle shifts in the singles market which makes the difference between a hit and a miss.

It's a Gamble

For its part RCA Victor takes a steep financial gamble when it decides to put everything behind a new artist. As Yorke put it: "Unless the artist goes on to really great stature, the company stands to lose thousands of dollars. It's a go-for-broke kind of thing." To take as

few chances as possible, the label has selected only people who, in addition to their talent, have sufficient dedication to alter the entire pattern of their lives in order to accommodate themselves to the size of the job that must be done.

Though pleased with its acquisitions of talent from other companies, headed by Anka, Yorke nevertheless made it clear that he believes the label's future potential depends more upon scoring new successes with fresh talent.

"The cost, proportionately, is too high and the risk too great to take established artists from other labels. Our future, therefore, basically lies with our own ability to develop new artists," he said.

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ARTISTS' BIOGRAPHIES

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

**THE FALCONS
(Lu Pine)**

BOOKING OFFICE: Shaw Artists. **NAMES:** Mack Rice, Joe Stubbs, Lance Finnie, Eddie Floyd, Ben Night. **HOME TOWN:** All are from Detroit. **BACKGROUND:** The present Falcons were formed in 1959 and have appeared in clubs in every major city in the U. S. At that time the group had a hot record tagged "You're So Fine," which brought them to national attention. The current Falcon disks spin on the Lu Pine label, distributed by Atlantic Records. **OTHER MUSICAL INTERESTS:** Rice and Floyd do much of the writing of the material for the Falcons.



LATEST SINGLE: Their current hit single moving up on the "Hot 100" is titled "I Found a Love."

**BOBBY GREGG
(Cotton)**



PERSONAL MANAGER Joe Stamile. **REAL NAME:** Robert Grego. **AGE:** 25. **HOME TOWN:** Philadelphia. **EDUCATION:** High school. **HOBBIES:** Participating in stock car and motorcycle races. **BACKGROUND:** At the age of 12, Bobby Gregg played the Paul Whiteman TV show with an act that encompassed dancing and singing as well as acting. By the time he was 17 he had organized his own jazz group which performed together for about three years. Gregg later joined Steve Gibson and the Redcaps and stayed with them from 1955 to 1959. He gained much professional experience through their extensive personal appearances at clubs across the country. Recently, Gregg was brought to Cotton Records (distributed by Cameo-Parkway Records) by his old friend, and currently his manager, Joe Stamile. **OTHER MUSICAL INTERESTS:** Songwriting.

LATEST SINGLE: Bobby Gregg's first record has scored well on the "Hot 100." It's titled "The Jam."

**LABEL-DEEJAY
PROMOTIONS**

By NIKI KALISH

"DREAM" WITH DINAH: In an effort to push Dinah Washington's new single, "Dream," Mercury Records' Chic (Always-Thinking-of-a-New Gimmick) Silvers has his promotion men sending deejays little pill bottles with this label: "Tired? Need a vacation? Need a rest? Then take these pills, sit back, and 'Dream'—Dinah Washington."

HANK SNOW SALUTE: The numerous disks in RCA Victor's Hank Snow catalog drew a good deal of attention during a recent all-day salute to that artist over radio Station CHML in Hamilton, Ontario, Can. Snow appeared on (Continued on page 30)

**Collins Expects
New Radio Era**

WASHINGTON—Radio is embarking on a new era of "exciting experimentation" and "boundless opportunity," according to LeRoy Collins, president of the National Association of Broadcasters. Some new twists in music programming, and possibly a curtailment in the strength of radio as a pop-singles promotion arm, may come out of a general pruning forecast for the wild growth of stations, the amount of their advertising, and the more raucous of the Top-40 shoe-stringers.

Collins told the Kansas Association of Radio Broadcasters last week that both the NAB and the FCC are trying to find answers to today's overpopulated AM radio. Collins blamed the commission for licensing a plethora of overlapping stations that go far beyond a fair competitive number for any given market. The crowding results in interference, in forcing owners to a glut of advertising in order to survive, and as a result, produces the very low-grade programming the agency complains about.

Although automation was not specifically mentioned, Collins indicated that more creative and imaginative programming by qualified personnel is needed. This would be another benefit of limiting the number of stations to a reasonable amount that any one market could support. Only in this way could radio afford to put on the public service programming the

**PROGRAMMING
PANEL**

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

THE QUESTION:

Which artists (among purely jazz performers who have not yet hit the pop singles best-selling chart) do you think have the potential to move out into the pop market in the future?

THE ANSWERS:

**FELIX GRANT
WMAL, Washington**

Instantly, one person comes to mind — Mose Allison. In his work he is the constant jazz performer, whose performances have a certain basic earthiness and honesty that to me should have great appeal in all segments of society. His "Parchman Farm" of a few years ago is a perfect example of what potential he has, if the follow-up of good promotion is made available. Fortunately, too, his talent is appreciated by both young and old.



**TINY MARKLE
WAVZ, Ned Haven, Conn.**

The pool of young jazz talent with commercial appeal grows larger every day and at a rate which far exceeds the number of commercial recording opportunities available to it. With the odds against them, singer Carol Sloan, trumpeter Don Sleet, and orchestra leader Terry Gibbs are standout performers with the talent and opportunity to make it in the pop market.



**BILL RANDLE
WCBS, New York**

There is no question in my mind that there will be a trad band craze in the U. S. sparked by Kenny Ball and Acker Bilk hits. What college kids, revivalist oldsters or adaptive jazzmen with commercial eyes will hit is anybody's guess. My own opinion is that there'll be a jazz band version of the Kingston Trio, who play with enthusiasm, appeal to peer groups (college kids and teen-agers) and also do the Twist. African jazz themes played commercially will also be very big with the growing emphasis on African culture.



FCC wants, Collins told broadcasters.

Collins' expectation of a revival of "many old strengths in radio programming" might go hand in hand with an upsurge of band music, and the band "remotes" that were characteristic of radio's greatest heyday.

VOX JOX

By JUNE BUNDY

WAX WANTED: The most plaintive plea for records in weeks comes from Glen D. Hammons, KLUV, Haynesville, La., who writes: "I have just taken over the management of KLUV and had the shock of my life. No records! There were only 15 records when I came here. I went out and bought as many as I could afford, but you know how many records it takes to program 11 hours of music a day. At any rate, we are desperately in need of records. We program four hours a day country and western, six hours a day pop, and rock and roll, and one hour of gospel."

Also in need of wax are Anthony T. Grudnoski, at Northern Michigan College Station WNMR, Marquette, Mich.; Dave Fitz, Purdue University Station WHRC, West Lafayette, Ind.; Bruce Anderson, CHNO, Sudbury, Ont., Canada; Bill Snidow, WHIS, Bluefield, W. Va., and Michael Shapiro, program materials manager of KMR, Purdue Residence Network, also Purdue University.

Shapiro particularly needs singles, and opines that the firms from whom they buy LP subscription services should send same. Anderson is irked, "because we have been receiving records (if indeed we receive them at all) from four to six weeks late, allowing our competitors to get the jump on us in musical presentation." He adds "I may safely state that right now we are without copies of at least 25 to 30 records listed on Billboard Music Week's "Hot 100."

GAB BAG: Larry Kilburn, KPOJ, Portland, Ore., writes: "I believe the record business is in need of a new personality that is capable of exciting the record-buying public. One new and successful singer would help the whole business. Also I believe the whole record business needs many new promotion men. Most of the ones today have gone to sleep and are doing little that is new or old. Also I believe the over-all price of single records must be reduced. It is only a matter of time and this must happen."

Kal Rudman, WAAT, Trenton, N. J., is chairman of the Department of Special Education for mentally retarded children at Franklin D. Roosevelt Junior High, Levittown, Pa., and regularly invites recording artists to go out and visit the children. In line with this, he writes: "The most frequently asked question (of the artists) is the one you would naturally expect from any youngster—'How much money have you made?' This question is a little embarrassing in a cute way for some of our young Philadelphia recording phenoms. The retarded kids take the celebrities pretty much in their stride. It's some of the girls in the rest of the student body that run around crying with excitement and kissing door knobs that the singer touched."

CHANGE OF THEME: Don Weeks has succeeded Jack Ryan as host on the 6 p.m.-midnight show at WTRY, Schenectady, N. Y. . . . George Lorenz' syndicated "Hound Dog Show" is now carried daily by WANN, Annapolis, Md. . . . Bryce Bond, formerly with WGLI, Babylon, N. Y., has taken over the midnight-6 a.m. all-night slot at WTFM, the new all-FM stereo outlet in New York. . . . Harvey Hudson has been named vice-president-managing director of WLEE, Richmond, Va., and Joe Mason has been appointed station manager—directly responsible to Hudson.

The "Gospel Singing Caravan," emceed by Cecil D. Simmons, Minister of Music, is the title of a new show on WJW, Cleveland, in the 5:45-6 a.m. time period. . . . Don Terry has joined KTRH, Houston. . . . Deejay Hal Boudreau is the new program director at KGMB, Honolulu. . . . Jim West has been named to handle sales in the Western half of the U. S. for PAMS Production, Dallas, a jingle-

(Continued on page 30)

YESTERYEAR'S HITS

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

**POP—5 Years Ago
May 13, 1957**

1. All Shook Up, E. Presley, RCA Victor
2. Little Darlin', Diamonds, Mercury
3. School Day, C. Berry, Chess
4. Round and Round, P. Como, RCA Victor
5. Come Go With Me, D. Vikings, Dot
6. Gone, F. Huskey, Capitol
7. So Rare, J. Dorsey, Fraternity
8. Party Doll, B. Knox, Roulette
9. I'm Walkin', R. Nelson, Verve
10. White Sport Coat, M. Robbins, Columbia

**POP—10 Years Ago
May 17, 1952**

1. Kiss of Fire, G. Gibbs, Mercury
2. Wheel of Fortune, K. Starr, Capitol
3. Guy Is a Guy, Doris Day, Columbia
4. Blue Tango, L. Anderson, Dacca
5. Blacksmith Blues, E. M. Morse, Capitol
6. I'll Walk Alone, D. Cornell, Coral
7. Be Anything (But Be Mine), E. Howard, Mercury
8. Pittsburgh, Pennsylvania, G. Mitchell, Columbia
9. I'm Yours, D. Cornell, Coral
10. Blue Tango, H. Winterhalter, RCA Victor

RHYTHM & BLUES—5 Years Ago—May 6, 1957

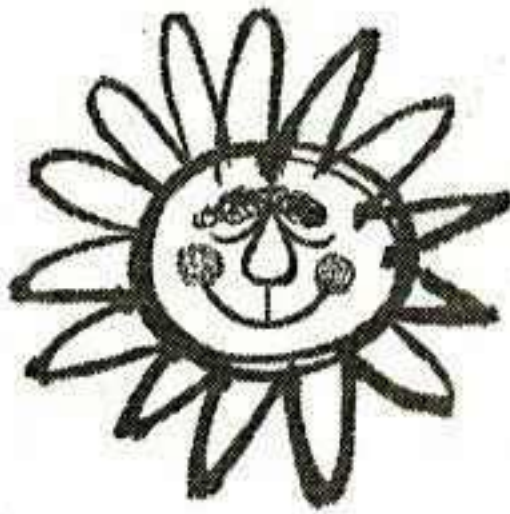
- All Shook Up, E. Presley, RCA Victor
School Day, C. Berry, Chess
Come Go With Me, D. Vikings, Dot
Little Darlin', Diamonds, Mercury
I'm Walkin', F. Domino, Imperial

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C. C. Rider, Willis, Atlantic
Party Doll, B. Knox, Roulette
Next Time You See Me, Little Jr. Parker, Duke
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SRS 67012/MGS 27012



Joe Dowell Sings The German-American Hits—Joe Dowell—Song Hits of Two Countries
SRS 67011/MGS 27011



Hey Baby—Bruce Channel—Teen Hit Attractions
SRS 67008/MGS 27008



America's Favorite Square Dances (With Calls)—Cecil Brower—Tops For Square Dance Parties
SRS 57014/MRS 27014



Brass In A German Beer Garden—Fritz Schickel & His Bavarian Brass Band—Authentic German Melodies
SRS 76003/MGS 27003



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more will LIVE
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HEART FUND

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Dan R. Andrade, manager of New England Records, 6511 England Stree, Houston 21, invites c.&w. jocks to write in for copies of **Hank the Drifter**, Roy Fisher and Neal Hart releases. Use your identifying stationery when writing. . . . DeeJay copies of Bill Dudley's new waxing for Nashville Records, "Get Your Old Friend Off Your Mind," written by Bob Ferguson, may be had by dropping a line to Backwoods Music, Box 301, Nashville. . . . Recent guests on "Kuzzin Herb's Trading Post" show on KERO-TV and "Dinner Bell Jamboree" on KUZZ Radio, Bakersfield, Calif., were the Wilburn Brothers, Wade Ray, Tommy Duncan, George Hamilton IV, Rose Maddox, Skeets McDonald and Eddie Dean. The two top-selling platters in the Bakersfield sector, according to KUZZ program director, Larry Daniels, are "She Thinks I Still Care," by George Jones, and "Welcome Home Again," by Al Brumley.

"I'm still programming eight hours of country music each day," writes Tom Reeder, deeJay and general manager of WARI Radio, Abbeville, Ala., "and would advise other stations to get back on country music. It's bigger and better than ever." Platters getting the biggest response on his shows at the moment, Reeder reports, are "Success," by Loretta Lynn; "Of All the Things You Left," by Jimmy Newman; "You Warned Me," by Skeets McDonald, and "My Empty Arms," by Jim and Jesse. Tom says he recently booked Clyde Beavers and Mack Beatty and the Sunliners in the area to successful results.

Jim Whitlock, the Singing Cherokee, now in his third year of spinning c.&w. platters on KBUB, Sparks, Nev., pipes that he's now doing 40 hours a week, which puts him in bad need for records. . . . Sleepy Bob Everson, c.&w. deeJay at KTRH, Houston, was married recently to Tommie Copeland. . . . If you've been missed in the mailing on Earl Scott's new Kapp Records release, "From a King to a Joker to a Clown," shoot a request on your station letterhead to Richie Johnson, Box 3, Belen, N. M. . . . For a copy of Buck Owens' new Capitol album, "Songs I Have Written," drop a line on your station's letterhead to the Promotion Department, Capitol Records, Hollywood. . . . Slick Norris has available deeJay samples on Wade Ray's initial release on Toppa, "It's My Way" b.w. "Little Ole Love-Maker;" Webb Pierce's "Crazy Wild Desire" b.w. "Take Time;" Smokey Stover's "Sometimes You Just Can't Win" b.w. "On the Warpath," and Adrian Roland's "Sweetheart to a Friend" b.w. "The Same Old Fool." Address Norris on your station letterhead to P. O. Box 653, Highlands, Tex.

John McKenzie, president of the C.&W. Appreciation Society of Great Britain, writes that Karl Dever, country singer, who worked in Nashville

from 1953-1956, is doing great work in furthering interest in c.&w. music in England. During his long career as a British seaman, Dever has made it around the world several times. During his travels, McKenzie says, Dever picked up a number of unusual tunes, among them "Wimoweh," a big hit for the Weavers a few years back. A little more than a year ago, Dever was signed to recording pact by British Decca, with his first release "Marcheta," followed shortly thereafter by the single, "Mexicali Rose." He has since cut "Wimoweh," and his newest, "My Mother's Eyes," is due out soon. McKenzie has available deeJay copies of the two last-named tunes, and invites American jocks to write in for a sample. McKenzie's address is 18 Woodville Avenue, Mile End, Coleford, Gloucestershire, England. Dever has never had a record released in the States.

LABEL-DEEJAY PROMOTIONS

Continued from page 28

a local TV show, then was interviewed on the morning seg of CHML's country and western show with deeJay Paul Reid. Reid said that the station's switchboard was busy all morning answering Snow fans.

ST. LOUIS ACTION: WIL, the Balaban station in St. Louis, gave a big assist to the latest platters of top recording stars last week with "WIL's Show of Stars" at Keil Auditorium. Headliners at each of the two scheduled shows were Imperial Records' consistent hit-maker, Fats Domino, and Mercury Records' Brook Benton whose discography includes many smash records. Also appearing were the Duke of Earl, Bruce Channel, Don and Juan, the Impressions and others. On hand for hosting stints were WIL deeJay personalities Robin Scott, Dick Clayton, Bob Osborne, Danny Dark, Ron Lundy, Gary Stevens and Dick Kent.

Key Leader Asks

Continued from page 4

lems are caused by manufacturer practices. It is their belief that an organization with manufacturers as equal members can never solve the distrib dilemmas.

Code of Fair Practices

Assuming that distributors do take over control of ARMADA, what would they do with the organization? Those most closely associated with the drive say they would draw up a code of fair practices for manufacturers and distributors to follow. This would cover, they say, the problems of free records, direct sales to racks or discount stores by chains, returns, transfer of merchandise when switching from one distrib to another, uniform price schedules, etc.

Some of the active distributors firmly believe that they need an organization of their own today to show manufacturers that they are powerful, and an important part of the industry. They feel as distributors they do more than merely distribute a record. They contend they have to merchandise it and promote it as well. They have to get it air exposure, and exploit the disk. The functions they perform, and the amount of merchandise they sell, they say, are too important to relegate them to secondary position in the industry, and they

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BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
1	1	STRANGER ON THE SHORE, Mr. Acker Bilk, Alco 6217	10
2	2	OLD RIVERS, Walter Brennan, Liberty 55436	7
3	4	EVERYBODY LOVES ME BUT YOU, Brenda Lee, Decca 31379	6
4	3	P.T. 109, Jimmy Dean, Columbia 42338	8
5	5	FUNNY WAY OF LAUGHIN', Burl Ives, Decca 31371	7
6	6	CATERINA, Perry Como, RCA Victor 8004	8
7	7	YOU ARE MINE, Frankie Avalon, Chancellor 1107	9
8	8	MOST PEOPLE GET MARRIED, Patti Page, Mercury 71950	5
9	11	MOON RIVER, Henry Mancini, RCA Victor 7916	23
10	13	FOLLOW THAT DREAM, Elvis Presley, RCA Victor EPA 4368 (Extended Play)	2
11	—	SECOND HAND LOVE, Connie Francis, MGM 13074	2
12	10	COUNT EVERY STAR, Linda Scott, Canadian-American 133	7
13	15	TEACH ME TONIGHT, George Maharis, Epic 9504	5
14	14	I WILL, Vic Dana, Dolton 51	8
15	18	THAT'S OLD FASHIONED, Everly Brothers, Warner Bros. 5273	2
16	16	IF I CRIED EVERY TIME YOU HURT ME, Wanda Jackson, Capitol 4723	5
17	17	LEMON TREE, Peter, Paul and Mary, Warner Bros. 5274	3
18	20	LOVE CAN'T WAIT, Marty Robbins, Columbia 42375	4
19	—	WHERE ARE YOU, Dinah Washington, Roulette 4424	1
20	—	NOW IS JULIE!, Lettermen, Capitol 4746	2

VOX JOX

Continued from page 28

producing firm. . . . Dick Dixon, program director of KTSA, San Antonio, reports that the McLendon outlet was 40 years old May 7. . . . New spinners at WTAO, Boston, are Johnny Towne and Carl Wade.

"Teen Beat," a new live local talent show, debuted on KPOH-TV, Phoenix, Ariz., May 13 at 7:30 p.m., with Jack Curtis (local newspaper entertainment columnist) and Bill Thompson as producers. Curtis reviews each act and comments on their chances of success. Guest deejays also appear to review the latest records. Local spinners appearing on the first shows were Sonny Knight, KRIZ, and Lucky Lawrence, KRUX. . . . Ken Knox has taken over the program director post at KEWB, Oakland, Calif., succeeding Don French, who moved to KDWB, Minneapolis, as general manager. Casey Kasem is the new music director at KEWB.

Move Hits Industry

Continued from page 4

give the discount store an extra percentage to solidify the sale, thus taking business away from the distributor. They do not deny that there are honorable manufacturers who do not engage in these practices, but they claim others do.

Distrib Counter Measures

To keep their share of business, many distributors have engaged in counter-measures of their own. Some have opened one-stops, others have become manufacturers, some have opened their own retail stores, some have become rack jobbers, and a few have turned to transshipping. But even with these moves, many distributors are feeling the pinch of narrowing profit margins in the face of serious competition for store sales on both the price and service level.

apparently aim to show their strength at the forthcoming ARMADA convention.

Cy Leslie Beef

Continued from page 4

"Without the existence of the statutory license proviso," Leslie said, "The copyright owner could make a deal with one record company and freeze the other companies out of business. The copyright holder would have the choice of not granting a license at all or of imposing any arbitrary royalty fee, no matter how excessive."

Leslie further argued that in place of the current statutory royalty of 2 cents, it would be fairer to adopt a sliding scale of royalty rates, depending on the list price of the recording containing the copyright. He recommended the establishment of a fee scale of 1/2 cent for records retailing at 99 cents or less with an increase of 1/2 cent for each additional \$1 of retail price. In addition, he suggested that for each additional one minute of recording time over a basic four minutes, a 50 per cent increase in royalty would accrue to the publisher.

