

March 31, 1962

BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS



SINGLES

★ NATIONAL BREAKOUTS

- AT THE CLUB**, Ray Charles & His Ork, ABC-Paramount 10314
YOU TALK ABOUT LOVE, Barbara George, AFO 304
TWIST, TWIST SENORA, Gary (U. S.) Bonds, LeGrand 1018
WHAT'D I SAY, Bobby Darin, Atco 6221

★ 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.

- DO THIS DO THAT** . . . Little Nat, Pik 242 (Lonnice, BMI) (Baltimore, Washington)
PARADISE COVE . . . Martin Denny, Liberty 55426 (Dolly Bee, BMI) (Hartford)
GENESIS . . . Ventures, Dolton 50 (Electron-Holly-Vine, BMI) (Seattle)
THE TOWN I LIVE IN . . . McKinley Mitchell, One-Derful 2030 (Sylvia, BMI) (Los Angeles)
COOKIN' . . . Al Casey Combo, Stacy 925 (Renda, BMI) (Seattle)
BABY DON'T LEAVE ME . . . Joe Henderson, Todd 1066 (Copar, BMI) (Washington)
BUTTONS AND BOWS . . . The Browns, RCA Victor 7997 (Famous, ASCAP) (Seattle)
COLINDA . . . Rod Bernard, Hall-Way 1902 (Big Bopper, BMI) (New Orleans)
ITTY BITTY PIECES . . . James Ray, Caprice 114 (Good Songs, BMI) (Washington)
MEET ME AT THE TWISTIN' PLACE . . . Johnnie Morissette, Sar 126 (Kags, BMI) (Washington)
THOU SHALT NOT STEAL . . . John D. Loudermilk, RCA Victor 7993 (Acuff-Rose, BMI) (Seattle)
TWISTIN' FEVER . . . Marcells, Colpix 629 (St. Louis, BMI) (Hartford)
I LOVE YOU . . . Volume's, Chex 1002 (Chris, BMI) (Detroit)

NEW ON THE HOT 100

64. **AT THE CLUB** . . . Ray Charles and His Ork, ABC-Paramount 10314
65. **YOU TALK ABOUT LOVE** . . . Barbara George, AFO 304
68. **TWIST, TWIST SENORA** . . . Gary (U. S.) Bonds, LeGrand 1018
70. **WHAT'D I SAY** . . . Bobby Darin, Atco 6221
77. **WHO WILL THE NEXT FOOL BE** . . . Bobby Bland, Duke 347
80. **UPTOWN** . . . Crystals, Phillies 102
82. **I WISH THAT WE WERE MARRIED** . . . Ronnie and the Hi-Lites, Joy 260
83. **SHOUT! SHOUT! (Knock Yourself Out)** . . . Ernie Maresca, Seville 117
86. **AIN'T THAT LOVING YOU** . . . Bobby Bland, Duke 338
87. **I WILL** . . . Vic Dana, Dolton 51
88. **NITE OWL** . . . Dukays, Vee Jay 430
90. **P.T. 109** . . . Jimmy Dean, Columbia 42338
91. **CATERINA** . . . Perry Como, RCA Victor 8004
94. **POP-EYE STROLL** . . . Mar-Keys, Stax 121
95. **PLAY THE THING** . . . Marlowe Morris Quintet, Columbia 42218
96. **HONKY-TONK MAN** . . . Johnny Horton, Columbia 42302
97. **TWISTIN' MATILDA** . . . Jimmy Soul, SPQR 3300
98. **I FOUND A LOVE** . . . Falcons, LuPine 1003
99. **THE BIG DRAFT** . . . Four Preps, Capitol 4716
100. **KING OF CLOWNS** . . . Neil Sedaka, RCA Victor 8007

ALBUMS

★ NATIONAL BREAKOUTS

- MONO**
FOR TEEN TWISTERS ONLY, Chubby Checker, Parkway P 7009

- STEREO**
TONIGHT, Ferrante & Teicher, United Artists UAS 6171

★ NEW ACTION LP'S

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

- MONO**
YOUNG, ALIVE AND IN LOVE . . . Paul Anka, RCA Victor LPM 2502
TWISTIN' ROUND THE WORLD . . . Chubby Checker, Parkway P 7008
THE HIT SOUND . . . Anita Kerr Singers, RCA Victor LPM 2480
ALBUM 7 BY RICK . . . Rick Nelson, Imperial LP 9167
CRYING . . . Roy Orbison, Monument M 4007
DO THE TWIST . . . Connie Francis, MGM E 4022
ANDY WILLIAMS' BEST . . . Cadence CLP 3054
JOHNNY TILLOTSON'S BEST . . . Cadence CLP 3052
DRUMS ARE MY BEAT . . . Sandy Nelson, Imperial LP 9168
LENA ON THE BLUE SIDE . . . Lena Horne, RCA Victor LPM 2465
EVERLY BROTHERS' INSTANT PARTY . . . Warner Bros. W 1430
GREATEST STRING BAND HITS . . . Billy Vaughn, Dot DLP 3409
PLEASE MR. POSTMAN . . . Marvelettes, Tamla TM 228
TWISTIN' WITH DUANE EDDY . . . Jamie JLP 3022
THE CLASSIC DELLA . . . Della Reese, RCA Victor LPM 2419

- STEREO**
YOUNG AND WARM AND WONDERFUL . . . Peter Nero, RCA Victor LPM 2484
LINGER AWHILE WITH VIC DAMONE . . . Capitol ST 1646
ROGER WILLIAMS GREATEST HITS . . . Kapp KS 3260
SINCERELY BRENDA LEE . . . Decca DL 74216
ROMAN GUITAR . . . Tony Mottola, Command RS 816 SD

NEW ON THE TOP LP'S

- MONO**
123. FOR TEEN TWISTERS ONLY . . . Chubby Checker, Parkway P 7009
130. THE DUKE OF EARL . . . Gene (Duke of Earl) Chandler, Vee Jay LP 1040
134. MOMS MABLEY AT GENEVA CONFERENCE . . . Chess LP 1463
144. PATSY CLINE SHOWCASE . . . Decca DL 4202

- STEREO**
32. TONIGHT . . . Ferrante and Teicher, United Artists UAS 6171

BREAK IN WEATHER SPURTS DISK SALES

NEW YORK—Singles and album business was good in many key areas around the country last week. A break in the wintery weather sparked sales pickups in Chicago, Washington, Detroit, Atlanta, Milwaukee, and the Minneapolis-St. Paul area.