● Reviews of New Singles

● Continued from page 23

The familiar tune from the new flick is sung in enticing style by a chorus of young girls against a backing composed mostly of mixed voices. (United Artists, ASCAP) (2:15)

★★★★ Hully Gully—The dance rhythm gets a strong working over in instrumental fashion from the Costa ork. The band swings hard against compulsive beat with saxes and trumpet sections hammering out the blues flavored unison. (South Mountain, BMI) (2:40)

DAVE BARTHOLEMEW

★★★★ Honky Tonk Trumpet — IMPERIAL 5835 — Mighty bright performance here of a snappy riff effort by the Bartholemew ork, with the trumpet lead sounding mighty pretty in the lead, and with a gal's chorus making nice sounds in the backing. Good wax. (Travis, BMI) (2:15)

★★★★ A Sunday Kind of Love—The fits oldie is handed a warm and pretty instrumental reading here by the Bartholemew crew with a cool and muted trumpet featured over organ and rhythm support. (Leeds, BMI) (2:15)

BOBBY BARE

★★★★ Above and Beyond—RCA VICTOR 8032—A fine, easy-rocking side by Bare here on his debut on the label. The boy sings that his love is outside the usual limits. Tune has good beat suited for dancing and smart arrangement employing strong piano, trumpet and choral work. (Jot, BMI) (2:09)

★★★★ Shame On Me—The ballad side here is a bit in the weeper vein with Bare singing with conviction against ork and chorus background. The boy's recitation of part of the lyric adds much to the impact of the disk. (Western Hills-Lois-Sara, BMI) (2:43)

THE BEACHCOMBERS

★★★★ Lone Survivor—DOT 16354—Guitar and fine drumming stick out on this easy instrumental theme with a South Pacific feel. The side rolls along nicely. (Podolor, BMI) (1:57)

★★★★ Samoa — Fast-moving guitar work is the feature of this instrumental side. The boys play the tune with a strong rhythmic feel that should get some play. (Dandelion, BMI) (2:18)

THE DELLS

★★★★ I'm Going Home—ARGO 5415—The Dells come through with a most attractive version of a very pretty ballad on which they are supported by a pretty arrangement. Good wax here. (Arc, BMI) (2:54)

★★★★ God Bless the Child—The group handle this tender tune with warmth and feeling over simple and unpretentious backing. (E. B. Marks, ASCAP) (2:58)

ANITA BRYANT

★★★★ One More Time With Billy—COLUMBIA 42438—A very country-ish item from Anita here. The tune has a fine lilt and intriguing lyric and a smart backing that employs vocal chorus and banjo-guitar studded instrumentation with strings. Could happen. (Aldon, BMI) (2:29)

★★★★ Free—Another country-type item for the lass on the flip. Tune moves along at a quick-step, but the tune is definitely in the ballad category. Vocal chorus and strings assist. (Pamill, ASCAP) (2:26)

LAWRENCE WELK

★★★★ Theme From the Brothers Grimm —DOT 16364—Happy and attractive ditty from the flick "The Brothers Grimm" is handled in first-rate instrumental fashion by the Welk crew, with choral accompaniment. Could happen. (LeVan, ASCAP) (2:04)

★★★★ Baby Elephant Walk—This tune, penned by Henry Mancini, is from a new film "Hatari," and it is a light, melodic effort, sparked by a clever Welk instrumental arrangement. Both sides are strong. (Famous, ASCAP) (2:12)

JERRY CRUTCHFIELD

★★★★ That Happy Feeling — FELSTED 8645—A happy instrumental done in samba tempo and featuring a good arrangement with harpsichord, trumpets, fiddles and clapping hands. This one has a fine sound with chorus moving in later. Could step out. (Northern, ASCAP) (2:24)

★★★★ Alaskan Love Song—A soft, pretty instrumental waxing, featuring a new piano solo with strings and horns moving in. Side builds nicely. Two solid programming sides, and either could make it. (Studio, BMI) (2:12)

WAYNE NEWTON

★★★★ I Still Love You—GEORGE 7780—The young lad's voice is nicely presented on this bright, bouncy side. Tune has an easy bumptious beat that's tailored for teen dancing. Piano figures and a chorus of Newton Brothers make for an attractive backing. (Odin, ASCAP) (2:24)

★★★★ You're Much Too Lovely to Cry—Slow ballad is handled with warmth by Wayne Newton here. Harmonica has the featured backing spot, while strings add to the sound. (Odin, ASCAP) (2:50)

RAY PETERSON

★★★★ You Know Me Much Too Well—DUNES 2013—Here's a stylish handling of a country three-quarter time ballad by the boy. The side has a soft lyricism that's attractively enhanced by strings and chorus. (Tree, BMI) (2:31)

★★★★ You Didn't Care—This weeper is sung in an easy fashion by Peterson. His delivery is solid and the backing is tastefully low-keyed employing strings and mixed chorus. (S-P-R, BMI) (2:03)

RICHIE ALLEN

★★★★ Mr. Hobbs (Theme)—IMPERIAL 5846—Here's a pleasant theme played by guitarist Allen against an infectious combo beat. Side swings along nicely and should prove to be a good teen dance tune. (Miller, ASCAP) (2:16)

★★★★ Comin' Back to You—This should be another fine teen dance number. Side against features the guitar as solo instrument against a fine combo rhythm. (Travis, BMI) (2:11)

CARMEN CAVALLARO

★★★★ When I Fall in Love—DECCA 25562—The lovely oldie receives a handsome treatment by the pianist here. He performs it in quiet and warm instrumental style. Nice wax. (Northern, ASCAP)

★★★★ April in Paris—Same comment. (Harms, ASCAP) (3:10)

LENNY DEE

★★★★ Ain't She Sweet—DECCA 25563—Bouncy instrumental reading of the oldie played with spirit by the Lenny Dee crew. Organ and rhythm work make the evergreen hop along and it should get a lot of air play. (Advanced, ASCAP) (2:13)

★★★★ Alabama Bound—Same comment. (Shapiro-Bernstein, ASCAP) (1:53)

TERESA BREWER

★★★★ One Heart Less to Break—CORAL 62316—Teresa Brewer sings a slow rockaballed on this side. The tune is very much

MAY 19, 1962

BILLBOARD MUSIC WEEK 31

in the slow weeper style and the lass' moving vocal is backed by strings, chorus and piano. (2:35)

★★★ You Came a Long Way From St. Louis—(2:50)

SKIP SODER BAND

★★★★ Begin the Beguine—CANDIX 336—Interesting version of the old Artie Shaw hit by the Skip Soder ork. The band hands it a potent instrumental performance with the rhythm pounding away. Disk has a sound and could happen. (Harms, ASCAP) (2:22)

★★★ Workout—(House of Fortune, BMI) (2:18)

THE OKLAHOMA BOYS

★★★★ John Brown's Tochter — DECCA 31394—Here's a German import that has done very well abroad. It's an unusual side that has a German group singing "The Battle Hymn of the Republic" in German against a martial beat. Side was recorded by D.G.G. (Essex, ASCAP) (2:56)

★★★ Rosa Linda—(Essex, ASCAP) (2:44)

ADRIAN KIMBERLY

★★★★ When You Wish Upon a Star—CALLIOPE 6504—Bright and breezy band version of the oldie could interest the teens. It has a danceable beat and a femme chorus adds a lot to the disk. Watch it. (Bourne, ASCAP) (2:16)

★★★ Draggin' Dragon — (Egap, BMI) (2:05)

DICK ROMAN

★★★★ Theme From A Summer Place—HARMON 1004—Chanter comes through with a strong performance of the familiar tune, backed solidly by the ork. A side that should get a lot of air play especially on sweet music outlets. (M. Witmark, BMI) (2:25)

★★★ Butterfly—(Mills, ASCAP) (2:20)

BOOTS RANDOLPH

★★★★ Keep a Light in Your Window Tonight—MONUMENT 460—Nice easy listening fare for station on a sweet with a bit of a beat kick here. Randolph's tenor sax stylings are backed by vocal chorus and strings. (M. M. Cole, BMI) (2:35)

★★★ The Bluebird of Happiness—(T. B. Harms, ASCAP) (2:15)

JOHNNY ANGEL

★★★★ If I Had One More Tomorrow—FELSTED 8646—The chanter sells the tearful ballad with a lot of heart over strong ork support plus bright chorus fill-ins. Side could get spins. (Garpax, BMI) (2:39)

★★★ The Mashed Potato Stomp—(Garpax, BMI) (1:54)

T. TOMMY

★★★★ THE Green Door—PHILIPS 40010—Here's a Twist version of "The Green Door" and it's a good one. T. Tommy and the Merry Melody Singers hand the tune a powerful performance, supported with a Twist beat by the band. Strong wax. (Trinity, BMI) (2:15)

★★★ I Didn't Hurt as Much—(Sure-Fire, BMI) (2:28)

KOKOMO

★★★★ The Good Earth—FELSTED 8641—Attractive ditty is handed a smooth, Previn-like performance here over jazzy backing. Worth spins on good music stations. (Barbro, ASCAP) (2:45)

★★★ Poinclana—(E. B. Marks, BMI) (2:07)

LOU MONTE

★★★★ Please Mr. Columbus (Turn the Ship Around)—REPRISE 20085—Monte has a jumping novelty number here that should prove a potent item for him. The side has humor and a catchy tune, and it's very much in the Italian-American groove that has proved so profitable for him. (Romance-Ding Dong, BMI) (2:08)

★★★ Addio Addio (Goodbye)—(Robbins, ASCAP) (3:03)

DON DOWNING

★★★★ Jivin' Jean—CHAN 108—Jean is a lying chick but he's still hooked on her. The side has a good feeling and Downing sings out the lyric against simple piano, rhythm and vocal group backing by Rodney and the Blazer. (Sturville, BMI)

★★★ A Bird in the Hand—(Sturville, BMI)

THOMAS WAYNE

★★★★ I've Got It Made—PHILLIPS 3577—Strong medium rock beat on this side. The boy is multi-tracked and he's backed by a chorus of lasses and a strong combo which features top-flight piano and guitar work. (Gold-Knox, BMI) (2:35)

JAMES BROWN

CHUGGIN' UP THE CHARTS



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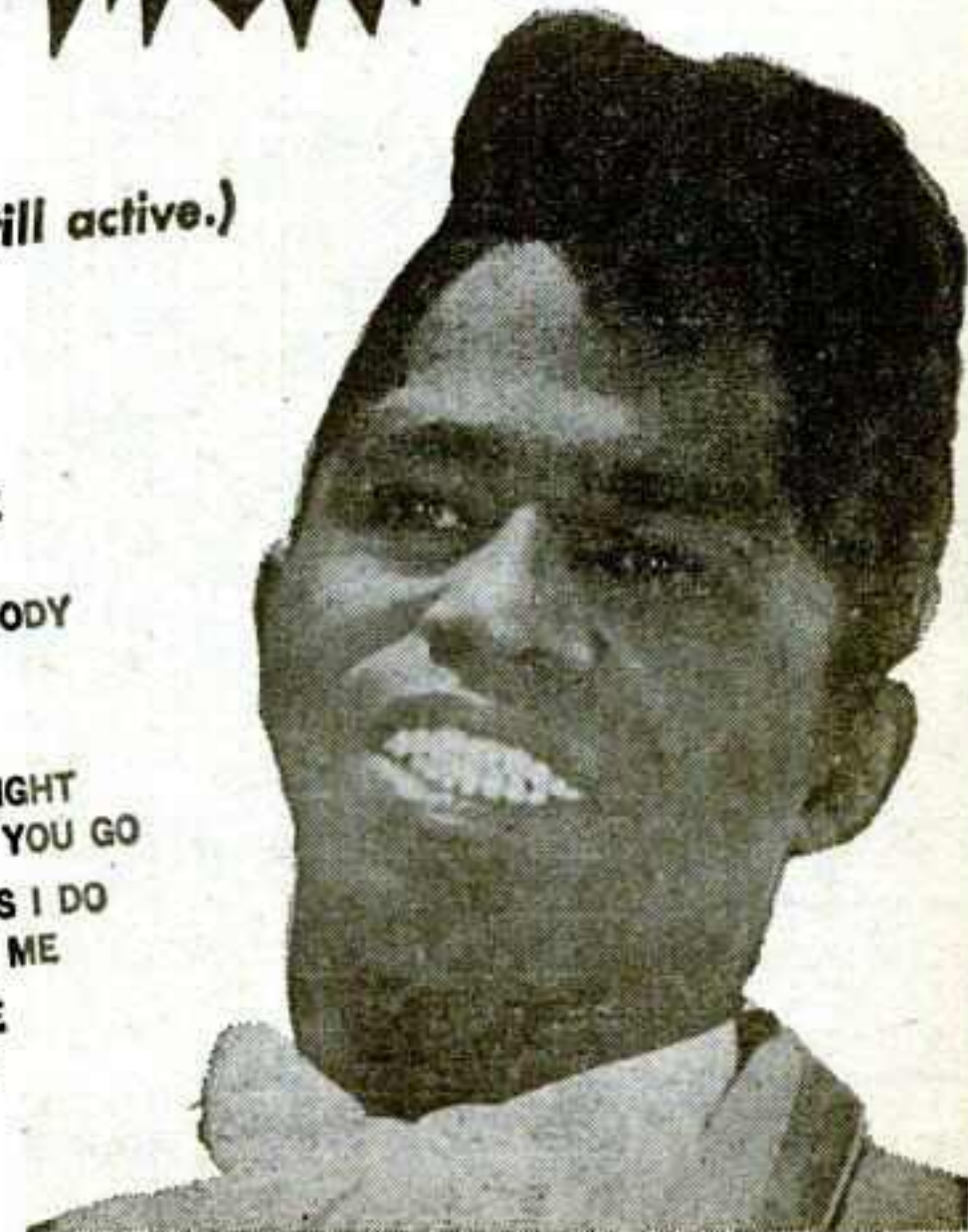
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FEDERAL 12337 TRY ME, (I NEED YOU) TELL ME WHAT I DID
FEDERAL 12361 GOOD GOOD LOVIN DON'T LET IT HAPPEN

FEDERAL 12364 GOT TO CRY IT WAS YOU
FEDERAL 12369 I KNOW IT'S TRUE I'LL GO CRAZY
FEDERAL 12370 THINK YOU'VE GOT THE POWER

KING 5438 HOLD IT THE SCRATCH
KING 5442 BEWILDERED IF YOU WANT ME
KING 5466 I DON'T MIND DON'T LOVE NOBODY
KING 5485 SUDS (Inst) STICKY (Inst)
KING 5524 BABY, YOU'RE RIGHT I'LL NEVER LET YOU GO
KING 5547 I LOVE YOU, YES I DO JUST YOU AND ME
KING 5573 LOST SOMEONE CROSS FIRING

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UNITED ARTISTS C & W SMASH IN JUST FIVE WEEKS!

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George Jones

"SHE THINK I STILL CARE"

UA 424

HEADING FOR THE TOP

"SOMETIMES YOU JUST CAN'T WIN"

GEORGE JONES



PLUS

HIS FIRST BIG
ALBUM FOR



● Reviews of New Singles

● Continued from page 31

★★★ The Quiet Look—(Champion, BMI) (2:11)

★★★ Panicville—(Debmars, ASCAP) (2:19)

BOBBY SHEEN

★★★ How Many Nights (How Many Days)—LIBERTY 55459—Personable chanting on bouncy r.&r.-styled ditty with country flavor and effective shuffle rhythm on backing. (Trio, BMI) (2:04)

DONNIE BROOKS

★★★★ Just a Bystander—ERA 3077—Brooks sings with feeling and sincerity on heartfelt teen-weeper with good lyrics and nice backing by femme chorus. (Bambino-May-Dee, BMI) (1:59)

★★★ How Can We Ever Be Together—(Music Corp., BMI) (2:04)

★★★ Oh! You Beautiful Doll—(Remick, ASCAP) (2:01)

JIMMY VELVIT

★★★★ I'm Gonna Try—CUB 9105—This is a rockaballad that the boy sings with a penetrating sound. The tune has much merit and fits the boy's style well. Backing is simple enough, encompassing combo featuring guitar and piano. (Gant, BMI) (2:04)

JEWEL BROWN

★★★★ If You Have No Real Objections—LIBERTY 55458—There's a real church-spiritual sound to this one. The lass sings the ballad in wide, handsome style against a simple backing of vocal chorus piano and strings. She has a sound. (Play, BMI) (2:50)

★★★ We Belong Together—(Figure, BMI) (2:06)

★★★ I Must Be Dreaming—(Metric, BMI) (2:09)

THE PANICS

★★★★ Bony Maronie — CHANCELLOR 1109—The old rock and roll hit is wrapped up in a rocking Twist treatment with exuberant group vocal and backing. (Venice, BMI) (1:55)

DOREE AND BILL POST

★★★★ Tear Drop Train—CREST 1103—Attractive performance of a country-styled train song by the duo, over smart ork backing. A side with a chance to catch on—watch it. (American, BMI) (2:04)

(Continued on page 34)

BILLBOARD MUSIC WEEK HOT C & W SIDES

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	3	SHE THINKS I STILL CARE, George Jones, United Artists 424	6
2	2	SHE'S GOT YOU, Patsy Cline, Decca 31354	12
3	6	P. T. 109, Jimmy Dean, Columbia 42338	5
4	4	IF A WOMAN ANSWERS, Leroy Van Dyke, Mercury 71926	8
5	1	CHARLIE'S SHOES, Billy Walker, Columbia 42287	12
6	9	A WOUND THAT TIME CAN'T ERASE, Stonewall Jackson, Columbia 42229	18
7	5	MISERY LOVES COMPANY, Porter Wagoner, RCA Victor 7967	19
8	10	THREE DAYS, Faron Young, Capitol 4696	9
9	14	I GUESS I'LL NEVER LEARN, Charlie Phillips, Columbia 42289	6
10	17	OLD RIVERS, Walter Brennan, Liberty 55436	3
11	20	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	3
12	7	MY NAME IS MUD, James O'Gwynn, Mercury 71395	5
13	15	FUNNY WAY OF LAUGHIN', Burl Ives, Decca 31371	4
14	12	NOBODY'S FOOL BUT YOURS, Buck Owens, Capitol 4679	13
15	8	UNLOVED, UNWANTED, Kitty Wells, Decca 31349	12
16	24	WILLINGLY, Shirley Collie and Willie Nelson, Liberty 55403	10
17	18	SOMETIMES YOU JUST CAN'T WIN, George Jones, United Artists 424	4
18	21	HONKY-TONK MAN, Johnny Horton, Columbia 42302	6
19	27	THE BEST DRESSED BEGGAR (In Town), Carl Smith, Columbia 42349	2
20	11	TEARS BROKE OUT ON ME, Eddy Arnold, RCA Victor 7984	10
21	23	A LITTLE BITTY TEAR, Burl Ives, Decca 31330	16
22	13	ALLA MY LOVE, Webb Pierce, Decca 31347	15
23	—	I CAN MEND YOUR BROKEN HEART, Don Gibson, RCA Victor 8017	1
24	16	GET A LITTLE DIRT ON YOUR HANDS, Bill Anderson, Decca 31358	5
25	19	JUST AIN'T, Lester Flatt and Earl Scruggs, Columbia 42280	7
26	25	TROUBLE'S BACK IN TOWN, Wilburn Brothers, Decca 31363	2
27	30	I MAY FALL AGAIN, Buddy Meredith, Nashville 5042	2
28	—	A LETTER TO MY HEART, Jim Reeves, RCA Victor 8019	1
29	26	GO ON HOME, Patti Page, Mercury 71906	14
30	29	WALK ON BY, Leroy Van Dyke, Mercury 71834	3

**BEST SELLING PHONOGRAPHS,
RADIOS & TAPE RECORDERS**

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

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

**PHONOS LISTING BETWEEN
\$101 AND \$150**

Pos. This Issue	Pos. 2/17/62 Issue	Brand	% of Total Points
1	1	Magnavox	18.3
2	2	Voice of Music (V-M)	13.4
3	4	Decca	13.1
4	5	Motorola	11.1
5	—	Webcor	8.4
6	—	Zenith	7.0
7	3	RCA Victor	5.0
8	—	General Electric	3.8
9	—	Phonola	3.1
9	—	Capitol	3.1
		Others	13.7

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

- KAPP**—Expires May 15, 1962. Started April 9, 1962. Ten per cent discount to dealers on all new Kapp and Kapp-Medallion releases, plus all items included in the special Jane Morgan "artist of the month" promotion.
- MMO**—Expires May 15, 1962. Started April 1, 1962. A 15 per cent discount on all MMO and Classic Edition LP's. Also samplers, UTC and Proscenium Comedy LP's.
- STARDAY**—Expires May 15, 1962. Started April 1, 1962. Label is offering a 15 per cent discount on a specified list of 100 packaged LP's and EP's. Browser boxes and streamers also supplied.
- LIBERTY**—Expires May 30, 1962. Started April 16, 1962. Fifteen per cent discount is offered on Julie London's new "Love Letters" LP.
- LIBERTY**—Expires May 31, 1962. Started May 1, 1962. Four is a Crowd—Puller. A 15 per cent discount on four new LP's.
- RCA VICTOR**—Expires May 31, 1962. Started April 16, 1962. Recorded Tape Program. Label is offering distributors a 10 per cent discount on purchases from their complete four-track reel and tape cartridge catalog, plus the new May releases.
- LIBERTY**—Expires June 8, 1962. Started April 30, 1962. Spring Sales Recipe. A 15 per cent discount on two new Bobby Vee and one new Timi Yuro LP, plus complete back catalog on each artist's LP's.
- MERCURY**—Expires June 15, 1962. Started May 7, 1962. Summer album sales program. Label is offering 15 albums free for every 100 purchased.
- LIBERTY**—Expires June 18, 1962. Started May 7, 1962. Chipmunk Profit Headlines. A 10 per cent discount on new Chipmunk, plus entire album catalog, LP's and EP's.
- SMASH**—Expires June 30, 1962. Started May 7, 1962. Sounds of Spring. A 10 per cent discount on all merchandise, including new releases.
- ANGEL**—Expires July 31, 1962. Started May 14, 1962. Special period deal on Moura Lympny's new recording of Rachmaninoff's "Piano Concerto No. 2." During the special period, price will be \$1.98 mono and \$2.98 stereo. Prices to be raised to \$4.98 and \$5.98 August 1.
- CAMEO-PARKWAY**—Expires August 31, 1962. Started March 1, 1962. Plan features a prepack of 80 LP's assorted of best-selling catalog and new releases, with minimum quantities of both mono and stereo, in a browser box. Dealers may purchase complete package initially at "unusual discounts and under stipulated conditions and may earn 12½ per cent reorder privilege for six months." Specific details are available through distributors.
- MONITOR**—No expiration date. Started January 31, 1962. Five LP's are specially priced to the distributor at \$1 and \$1.98 to the consumer. The Oistrakhs, Gilets, Kogan, Rostropovich playing Bach, Mozart and Beethoven; The Oistrakhs playing Bach, Sarasate, Hindemith; Rachmaninoff Third Piano Concerto played by Merzhanov; Richter plays Schumann, and Franck, Let's Dance the Pachanga and Charanga.
- PHILIPS**—No expiration date. Started April 8, 1962. Label is offering one-for-nine in the same price category on their new "Encore" releases.
- SONODOR**—Limited time only. Started March 31, 1962. One LP free for every five purchased.
- ROULETTE**—No expiration date. Started April 30, 1962. A 15 per cent discount on new releases plus entire Roulette, Roost and Tico album catalogs.
- AD LIB**—No expiration date. Started February 18, 1962. One free LP for every five purchased.