Singles were also moving better last week in Seattle, San Francisco, and Miami. However, dealers reported singles sales were slow in Cleveland and New Orleans, and spotty in New York.

Billboard Music Week's "Hot 100" chart this week reflects considerable movement in the singles field, with 20 new records moving on the chart, as compared to 12 last week. At the same time, 40 disks were tagged Star Performers, those registering greatest upward progress this week. Last week only 24 Star Performers were listed on the chart.

Albums, which had remained steady over the past months, also showed a pickup.

Sweet Air, Transshipping Irk N. Y.

NEW YORK—Record business in New York over the past week was spotty, with some dealers and distributors reporting good sales, and other complaining. LP business as a whole appeared to be holding up better than singles, which was rated slow by most dealers checked.

Dealers and distributors continued to express irritation at the sweet music programming on the part of most New York stations, venting their main wrath at stations WINS and WHN for their total ban on rock and roll. Distributors were seeking all outlets that programmed rock and roll records to get exposure on teen-slanted disks, going as far west as Newark and as far north as Hartford, Conn., to get these types of records played.

Distributors complained about transshipping into this area, which they claim has grown to incredible figures. One distributor claimed that on account of transshipping, and the willingness of manufacturers to sell to all comers, dealers could obtain many hit records and LP's at deeply slashed prices and bypass the distrib in the bargain (see separate story).

Motor City Singles on the Climb

DETROIT—Sales here on single records were considerably better last week than during the previous two weeks, according to local dealers, one-stops and distributors.

However, some dealers, who don't discount LP product, complained that album sales were down.

Chet Kajeski, who operates one of the biggest one-stops here (Martin & Snyder), noted that many of these dealers are so discouraged by price-cutting competition on LP's that they are only ordering albums when they receive special requests from customers.

In addition to the record ("I Love You," by the Volumes on Chex) listed as a local breakout by BMW this week, the following new singles were mentioned as hot items here: "Itty Bitty Pieces," by James Ray on Caprice; Sam Cooke's "Twistin' the Night Away"; "The One Who Really Loves You," by Mary Wells; and "Valley of Love," by Nathaniel Mayer on UA. The last two disks were listed by BMW as "Local Breakouts" in Detroit last week.

Disk jockey Dave Prince, WKMH, here, opined that Detroit is becoming increasingly important to manufacturers as a breakout city for new singles. For example, he noted that UA bought the Mayer disk "after Detroit broke the record wide open on a local label." He added, "Some manufacturers requested that I not say anything to the trade about the Detroit situation for fear that the entire industry might become aware of Detroit and 'spoil' a good thing."

Albums & Singles Hot in Miami

MIAMI—Singles sales took a significant jump here last week, with some stores reporting an increase of 50 per cent over sales the previous week. In the case of singles, one disk in particular, Shelley Fabares' "Johnny Angel," was noted as being especially responsible for the upsurge. Album sales, too, held to a brisk pace, but without a standout smash entry.

One dealer reported such heavy action over the weekend that "I ran out of 10 different titles on Saturday, having ordered only on the basis of sales the previous week." One reason advanced prominently was the de-emphasis here of radio station play of top pop hit numbers—a theory which runs counter to traditional belief.

WINZ, except for Jerry Wichener's evening slot, is now strictly on a good-music kick. WAME (also known as "Wham-

(Continued on page 6)

BIG! ON



JAY and the AMERICANS "SHE CRIED"

UNITED ARTISTS RECORD NO. 415



FERRANTE & TEICHER "SMILE"

UNITED ARTISTS RECORD NO. 431



GEORGE JONES "SHE THINKS I STILL CARE" AND "SOMETIMES YOU JUST CAN'T"

UNITED ARTISTS RECORD NO. 424



"VILLAGE OF LOVE"

DETROIT BLOCKBUSTER SPREADING LIKE WILDFIRE

NATHANIEL MAYER AND THE FABULOUS TWILIGHTS

FORTUNE RECORDS NUMBER UA 449

MIDNIGHT IN MOSCOW

AL CAIOLA AND HIS MAGNIFICENT SEVEN

- MIDNIGHT IN MOSCOW
- SHEIK OF ARABY
- IDAHO
- AROUND THE WORLD IN 80 DAYS
- SONG OF INDIA
- JAPANESE SANDMAN
- UNDER PARIS SKIES
- ARRIVEDERCI ROMA
- LADY OF SPAIN
- MEXICAN HAT DANCE
- HINDUSTAN
- ISTANBUL
- BRAZIL

BIG ALBUM WITH FANTASTIC NEW SOUND!

AL CAIOLA

Midnight In Moscow

UAL 3200 UAS 6200 (Stereo)

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

STAR PERFORMERS—Selections registering greatest upward progress this week.

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

[△] Indicates that 33 1/3 r.p.m. mono single version is available.

[S] Indicates that 33 1/3 r.p.m. stereo single version is available.

Table with columns: THIS WEEK, 1 Wk. Ago, 2 Wk. Ago, 3 Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Entries include 'DON'T BREAK THE HEART THAT LOVES YOU' and 'HEY! BABY'.

Table with columns: THIS WEEK, 1 Wk. Ago, 2 Wk. Ago, 3 Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Entries include 'WHEN MY LITTLE GIRL IS SMILING...' and 'SHOUT'.

Table with columns: THIS WEEK, 1 Wk. Ago, 2 Wk. Ago, 3 Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Entries include 'YOU TALK ABOUT LOVE' and 'MOMENTS'.

HOT 100—A TO Z—(Publisher-Licensee)

Index table listing song titles and their corresponding chart positions across various categories.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100, including 'ITTY BITTY PIECES' and 'SWEET THURSDAY'.



"THE NATION'S BEST SELLING RECORDS"

HOT SINGLES

RECORD NO.	TITLE	ARTIST	RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16333	Cinderella	JACK ROSS	<input type="checkbox"/> 16319	The Original Nut Rocker	JACK B. NIMBLE
<input type="checkbox"/> 16309	You Better Move On	ARTHUR ALEXANDER	<input type="checkbox"/> 16328	Don't Fly Away, Flamingo	THE FOUR LADS
<input type="checkbox"/> 16329	Chapel By The Sea	BILLY VAUGHN	<input type="checkbox"/> 16330	In A Little Spanish Town/Star Dust	GEORGE CATES
<input type="checkbox"/> 16336	Runaway/Happy Love	LAWRENCE WELK	<input type="checkbox"/> 16326	Oh What A Way To Be Loved	DAYLIGHTERS
<input type="checkbox"/> 16312	I'll See You In My Dreams	PAT BOONE	<input type="checkbox"/> 16320	Why You Do Me Wrong	JOHNNY MADDOX
<input type="checkbox"/> 16339	Pictures In The Fire	DODIE STEVENS	<input type="checkbox"/> 16302	Frenchy/Glad Rag Doll	JACK ROSS
<input type="checkbox"/> 16338	I Cried/Dancing On The Ceiling	KEELY SMITH	<input type="checkbox"/> 16327	The Original Happy Jose	MARGIE RAYBURN
<input type="checkbox"/> 16337	Confidential	DEBBIE REYNOLDS	<input type="checkbox"/> 16340	Hello, Mr. Heartbreak/Mud Pies	FAIRMOUNT SINGERS
	How Deep Is The Ocean		<input type="checkbox"/> 16331	The Man Who Shot Liberty Valance	THE STRING-A-LONGS
	People Will Say We're In Love			Cockles and Mussels	
	You Better Move On			Sunday (Salve Regina)	
				Twistwatch	

BEST SELLING ALBUMS

MONO	STEREO	ARTIST	MONO	STEREO	ARTIST
<input type="checkbox"/> 3412	<input type="checkbox"/> 25412	MOON RIVER • Lawrence Welk	<input type="checkbox"/> 3071	<input type="checkbox"/> 25071	PAT'S GREAT HITS • Pat Boone
<input type="checkbox"/> 3409	<input type="checkbox"/> 25409	GREATEST STRING BAND HITS • Billy Vaughn	<input type="checkbox"/> 3086	<input type="checkbox"/> 25086	MUSIC FOR THE GOLDEN HOURS • Billy Vaughn
<input type="checkbox"/> 3415	<input type="checkbox"/> 25415	BECAUSE YOU'RE MINE • Keely Smith	<input type="checkbox"/> 3098		GALE'S GREAT HITS • Gale Storm
<input type="checkbox"/> 3410	<input type="checkbox"/> 25410	DOIN' THE TWIST • Louis Prima	<input type="checkbox"/> 3100	<input type="checkbox"/> 25100	SAIL ALONG SILV'RY MOON • Billy Vaughn
<input type="checkbox"/> 3406	<input type="checkbox"/> 25406	THE ANDREWS SISTERS' GREATEST HITS	<input type="checkbox"/> 3118	<input type="checkbox"/> 25118	STAR DUST • Pat Boone
<input type="checkbox"/> 3389	<input type="checkbox"/> 25389	YELLOW BIRD • Lawrence Welk	<input type="checkbox"/> 3119	<input type="checkbox"/> 25119	BILLY VAUGHN PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3396	<input type="checkbox"/> 25396	BERLIN MELODY • Billy Vaughn	<input type="checkbox"/> 3122	<input type="checkbox"/> 25122	JOHNNY MADDOX PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3398	<input type="checkbox"/> 25398	SAD MOVIES • The Lennon Sisters	<input type="checkbox"/> 3140	<input type="checkbox"/> 25140	LA PALOMA • Billy Vaughn
<input type="checkbox"/> 3419	<input type="checkbox"/> 25419	SURFER'S STOMP • Vaughn Monroe	<input type="checkbox"/> 3156	<input type="checkbox"/> 25156	BILLY VAUGHN PLAYS
<input type="checkbox"/> 3417	<input type="checkbox"/> 25417	CAN'T HELP FALLING IN LOVE • The Lennon Sisters	<input type="checkbox"/> 3157	<input type="checkbox"/> 25157	THE MILLS BROTHERS GREAT HITS
<input type="checkbox"/> 3280	<input type="checkbox"/> 25280	GOLDEN WALTZES • Billy Vaughn	<input type="checkbox"/> 3164	<input type="checkbox"/> 25164	MR. MUSIC MAKER • Lawrence Welk
<input type="checkbox"/> 3384	<input type="checkbox"/> 25384	MOODY RIVER • Pat Boone	<input type="checkbox"/> 3165	<input type="checkbox"/> 25165	BLUE HAWAII • Billy Vaughn
<input type="checkbox"/> 3366	<input type="checkbox"/> 25366	WHEELS & ORANGE BLOSSOM SPECIAL • Billy Vaughn	<input type="checkbox"/> 3170	<input type="checkbox"/> 25170	PETITE FLEUR • Bob Crosby
<input type="checkbox"/> 3359	<input type="checkbox"/> 25359	CALCUTTA • Lawrence Welk	<input type="checkbox"/> 9500	<input type="checkbox"/> 29500	THE FIVE PENNIES • Sound Track
<input type="checkbox"/> 3250		BEST-LOVED CATHOLIC HYMNS • The Lennon Sisters	<input type="checkbox"/> 3208	<input type="checkbox"/> 25208	LET ME CALL YOU SWEETHEART • The Mills Brothers
<input type="checkbox"/> 3352	<input type="checkbox"/> 25352	WONDERLAND BY NIGHT • Louis Prima	<input type="checkbox"/> 3210	<input type="checkbox"/> 25210	LOUIS AND KEELY! • Louis Prima, Keely Smith
<input type="checkbox"/> 3276	<input type="checkbox"/> 25276	THEME FROM A SUMMER PLACE • Billy Vaughn	<input type="checkbox"/> 3241	<input type="checkbox"/> 25241	BE MY LOVE • Keely Smith
<input type="checkbox"/> 3350	<input type="checkbox"/> 25350	LAST DATE • Lawrence Welk	<input type="checkbox"/> 3249	<input type="checkbox"/> 25249	RAGTIME PIANO GAL • Jo Ann Castle
<input type="checkbox"/> 3292	<input type="checkbox"/> 25292	THE LENNON SISTERS SING 12 GREAT HITS	<input type="checkbox"/> 3251	<input type="checkbox"/> 25251	SONG OF THE ISLANDS • Lawrence Welk
<input type="checkbox"/> 3322	<input type="checkbox"/> 25322	LOOK FOR A STAR • Billy Vaughn	<input type="checkbox"/> 3302	<input type="checkbox"/> 25302	POLKAS • Lawrence Welk
<input type="checkbox"/> 110	<input type="checkbox"/> 110-S	MAN WITH THE BANJO • Eddie Peabody	<input type="checkbox"/> 3360	<input type="checkbox"/> 25360	TONY MARTIN—HIS GREATEST HITS
<input type="checkbox"/> 3001		SWEET MUSIC AND MEMORIES • Billy Vaughn	<input type="checkbox"/> 3338	<input type="checkbox"/> 25338	YELLOW BIRD • THE MILLS BROTHERS
<input type="checkbox"/> 3016	<input type="checkbox"/> 25016	THE GOLDEN INSTRUMENTALS • Billy Vaughn	<input type="checkbox"/> 3368	<input type="checkbox"/> 25368	GREAT HAWAIIAN HITS • The Mills Brothers
<input type="checkbox"/> 3054D	<input type="checkbox"/> 25054D	THE TEN COMMANDMENTS • Sound Track	<input type="checkbox"/> 3400	<input type="checkbox"/> 25400	TAKE FIVE • George Cates
<input type="checkbox"/> 3064	<input type="checkbox"/> 25064	MELODIES IN GOLD • Billy Vaughn	<input type="checkbox"/> 3403	<input type="checkbox"/> 25403	BIG BAD JOHN • Wink Martindale
<input type="checkbox"/> 3068	<input type="checkbox"/> 25068	HYMNS WE LOVE • Pat Boone			