**Keeps an Eye
On Disk Thief**

HOLLYWOOD — The Music Stores (three) here are tightening their security measures to curb singles pilferage which hit the 3,000 record mark during March. The Clyde Wallichs stores will install two-way mirrors to facilitate increased surveillance of store traffic. Also, professional detectives will be used to a greater extent than in the past.

Music City has employed closed-circuit TV to eye its merchandise. This has proved effective to some extent but it hasn't been able to spot all the plundering. In addition, a get-tough policy will be pursued with shoplifters in the hope that the word will spread among the pilferers that the store is not an easy mark.

Music City also is investigating the prospect of sealing its singles on 12-inch cardboard squares to discourage theft. The dealer is bringing this to the attention of record manufacturers in the hope that they will package singles in this form, and thereby help plug the pilferage hole.

**Emerson Kicks Off
\$75,000 Contest**

JERSEY CITY, N. J.—Emerson Radio has set off a mass promotion campaign, incorporating a consumer contest, to stress the pleasures of entertainment from portable radio and phonographs. The contest involves \$75,000 worth of prizes.

Named the Emerson Family Vacation Special, the contest offers free prizes of Emerson Wondergram self-powered, transistor pocket phonos to more than 1,000 winners. Reuben H. Donnelly Corporation is mailing serially numbered, dealer-imprinted promotion folders to residents in the area of the participating dealer. Recipient matches his number with the local winning number posted in the dealer's store. While he's in the

(Continued on page 35)

**Needle Firm Offers
Promotion Folder**

ATTLEBORO, Mass. — The Transcriber Company, manufacturer of Puli diamond needles, has issued a promotion folder, "What You Should Know About Genuine Diamond Phonograph Needles," for use as a dealer counter handout, envelope stuffer for mailings and as an insert with packages.

Technical language has been boiled down for easy consumer comprehension and the folder also offers advice on how to care for needles and how long they can be expected to last. The folders are offered in quantity to all Puli dealers.

**Emerson Plans New
400G Philly Plant**

PHILADELPHIA — Emerson Radio of Pennsylvania will invest approximately \$400,000 to build new headquarters in the Northeast section of the city for the storage and distribution of its line of phono and hi-fi equipment, radios, television, Telectro tape recorders, Granco FM radios, Quiet Kool air conditioners, and Dumount television and hi-fi products. The new plant, to ready for occupancy in the fall, will house offices, showrooms, parts and service depots and warehousing space.

**Simple Measures Help
Move Tape Recorders**

One of the problems of operating a profitable tape recorder department—that of proper space and functional display—has been solved by a simple innovation at Dave Cook Sporting Goods Company in Denver.

A four-level display fixture, designed by Gil Carrol, phono department manager at the Dave Cook store, is large enough to show two numbers each from four leading tape recorder brands. All are tilted forward at an angle of 30 degrees where they are simple to operate. In addition, a dozen speakers, a mixer panel for transferring the output of any recorder to any speaker in selling stereo, plus such accessories as foot switches, extra speakers and extension microphones all aid in demonstration.

To provide complete power facilities, Carrol simply ran a bus bar, containing eight outlets, up the end of the wall fixture, where it is a simple matter to plug in any recorder, or amplifier, unobtrusively, clipping the cord along the bottom of the shelf, and plugging it in. With this combination, Cook's can keep every recorder provided with either raw or pre-recorded tape, ready to use for demonstrations.

Full Stock

In revamping its recorder merchandising operations, the Dave Cook dealership has found that nothing is more essential than a full stock of pre-recorded tape as

well as raw tape, and thus, some 400 choices are available.

Here, at eye-level, the customer gets an often surprising appreciation of the width of the tape inventory carried, and frequently the owner of a phonograph, interested in the trouble-free, true reproduction of sound from tape, makes up his mind to switch to a recorder.

Another must in effective recorder merchandising accessories, according to store officials, is service. Depending in the past only on manufacturer and distributor service, the store has coped with service problems by hiring a part-time serviceman who visits the store one or two days a week.

Even with no separate merchandising efforts on tape recorders, this big downtown Denver sporting goods store was able to sell between 125 and 150 tape recorders annually. With a concentrated merchandising effort, including separate newspaper advertising, the benefits of the colorful display fixture, well identified, and with music always peeling forth, the store expects to build volume considerably.

Incidentally, before switching to the four brands being featured—one high-end stereo line, two moderately priced brands and a fourth reliable, high-fidelity monaural type—Carrol surveyed all makes for the frequency of repair needs, and selected those

(Continued on page 35)

AVERAGE BUYER

**Seeks Quality Stuff
Over 'Bargain' Lures**

WASHINGTON—Today's consumer is more in the mood for quality buying rather than the price-slashing, "get-it-cheaper-here" techniques, according to a study made for the Small Business Administration by Robert H. Meyers, Marketing Specialist of Miami University, Oxford, Ohio.

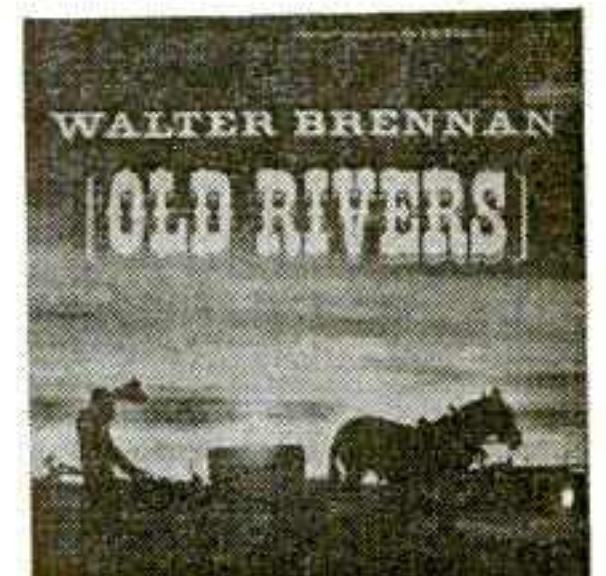
The study asks: "Are You Selling to Today's Customers?" or are you behind the clock in underestimating their tastes? Today's store customer wants to be credited with the good taste that goes with better merchandise. He is a younger consumer, dislikes hard-sell, is irritated and repelled by cheap and lying sales spiels. He wants credit buying, and he wants convenience. (The latter characteristics have been pointed out in other retailing studies which note that the discount house is having to provide increasing amounts of credit, convenience and delivery.)

"Don't underestimate the ability

of today's customers to pay for more expensive and higher quality merchandise," the study advises. These buyers are better educated, and more than 37 per cent of all families now earn between \$6,000 and \$15,000 a year. They are the most leisure and recreation-minded consumers in the nation's history.

Also, they are very hip to fashion trends in everything from cars to clothes to music. They talk over what they propose to buy and what they have bought, with neighbors, friends and relatives. The young couple coming to buy a record player, for example, may be far more prone to buy an expensive high-fidelity, stereo console than a modest portable. It is always well to begin by overestimating rather than underestimating the possibilities, the study implies. There is the added bonus of having the fine piece on display in the new owner's home, stimulating other prospective sales.

ALBUM COVER OF THE WEEK



OLD RIVERS—Walter Brennan, Liberty LST-7233. Here's a warm cover with lots of eye-appeal. The colors are varied shades of brown, yellow, orange and gold, and the cover was designed by Francis & Monahan, Inc. Prime display material for pop sections.

—My Love (Sophisticate, BMI) (2:08) JOHNSON 116

JOHN DICKERSON Wedding Bells (Wintro, BMI)—I Shouldn't Care (Wintro, BMI). WINN 1917

KIRBY LADNER Tall End Twist (Medico, BMI) (2:00)—I Don't Never Wanta Get Married (Medico, BMI) (1:59). CAPA 105

EUNICE AND EDDIE Daddy Please Come Home (Bilya Bah, BMI) (2:15)—Tell Me to My Face (Bilya Bah, BMI) (2:25). STAR-A-FIRE 101

THE CLASSICALS One More River (Garpax & Chris, BMI) (2:42)—Camel Caravan (Garpax & Chris, BMI) (2:33). KENT 379

CEE CEE CAROL Crazy Little Old Feeling (Valery) (2:35)—The Right Guy (Valerie) (2:23). BAND BOX 292

HAYWARD LEE AND COMBO Blue Mood (Jan Ell, BMI) (2:06)—Geneva Twist (Jan Ell, BMI) (2:19). JAN ELL 459

BILL ERWIN Too Young to Be Blue (Bayou State, BMI) (2:18) High School Days (Wonder, BMI) (2:15). FAIRLANE 21020

SONNY MARCELL Idol of My Dream (Carrle Biggs, BMI) (2:39)—Next Thing to a Living Doll (Carrle Biggs, BMI) (1:55)

DARLA HOOD Ah! Sweet Mystery of Life (Witmark, ASCAP) (1:42) — I Pledge Allegiance (Granson, BMI) (2:40). ACAMA 129

BARBARA LYNN Lonely Heartache (Crazy Cajun-Jamie, BMI) (1:59)—You'll Lose a Good Thing (M. David-Crazy Cajun-Jamie, BMI) (2:25). JAMIE 1220

THE TWILIGHTERS My Silent Prayer (Horn-House of Sound-Bilya Bah, BMI) (2:55)—Little Bitty Bed Bug (House of Sound-Bilya Bah, BMI) (2:35). BULE 1334

LU KONDA You Made a Hobby of My Heart (Medico, MD) (2:10)—Lazy Lover (Medico, BMI) (3:10). CAPA 104

COUNTRY & WESTERN

DORREN DUKE AND HER SWINGMASTERS We'll Have to Wait (Peer, BMI) (2:23)—Columbus Stockade Blues (Peer, BMI) (1:55). SURF 301

RAMBLIN' RED BAILEY Open the Window (Howl-Yonah, BMI) (2:40) — Pretty Juke Box (Howl-Yonah, BMI) (2:38). HEAP BIG 1002

BUDDY JACK Gold Wedding Band (Arlen) (2:20)—Angel With a Broken Heart (Arlen) (2:15). Arlen 1008

REX KLINGENSMITH Pennsylvania Hills (Process, BMI)—Ole Ole Country Music (Henry J. Sommers, ASCAP). PROCESS 103

KFWB Librarian Dies Suddenly

HOLLYWOOD—Gloria Clark, 33, Station KFWB music director-librarian, died last week of a cerebral hemorrhage. She was a daughter of the late Tom Brenne-man, noted radio personality ("Breakfast in Hollywood") of the '40's. She is survived by her husband, Jeff Clark; a three-year-old daughter, Kelly, her mother, and brother, Tom Brenne-man Jr., program director of Station KACY.

Emerson Kicks Off

Continued from page 33

store, the potential buyer is given the chance to view the kind of merchandise he could win.

Each local winner will then be eligible for the grand first prize—a color TV console—drawing for which will be about June 15. In addition to the direct mailing, newspaper ads and window displays are also being planned.

Frank Loesser

Continued from page 8

Yorker born and bred, he has just purchased his first house in the city on Manhattan's upper East Side. He is now working on a new musical. It is safe to say that whether it is a hit or not, it will be adventurous, fresh and probably break some new paths for the American musical theater. For Loesser appears only to be satisfied when he is doing something new and imaginative.

International News

Continued from page 20

radios and phonographs 40 per cent, TV sets 35 per cent and others 6 per cent. The dividend is 20 per cent per annum.

Tohhiba Records (EMI) also disclosed its business result for the latter part of fiscal 1961 (September 21, 1961, to March 20, 1962). The total income is \$8,250,000, involving records, \$2,647,000 and phonographs \$5,603,000. This shows an increase of 40 per cent over the preceding six-month period.

NEW ZEALAND

Lee's Earache Calls Off Tour

By FRED BEBBIE Box 5051, Auckland, N. Z.

The projected tour by Liberace has been canceled by the Harry M. Miller organization because of an ear ailment which does not permit the pianist to fly. He may make the tour later in the year.

Graham Dent, of the Miller outfit, has announced that the following big star attractions will arrive here soon: Linda Scott (she has a potent number out now on the Congress label called "Yessiree"), hit-maker Bobby Vee and Gene McDaniels.

New LP's

Philips released the latest disk by the Dave Brubeck Quartet, "Time Further Out," and also highly rated Tony Orlando's "Bless You" album. . . . HMV is cashing in on the hot singles of Sue Thompson and recently issued her album "Meet Sue Thompson." . . . Octagon put out an economy-priced Twist Album featuring Fats and the Chessmen; a selection of hits made

Simple Measures

Continued from page 33

which showed the least breakdown trouble.

Such elements as portability and the availability of accessories were likewise considered, with the result that most of the problems associated with the half dozen tape recorder lines carried before have evaporated. In merchandising the store will use plenty of display, keep the custom-built fixture just inside the door where everyone will see it, use stereo music to attract attention, and punch hard via personal suggestions at the gift market.

famous by Joey Dee and Chubby, it could step out. . . . Roulette released an EP album of Jimmie Rodgers material taken from his earlier album of TV hits.

PHILIPPINES

Asuncion Disk May Be Smash

By LUIS MA. TRINIDAD 264 Ecolta, Manila Philippines

Villar Records has a new single release that may be destined to hit the top rung of the pop record ladder, composer Salvador Asuncion's "In Despair." It was first waxed by ex-GI JOHNNY ASTOR during early liberation and unsurpassed as the Philippine song that has sold the most records (about 60,000 and on 78 r.p.m.). Popular singing idol of the P. I. screen and radio-television, Diomedes Maturan, gives an outstanding performance like the true vet that he is, interpreting the love message with flawless English diction and delivery.

MEXICO

Mexican Festival To Up Local Mkt.

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

The First Festival of Mexican Song will be held in Mexico City this November. A total amount of nearly \$10,000 has been donated by different musical organizations for the 12 prizes (first prize, \$2,000) for the winners, who will be selected by the artistic directors of the five biggest record companies through 10 TV programs and two popular festivals at the Auditorium (capacity, 30,000). Expectations are high that this festival might re-establish the equilibrium between local production and the predominance of imported music.

Disk News

A new association, AMPEM (Mexican Association of Promoters and Publishers of Music) has been formed by a dozen of independent music publishers. The president (Continued on page 36)

BILLBOARD HOT R & B SIDES

Table with columns: This Week, Last Week, TITLE, ARTIST, LABEL & NUMBER, Weeks on Chart. Lists 30 songs including 'Mashed Potato Time', 'The One Who Really Loves You', 'Soldier Boy', etc.



Another Hit From CLARENCE HENRY!

"DREAM MYSELF A SWEETHEART"

Argo #5414

"I'LL TAKE YOU HOME"

Corsairs Chess #1818



CHESS PROD. CORP.

"THE STORY OF MY LIFE"

Al Downing Chess #1817

"THAT'S MY DESIRE"

Sensations Argo #5412

2120 S. Michigan, Chicago 16

Owen's Tango Italiano and Tango from Seville launched by Belter. Bill Caram, from RCA, planning to record the Mariano More's music from "El otro yo de Marcela," a musical hit by Alfredo Alaria and his ballet with Jovita Luna singing "Old Madrid," written by Mores. . . . Sebastian Morera from MCA in New York trying to get Carmen Sevilla and Augusto Alguero for a special TV show in New York. . . . HMV has been alerted to launch "Wonderful Land" by The Shadows. The song is No. 1 in the England's charts.

The daily newspaper Pueblo and Radio Madrid have selected the four Spanish songs to compete at the Monte Carlo Festival to find the best 30 songs of the world. . . . "Anton Pirulera" by Fernando Garcia Morcillo; "Tu Idioma," written by Guizarro and Jorge Domingo; "Concierto del Amanecer," by Maxi Baratas, and "El Cuado," by Carmen Diaz and Juan Hernandez, will represent Spain. Lorenzo Valverde, Federico Jover and Tonio (Michael) Areta were the winners.

VENEZUELA
Favedica Plans Gotham Office
 By ALVARO PENALVER C.
 Editor of Notidiscos
 Apartado 3066, Caracas
 With 30 LP's in release the Favedica label (Emi-Venezuela) will launch the Warner Bros. catalog in Venezuela. This same company plans to open New York Latin offices to merchandise its own Discomoda label in the American market.
 Palacio de la Musica completed

negotiations for the local manufacture of the London and Daro labels.
 Odeon label (Favedica) released an LP entitled "Mi Bella Dama" (My Fair Lady), originally recorded at the performance in Buenos Aires with Rosita Quintana, Delfor Medina, Dringue Farias, Pedro Pablo Tejada and Lino Vinci as the musical director.

Mario's contract with Discomoda ends in July this year. . . . Billo's Caracas Boys, national orchestra, Venezuela's top selling group, rushed new LP to presses for early June release on Billo label.
New Board
 New board of directors for the Asociacion de Productores de Discos (local manufacturers' association): Guillermo Ricklen (Columbia-Discoteca), president; Miguel Angel Pina (Palacio-UA-Peerless), treasurer; Nemias Serfatty (Gramsa), secretary; Cesar Roldon (Emi-Favedica), and Jose Pages (Velvet-Gema), vocales.

Following the big "Moliendo Cafe" hit, Hugo Blanco (Palacio) has another success going, "La Cinta Verde" (The Green Ribbon), backed with "Barrilito" (The Little Barrel).
Disk News
 With some time to go on her Columbia Mexico contract, Adilla Castillo recently signed with Discomoda and began recording a folk LP. She is known throughout the Latin American areas. The "Green Ribbon" is part of the package. . . . Mario Suarez (Discomoda) recently recorded an LP with Gema (ex-Cuba now Puerto Rico label).

The upward spiral of cost increases continues in Venezuela as a result of the recent exchange decontrol. Recording studio time up from Bs. 90 to Bs. 125 per hour, and jacket fabrication up 30 per cent.
 Very much in the race for wider label representation, Orfeon released news of the forthcoming Rifi (Italy), Hed-Arzi (Israel), and Chancellor (U. S. A.) issues.