HOTTEST SOUND TRACK ALBUM OF THE YEAR

RODGERS & HAMMERSTEIN'S

"STATE FAIR"

(Mono) 9011 (Stereo) 29011

BOBBIE DARIN APPEARS THROUGH THE COURTESY OF ATCO RECORDS
ANN-MARGRET APPEARS THROUGH THE COURTESY OF RCA RECORDS

ALL TIME HIT SINGLES

RECORD NO.	TITLE	ARTIST	RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16022	Trying/P. S. I Love You	THE HILLTOPPERS	<input type="checkbox"/> 16038	Near You/Beg Your Pardon	FRANCIS CRAIG
<input type="checkbox"/> 16023	Cocoanut Grove/In The Mood	JOHNNY MADDOX	<input type="checkbox"/> 16039	To Be Alone/Marianne	THE HILLTOPPERS
<input type="checkbox"/> 16024	Love Walked In	THE HILLTOPPERS	<input type="checkbox"/> 15486	The Green Door	JIM LOWE
<input type="checkbox"/> 16025	From The Vine Came The Grape	THE HILLTOPPERS	<input type="checkbox"/> 15538	Come Go With Me	THE DELL-VIKINGS
<input type="checkbox"/> 16026	Till Then/Only You (And You Alone)	THE HILLTOPPERS	<input type="checkbox"/> 15550	Dark Moon	BONNIE GUITAR
<input type="checkbox"/> 16028	Melody of Love	BILLY VAUGHN	<input type="checkbox"/> 15841	San Antonio Rose	JOHNNY MADDOX
<input type="checkbox"/> 16029	Sail Along Silv'ry Moon	PAT BOONE	<input type="checkbox"/> 15858	Yellow Bird	THE MILLS BROTHERS
<input type="checkbox"/> 16030	Ain't That A Shame/I'll Be Home	JOHNNY MADDOX	<input type="checkbox"/> 15879	Blue Hawaii	BILLY VAUGHN
<input type="checkbox"/> 16031	The Crazy Otto/Eight Beat Boogie	BILLY VAUGHN	<input type="checkbox"/> 15911	Does Your Chewing Gum Lose Its Flavor	LONNIE DONEGAN
<input type="checkbox"/> 16032	The Shifting Whispering Sands Part 1 and 2	GALE STORM	<input type="checkbox"/> 15956	Bei Mir Bist Du Schon	LOUIS PRIMA, KEELY SMITH
<input type="checkbox"/> 16033	I Hear You Knocking/Ivory Tower	GALE STORM	<input type="checkbox"/> 15968	Deck Of Cards	WINK MARTINDALE
<input type="checkbox"/> 16034	Dark Moon/Memories Are Made Of This	PAT BOONE	<input type="checkbox"/> 15985	Am I That Easy To Forget	DEBBIE REYNOLDS
<input type="checkbox"/> 16035	I Almost Lost My Mind	PAT BOONE	<input type="checkbox"/> 16066	Dutchman's Gold	WALTER BRENNAN
<input type="checkbox"/> 16036	Friendly Persuasion (Thee I Love)	PAT BOONE	<input type="checkbox"/> 16106	Look For A Star	BILLY VAUGHN
<input type="checkbox"/> 16037	Don't Forbid Me/April Love	PAT BOONE	<input type="checkbox"/> 16144	Chills And Fever	RONNIE LOVE
	Love Letters In The Sand	PAT BOONE	<input type="checkbox"/> 16145	Last Date	LAWRENCE WELK
	A Wonderful Time Up There	TAB HUNTER	<input type="checkbox"/> 16151	Wonderland By Night	LOUIS PRIMA
	Young Love/Ninety-Nine Ways	THE MILLS BROTHERS	<input type="checkbox"/> 16161	Calcutta	LAWRENCE WELK
	Paper Doll/Glow Worm		<input type="checkbox"/> 16209	Moody River	PAT BOONE

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OR WRITE: **Dot** RECORDS, INC., 1507 N. Vine St., Hollywood 28, California

Stereo FM, ASCAP Bid Top NAB Bill

By MILDRED HALL

WASHINGTON—Music licensing and FM stereo will take up a good deal of the spotlight at the upcoming Chicago convention of the National Association of Broadcasters. NAB says broadcasters will take a hard look at FM stereo to determine whether the new service is a "new medium, or a new twist."

Biggest rhubarb at the convention is expected to arise over the current court struggle involving the

All-Industry Committee for TV, the American Society of Composers, Authors & Publishers, and the absentee burnt-offering of the struggle over music licensing rates—Broadcast Music, Inc. Broadcasters are lining up and taking sides for and against New York Federal District Court Judge Ryan's clear indication that TV stations can't expect the proffered rate cut in ASCAP music licensing costs unless they agree to cut loose completely from Broadcast Music, Inc.

BMI is the nonprofit licensing corporation in which broadcasters own stock which pays no dividends. BMI was founded by broadcasters to offset a declared "ASCAP monopoly" which led to broadcast boycott of ASCAP music over 20 years ago, when ASCAP licensing fees were deemed too high by radio broadcasters.

Radio music licensing rates will not be renegotiated until 1963, and many radio broadcasters feel that
(Continued on page 30)

EDITORIAL

Endorse Sound Fair

We view with favor the Record Industry Association of America's forthright statement supporting the International Sound Fair, scheduled to be held July 25-29 in Cobo Hall, Detroit.

The RIAA statement (see separate story) endorsed the Fair's objectives. Henry Brief, RIAA executive secretary, noted that the trade organization would urge RIAA members to participate fully.

The support of an organization of the stature of the RIAA, coupled with the backing of other segments of the record business, adds measurably to the likelihood that the Fair will, in fact, prove a unifying force for the industry.

If all pull together, the benefits accruing will be sustained and continuous, rather than ephemeral or transient; for the Fair's planners envision an annual event. The blueprint far transcends—in its broad scope and careful detail—all prior industry conventions.

Like the RIAA, we urge full participation.

WNEW Hips Sisters

By JUNE BUNDY

NEW YORK—In a further move to help the American Federation of Musicians' drive for more live music on radio, Station WNEW here is making its big-name, live-music spectaculars series available to its sister stations—WIP, Philadelphia, and WHK, Cleveland.

The American Federation of Musicians is using the WNEW series as a kind of "test case," results of which they hope will encourage other stations to program live music shows of their own, thereby bringing about more employment for musicians around the country.

Pact Permits

In line with this, the AFM okayed a one-year pact between WNEW and New York AFM Local 802, last November. The pact permits WNEW to pay scale to all performers appearing on the live-music programs, providing the outlet hires a minimum of 12 musicians a month. However, the series, which will include 20 live-music over-all, will still cost WNEW between \$18,000 and \$20,000 on a year-round basis, plus the cost of

air time, tape, engineers and extensive promotion.

To date, the series—emceed by deejay Big Wilson — has spotlighted live-music shows by Jonah Jones, Duke Ellington, Stan Rubin and the Tigertown Five, Woody Herman, Dave Brubeck, Erroll Garner and Tony Bennett. Upcoming specials—scheduled at various dates—will feature Marlow Morris and His Quintet, March 29; Sy Zentner's ork, April 24; the Dukes of Dixieland, June 4; Count Basie, sometime in May, and Brook Benton, date not set. Program director Mark Olds is also negotiating to add the Limelights, George Shearing, Steve Lawrence and Eydie Gorme, Andy Williams and Earl Grant to the roster.

The "live-music"—conceived by WNEW general manager John Sullivan — shows are taped because it enables WNEW to schedule a special at a time its star is appearing locally, thereby giving the performer an added incentive to appear on the show by letting him plug his local nitery or concert date, via live local radio, exposure. Musicians also like to do the show because they are allowed

to play what they want, the way they want.

Going All Out

However, Olds said the most important consideration in getting name artists to do the programs for scale is promotion. The station goes all out on each show. In addition to specially recorded spots (which are scheduled throughout WNEW's broadcasting day) each program is ballyhooed with full-page ads in The New York Journal American and Post newspapers. Olds cautioned stations contemplating a similar series that extensive promotion was a "must" in lining up big-name performers.

Olds explained the presence of relatively unknown Marlow Morris in WNEW's line-up as a move to showcase lesser known musical talent on a live basis. He said the station had played Morris' waxing "Play the Thing" quite heavily, and they believed his style suited WNEW's musical format. Although the series will primarily feature big-name talent, Olds said they plan to present "interesting unknowns" occasionally, a policy
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Storm & Laughter Mark L.A. NARAS Top 40 Air Debate

HOLLYWOOD—Approximately 400 members of Hollywood's record-music-radio colony assembled last week to hear a sometimes heated but more often humorous panel discussion on the subject, "Top 40 Radio—Good or Bad for the Record Business." It was staged by the National Academy of Recording Arts & Sciences.