INTERNATIONAL EXCHANGE

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FOR INFORMATION
 You can reach the U. S. and World-Wide Music-Record markets regularly, effectively and at very low cost in these columns. For information, contact:
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 WELbeck 0356
 BELGIUM: Jan Tortz
 Stulvenbergvaart 37, Mechelen
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SUPREME COURT : NEW YORK COUNTY
IN THE MATTER
 of the
 Application of SAMUEL R. ROSENBAUM, as Trustee, for Leave to Compromise and Settle Certain Actions Pending in the Courts of California and New York
NOTICE OF HEARING

To all parties, claimants and interested persons, including all instrumental musicians, leaders, arrangers, contractors and copyists in any way affected by or interested in any of the series of trust agreements, establishing or contributing to the so-called Music Performance Trust Funds of the Recording Industries and the labor agreements, collective agreements and modification agreements between the respective settlors and the American Federation of Musicians of the United States and Canada in any way relating thereto, and to all other instrumental musicians, whether or not members of said American Federation of Musicians of the United States and Canada, and to all settlors who have entered into trust agreements with Samuel R. Rosenbaum, trustee, for the payment of monies to said trustee or who have entered into agreements with said American Federation of Musicians of the United States and Canada for the payment of monies to said trustee:
 PLEASE TAKE NOTICE that all persons interested have been ordered to show cause at Special Term, Part I of this court, to be held in and for the County of New York, at the County Court House in the City of New York, on the 18th day of June, 1962 at 10:00 o'clock in the forenoon of that day or as soon thereafter as counsel can be heard, why an order should not be made and entered in accordance with the petition filed with this court in this proceeding:

1. Approving the terms of the proposed settlement of four actions pending in the Superior Court of the State of California, in and for the County of Los Angeles, entitled John H. Anderson, Jr., et al., Plaintiffs v. American Federation of Musicians of the United States and Canada, et al., Defendants (Index No. 669,990), William (Bill) Atkinson, et al., Plaintiffs v. American Federation of Musicians of the United States and Canada, et al., Defendants (Index No. 670,348), Pete R. Beilmann, Sr., et al., Plaintiffs v. American Federation of Musicians of the United States and Canada, et al., Defendants (Index No. 678,768) and Robert Bain, et al., Plaintiffs v. American Federation of Musicians of the United States and Canada, et al., Defendants (Index No. 680,840) and authorizing said Samuel R. Rosenbaum, trustee, to appear in and settle said actions and to settle and compromise any and all claims arising out of the subject-matter of said actions, including the execution of a stipulation of settlement and for entry of modified judgment with the form of modified judgment attached thereto in said Anderson v. American Federation of Musicians, such stipulation to provide for its execution by the attorneys of record of all defendants who have appeared in said actions;

2. Approving the proposed settlement of Samuel R. Rosenbaum, as Trustee, et al., Plaintiff v. Harry Melnikoff, et al., Defendants (Index No. 1017/57), an action pending in this court, and authorizing said trustee to settle and compromise any and all claims arising out of the subject-matter of said action, to execute a stipulation for entry of judgment with the form of judgment attached thereto, such stipulation to provide for its execution by the attorneys of record for all defendants named in the first and second causes of action set forth in the amended complaint who have appeared in said action, and to cause such judgment to be entered after hearing, trial or other appropriate proceedings; and

3. For such other and further relief as to the court may seem just and proper.

It is proposed to settle the above actions upon the following terms:

1. In John H. Anderson, Jr., et al., Plaintiffs v. American Federation of Musicians of the United States and Canada, et al., Defendants, the California action relating to the phonograph record industry, all payments already held by the California receiver and any additional payments which the trust might collect under the so-called percentage-of-wage clause would be distributed to the class of recording musicians represented by the plaintiffs in said action. Provision will be made for filing of proofs of claim in the action within the time to be specified by the California court. Payments under the percentage-of-sales clause will continue to be received by the trustee and devoted to the purposes of the trust. In Samuel R. Rosenbaum, as Trustee, et al., Plaintiff v. Harry Melnikoff, et al., Defendants, an action in this court, a similar judgment will be entered declaring the right of said trustee to the receipt of all trust funds under the percentage-of-sales clause, foreclosing all further claims of the defendant recording musicians and the class represented by them under such clause, and authorizing payment to the California receiver and the class of phonograph recording musicians of all amounts payable under the percentage-of-wage clause.

2. In William (Bill) Atkinson, et al., Plaintiffs v. American Federation of Musicians of the United States and Canada, et al., Defendants, the California action relating to the distribution of theatrical motion pictures for television exhibition, the trustee will turn over to the receiver appointed by the California court the first \$1,000,000 collected by the trustee from distributors of theatrical motion pictures for television exhibition who are signatories to the pertinent contracts, to be distributed to the class of recording musicians represented by the plaintiffs.

3. In Pete R. Beilmann, Sr., et al., Plaintiffs v. American Federation of Musicians of the United States and Canada, et al., Defendants, the California action relating to television films, the trustee will pay the sum of \$50,000 to the plaintiffs for counsel fees and expenses of litigation in accordance with the order of the California court approving such settlement.

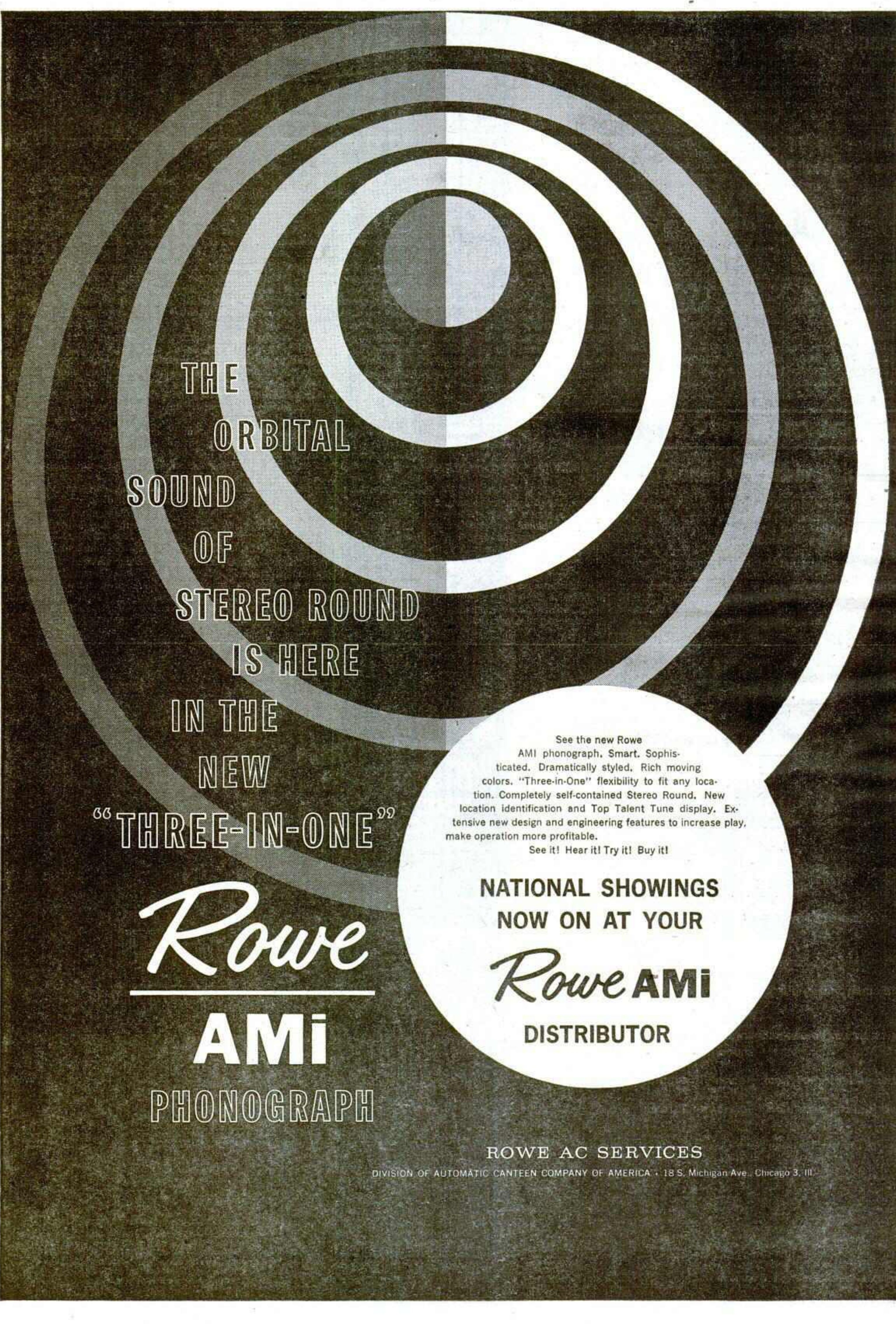
4. In Robert Bain, et al., Plaintiffs v. American Federation of Musicians of the United States and Canada, et al., Defendants, the California action relating to radio electrical transcriptions and "jingles" and "spot announcements" for radio or television broadcasting use, the trustee will pay the sum of \$50,000, plus an additional \$90,000 to be distributed to musicians who performed in the production of three specific series of shows entitled Gunsmoke, Dragnet and Jack Benny, which were the subject of special agreements between the companies and said trustee and between the companies and said Federation, and which were also the subject of special allegations in the complaint.

PLEASE TAKE FURTHER NOTICE that the petition herein and all exhibits thereto have been filed in the office of the Clerk of the County of New York and may be examined there or may be examined and/or obtained upon request of an interested party at the office of the attorneys for the petitioner, Messrs. Satterlee, Warfield & Stephens, 460 Park Avenue, New York, New York.

PLEASE TAKE FURTHER NOTICE that any instrumental musician, leader, arranger, contractor, copyist, settlor, or other party, claimant or interested person who does not appear at said hearing on June 18, 1962, may be barred, if the court so directs following such hearing, from asserting any objection to the petitioner's participation in the settlement of the aforesaid actions.

SATTERLEE, WARFIELD & STEPHENS
 Attorneys for Petitioner
 Office and P. O. Address
 No. 460 Park Avenue
 Borough of Manhattan
 City of New York

Dated: April 26, 1962



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OF
STEREO ROUND
IS HERE

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Rowe

AMi

PHONOGRAPH

See the new Rowe
AMi phonograph. Smart. Sophis-
ticated. Dramatically styled. Rich moving
colors. “Three-in-One” flexibility to fit any loca-
tion. Completely self-contained Stereo Round. New
location identification and Top Talent Tune display. Ex-
tensive new design and engineering features to increase play,
make operation more profitable.

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DIVISION OF AUTOMATIC CANTEN COMPANY OF AMERICA • 18 S. Michigan Ave., Chicago 3, Ill.

MOA TO INSTALL NEW REGIME

Charge Attacks on Exemption Sparked By ASCAP and Its 'Powerful Friends'

BMW 5-19 coin-copyright problems Proof to Sachs for hed

CHICAGO—Three highly placed Music Operators of America officials warned that attacks at the traditional juke box copyright exemption had powerful political and financial support.

MOA managing director, E. R. Ratajack, said articles in consumer magazines, such as Atlantic Monthly, and the daily press, terming operators "hoodlums" and syndicates controlled, were all inspired by a common source.

MOA president, George Miller, noted that while operators had strong Congressional support, citing for one, Sen. Homer Capehart, there were numerous congressmen and senators on the other side of the fence.

Best Friend

Nicholas Allen, MOA legal counsel, said that Rep. Emanuel Celler, sponsor of the current House bill to remove the juke box copyright exemption (H. R. 70), was one of the most powerful men in Congress and one of "the best friends ASCAP has."

General feeling was that MOA could win its copyright fight, but only with more organization, money and continued effort.

The trio spoke at Tuesday's (9) business session attended by some 150 operators.

Feelings Run High

Feeling against the legislation ran high. Operators interrupted frequently to raise questions and applaud the speakers.

Repeated target of criticism was ASCAP, pictured as a multimillion-dollar organization using every weapon at its disposal and backed by powerful interests.

Miller noted MOA would consider paying higher mechanical royalties but would never concede a performance fee. Changing the copyright law, he said, would give the copyright agencies control of the juke box industry.

Nicholas Allen noted that oper-

ators now pay mechanical royalties amounting to some \$2,000,000 per year.

Miller showed a beautiful Christmas card sent by ASCAP last year to members of Congress as just one example of the continuous public relations effort by the licensing body. He noted that the licensing agency had a continuous lobby and public relations effort opposing the operators' interest.

He assured operators there would "always be an MOA" to fight copyright and protect the operators' many interests.

Outlined Threats

Allen spoke outlining current threats against the juke box copyright exemption: (1) Celler Bill (H. R. 70). (2) General revision of the copyright law would eliminate the juke box exemption. It would also eliminate the payment of mechanical fees, leaving only performance fees, thereby giving even greater power to the licensing agencies such as ASCAP, said Allen. (3) Legislation to aid performing arts, which would collect copyright fees on all music now in the public domain, proceeds to

be used for aid to the musicians and composers. This legislation, said Allen, likewise contains no juke box exemption.

Allen cited support for ASCAP from the American Federation of Musicians (AFM). He said he had asked to appear before the group but had been refused by the president, who told him, in effect, that AFM members felt juke boxes are putting musicians out of business. The AFM official, however, conceded, said Allen, that this was an economic problem and would have happened even if there were no juke boxes.

Allen also cited the danger of precedents in Italy and West Germany (where operators already pay performance fees).

Urges Action

He urged operators to contact their congressmen and to have their individual location owners and customers do the same.

Ratajack said that operators were the constant victims of adverse publicity that was obviously inspired from a single source.

He cited a bulletin from the *(Continued on page 48)*

EDITORIAL

MOA: An Appraisal

With the announced resignation of Ed Ratajack as managing director and the eventual departure of George Miller as president of the Music Operators of America, this is a good time for the nation's juke box operators to make a critical examination of their trade association.

MOA has failed to provide its members with several essential services, among them a public relations effort, a legislative counseling service to cope with local problems, and regional meetings to hold the operators together between conventions.

The failure of MOA cannot be laid at the feet of the paid executives of the association. These services cost money—and during the last few years the association has had just about enough money to keep its head above water. Miller and Ratajack had their hands full keeping the association alive.

As it exists today, MOA has three prime functions—to fight the removal of the performance royalty exemption, to hold an annual trade show, and to provide group insurance for its members.

These are not enough.

The annual fight with ASCAP on performance royalties—vital as it is—no longer serves as a rallying point. The battle takes the same form every year, and operators are no longer impressed with the fact that but for the grace of MOA, they would be in an unwilling partnership with the performance rights societies.

The MOA insurance program is attractive, but that's hardly *(Continued on page 47)*

New Touches In Six-Pocket Pool Tables

CHICAGO—Two new six-pocket pool tables plus the firm's full line of pool and bumper-billiard tables was shown by Fischer Sales in what was one of the largest exhibits at Music Operators of America's convention here last week.

Fischer's new Crown Imperial VIII is larger and more massive than the firm's previous Model XF-800 and is completely covered with Formica.

The table has large aluminum corners and is generally modernized from the previous model.

The new Crown Imperial VI replaces Fischer's regular Imperial VI and incorporates all the features of the Crown VIII and Crown VII series including revamped cabinet and larger balls.

Fischer also showed its Coronet VII six-pocket and Crown Fiesta bumper billiard table.

MOE's to Connie & 'John'

CHICAGO—Jimmy Dean won Music Operators of America's MOE Award for best record of the year with his "Big Bad John" on Columbia.

Most popular juke box artist of the year went to Connie Francis, MGM, and the outstanding juke box record manufacturer award was won by Decca.

Presentations were made at MOA's 12th annual convention, banquet and floorshow at Chicago's Morrison Hotel here last week. Voting was by MOA's entire membership.

Presley and Lee

Runners-up in the most popular

artist category were Brenda Lee, Decca, and Elvis Presley, RCA Victor.

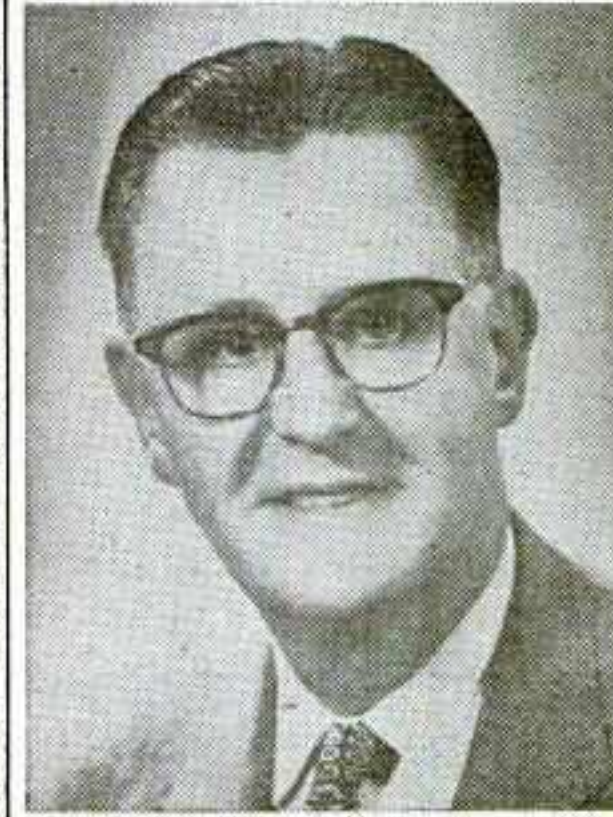
In the outstanding record-of-the-year category, honorable mentions went to Chubby Checker for "The Twist" on Parkway, and Lawrence Welk for "Calcutta" on Dot.

RCA Victor and Columbia finished second to Decca in the voting for outstanding record manufacturer.

Juke Replica

Presented by MOA managing director, E. R. Ratajack, and President George Miller, the awards were a chromed replica of a juke

E. R. Ratajack Quits; Miller to Exit Soon



GEORGE MILLER

By NICK BIRO

CHICAGO—E. R. Ratajack, managing director and co-ordinator of Music Operators of America, resigned from the organization late last week.

MOA president, George Miller, also announced he would not be a candidate for re-election and would not be available as business manager at the end of his present term. Miller's term runs through next year.

The surprise announcement was made by MOA's board of directors late Wednesday (9) evening.

Accept With Regret

J. Harry Snodgrass, secretary-treasurer, acting for the executive committee, stated that Ratajack's resignation was accepted with regret.

The board noted that in view of the decisions of the two executives, it was recommending various and decisive changes to the bylaws and methods of operation for the association.

The executive committee will immediately interview applicants for the position of business manager. Snodgrass stressed they are seeking someone with no previous affiliations with the industry.

Hold Annual Elections

A major suggested amendment to the bylaws will include provision for annual election of officers and directors, with the provision that the president can't succeed himself.

The board of directors will meet twice a year and the executive committee will meet as often as necessary, the MOA board announced. Snodgrass said he expected the



E. R. RATAJACK

executive committee to meet "frequently."

The next board meeting will be held in San Francisco to coincide with the date of the next annual National Automatic Merchandising Association conclave.

Chicago Next Site

The 1963 MOA convention, said the board, will be held in Chicago "because of its central location... and being the hub of the industry."

An extensive membership campaign will also be inaugurated during 1962, the board said. The announcement noted that many new memberships, including eight new life memberships, were obtained at the recent convention here.

The board said the membership will be notified of suggested changes to the bylaws and other methods of operation "so that the amendments can be put into effect at the earliest date possible."

Qualifications Noted

The announcement said that qualifications of the association's new business manager must include "previous public relations and organizational experience."

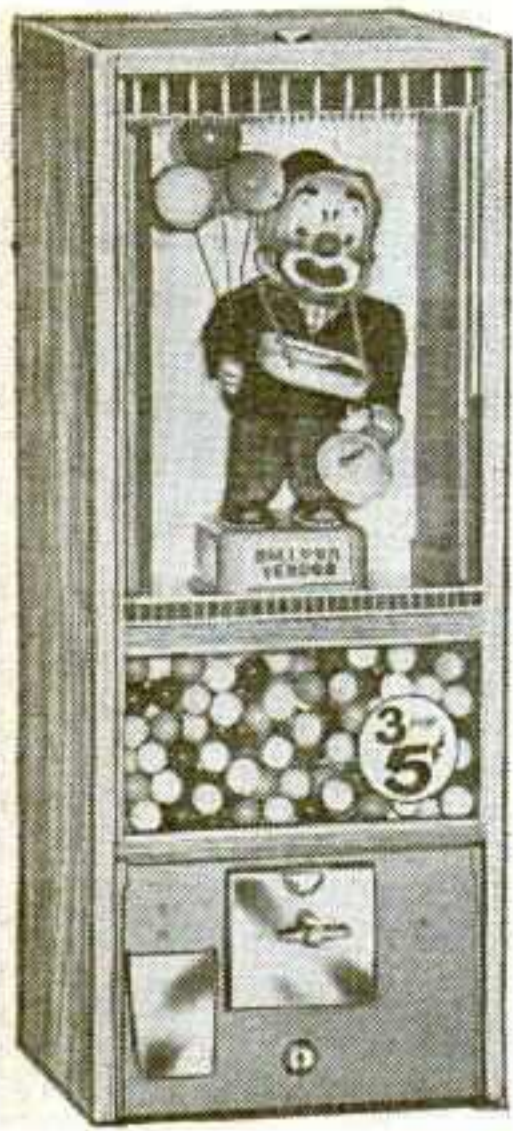
Snodgrass said at least one *(Continued on page 48)*

Bally Exhibits 16-Ft. Bowler And Fun Phone

CHICAGO—The Bally Manufacturing Company took the wraps off its new De Luxe Bowler at the MOA show here last week. The 16-foot unit, which may be lengthened with five-foot sections, will list for \$1,575. Production got under way last week.

Scoring is the same as in previous Bally bowlers, although the totalizers have been enlarged so that the numbers may be more easily read. The pin control and mechanism have been modified and improved.

Another new Bally unit at the show was the Fun Phone, designed for the kiddie trade. The unit is set up as a wall phone with a dial system. The player may dial any of eight selections and hear a recorded children's tale. One tape inside the machine carries the eight selections. The unit is 36 inches by 18 inches. List price is \$199.50. Production is scheduled to get under way in a week.



ACTION VICTORAMA

BILLBOARD MUSIC WEEK

BULK VENDING

Walder & McPhail Sub-Agents For NFNDI Bulk Vend Drive

NEW YORK — The Buymore Vending Corporation, agent for the bulk vending sponsorship program of the National Foundation for Neuromuscular Diseases, Inc., announced the appointment of two operators as sub-agents.

They are Jerold Walder, of Miami Beach, Fla., and the McPhail Vending Company of Toronto.

Walder has placed nearly 1,000 machines in the Miami area, while McPhail has a 4,000-machine operation under sponsorship in Toronto. He expects to have 10,000 units by September.

Slogan on the machines is "MEND," which stands for "Help Mend America's Muscles."

Cater to Human as Well As Automobile Ailments



HEALTH PRODUCTS move well in this Hollywood service station.

LOS ANGELES—There is a big future ahead for bulk machines vending health products, a look at the Southern California market indicates.

One typical firm, McKay Distributing Company here, is doing a big volume in service stations with triple-head units which vend popular vitamin, cough, weight-control and similar products. At a typical location its "health market" chrome-plated vending machines offer alkalizers, cough drops, breath sweeteners, malted milk energy tablets, and a popular vitamin bar, all in one spot, and all vended at 10 cents.

McKay Distributing has had no trouble in building up top-

notch service station locations inasmuch as none of its products compete with those normally vended in such locations.

Another firm, Health Products, Inc., is vending toothpaste, alkalizers, salves, and similar products, with double-head machines, concentrating more on cocktail lounges, billiard parlors, small restaurants, and similar population centers for its market. In almost every case sales have been reported as excellent.

While, of course, there are very few items in the health market which could be sold at 1 cent, Los Angeles by and large has been slow to go into 5-cent, 10-cent, and other larger-amount vending.



MEMBERS OF THE NEWLY FORMED INDIANA BULK VENDING ASSOCIATION gather following the group's initial meeting April 24. A temporary committee was set up to formulate plans for securing a charter, electing officers, setting up dues structure and outlining goals. Committee includes Dick Green, chairman; Jim Abbett and Bob Raleigh.

Write for Beautiful Illustrated Circular—Thoroughly Describing Fascinating Action and Play-Appeal of ACTION VICTORAMA... SCRIPTO PEN VENDORAMA Other Money-Making Vendors.

VICTOR VENDING CORP.
5701-13 W. Grand Ave.
Chicago 39, Ill.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Machine	18.00
N.W. Model #33, 1c Porc. Converter for 100 ct. B.G.	6.50
Silver King 1c B.G. or Mdse.	8.50
ABT Gums	30.00
Mills 1c Tab Gum	12.00
Model #33 Peanut, 1c	6.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.44
Pistachio Nuts, Jumbo Queen, White	.57
Pistachio Nuts, Large Tulip	.44
Pistachio Nuts, Vendor's Mix	.52
Pistachio Nuts, Sheik, Red	.59
Cashew, Whole	.65
Cashew, Butts	.60
Peanuts, Jumbo	.45
Spanish	.35
Mixed Nuts	.32
Baby Chick	.32
Rainbow Peanut	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey-ets	.47

Rain-Blo Gum, 72 ct.	\$.32
Malt-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the Operator.

One-Third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY World Famous VICTOR Standard TOPPER



1c or 5c

For Ball Gum and Charms.

Also available for Peanuts and Bulk Candies.

Packed and sold 4 to a case.

STAMP FOLDERS, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.
MOE MANDELL

446 W. 36th St., New York 18, N. Y.
LIncacre 4-6467

Operators are required to file monthly reports, together with a check for 25 per cent of the gross to Buymore. Of this 25 per cent, 20 per cent goes to the NFNDI and Buymore retains 5 per cent to defray the cost of running the program.

In turn, the national foundation assists operators in getting locations.

Northwestern

MODEL 60

Try one! You'll quickly agree. It's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.



WIRE, WRITE OR PHONE FOR COMPLETE DETAILS

Northwestern CORPORATION

2523 E. Armstrong St. Morris, Ill.
Phone: WHitney 2-1300

THE HOTTEST SELLERS FOR CAPSULE VENDING!

WEIRDIES IN THIS SERIES

The BEST in the 10¢ field!
THE 5¢ CAPSULE SERIES CONSISTS OF:
Rat, Spider, Alligator, Bug-In-Cube, 3 Bugs.

IN CAPSULES \$35/M

OUR PRICE /1700 per M

PLASTIC PROCESSES, INC.
83 HANSE AVE., FREEPORT, N.Y.

SCARE EMS (T.M.)

The Hottest Item in Bulk Vending!

For best results use the best!

LARGE FROG (with dangling legs)—Only \$36.00 per M Capsuled

LARGE CRAWFISH—Only \$36.00 per M Capsuled

JR. SCARE EMS—Only \$30.00 per M Capsuled

Large SCARE EMS—Only \$45.00 per M Capsuled

New Six-Inch WORM, assorted colors—Only \$36.00 per M Capsuled

Write for prices and many new items.

PAUL A. PRICE CO., INC.
55 Leonard Street, New York 13, N. Y.
Cortland 7-5147-8

25c CAPSULE VENDOR

Capulet Vendor
The 25c Vendor that has the whole trade talking. This machine can pay for itself on one loading. This Capulet Vendor vends lighters and a select assortment of jewelry items being shown by Oak factory authorized dealers. Innumerable items in standard capsules will make the 25c Vendor a great profit producer for you.

"GOLD MINE"

Tab Gum Selector
Vends all popular tab gum. The "Gold Mine" is guaranteed mechanically perfect and is shipped complete, ready to operate. Conversion Head fits your present standard Acorn Vendor!

"ACORN"

All Purpose Vendor
The all-time favorite of the vending business. Vends all 1c and 5c bulk merchandise. Guaranteed mechanically perfect—the one machine with virtually no depreciation. Today's Acorn looks the same as the original.

BIG LEAGUE

Ball Gum Vendor
The bases are loaded with profits for the smart operators who install Oak's Big League on key locations. The machine provides a fun filled game while it vends ball gum. Adaptable to any seasonal game and also to present Oak equipment.

OAK "400"

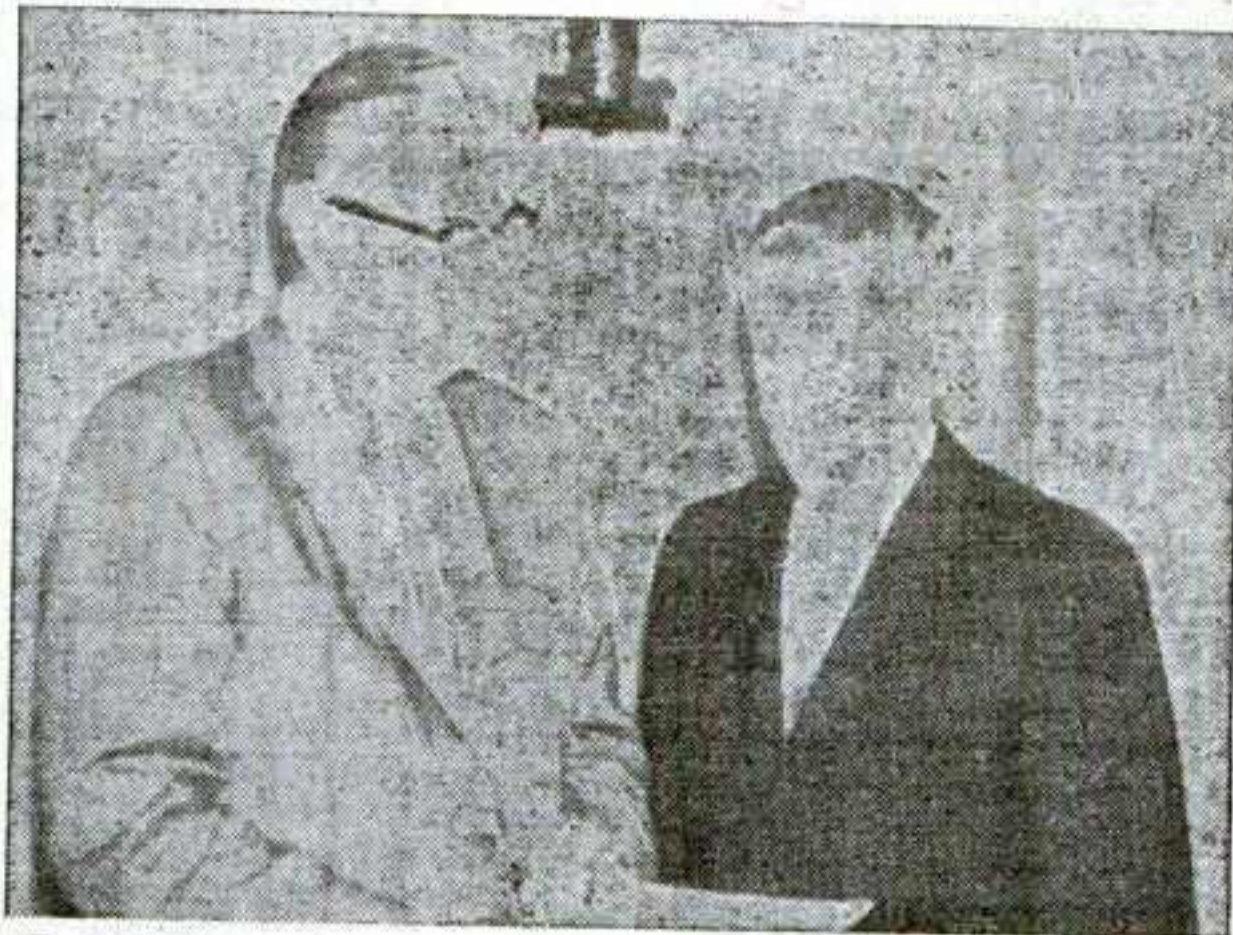
Holds 400 capsules, for larger profits on each filling, without crushing capsules or jamming because of half capsules. Guaranteed mechanically perfect. Conversion Head fits your present standard Acorn Vendor. Vends any denomination from 5c to 25c.

All Oak machines are equipped with 1c, 5c, 10c and 25c coin mechanisms, or combination 1c-5c coin mechanisms and optional slip handle.

time payments available on OAK Machines through all distributors

Buy OAK for your PROFIT LINE!

AMERICAN NUT 1061 Vermont St. Boston 29, Mass.	CONFECTION SPECIALTIES 628 Northmore Chicago 24, Ill.	SAMUEL J. PHILLIPS CO. 4272 Linden Blvd. St. Louis 8, Missouri	OPERATORS VENDING 1623 South Grand Ave. Los Angeles 15, Calif.	SEIGEL DISTR. CO. LTD. 637 Yonge Street Toronto, Ontario, Canada
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JACK SCHINDLER 715 Lincoln Plaza Brooklyn, New York	JACKSON VENDING MACHINE SUPPLY 200 Myers Road Grand Prairie, Texas	OAK SALES OF FLORIDA 1221—21st Street Miami Beach, Florida	CONFECTION PRODUCTS CO. 218 South Champlain Ave. Columbus, Ohio	STANDARD SPECIALTY CO. 1023 61st Avenue Oakland, California
		MANUFACTURING CO., INC. 11411 Knightsbridge Ave., Colver City, Calif.		NICHOLAS SCHIRO 440 Sharon Dr. New Orleans 24, La.



LEO LEARY, LEAF BRANDS, SHOWS BOB RALEIGH, Indianapolis operator, some outlined goals for the newly formed Indiana bulk operator association. The Indiana group is affiliating with National Vendors Association, the national bulk operator group.

United Vending Is Not Subsid Of Oak Mfg.

PHILADELPHIA—The United Vending Corporation was incorrectly identified as a subsidiary of the Oak Manufacturing Company in a recent issue of Billboard Music Week, according to Herb Goldstein, United general manager. Goldstein said that while Oak machines are used in the program, United is an independent corporation, with Oak owning none of the stock.

The confusion arose in an interview with Goldstein here on the occasion of the Rake Coin Machine Exchange being named United distributor for Pennsylvania.

Goldstein was introduced to the

MUNICH—West German bulk vending machine operators are staging a nation-wide spring cleaning, involving repainting, repairing and replacing equipment.

Operator associations are urging 100 per cent participation in the spring cleaning, both in the operator's personal interest and for the general trade benefit.

Trade PR experts warn that bulk vending operators must foster a favorable public image if they are to minimize or escape restrictive legislation.

"There is nothing that advertises our trade so favorably and well as a freshly painted machine, oiled and filled to the top. Paint properly applied can be liquid gold," advises one trade brochure being distributed.

Operators are being encouraged to pick pastel colors for spring repainting. There is considerable criticism of yellow and blue as bulk vending colors, these being the colors used by the federal post office.

"There is nothing wrong with robin's-egg blue or pink. In some locations with a feminine clientele lavender is in order. The main thing is to be original and imaginative and to suit the color to the location," the brochure proposes.

Some avant-garde German bulk vending operators are experimenting with "personalized" bulk vending machines, meaning that each machine is painted specifically for its particular location. Machines sited in conservative surroundings are painted in conservative shades,

BMW correspondent as an Oak representative.

In the same story, it was reported that 40,000 bulk vending machines are in operation in California under the United program. This was a typographical error. The correct figure is 4,000.

but the machines in lively locations sport lively hues.

A few operators are experimenting with multi-colors, and in Schwabing, the Montparnasse district of Munich, an operator has hired local artists to paint art works on his bulk vending equipment.

BIG SAVINGS on BALL AND VENDING GUMS

SAME FINE FLAVORS, CENTERS AND COATING

Direct Low Factory Prices

- Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size... 28 1/2¢ lb.
- Chicle Ball Gum, 130 ct. ... 36 1/2¢ lb.
- Clor-o-Vend Ball Gum ... 41 1/2¢ lb.
- Clor-o-Vend Chicks, 320 ct. ... 41 1/2¢ lb.
- Chicle Chicks, 320 & 520 ct. ... 37 1/2¢ lb.
- Bubble Chicks, 320 & 520 ct. ... 29 1/2¢ lb.
- Tab (short stick), 100 ct. ... 38¢ box
- 5-Strick Gum, 100 packs ... \$1.90

F.O.B. Factory 150 lb. lots.

AMERICAN CHEWING PRODUCTS

37 years of manufacturing experience

4th & Mt. Pleasant • Newark 4 N J

HORRIBLES

They're real, life like, soft, slimy, wriggly—they're HORRIBLE. That's why kids like them. Kids buy them so you'll love them too and the price is right.

FOR 5c CAPSULE VENDING:

Junior Horribles

packed 2 in a sample—

\$22.00 per M capsules

FOR 10c CAPSULE VENDING:

Large Horribles

packed in capsules—

\$38.00 per M capsules

At your nearest warehouse or direct from the factory.

- Wilmington Vending 340 2nd Ave., No. Wilmington 4, Pa.
- Wink & Co. 2700-2 West Lake Street Chicago, Ill.
- Graff Vending Supply Co., Inc. 2317 West Davis Dallas, Tex.
- Star Vending Supply Co. 4227 Calhoun St. Houston, Tex.
- Northeastern Sales & Service Co. 2033 Fifth Ave. New York 10, N. Y.
- Standard Specialties 1024 46th Ave. Oakland, Calif.
- Rake Coin Machine Exchange 609 Spring Garden St. Philadelphia 23, Pa.
- Northeastern Sales & Service Co. 1154 Tremont St. Boston, Mass.
- Operators Vending Machines Supply Co. 1123 71st St. Los Angeles 16, Calif.
- Oak Sales of Florida 1123 71st St. Miami Beach 41, Fla.
- Bak Sales 2033 Fifth Ave. Pittsburgh 19, Pa.
- Ridge Gum Corp. 1024 46th Ave. Cleveland 9, Ohio

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BULK MERCHANDISE

	Pack	Per
	Lbs.	Lb.
Cashews, 450 ct., whole	.30	.62
Mixed Nuts	.30	.53
Spanish Peanuts	.30	.31
Virginia Splits Peanuts	.30	.31
Rainbow Peanuts (Candy)	.30	.28
Boston Baked Beans	.30	.28
Licorice Lozenges	.30	.28
Confection Mix	.30	.28
Jumbo Pistachios, Red	.30	.49
Medium Pistachios, Red	.30	.40
Small Pistachios, Red	.30	.35
Leaflets (M&M Style Candy)	.25	.37
Teeny Jelly Beans	.33	.27
Candy Corn	.30	.25
Hersheyettes	.25	.47
Chicle Base Cub Chicks 520	.30	.42
Chicle Base Cub Chicks 320	.30	.42
Rainblo Tabby-Lets 520	.30	.42
Sugar Peps (Bulk Candy)	.24	.40
Maltettes (Ball Style, 100 Ct.)	.15	.35

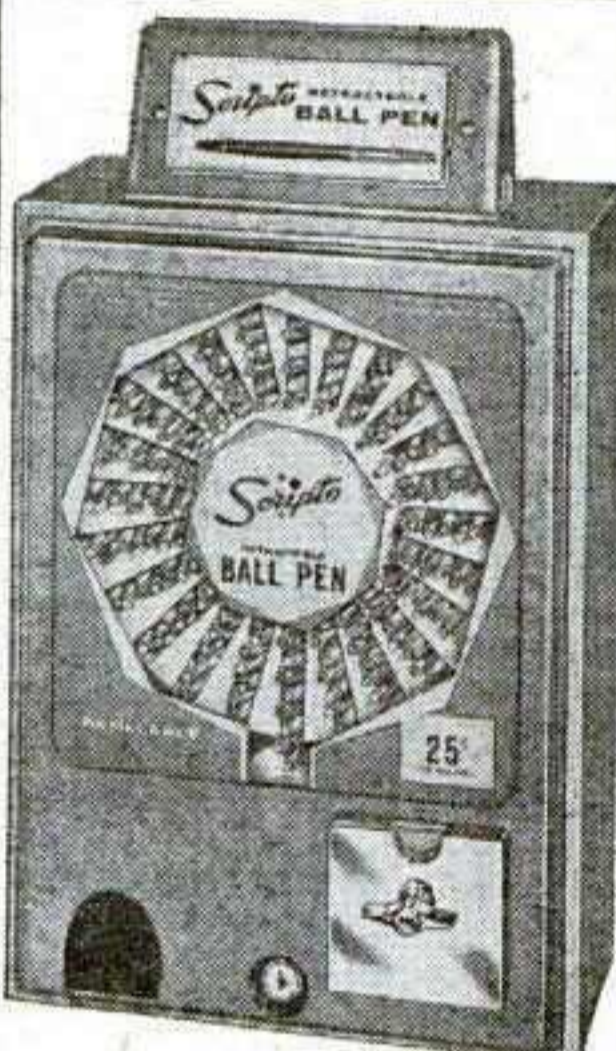
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- 3-Col. 5¢ Trading Cards 5.00
- Stands for Above, Ea. 11.00
- Acorns, 1¢ or 5¢ Bulk 13.50
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- Alax 5¢-10¢ 5-Col. Bulk 14.50
- Premier 1¢ Card Vendors 15.00
- 2-Col. 5¢-10¢ Stamp (Folder) 10.00
- Master 1¢-5¢ Bulk Vendor 7.50
- Master 1¢ Bulk Vendor 7.50
- Model V 1¢ Ball Gum 9.50
- Victor Univ. 1¢ Jumbo Ball Gum 9.95
- Victor Baby Grand De Luxe B/G 11.00
- Victor Toppers 1¢ Ball Gum 11.00
- Victor Toppers 1¢ Cabinet 21.50
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Only \$31.95

Order now and start in 10¢ vending at once.