Carl Reiner served as panel moderator. Defending the affirmative were Liberty Records' president, Al Bennett; Crowell-Collier Broadcasting's programming vice-president, Chuck Blore (KFWB-Hollywood, KEWB-San Francisco,

KDWB-Minneapolis), and Capitol Records' singles producer, Nick Venet. Spokesmen for the opposition consisted of Station KNX (CBS-Hollywood) wit and jockey, Bob Crane; composer-conductor, Johnny Green, and Capitol Records' album producer, Dave Cavanaugh.

Liberty's Bennett convincingly defended the top 40 radio concept with specific examples how it helped his label gain exposure and sales for some its singles, and
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MOST LIKE TO HEAR IN SPACE

WASHINGTON — Naturally, "Stardust" was among the favorite music of astronaut John Glenn and his wife, featured in a program by WGMS, Washington's good music station here, Sunday. The Glenns' other musical choice went to excerpts from Gilbert and Sullivan operettas and songs by Harry Belafonte. Other WGMS "Guest Conductor" programs have featured the favorite music of Presidents Eisenhower and Kennedy and many VIP's on the Washington scene.

Indicate TV Comm. Kill of ASCAP Bid

By SAM CHASE

NEW YORK—Although a mantle of secrecy has been spread over the deliberations this week of the All-Industry Television Station Music License Committee, all indications are that the Committee has killed stone dead the plan to have broadcasters divest themselves of ownership of BMI stock in exchange for a cut of approximately 16 per cent in their ASCAP TV rate.

It's understood that the Committee plans to withhold its decision until the forthcoming convention of the National Association of Broadcasters, which convenes in Chicago for four days starting April 1. All efforts are being made to prevent premature release of results of its vote as committee members and attorneys made themselves conspicuously unavailable for comment.

Nevertheless, it is understood that as early as the All-Industry group's Executive Committee session last Tuesday (27), prior to the meeting of the full committee on Thursday (29), it became clear that the proposal, which originated with Chief Judge Sylvester J.

Ryan, was doomed on several counts, including legal ones. Although no specific comment could be obtained, it is known that many broadcasters also were fearful that this issue, held over until the NAB Convention, could boil over at that time with severe public relations repercussions to the broadcasters.

The All-Industry Committee's final turndown of the plan, it is believed, came after it became obvious that it would be impossible to secure approval of broadcasters who are BMI stockholders to divest themselves of their holdings voluntarily.

HOLLYWOOD — Society of Record Dealers' annual spring board meeting, scheduled for this month in Los Angeles, was canceled because an insufficient number of the Society's directors would make the Coast trek.

The next meeting of the SORD board will be held in conjunction with the International Sound Fair at Detroit in July.

The canceled meeting would have marked the first time for the dealer organization's directors to convene in the West.

Record-Making Pull of Detroit Shown in Master Buying There

NEW YORK—Two of the biggest master deals in many weeks occurred last week in Detroit. Jay Gee picked up the new record by the Volumes of "I Love You" on

the Chex label. According to Murray Deutch, Jay Gee—part of the Jerry Blaine operation — paid \$5,000 for national distribution rights to the disk, which has already shown considerable action in Detroit.

Also in Detroit, another record showing action, "Valley of Love," by Nathaniel Mayer on Fortune, was picked up for national distribution by United Artists. Art Talmadge of United Artists, reportedly paid \$5,000 to Jack Brown for distribution rights, plus an option on the artists.

These weren't the only deals for masters this past week in Detroit. Roulette Records leased the master "Tonight Is Another Night," by the Matiniques from Sam Kaplan's Danceland label. Atlantic bought the master of "My Heart Went Da, Da," from Karen, a Detroit label owned by Ollis McLaughlin.

In Chicago, Chess picked up a master for its label. Disk is "The Story of My Life," with Big Al Downing, which was purchased from Bobby Brant's Kansoma Productions.

Select NARM Confab Theme

PHILADELPHIA—"The Changing Role of the Record Merchandiser" has been selected as the theme of the upcoming convention of the National Association of Record Merchandisers. Tying in with the theme of the convention to be held at the Eden Roc Hotel, Miami Beach, Fla., April 8 to 12, will be the first presentation of record rack sales statistics and a workshop session on growth opportunities for rack merchants.

Jules Malamud, executive secretary of NARM, will present the first, full statistical picture of rec-
(Continued on page 32)

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Wild Mfr. Disc'nts Burn Indie Distribs

By BOB ROLONTZ

NEW YORK — Chaotic and frenzied selling practices on the part of record manufacturers are causing considerable irritation among distributors in the metropolitan area. The irritation runs deep, and is being caused by what are considered "wild" discounts on volume orders, transshippers selling at much less than the so-called regular price to dealers that undercut distrib prices.

According to distribs — all of whom prefer to remain unidentified—the deals being offered by many manufacturers to record jobbers, distributors or not, are so far-reaching that it has become impossible to offer dealers any sort of a deal that they can believe in. They claim that each new deal destroys confidence on the part of the dealer that any price will hold up, and that it has turned the record business into a new release business. "Why should any dealer work on a catalog," asked an irate distrib, "when every new LP release carries a new deal?"

One distrib claimed that certain hit LP's could be purchased

by dealers at prices ranging from 90 cents to \$1.50. Even hot LP's on large labels, according to this distributor, can be bought for \$1.75. The regular dealer price for \$3.98 LP's is supposed to be \$2.47, less 5 or 10 per cent.

This same distrib also said that singles were being sold to dealers at "unbelievably low prices." Three or four current hits were obtainable, he stated, at 45 cents. The usual dealer price for singles is 60 cents. He also mentioned a deal for 10,000 copies of a recent No. 1 hit, for 42 cents each, purchased by a large outlet direct from the manufacturer.