BULK MERCHANDISE

	Pack Lbs.	Per Lb.
Cashews, 450 ct., whole	30	.62
Mixed Nuts	30	.51
Spanish Peanuts	30	.31
Virginia Splits Peanuts	30	.35
Rainbow Peanuts (Candy)	30	.38
Boston Baked Beans	30	.38
Licorice Lozenges	30	.38
Confection Mix	30	.38
Jumbo Pistachios, Red	30	.49
Medium Pistachios, Red	30	.48
Small Pistachios, Red	30	.53
Leaflets (M&M Style Candy)	25	.37
Teeny Jelly Beans	33	.27
Candy Corn	30	.25
Hersheyettes	35	.47
Chiclé Base Cub Chicks 520	30	.42
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Rainbio Tabby-Lets 520	30	.32
Sugar Peps (Bulk Candy)	24	.40
Maitettes (Ball Style, 100 Ct.)	15	.35

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	Pack Lbs.	Per Lb.
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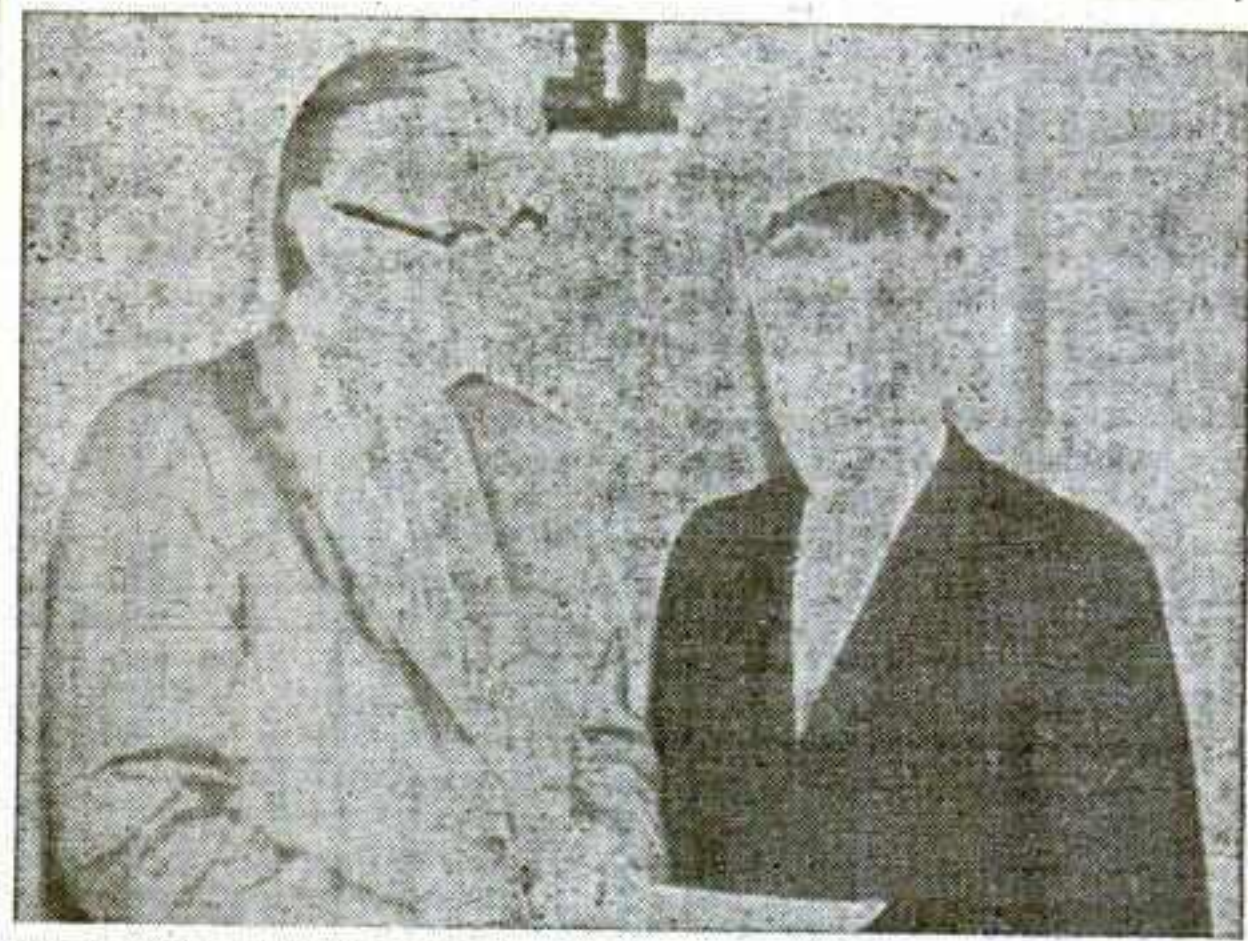
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N.W. Model 49, 1¢ or 5¢ Bulk	\$13.50
N.W. Model 49, 1¢ Ball Gum	13.50
Silver King, 1¢ or 5¢ Bulk	8.50
Columbia Model ZM 5¢ BIK.	8.50
N.W. 5-Col. 5¢ Pkg. Gum	21.50
Columbia Model M 1¢ Bulk	7.50
Mills 6-Col. 1¢ Gum	14.50
Columbia Mod. A 1¢ Peanut	4.95
Atlas 1¢-5¢ Comb. Ball Gum	14.50
Victor Baby Brands, 5¢ Cap.	5.00
3-Col. 5¢ Trading Cards	22.50
Stands for Above, Ea.	5.00
Acorns, 1¢ or 5¢ Bulk	11.00
Silver King 5¢ Hot Nut	13.50
Alix 5¢-10¢ 3-Col. Bulk	39.50
Premier 1¢ Card Vendors	11.00
2-Col. 5¢-10¢ Stamp (Folder)	15.00
Master 1¢-5¢ Bulk Vendor	10.00
Master 1¢ Bulk Vendor	7.50
Model V 1¢ Ball Gum	8.50
Victor Univ. 1¢ Jumbo Ball Gum	7.50
Victor Baby Grand De Luxe B/G.	9.95
Victor Toppers 1¢ Ball Gum	11.00
Victor Toppers 1¢ Cabinet	11.00
N.W. 10-Col. 1¢ Tab & Chiclé	21.50
Columbus Model A, in lots of 10 or more, Ea.	3.95

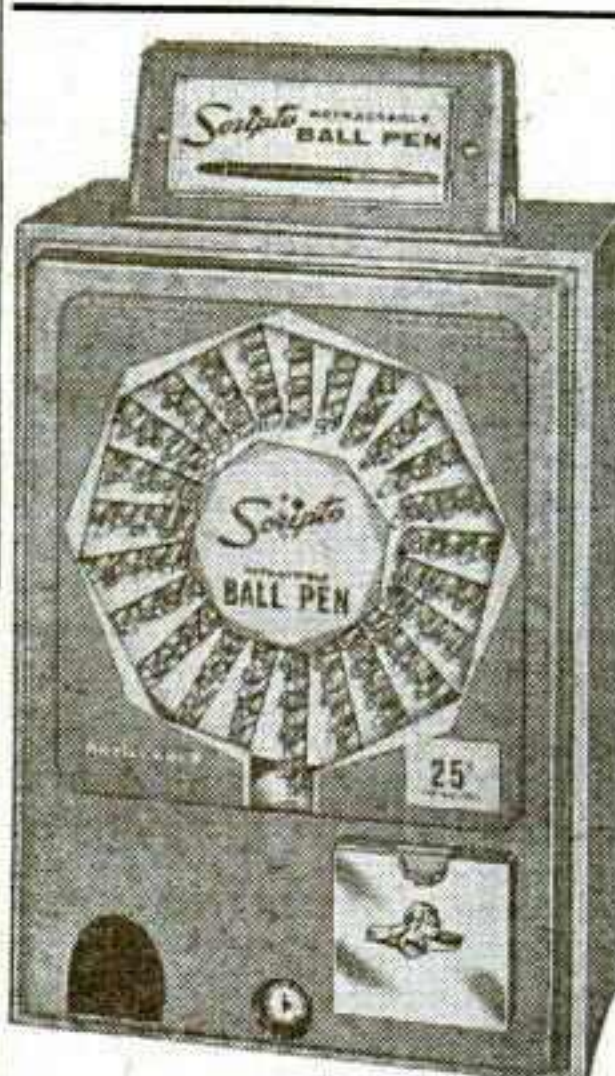
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LEO LEARY, LEAF BRANDS, SHOWS BOB RALEIGH, Indianapolis operator, some outlined goals for the newly formed Indiana bulk operator association. The Indiana group is affiliating with National Vendors Association, the national bulk operator group.



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Say You Saw It in **Billboard Music Week**

United Vending Is Not Subsidiary Of Oak Mfg.

PHILADELPHIA—The United Vending Corporation was incorrectly identified as a subsidiary of the Oak Manufacturing Company in a recent issue of Billboard Music Week, according to Herb Goldstein, United general manager. Goldstein said that while Oak machines are used in the program, United is an independent corporation, with Oak owning none of the stock.

The confusion arose in an interview with Goldstein here on the occasion of the Rake Coin Machine Exchange being named United distributor for Pennsylvania.

Goldstein was introduced to the

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BMW correspondent as an Oak representative.

In the same story, it was reported that 40,000 bulk vending machines are in operation in California under the United program. This was a typographical error. The correct figure is 4,000.



EUGENE L. ZOLA, taxation representative of the Western Vending Machine Operators Association in Los Angeles. He is working on a program aimed at obtaining retail business licenses for bulk merchandise operators in the area.

Splash Robin-Egg Blue, Pink Paint Jobs in Munich Stops

MUNICH—West German bulk vending machine operators are staging a nation-wide spring cleaning, involving repainting, repairing and replacing equipment.

Operator associations are urging 100 per cent participation in the spring cleaning, both in the operator's personal interest and for the general trade benefit.

Trade PR experts warn that bulk vending operators must foster a favorable public image if they are to minimize or escape restrictive legislation.

"There is nothing that advertises our trade so favorably and well as a freshly painted machine, oiled and filled to the top. Paint properly applied can be liquid gold," advises one trade brochure being distributed.

Operators are being encouraged to pick pastel colors for spring repainting. There is considerable criticism of yellow and blue as bulk vending colors, these being the colors used by the federal post office.

"There is nothing wrong with robin's-egg blue or pink. In some locations with a feminine clientele lavender is in order. The main thing is to be original and imaginative and to suit the color to the location," the brochure proposes.

Some avant-garde German bulk vending operators are experimenting with "personalized" bulk vending machines, meaning that each machine is painted specifically for its particular location. Machines sited in conservative surroundings are painted in conservative shades,

but the machines in lively locations sport lively hues.

A few operators are experimenting with multi-colors, and in Schwabing, the Montparnasse district of Munich, an operator has hired local artists to paint art works on his bulk vending equipment.

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- Chiclé Ball Gum, 130 ct. ... 36 1/2¢ lb.
- Clor-o-Vend Ball Gum ... 41 1/2¢ lb.
- Clor-o-Vend Chicks, 320 ct. ... 41 1/2¢ lb.
- Chiclé Chicks, 320 & 520 ct. ... 37 1/2¢ lb.
- Bubble Chicks, 320 & 520 ct. ... 29 1/2¢ lb.
- Tab (short stick), 100 ct. ... 38¢ box
- 5-Stick Gum, 100 packs ... \$1.90

F.O.B. Factory 150 lb. lots.

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 Houston, Tex.

Northwestern Sales & Service Co.
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 New York 16, N. Y.

Standard Specialties
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 Oakland, Calif.

Rake Coin Machine Exchange
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 Philadelphia 23, Pa.

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Operator Vending Machine Supply Co.
 1025 South Grand Ave.
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MOA Head Blasts Mfrs. Who Withheld Support at Meet

CHICAGO—In a surprisingly hard-hitting attack, Music Operators of America president, George Miller, took various segments of the coin machine and record industries to task for failure to support the "only effective association the juke box industry has."

Miller spoke to a packed room of some 200 or more operators last Monday (7) in what was one of the best attended business sessions the association has had in years.

The Miller remarks were not totally unexpected, though their frankness took some aback. The comments were an obvious allusion to lack of support from certain "record companies, juke box manufacturers and trade papers."

40 Exhibitors

Only United and AMI, of the five juke box manufacturers, were exhibitors, and among record companies, only seven were on hand. Otherwise MOA had some 40 exhibitors showing a wide range of equipment and supplies, including records, amusement games, juke boxes, arcade pieces, vending machines and miscellaneous components.

Though lacking some of the excitement and tempo of coin machine shows of old, the conclave was nevertheless an excellent comeback from MOA's poor showing in Miami Beach, Fla., last year.

Earlier in the business sessions, Congressman George P. Miller (no relation to the MOA president) told operators that efforts by the American Society of Composers, Authors & Publishers (ASCAP) to end the traditional juke box exemption from paying copyright fees were "well fortified with money," and that from time to time, "high influence was brought in Congress."

Tide Turning

Representative Miller said the tide is turning toward the operators in the fight, but that they shouldn't

relax their effort lest they lose all they have gained.

MOA managing director, E. R. Ratajack, said that MOA is saving operators a minimum of \$5,000,000 per year and that the MOA membership fee of \$35 per year is less than the current copyright bill in Congress would assess operators for each individual juke box.

Ratajack also asked operators to look around and see who the exhibitors were, "give them a standing ovation and remember them for the rest of the year."

Not Getting Support

MOA President Miller asked all manufacturers, record companies and trade papers to join forces behind MOA and give their support, something the association isn't getting today.

"Please don't try to destroy the organization so many have worked hard to form. The time has come to speak honestly," said Miller.

"Unless someone comes up with better idea than we have here (meaning MOA), let them help us," Miller noted.

Admits Attendance Off

The MOA chief admitted "attendance was off the last few years," but said it would "come back if all segments of the industry co-ordinate their efforts."

"MOA has made mistakes and will make more," Miller said. "We will gladly accept criticism, but make it constructive."

He urged critics not to take potshots. Miller said the record companies are "forgetting that juke box operators use more than 50 per cent of all singles."

Should Be Here

"They should all be here today," said Miller. Criticism that operators no longer buy direct but from one-stops, said Miller, was ridiculous. (He said that the failure for operators to buy direct had been cited by one official as a reason for being reluctant to exhibit at shows.)

Miller said juke box manufacturers should also be here, if for no other reason that to say "hello" and greet their customers. "I can't buy the reason that they have nothing new to show," he added.

"MOA has done a job second to none, but it needs members, co-operation, help and assistance from all segments of the industry."

Wico Displays Variety of Kits

CHICAGO—The Wico Corporation, parts supplier to the coin machine industry, displayed a wide variety of new wares at the recent MOA show here.

Among them was a conversion kit for juke boxes, consisting of parts to provide a new cabinet. According to Ed Ruber, Wico sales manager, the conversion job takes about two hours. The kit, which includes a new bottom section, lists for \$39.95.

Other new Wico items included a conversion kit for United Shuffle Alleys (listing at \$19.59) and knee pad protectors for ball bowlers (listing at \$5.50).

The United kit consists of a pair of chrome side rails, chrome front with rebound rubber, a set of 10 plastic pins, "T" shape puck rebound rubber, a set of cork stripping and a foul line bar.

Wico also introduced a chrome frame with adapter plate for United ball bowlers (lists \$5.50) and wing speakers for units which play dual speed and monaural or stereo (list \$34.95).

Murdock Firm Links With Standard Corp.

MEMPHIS—The Murdock Acceptance Corporation, a consumer finance and small loan firm here, has entered into a correspondent relationship with the Standard Financial Corporation, Standard, a publicly held firm listed on the New York Stock Exchange, is a factoring and commercial banking company which also specializes in coin machine paper.

Murdock has 25 branch offices in Alabama, Arkansas, Kentucky, Mississippi, Missouri and Tennessee. It had been concentrating in financing small loans and insurance. Under the new arrangement, it will expand into the commercial field.

Murdock stock has been traded over the counter for several years.

GREATER LOVE HATH NO OP-OR BRIDE, EITHER

CHICAGO—Coinmen here for the annual Music Operators of America Convention last week were impressed by Sam Weisman's devotion to the trade. Weisman, veteran Baltimore distributor who heads State Sales, made the show this year, as he has every year for the last decade. But with him was his bride of four days, the former Ida Greber of Baltimore. The newlywed were en route to a honeymoon at Grossinger, the up-State New York resort. But the honeymoon waited until the couple could visit the show and the trade could meet Mrs. Weisman.

IRS Official Predicts Major Shift in Standards of Auditing

CHICAGO — A highly placed Internal Revenue Service official told juke box operators they could expect a major shift in auditing standards and more stringent review of travel and expense allowances.

Samuel J. Michaelson, chief of audit division, Internal Revenue Service, said the emphasis on audit standards is being changed from speed and volume to quality and effective relationship with taxpayers.

Michaelson warned, however, that travel and entertainment expenses were to be subject to the closest scrutiny and that operators must have secondary evidence to back up their claims.

Direct Expenses

Expenses must be "directly" connected with the operators' business to be deducted, and willful overstatement of expenses constitutes fraud, Michaelson said.

The IRS official spoke to a packed room of more than 200 operators attending Music Operators of America's Monday (7) morning business session.

He was introduced by MOA tax counsel, Leo Kaner, who told the group that MOA's tax council had received more requests for help, mostly dealing with depreciation and form 1099, than ever before.

Michaelson said the emphasis in the new IRS regulations will be on flexibility.

He also said the IRS was setting up "audit conferees" to review returns. These would have no settlement authority but would help taxpayers get proper evaluation of their individual cases.

He noted that in figuring depreciation, "useful life" was not based upon the expected life of the equipment but on the length of time the individual taxpayer expected to use the equipment. This, he said, would vary by individual experience.

Salvage value would also vary depending on how long the individual planned to use the equipment, Michaelson said.

Intangibles Not Allowed

He noted intangibles were not subject to depreciation, including such things as good will and covenants not to compete (except where payment of cash is involved).

Three basic methods were suggested for depreciation of juke boxes: straight line, sum of digits, and double declining balance. Operators can use a different method for each piece, but must continue with one method once it is started.

Regarding the future, Michaelson said he didn't know what it held but that there were various studies always under way in different industries. He noted that IRS must function within existing laws and that dramatic changes were unlikely unless these laws were revised.

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If you were listed correctly in the 1961 Source Book & Directory, it is unnecessary to do anything further. However, all others should fill out and return the coupon below as quickly as possible to be assured a free listing. The coupon should be returned by all companies located outside the Continental United States, or if the 1961 Source Book contained no listing or one which is no longer accurate.

ELIGIBLE CATEGORIES

1. RECORD MANUFACTURERS
2. INDEPENDENT RECORD PRODUCERS
3. MUSIC PUBLISHERS
4. RECORD MANUFACTURING SERVICES AND SUPPLIES
 - a. Recording, Editing, Mixing, Mastering Studios
 - b. Tape Duplication Studios
 - c. Magnetic Recording Tape Manufacturers
 - d. Machine Shops (Manufacturing record presses and allied pressing equipment)
 - e. Processing Plants (making masters, mothers, stampers and other pressing parts)
 - f. Materials Milling Plants (processing vinyl and supplying "biscuits")
 - g. Record Pressing Plants
 - h. Record Plating Plants
 - i. Manufacturers and suppliers of Labels for Records
 - j. Manufacturers and suppliers of Sleeves for records
 - k. Manufacturers and suppliers of Jackets for records
 - l. Printers, Lithographers and Laminators of records
 - m. Manufacturers of Polyethylene bags
5. RECORD SELLING AND DISTRIBUTING SERVICES
 - a. Record Distributors
 - b. One-Stops
 - c. Rack Jobbers
 - d. Exporters and Importers
6. MUSIC-RECORD SERVICES & SUPPLIES
 - a. Record Promotion & Publicity Services
 - b. Music Trade Associations
 - c. Music Licensing Organizations
 - d. Record Programming DJ Services and Aids
 - e. Miscellaneous record services
 - f. Manufacturers and suppliers of racks
 - g. Manufacturers and suppliers of browser boxes.
 - h. Manufacturers and suppliers of needles
 - i. Manufacturers and suppliers and cleaners, cloths, brushes
7. COIN MACHINE SERVICES AND SUPPLIES
 - a. Manufacturers of Juke Boxes
 - b. Manufacturers of coin-operated games
 - c. Distributors of juke boxes and coin games
 - d. Coin Machine Trade Associations
 - e. Manufacturers and suppliers of title strips
 - f. Manufacturers and suppliers of juke box parts

The Editor—BILLBOARD MUSIC WEEK BUYERS' GUIDE—
1564 Broadway, New York 36, N. Y.

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My company was not listed in the 1961 Source Book

My company's listing in the 1961 Source Book should be changed

Why the 33's Hit a Clinker in Germany

By OMER ANDERSON

FRANKFURT — The German trade has written off the 33 r.p.m. disk as a flat failure. The trade here refers to the 33 single as a still-born experiment — something that never got off the ground. There are only a handful of 33 singles being played, pressed by

off-beat labels. The big producers have shunned the 33, with no protests from operators.

The 45 r.p.m.-speed single dominates the juke box trade completely, and few operators have any desire to experiment at this stage with anything else.

The prime argument advanced for the 33 single—that it facilitates the programming of adult music for adult audience—never had special validity in Germany, where the cleavage between teenage and adult music is minimal.

Diskery Poll

A poll of West German diskeries disclosed that all consider the 33 single dead, and that none has plans to produce it. West German dealers have not attempted to stock the 33, though some distributors have proposed importing 33's from U. S. sources.

German trade experts argue that the 33 single has served a useful function for the trade in this country, but the simple fact is that it flopped.

German operators are more interested at the moment in pursuing the prosaic practices of cutting costs to the bone and boosting collections through more intensive use of existing—not new—equipment.

Operator associations in a number of West German States have passed resolutions calling on manufacturers to bring out new models only when clearly justified by technical advances with obvious practical application.

U. S. manufacturers are being advised by eminent German trade authorities that American phonograph exports to this country could be increased if fewer models were introduced.

U. S. machine imports into Germany have been sagging year by year, and trade experts attribute the decline as much to German wariness of U. S. "planned obsolescence" as to improved domestic product.

Most German operators polled on the subject prefer the U. S. prestige box—in few models and without the experimentation of the 33-single stripe.

It is significant in this respect that U. S. product promotion in Germany has avoided plugging the 33 single, and has concentrated instead on the proven sales formula of glamor plus reliability.

Winning Ops Collect MOA Banquet Prizes

CHICAGO — Phonograph and pool table door prizes were awarded to four operators at the traditional banquet and floorshow concluding Music Operators of America's 12th annual convention at the Morrison Hotel here last week.

William J. Prince, Chillicothe, Ohio, won a new AMI phono; Mrs. Harry L. Murph, Hartsville, S. C., won a United juke box; Mrs. Richard Taylor, Lincoln, Neb., also won a United phonograph, and Wayne Hahnebohn, New Orleans, won a Fischer pool table.

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

SHOUT (Part I) AND SHOUT (Part II)	JOEY DEE & THE STARLITERS Roulette 4416
LOVERS WHO WANDER AND (I WAS) BORN TO CRY	DION Laurie 3123
I CAN'T STOP LOVING YOU AND BORN TO LOSE	RAY CHARLES ABC-Paramount 10330
TEACH ME TONIGHT AND AFTER THE LIGHTS GO DOWN LOW	GEORGE MAHARIS Epic 9504
WHAT'D I SAY (Part I) AND WHAT'D I SAY (Part II)	BOBBY DARIN Atco 6221
JAM (Part I) AND JAM (Part II)	BOBBY GREGG & HIS FRIENDS Cotton 1003
THAT'S OLD FASHIONED AND HOW CAN I MEET HERE?	EVERLY BROTHERS Warner Bros. 5273
DRUMMIN' UP A STORM AND DRUM STOMP	SANDY NELSON Imperial 5829
SCOTCH AND SODA AND JANE JANE JANE	KINGSTON TRIO Capitol 4740
QUANDO, QUANDO, QUANDO AND WILLING AND EAGER	PAT BOONE Dot 16349

Noise of Crowd Can Take Country Automatically Adjusts Sound Out of Boy But Not Out of His Phono

CHICAGO — An automatic noise-control adaptable to juke box and background music system was shown to the trade by Electronic Systems Engineering Company, Oklahoma City research firm.

Though only a research model specifically prepared for last week's Music Operators of America show, the system could be refined for the coin machine market if demand exists.

An Electronic Systems spokesman said the device is now in use in such amusement centers as roller rinks, parks and other big-traffic locations.

Basically, the system has a noise-sensing device that in turn increases music volume as crowd noises go up, and decreases the music volume as the crowd noise goes down.

Priced to sell at \$625, the unit could be available in a much cheaper form if produced for the coin machine market.

Pennsy Ops Set Plans For Picnic in June

HARRISBURG, Pa.—The Pennsylvania Amusement Machine Operators Association held its last meeting of the season here Wednesday (2) and made plans for a picnic in June and the second annual convention in October. The next meeting was set for September.

CHICAGO — Charles Lamb, publisher and managing editor of The Music Reporter, gave operators some solid reasons why country and western music means good play on juke boxes.

"Country music has a loyal audience," said Lamb. "A country fan will play his music no matter where he is—tavern, restaurant or even plush supper club."

Lamb said country music has a small turnover of artists. "Top stars remain the same for 10 or 15 years and have a good following. Operators can get a lot of play from their country disks."

"Country records have long chart life and the operator can switch them from location to location. Also, country artists make numerous personal appearances, adding to their appeal on boxes."

Lamb spoke at the Tuesday (8) morning business session of Music Operators of America's 12th annual conclave here last week.

CHICAGO — Strong Arm Charley, a coin-operated counter game which allows the player to test his ability as an Indian wrestler, was shown at the recent MOA convention.

The unit, which lists for \$595, is operated by springs and shock absorbers. The player's ability is rated on an illuminated scoreboard, with the score based on the pull on the player's arm. Manufacturer is E&S Enterprises, Wichita, Kan.

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Say You Saw It in
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**EUROPEAN
NEWS BRIEFS**

British Try Phono Specials

LONDON—Ember Records (International Ltd.) is experimenting with the issuance of special disks for juke box play. Jeffrey S. Kruger, Ember chief, said it represented a move to align the British trade with the U. S. practice of cutting special disks for the phonograph trade. Ember's "juke box specials" will be designed to supply juke boxes with standard hit material of predictable longevity. Ember believes, as has been established in West Germany, that juke box disk play tends to promote hit tunes in its own right. Reaction of juke box operators will be solicited as a guide to Ember's production programming.

U. S. Devices Reach Italy

MILAN—Inter-Europe Coin has started production of the TV Viewer and the Echo Phone, two pieces of U. S. equipment, for the European Common Market. TV Viewer allows the patron to see himself on a television screen, and the Echo Phone allows him to hear his voice as it sounds over the telephone. Inter-Europe obtained exclusive Common Market manufacturing rights to the equipment from the I. J. Manufacturing Company of Philadelphia. The new Italian firm is headed by Davide Matalon, president of Italdisc.

German Ops to Visit U. S.

STUTT GART, West Germany—Arrangements have been completed for the visit of 118 West German operators to the United States the first week in June. It will be the first trip of its kind ever made by an international coin-machine organization, and it is expected to establish a pattern for similar future junkets by U. S., as well as German, operators. The operators, all from the State of Baden-Wurttemberg, are chartering a commercial airliner. They will spend three weeks in the U. S., touring coin-machine equipment plants and meeting trade officials and experts. Most of the operators also have relatives and friends in the U. S. whom they will visit at the close of their business meetings.

Franco Lures Foreign \$\$

MADRID—The Spanish Government has announced that coin-machine enterprises are included in its plans to stimulate foreign investment in Spanish industry. The government will soon promulgate a decree whereby foreign firms will be guaranteed the right to repatriate both capital and profits after two years. The government has announced plans to rescind the virtual monopoly enjoyed by Gedasa, the country's only juke box manufacturer. However, the principal interest at the moment is in attracting foreign vending machine manufacturers. There is speculation that foreign capital may be invested in the establishment of an "integrated" coin machine company, which would both manufacture and operate phonographs, games, and vending machines. German interests are reported negotiating with Spanish authorities for the establishment of such a concern.

Ops Fear Bonn Payout Law

BONN—The West German Ministry for Family Affairs is conducting a study of payout machine operations with a view toward recommending legislation tightening official regulation of machines. The payouts continue to be under heavy public criticism as damaging to youth. Operators, on the other hand, continue to rebut criticism and to charge the critics with ulterior motives. However, Minister of Family Affairs Franz-Josef Wuermeling has indicated on more than one occasion that his sympathies lie with the critics and not the operators. Wuermeling has blocked operator efforts to increase play limits to two marks (50 cents) from the present one mark. The operators contend that ebbing German prosperity makes it difficult to stay solvent in phonograph operation unless they can "diversify" into payouts.

Germans Cry for Own Tunes

PEMBROKE, Wales—German troops training at the British Army ranges here are helping stimulate sales of German phonographs and top-tune disks. When the troops began complaining to their officers that "they don't have juke boxes here like we have at home," representatives of German manufacturers were activated. Local operators, in turn, hunted down British versions of German top tunes. The result: a boom in business for phonograph operators. Now operators in Scotland and Northern England, where the Bundeswehr is establishing depots under an agreement with the British government, are pondering the purchase of German juke boxes to cater to the several thousand German troops due soon in these areas.

Naughty 'Jonny' Gets a Ticket

MUNICH—Bavarian police have banned for juke box playing the disk "Oh, Jonny, Bitte hier nicht parken" ("Oh, Johnny, Please Don't Park Here). Police ruled that the disk, which has advanced to a Bavarian top tune, is "offensive to good taste." The disk was recorded for a German label by Laya Raka, popular German singer and wife of Hollywood actor Ron Randall. It quickly became a top tune at many locations.

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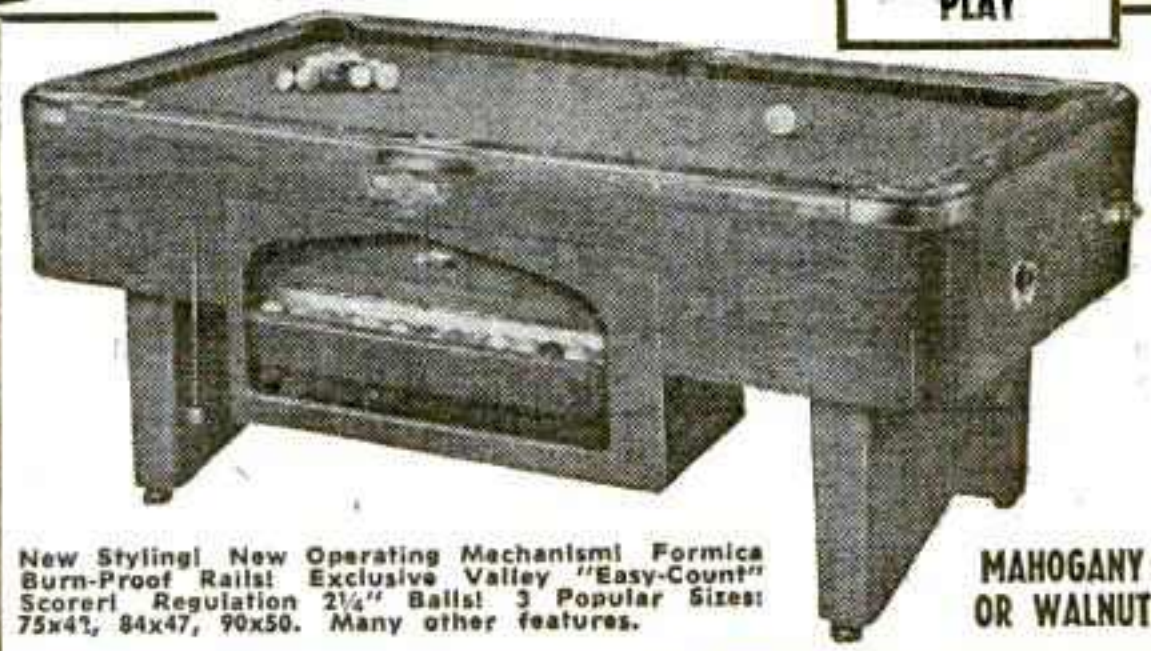
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Dynamic's World's Fair Gun Gets Convention Once-Over

CHICAGO—Chicago Dynamic Industries bowed World's Fair, a new target gun at last week's Music Operators of America convention here.

Chicago Dynamic also showed a new target gun, at last week's ing accumulator features for its Starlite Bowler, and the firm's full line of equipment, including Starlite Bowler, Pro Basketball, Variety Roll Down Bowler, Gold Crown Bowler, All-Star Goalie and Long-Range Rifle Gallery.

The new World's Fair gun has the same depth of field illusion as Chicago Dynamic's Long-Range Rifle Gallery. World's Fair has four rows of targets. A moving clown in the back row scores 500 when lighted. A row of spinning clowns (they spin when hit) score 300 when all five are hit. A row of targets and a row of stationary clowns score from 20 to 100, depending on a flashing light feature. When hit, the stationary targets

turn over to read: "Good Shot," "OK Pal," "Ouch," "and "You Got Me."
 Player gets 25 shots and the game can be set at 12 shots for a nickel, 25 for a dime. Chicago Dynamic plans to make deliveries on World's Fair shortly.

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PINDOWN MAN Bill Lounsbury Coin Games Something New

CHICAGO—Bill Lounsbury is an enthusiastic Canadian with some 20 years in the coin machine business who thinks the industry desperately needs a new game to survive. He intends to produce one, probably here in the U. S., within three months.

Lounsbury already has several prototypes built and has tested one of his models extensively throughout Western Canada for the past year.

His new games have two themes—shuffle-type and pin-type—but they're completely different from the conventional shuffle alley and pinballs operators are used to seeing.



PINDOWN

Competitive Featured
 Basically, each is a single-player model but with a competition feature. There are a minimum of moving parts to, as Lounsbury puts it, to "keep servicing to a minimum," and one game has no moving parts at all.

Each of the games will sell in the U. S. between \$150 to \$200. Lounsbury is positive about wanting to sell to operators direct, with no distributors involved.

mechanisms." The philosophy seems sound, and Lounsbury says he intends to enter the game manufacturing business here in a big way to prove it.

First game off his line is Pindown, a shuffle-type unit that Lounsbury says has produced excellent returns throughout test areas. The game has a five-year service guarantee.

No Legal Problems
 He says his games will have no legal problems, will be small (30 inches long, 15 inches wide and 35 inches high) and ideal not only for all present coin machine locations but suitable for opening up spots not previously feasible for operators like barber shops, stores and the like. Lounsbury says the game's low price will permit operators to economically make a profit in heretofore marginal locations.

His philosophy is simple—"try to produce games cheap enough for operators to make money, and give them something new." The coin machine business needs re-education," he said. "We must think new, we should design games, not

New-Type Index Strips Previewed

CHICAGO—Star Title Strip Company previewed a new type index strip for rack jobbers as part of the firm's display of its full line of juke box and record dealer strips at last week's Music Operators of America convention here.

The rack strips come in two sizes, 2 inches by 12 inches, 6-8 cents each, and 4 inches by 13/16 inches from 2 to 3 cents each.

The rack indexing strips come in two colors and carry the artists' names in attractive lettering.

Star also showed its line of juke box title strips, acetate coverings (colored) and other supplies.

DISPLAYS BOX THAT IS A BOX

CHICAGO — AC Automatic Services had a new AMI box and a new name plus the firm's full line of juke box, vending and change-making machines on display at last week's Music Operators of America show here.

The box, however, wasn't a juke box but an actual wooden box colorfully decorated with flashing lights. It carried the lettering "New Three in One Rowe-AMI phonograph With Orbital Stereo." Actual showing dates for the new phonograph are May 16-26. AC Automatic is also changing its name to Rowe-AC Services, Division of Automatic Canteen Company of America. The name became effective last week.

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Disk Speed Battle Spins On at MOA

• Continued from page 4

the entire singles volume not get what it wants?" he asked.

Grevatt noted that record manufacturers said they tried making stereo singles available but there was no demand. "Manufacturers can't afford to put out a small volume.

"This panel is a good opportunity for operators to tell manufacturers just what they do want," said Grevatt, setting off a cascade of voluble opinion from the floor.

Jack Loetz told operators Columbia was very interested in the juke box industry but that it had received a poor response to stereo singles (33 speed).

Responding to a question, he noted that Columbia would make 45 stereo singles, or anything the operators want, if there is a strong enough demand.

Bucking Bronco Gets 1st Start at Chicago

CHICAGO — Bucking Bronco, coin-operated horse ride with an up-and-down and rolling action, was displayed for the first time at the MOA show here last week.

The unit, made by Pioneer Precision Products, Alden, N. Y., is distributed nationally by the McFadden Amusement Corporation. It lists for \$950.

Body is fiberglass, and the bucking action is controlled by a direct gear. A rein control allows the rider to determine the action.

MOA: An Appraisal

• Continued from page 39

a solid reason for joining the organization. They can get group insurance by joining the Elks.

As for the trade show, that is a measure of MOA's relative strength, not a cause of it.

Manufacturer Support

Probably the prime reason for the decline in MOA strength has been the failure of three of the four leading juke box manufacturers to support the association.

With only AMI exhibiting at the MOA show, attendance has declined, and support on the part of record companies has also declined.

Key to the problem is getting Seeburg, Wurlitzer and Rock-Ola back in the fold. With these three major manufacturers again supporting MOA, it's a certainty that distributors would make a far better showing, and they would bring with them more operators to the convention.

And it also goes without saying that record companies would again be eager to support a swinging association and a live show.

Official reason for the failure to show on the part of Wurlitzer, Seeburg and Rock-Ola has generally been that the outlay was not warranted by the attendance.

This is akin to a man shooting his parents and asking for mercy on the ground that he is an orphan.

Actual Reasons

The actual reasons for their failure to participate involve personal differences with MOA leadership. It would serve no purpose to air them here.

There is reason to believe that any or all of these three manufacturers will be back in the 1963 convention. The personnel changes and re-organization made by the MOA directors was undertaken with an eye to enticing them back. We hope it works.

We also hope that given adequate funds, MOA will begin to set up the services which in the past it has failed to provide. A good trade show next year may furnish the funds to get these programs rolling. But the purpose of a national trade organization is not merely to hold an annual convention.

It is sad that the departure of George Miller and Ed Ratajack were called for to achieve these ends—particularly when both men have been the butt of bitter personal criticism, largely unwarranted.

Miller has served the organization faithfully for many years. Ratajack, an extremely capable executive, did an outstanding job in an impossible situation. Both men deserve a vote of thanks.

We hope that those who have subjected Miller and Ratajack to petty and personal attacks do not feel that the actions of the directors was the result of their harpooning. This is not the case.

Whether Miller and Ratajack were sacrificed needlessly is not the point. The directors felt that under the guidance of a professional trade association man, with no previous coin machine industry connection, MOA could take its best hold.

It is difficult to quarrel with that decision.

He noted that currently Columbia is putting out packs specifically aimed at the juke box market, trying to give operators the type of music they want at the speed they need.

Tom Sams said his company firmly believed everything would eventually go stereo and was backing up this conviction by putting out one phonograph playing stereo (and 33's and 45's intermixed).

He noted AMI had invested over \$100,000 in stereo records sold through its own distributors.

See One Speed

If any conclusions were drawn it was that eventually, 33 stereo singles would be the industry standard, but opinions varied as to when.

Operators felt that in the meantime record companies should put disks out at both speeds, 45 and 33, so they could be used on all machines.

Diskery opinion, however, was that it was a matter of economics and the record companies had to think of volume.

A hand vote as to whether operators preferred 45 or 33 singles was won overwhelmingly by the 45. Operators were unmoved by the diskery's problem of building the singles market and had but one thought in mind—most of their machines played only 45's and they didn't relish the idea of either buying a new machine or making a conversion with a kit.

Rep. Miller Sees Tide Turning In Royalty Legislation Hassle

CHICAGO — Rep. George P. Miller told members of Music Operators of America that the "tide is turning" in their fight to defeat adverse copyright legislation, but that they mustn't relax lest they be defeated.

Miller, who is chairman of the House Committee on Science and Aeronautics and a close friend of his namesake, MOA president, George A. Miller, spoke at the Monday (7) morning business session of MOA's 12th annual con-

clave at Chicago's Morrison Hotel. The California congressman said he has seen efforts by the American Society of Authors, Composers & Publishers (ASCAP) to obtain domination of the coin-operated phonograph industry to exploit it.

Long Fight

He termed the juke box industry-ASCAP copyright wrangle a "long fight that commenced before MOA was even organized.

"The enemy is well fortified with

money," Representative Miller warned, and "from time to time has brought high influence to bear in Congress."

He said passage of copyright legislation would cost operators some \$5,000,000 annually.

Praised Leadership

He praised the intelligent leadership of MOA officers and counsel and urged operators to renew their effort and to have their "fellow operators who aren't aware of the danger" understand the fight.

Representative Miller also discussed this country's space research program, noting that communications was responsible for the growth of and popularity of music around the world today.

He said the satellite program now being perfected would be a boon to radio and television.

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Ratajack Cites 'Secret Meetings' In Attempt to Change Exemption

CHICAGO—Music Operators of America managing director, E. R. Ratajack, said there had been numerous attempts from Washington during the past year to hit the association hard on copyright, "including some virtually secret meetings."

The MOA co-chief said that fortunately the association's legal counsel, Nicholas Allen, managed to find out about the meetings and took action to represent the operators' interests.

Speaking before some 200 operators attending the Monday (7)

morning business session of MOA's 12th annual convention here, Ratajack said that "a lot of people claim they help fight copyright legislation, but MOA does."

\$65,000,000 Saved

He noted that MOA had saved operators some \$5,000,000 per year which over the association's 13-year life amounted to some \$65,000,000.

"Fighting copyright legislation is a full-time job; you need an organization and constant effort," he said.

Ratajack noted that "watchfulness (on copyright legislation) is just part of the job. MOA is also concerned with public relations, tax problems and has an excellent life insurance program.

Cites IRS Appearance

Ratajack cited the appearance at the convention of Internal Revenue Service audit chief, Samuel J. Michaelson (see separate story), as

indicative of the government's recognition and respect for the juke box industry, "something which even some members of our own industry don't give us," he noted in an obvious reference to lack of support from certain juke box manufacturers, record companies and trade papers.

MOA's annual membership fee of \$35 is less than current copyright legislation in Congress would assess each individual juke box, Ratajack said.

He also asked operators to look around at the exhibitors at the convention—give them a "standing ovation, and remember who they are for the rest of the year."

Details History

Ratajack started by citing the progress of MOA "since 1949, when George Miller came to Chicago with an idea, and left with the beginning of MOA."

"Many attempts have been made since then to form other associations, but they have died. Only MOA has survived because there is a need."

Ratajack said we now need members to support the association and spread the word.

Ratajack Quits; Miller to Exit

Continued from page 39

change would be the scheduling of MOA's annual business meeting at the beginning of the next convention instead of at the end, as is now the practice.

The announcement, though not totally unexpected by those in the trade, was nevertheless surprising by its suddenness and timing.

Pressure Mounted

Behind it is increasing pressure to get MOA moving again. Snodgrass noted the general steps to be taken by the executive committee and the board of directors would be aimed at a fast and urgent rebuilding.

MOA, and particularly its president, George Miller, came in for heavy criticism following the poor attendance and generally lackadaisical showing at the association's 1961 convention in Miami Beach, Fla.

In effect, the 1962 show was an "improve or else" situation.

Attendance Up

Attendance did go up as did the number of exhibitors and, almost

surprisingly, the convention enjoyed its best attendance in years at forums and business sessions.

But generally the trade was disappointed, and feeling was that the improvement was not enough. For one, three of the industry's five juke box manufacturers continued to boycott the convention. Record company attendance was also off from previous years, and, perhaps most important, operator attendance was weak.

MOA Founder

The MOA chief has been with the association since it was founded, mainly due to his effort, some 12 years ago. He served as president and was its sole executive officer until a little over a year ago, when Ratajack joined as managing director and co-ordinator. Responsibilities were then divided between the pair.

Miller, a former operator, continues as head of the California Music Merchants Association, of which he has been president some 30 years.

Although not available for comment, Miller is expected to become increasingly active in California politics. He currently serves as commissioner of the Oakland (Calif.) City Planning Commission.

Coin Vet

Ratajack has a long history in the coin machine industry. He is best known in recent years as vice-president and director of sales for AMI under its then President John Haddock.

When AMI was bought by Automatic Canteen Company of America, Ratajack became executive vice-president of Rowe-AMI Sales, the firm's juke box and vending machine sales arm. He resigned that post in 1961 to join MOA.

Charge Attack

Continued from page 39

National Creative Arts Committee For Better Copyright Laws which charged "legalized piracy by the juke box syndicate."

Cites Atlantic

He said an article in Atlantic Monthly's April issue called operators "hoodlums, pirates," and said operators played each record 5,000 times.

He called attention to a Chicago daily which ran frequent articles about "juke box racketeers," where the paper's music editor was a writer of a song and was collecting royalties. The music editor's brother was the managing editor of the same paper, Ratajack noted. He did not identify the paper.

He concluded by telling operators: "You are in the finest business in the world, entertaining people, many of whom can't afford to buy this entertainment elsewhere.

"Don't be licked by propaganda, counter these stories with pride," he urged.

OPERATORS WIN BONDS AT MOA

CHICAGO — Four operators came out of Music Operators of America's morning business sessions richer, not just in information but in cold cash.

Door prizes of a \$25 bond were awarded to K. A. Cormney, Richmond, Ky.; John A. (Red) Wallace, Oak Hill, W. Va.; J. M. Flowe, Greenwood, S. C., and C. C. Bishop, Raleigh, N. C. Clint Pierce, Brodhead, Wis., and Nicholas Allen, MOA legal counsel, drew the names.

In one of those humorous coincidences, first number to be drawn by Allen turned out to be his own, but he refused the prize.