Many New York distributors blame rack jobbers for much of the transshipping going on. They claim that the rackers are able to obtain large quantities of hit items, both LP's and singles, at special prices, and then often turn around and sell them to dealers at a price lower than the distributor did.

Some distributors feel that the pressure put on manufacturers by the chains is such that many cannot resist.

According to local distribs, some chains were getting enough freebies on both singles and albums to cut their cost price by 10 per cent. And "this is on top of special deals," claims one distributor.

Distributors were also angry at what is apparently becoming more and more common manufacturer practice of keeping rack accounts,

BIG OIL PROFITS FEED FUEL TO MID-EAST MKT.

BEIRUT, Lebanon — West German coin machine producers have increased phonograph export to the Middle East by 18 per cent in 1961, shipments totalling 2,450 units. Latest trade surveys place the number of phonographs in the Middle East—Egypt, Lebanon, Syria, Iran, Iraq, Saudi Arabia, and Yemen—at 12,750. The Middle East market is now assessed by trade sources as the fastest-growing market anywhere in the world at the moment. Fueled by oil profits, it is growing much faster than the Asian, African, and even Latin American markets on a relative basis.

and some large chain accounts, as house accounts, thus cutting the distributor off from an important segment of the business. "Some manufacturers leave their distributors only the old-line dealer accounts, skimming the cream themselves by servicing racks and some chains directly."

Distributors did not deny that there were some manufacturers who did not engage in these practices, but they claimed these were growing fewer. They also noted that while many manufacturers who engaged in these price-cutting and direct dealing practices didn't stay around in the business too long, while they were active, they hurt distrib business.

RIAA Joining in Wide Industry Support of Fair

NEW YORK—The Record Industry Association of America this week became the eighth trade group to lend its endorsement to the International Sound Fair, to be held next July 25-29 at Cobo Hall, Detroit.

The Fair will feature product exhibits of all elements of the record, tape, equipment and accessory fields in addition to a host of seminars and panel discussion on timely industry problems. In addition to the trade aspects of the Fair, there will also be days during which the doors will be thrown open to the public. A number of shows, featuring name attractions in various areas of the music and disk business, will also be open to the public.

The addition of the RIAA, which includes in its membership most of the larger record manufacturers, to the already imposing list of trade groups which had previously endorsed the fair, is seen as a major step leading to all-industry support of the project. This support is regarded as basic to the ultimate success of the exposition.

In announcing RIAA support, executive secretary, Henry Brief, declared: "The (RIAA executive) committee feels that RIAA has a mutual interest with you in insuring that this enterprise is successful since it could render a significant contribution to the entire industry." Brief told Fair President

Coleman Finkel and executive director, Hal B. Cook, that the association would apprise its full membership of the import of the fair and would urge full co-operation and participation of members.

The Fair has already gained the support of the Society of Record Dealers (SORD); Country Music Association (CMA); Institute of High Fidelity Manufacturers (IHFM); American Record Manufacturers and Distributors Association (ARMADA); Magnetic Recording Industry Association (MRIA); National Academy of Recording Arts and Sciences (NARAS) and the National Association of Record Merchandisers (NARM), in addition to RIAA.

Lee Zhito Gets IHFM's Award

NEW YORK—Lee Zhito, West Coast music editor of Billboard Music Week, was the recipient last week of a special award on the occasion of the annual awards dinner of the Institute of High Fidelity Manufacturers and the Audio Engineering Society.

The Zhito award, which was made during the banquet in the Coconut Grove of the Ambassador Hotel, Los Angeles, was inscribed: "For outstanding contribution to the professional high fidelity industry by an editor."

Other awards were made to Henry Mancini, Sidney Frey, Johnny Green, Robert Wise, Milton Berle, Fred Hynes, Edward Uecke, Mark Markman and Harry Margulies.

Top Name Disk Talent Lined Up For Freedomland

NEW YORK—Paul Anka, Rick Nelson, Brenda Lee, and Benny Goodman are among the big names inked by Freedomland, local amusement center here, according to Art K. Moss.

Moss replaced George A. Hamid Jr., last week as executive vice-president-general manager of Freedomland. Hamid has stepped down because of his duties in connection with the rebuilding of the Steel Pier in Atlantic City, a victim of the recent storm. However, he will act as consultant and will work closely with Moss on bookings and entertainment policy in general.

Increased tax this year, and without the concern of a tax hike hanging over their heads this year, are a little more inclined to spend their disk dollars.

Jack Lishon (Lishon's Music) estimates that sales have climbed well over 10 per cent as compared to last year's level. In-store merchandising, use of eye-catching displays, and the use of other sales aids ("just being a better dealer") gets the credit for the boost in business. Sammy Ricklin, this area's top one-stop, estimates business now surpassing last year by more than 10 per cent. According to Ricklin, competition is keener and has made the dealer work that much harder in moving product.

Other dealers blamed the business dip earlier this year on the record rainstorms which ravaged the area. Although the rains still persist, they have lost their initial intensity. Furthermore, customers have got used to the foul weather and will brave the elements, now that they see the rain isn't going to blow over in a day or so.

Interdisc Tie With Philips

NEW YORK — An agreement has been concluded between Interdisc, the independent organization distributing American labels in Europe and the N. V. Philips Phonographic Industries which will put the vast Philips distribution network at the disposal of the indie organization.

The major part of catalogs of the American firms belonging to Interdisc will be handled by Philips. The Swiss-based Interdisc will concentrate on the more specialized catalog items. Lines involved in the Interdisc set-up, which will also now be handled through Philips include Riverside, and its subsidiary labels, Contemporary, World-Pacific, Prestige subsids Bluesville, Swingsville, and Moodsville, Hi-Fi, Stereoditties, Gene Norman Presents, and Vee Jay. Since most of these lines have imposing jazz catalogs, the move is meant to cash in on the growing demand for jazz on the Continent. It also adds a highly salable catalog of LP's for Philips distribs to sell to jazz consumers all over the world.