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New 1 or 2 can play • 6 balls per player • 1 ball per frame 6 frames per game

KICKER BAR at rear of playfield kicks ball back for **MORE ACTION** and positive **BALL CONTROL**



● Ball in any pocket lites corresponding number on the backglass and registers same number on player's score.

● Additional scores of 40 obtainable by completing 5-in-line vertically, horizontally and/or diagonally.

● "FREE" ball built into center pocket increases scoring opportunities. Enables players to employ a variety of systems to compete for in-line and high scoring.

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ATTRACTIVE hinged picture frame backglass door swings open for easy inspection or replacement of life bulbs.

LAMINATED PLASTIC PLAYFIELD RESISTS WEAR FOR LONG LIFE

● The combined ideas of in-line and high scoring have proved extremely popular in long-run location tests. Keeney designers were sure from the start that this new game would do an excellent job for operators. Now they are certain and we look forward to a long manufacturing and operating run with you, our customers, sharing in some very attractive and substantial profits.

COINMEN

in the **NEWS**

East

BOSTON BRIEFS

Big doings were scheduled for Wednesday (16) by Trimount Automatic Sales Corporation (AMI) when operators will be invited to a dinner at the Statler Hilton Hotel to meet the president of American Canteen Company. Some startling revelations promised. . . . Wedding bells are heard in the not-too-distant-future at Redd Distributing Company (Seeburg), with two of the ladies sporting diamonds. They are Edith Green, secretary to W. S. (Si) Redd, and Lorraine Query, of Dick's Records (attached one-stop). Lorraine just returned from a trip to California and brought back the ring.

Redd and Trimount are displaying music and vending equipment at the Hotel and Restaurant Show in Commonwealth Armory this week and getting excellent exposure from record attendance. . . . Frank E. Finneran, Seeburg district vending sales manager, and Myles Horowitz, of Seeburg background music division, meeting the operators this week at Redd's.

Bert Howell, former Norwood operator, now covering the area to the north, was in town this week looking fit. Bert is sporting New Hampshire auto plates with his name spelled out—HOWELL. . . . The Wurlitzer factory outlet here is really getting down to business in fast service. Manager Jim Hunter just bought a large station wagon to facilitate getting phonographs to customers without delay. Sales Manager Phil Sweeney uses a trailer on his car in which he can carry three phonographs and two cigaret machines. With a turn-in, he picks it right up and leaves the new machine.

Jerry Flatto's Boston Record Distributors (one-stop) expanded to point where he took over a warehouse for storage. Jerry's wife is off to Spain with 142 record folk for eight days in a junket sponsored by the Eastern Company of Cambridge, local RCA Victor outlet. . . . Flatto's right-hand man, Bob Levin, became a father recently.

Cyrus Jacobs, Interstate Music Company, Roxbury, has been re-elected a town meeting member in Brookline for his fourth three-year term. Cy is active in politics, which doesn't do any harm for his diversification in searchlights and sound systems. This week he gave the Hollywood treatment to the premiere of "Jessica" at the Mayflower Theater.

Cameron Dewar

West

DENVER

Denver distributors are gearing up for a brisk summer on the theory that much of the amusement machine and phonograph equipment already on location is definitely on the aged side, and in need of replacement. Spring collections bear out the optimistic outlook shared by such distributors as Pete Geritz, Mountain Distributors; Jerry Harris, Seeburg outlet, and Mike Savio, Draco Sales Company, Wurlitzer distributor.

Lou Shulman, president of Modern Music Company, continues to hold down his desk at the long-established Denver phonograph firm as an active consultant, though he announced plans for retirement several months ago. . . . Pete Geritz, Mountain Distributors, has announced addition of a new salesman, Dick Brooks

Jack Arnold, former head of American Amusement Company, has entered the insurance field, after retiring from amusement machine and phonograph operations last year. He's still being carried as president of the Colorado Music Merchants, Inc. . . . Zoltan Gancz, Cheyenne, Wyo., operator, is making plans for a trip to Israel this summer. Tel Aviv will be his vacation headquarters.

Bill Sarette, Newcastle, Wyo., phonograph operator, has turned most of the bookkeeping and operational headache of his large route over to Mrs. Sarette. . . . Visiting Denver distributors last week was an infrequent caller, Gene Bosche, of Raton, N. M. The Raton area is expected to pull a much larger volume of tourists for summer 1962 because of the extremely successful horse racing development around Raton's new race track.

Don Akin, Continental Music Company, is limping over his multiple routes of amusement machines and phonographs following his recent hospitalization. Now a highly active bulk vender as well as phonograph operator, Akin is putting in long hours.

Stan Benett, Sterling, Colo., was a visitor briefly last week. Benett, who sold part of his route to Don Hammer a year ago, keeps busy with one of Sterling's largest restaurants, along with his juke box and game operations.

Bill Cook, Laramie, Wyo., was pricing equipment in Denver recently. . . . Leo Negri, formerly with Wurlitzer's Draco Sales Company in Denver, has joined forces with Jerry Harris in Seeburg phonograph distribution. . . . Paul Miller, Colorado Springs music operator, plans to vacation in Germany this summer.

Huge boom in new luxury apartment house construction has considerably opened up cigaret vending locations, according to Mountain Distributors. A single cigaret vending machine in the basement of the new Moana apartment house, a \$1,250,000 installation in East Denver, has produced returns equivalent to the most active of downtown locations.

New Credit System Will Loosen Pricing

CHICAGO—A new simplified credit system adaptable for juke box and amusement game use was shown at last week's Music Operators of America convention by National Rejectors.

Called SCS, the system reverses the old "step-up" credit accumulation system and uses an entirely different build-up principle. The new system provides for more flexible pricing and selectivity and is available at a lower price.

National also showed its full line of coin mechanisms, including an accumulating device that uses the SCS system but operates electrically instead of mechanically.

UJA Coin Comm. Sets Banquet Plans

NEW YORK — The executive committee of the United Jewish Appeal's Coin Machine Division met Thursday (10) at the Astor Hotel to lay plans for the annual banquet at the Plaza Hotel, June 5. Guests of honor at the banquet will be Roger S. Littleford Jr., publisher of Billboard Music Week, and Joe Orleck, publisher of Cash Box.

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a smart combination of scoring ideas that incite keen rivalry between players and assure steady repeat play

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Check these FEATURES:

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You must see and try Williams Coquette, the table that attracts and holds heavy competitive play.

Slug Rejector

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3 or 5 ball play. Available with single or twin coin chutes.

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BUY THE BEST—BUY WILLIAMS



South

AROUND ARKANSAS

In Little Rock operators are marshalling their forces for a showdown at the next session of the Arkansas Legislature (which convenes January, 1963) to fight those who would seek to outlaw pin games. Leading the educational drive will be **Charles A. Stewart**, executive secretary of the Arkansas Music Operators Association. Some opponents have raised a cry recently that they should be banned.

Operators assisting the committee will be **Robert Kirspel**, Kirspel-Hollenberg Music Company; **Andrew Cassinelli**, Little Rock Amusement Company; **H. G. Yancey**, Arkansas Music Company; **Pete Gurley**, Ace Music Company; **J. D. Ashley**, Globe Amusement Company; **C. W. Holmes**, Western Sales Company, and **H. L. Bryant**, Deluxe Novelty Company.

A number of operators who are golfers and golf fans will be at the Hot Springs Open Golf Tournament May 17-20 watching the pros play. **Johnny Novarese**, Poplar Tunes Music Service, Memphis, is among them. Also **Nathan Wheelless**, Service Amusement Company, Jonesboro; **Charles Cole**, Melody Music Company, Paragould; **James Akers**, Akers Music Company, Harrison; **Paul Hurst**, Hurst Amusement Company, Atkins; **Robert Riedmatten**, Riedmatten Music Company, Conway.

The Hot Springs operators always look forward to the event because it brings thousands of visitors to the city and ups play on machines. **J. Earl Gill**, Gill Amusement Company, says collections about double during the four-day PGA tournament. . . . **W. E. Lewis**, Lewis Novelty Company, and **Duane Faull**, Faull Amusement Company, said the golf fans go in for some night life while there and they get top collections on their routes.

Jimmy Ward Jr., 22, is doing a good job as manager of route of his father, **Jimmy Ward**, owner of 19 Music Company, Pine Bluff. . . . **C. O. Temple**, Hope Novelty Company, Hope, is spending a good bit of time horse-back riding on his ranch.

Jack Ethridge, Jack's Music Company, added two new phonographs to his route at top locations. . . . **Thurlow Kemp**, Kemp Amusement Company, Mountain View, reports vacationers are already arriving in his area. . . . **Louis Jack Berger**, Berger Amusement Company, West Memphis, added several games to his route. . . . **Lynn Farr**, Central Music Company, Texarkana, reports a good increase in collections in recent weeks.

Elton Whisenhunt

National Bows Propose Linking of Local Groups To Smooth Nat'l MOA Operations

13-Ft. Shuffle

CHICAGO—Lucky "13" Star-Lite, a 13-foot regulation shuffleboard, was introduced at the MOA show here last week by the National Shuffleboard Company.

The new unit is nine feet shorter and two inches narrower than the previous National model, and the piece is designed for locations with space problems.

Features include a damage-resistant top, slim-line scoreboard, anti-cheat play control, tamper-proof coin box, metal edging, vinyl sides, metal-clad ends, brass-plated steel legs, vinyl upholstered apron and laminated plastic sides.

The scale of all parts is exactly the same as that of the 22-foot board so that the same conditions prevail as in the longer game. Paul Cottler, National president, said that the new 13-foot-game will be used in official tournaments.

Shipping weight of the unit is 350 pounds, and the manufacturer says it can be assembled in 20 minutes.

N. Y. State Ops Hold Second Joint Confab

NEW YORK — For the second successive year, the Music Operators of New York and the New York State Coin Machine Association will hold a joint convention at the Laurels Country Club, Sackett Lake, N. Y. Dates are September 14-17.

Last year, the event served as a State coin machine convention, with business sessions held and manufacturers sending representatives.

CHICAGO — A proposal that Music Operators of America function through local associations was made by a pair of well-known New York operators, Millie McCarthy and Tom Greco.

Mrs. McCarthy proposed that the juke box industry have a structure of local and State groups, all affiliated with the national MOA. She suggested that dues should be collected on the local level and forwarded to the national.

Administrative expense for the national would thus be cut, she noted, and the national could spend its time and effort (and money) on more important things.

Greco took the floor for a vigorous defense of MOA. "If the association does nothing else but keep ASCAP from our door," he said, "that's enough."

He urged support, starting locally, working through the State groups and ending up with the national association.

MOA president, George Miller,

noted the success of the California association, of which Miller has also been president for some 30 years. The California group, said Miller, is closely allied with MOA.

Kaye Satellite Is Economy Version

CHICAGO — A production model of Irving Kaye Company's new Satellite, a six-pocket pool table, was shown during the MOA convention here last week. The table comes in a 77 by 45-inch size only. It is the economy version of the firm's El Dorado bowler, which was also shown.

The Satellite comes in a new blue color scheme, with white formica corners and no screws. It is finished in platinum walnut formica, with chrome trim on top rails and the coin chute, drawer and tray flush mounted. The new full viewer permits the balls to be seen from any angle, and it has a new cue ball return feature.

EUROPEAN NEWS BRIEFS

Seek Common Market Coin

BRUSSELS—European Common Market authorities have appointed a committee to study the eventual introduction of a common currency into the supermarket trading area. The proposal is being strongly supported by coin machine manufacturers and operators in the market area. It would mean that equipment could be freely traded throughout the Common Market area without the necessity for making adjustment for varying size coins. It would also result in the standardization of price, meaning the coin machine price would be uniform throughout the area. Coin trade experts believe a common currency would stimulate the trade enormously in all countries involved. It would automatically lead to a standardization of taxes and licensing fees.

UP GO PROFITS

Like the monkeys climbing the tree—UP go profits when you put TROPIC-ISLE in your locations. It's cute! It appeals to every player! Test reports prove they don't stop 'til they get a monkey in the tree-top. See your distributor today.

GOTTLIEB'S

TROPIC-ISLE

Monkeys climb UP the tree! UP go profits!

- A-B-C-D targets advance three monkeys to tree-top in Light-Box for specials
- Monkey feature carries over from game to game
- 1 thru 5 top rollovers light side rollovers for specials and out-hole for 200 points
- Purple and green rollover buttons light pop bumpers for high score
- Circular rollunders score 50 points when lit
- Match feature • Sparkling cabinet design



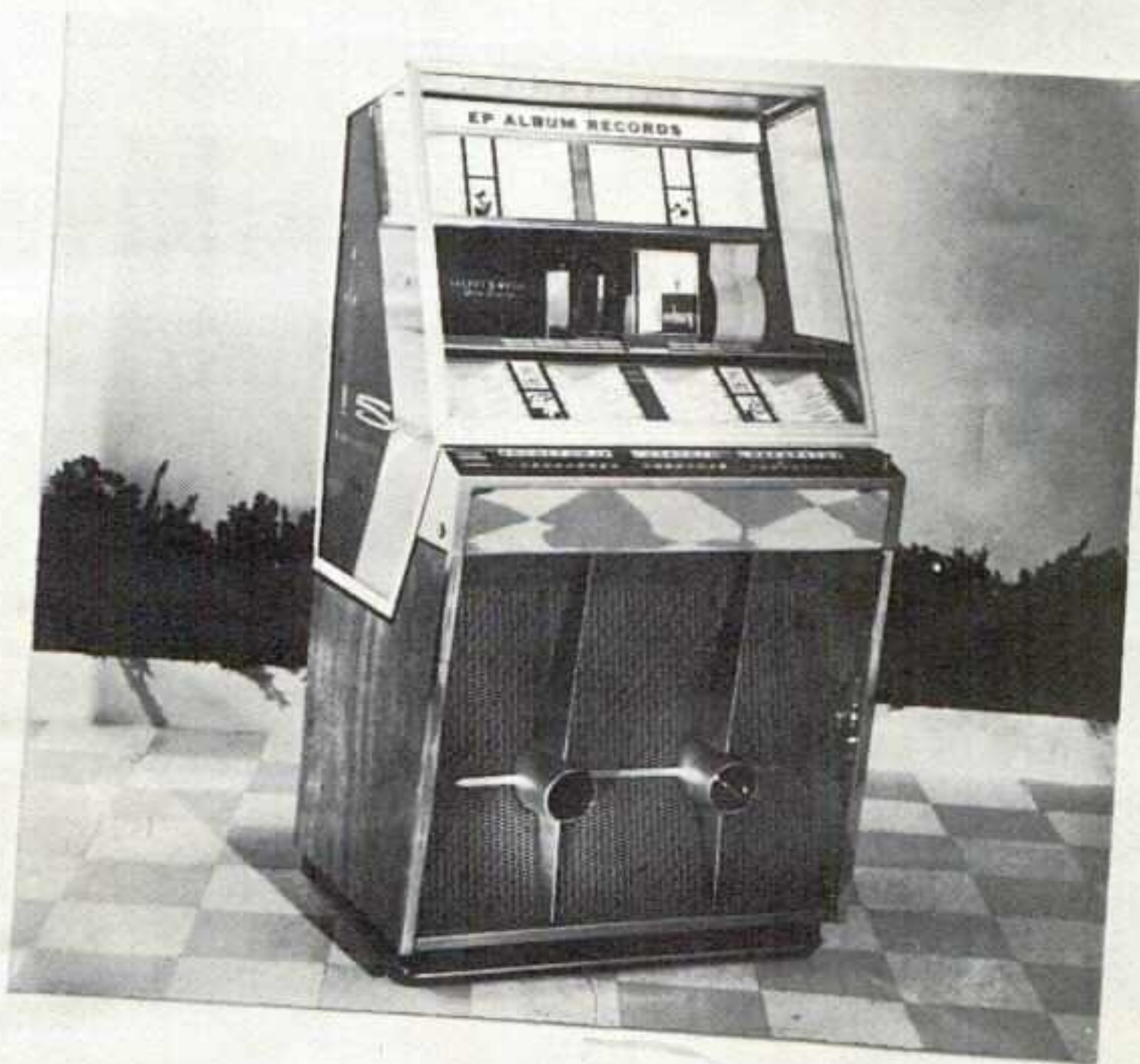
New "Hard-Cote" Finish
Extends Playboard Life to
an All-Time High!

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It's Always Profitable to Operate Gottlieb Games!

SUBSTANTIAL REWARD



1957 SEEBURG

Fast depreciation is the one thing we don't build in.

**Artist of the Week
Album Packages**

Week of May 14—

CHET ATKINS
Down Home

(RCA Victor)

**NANCY WILSON/
CANNONBALL ADDERLEY**

(Capitol)

Week of May 21—

DINAH WASHINGTON
Tears and Laughter

(Mercury)

ERNEST TUBB
with Various Artists
Midnight Jamboree

(Decca)

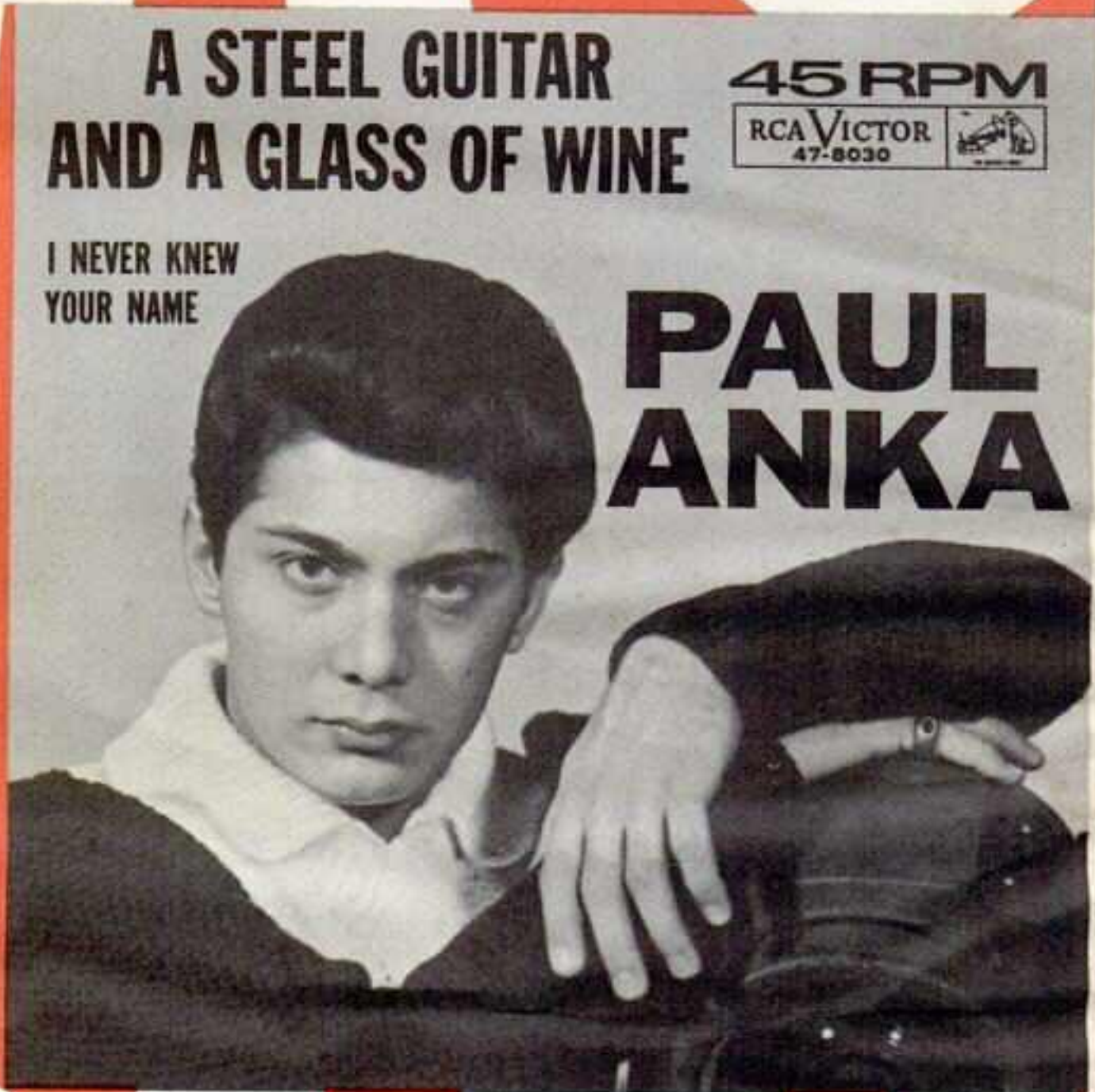
The Seeburg Sales Corporation, Chicago 22

Why are we advertising our 5-year-old phonograph when new 1962 SEEBURG DIRECTIONAL STEREO is making all the news? Because this 5-year-old Seeburg is still in great demand. Its rate of depreciation is the lowest in the industry. Its re-sale price is the highest among comparable models. Steady operator demand makes it hard to come by. These are some of the reasons—and really solid ones—why every operator's investment in Seeburg *keeps on* paying off.

SEEBURG

Directional stereo in 33 $\frac{1}{3}$ right at the phonograph

AWKWARD SINGLES



(DEALERS: CUT ALONG DOTTED LINE AND USE THE ABOVE AD AS A TRAFFIC-BUILDING WINDOW STREAMER!)

#8030 BIG ROCKIN' BEAT! DRAMATIC 4-COLOR SLEEVE! A SURE WINNER!

RCA VICTOR

THE MOST TRUSTED NAME IN SOUND