All of the American firms, with one exception, will be sold under their own logos. (The one exception is World Pacific which, because of a conflict with a European label carrying a Pacific ensign, will be sold under the split Fontana-World Pacific logo.)

Nat Tannen Dies At the Age of 53

NEW YORK — Nat Tannen, well-known music publisher who had been active for the past decade in the country field, died last week (17) of a heart attack. He was 53 years old.

Tannen established his own firm, Tannen Music, in 1949, after a long stint at Bourne Music as professional manager of the Bourne and Irving Berlin catalog. Tannen Music's main emphasis was on country songs. A few years ago, in addition to his own firms, Tannen took over the reins of the King Records' music firms in the East.

He is survived by his widow, Ethel, and sons Paul, Michael and Peter.

BMW Survey Shows L. A. Sales Upsurge

By LEE ZHITO

HOLLYWOOD — The record business here enjoyed a sharp upsurge during March, according to a BMW survey, with the degree of sales increase estimated by various dealers ranging as high as 50 per cent over the same period a year ago. Credit for this sales boom includes everything from the increased incidence of discount sales by established disk dealers in their fight with the large cut-rate operations, more aggressive merchandising techniques, and the use of sales-promoting aids, to the claim that customers are becoming adjusted to high taxes and poor weather.

Music City Sales Up 25%
Clyde Wallich's Music City Store reports that sales this month ran 25 per cent ahead of March, 1961. Sales started to drop off during the latter part of January and through February, Music City said, but started its upward climb in March. The increase continued to snowball, with last week reportedly the strongest. One of the factors behind last week's sales

surge at Music City was the sharpened competitive discounting policy used by the store for the first time.

Heretofore, Music City offered a different line each week at 30 per cent off. General inventory still retained its list price, with the special sale of a selected label's wares used to pull in the customers. Last week, for the first time, Music City cut its prices to 40 per cent off, making it competitive with the major disk price-cutters here. In addition, it applied the reduced price to product of five labels (RCA Victor, Capitol, Columbia, Decca and Kapp).

Top-Selling Items
Rather than offer a complete line at a discount, Music City picked on the top-selling items within each of the five labels it offered. Furthermore, in the past the discounts applied only to catalog items and not new releases. Under the new discount policy of offering multiple labels, new releases are included in the sale.

House of Sight & Sound's Jerry Johnson told BMW his sales level has climbed 50 per cent over last

year at this time. He credits his boost in business to his emphasis on singles in his radio promotion to pull disk buyers. Heretofore, his radio programs (next to Music City, Sight & Sound is the area's largest time buyer among record dealers used air shows to push LP's. By concentrating radio efforts on exposing singles, customer traffic has continued to multiply.

Furthermore, Sight & Sound has started bonus days, whereby anyone who buys a single or more will receive free of charge the bonus record. The bonus days are advertised on the air, and the free disk is played, thus stimulating interest on the part of the patrons to visit the store. Sight and Sound each week uses 32 quarter-hours on Station KMPC plus spot announcements on KRLA and KGIL.

Tax Hike Hurts
Johnson feels that customers in his heavy home-ownership area of Van Nuys were discouraged from excessive luxury buying last year when a substantial jump in property taxes was announced. Home-owners have budgeted for the in-

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- to cite the ever-increasing sales growth of Jazz on Records—with lists of best-sellers covering Jazz gone Pop through specialty types of Jazz—to help increase sales and profits for everyone concerned.

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WEEKLY MARKET ANALYSIS

Continued from page 1

my"), is also good music, while WCKR "plays the wild stuff only at night." WGBS is playing only orks and group vocals, no single vocal artists, while WQAM has also "toned down," say local traders. WFUN remains the sole, all-out top hit station here.

"Because of the de-emphasis on top 40 programming, the kids are having to buy records again to hear what they want. It's a healthy sign," said Dave Shedd, of Southern Records, leading one-stop here. Shedd also claimed that good new records by "... Presley, Chubby, U. S. Bonds and Clyde McPhatter have also helped the scene here, in addition to the Fabares hit."

On the album front it was noted that sales are fine despite the lack of a single big new breaking album. "I sold 168 albums last Saturday," said Mike Spector, of Spec's Records, Coral Gables, "but we didn't sell more than three copies of any one of them. Of these, 123 were monaural and 45 were stereo. That's a pretty good spread." This was seen as a contrary movement to that often noted in recent years, wherein album sales appeared to be concentrated more and more among a few select artists and titles.

Atlanta Business Moving Up

ATLANTA—Singles business picked up in Atlanta last week after a slow period the beginning of the month. This city, which generally has been unaffected by price cuts on singles, was somewhat startled a fortnight ago when a local branch of a national chain ran a three-day sale of all 45's for 77 cents. However, the chain returned to the 98-cent list price immediately after.

Dealers and one-stops attributed the pickup in singles to sock sales on Elvis Presley's new record, "Good Luck Charm," and were pleased about sales on Dee Dee Sharp's "Mashed Potato Time."

L. A. Scores Comeback for Singles

HOLLYWOOD—Singles record sales, along with the record business in general, bounced back last week in the Los Angeles market, after suffering a slow but steady decline during the first months of the year.

The general rise in disk sales, estimated to range from 10 per cent to a full 50 per cent over last year at this time, is due to several causes, according to dealer, including more aggressive discounting and merchandising drives by several key retailers in the area (see separate story), and a let-up in the deluge which has continued to plague Southern California.

3 New D. C. Stores Doing Well

WASHINGTON—Spring and four new singles broke out here last week (see page 1 chart), a record on both counts. The first sunny weekend in a succession of snowy, rainy, cloudy and cold weather made breakout sales for these disks.

There is a spirit of keen and lively competition in Washington record retailing these days, and an upcurve in sales is reported in every area, including the far-flung suburban shopping centers, the uptown shops and the downtowners. New singles get their heaviest sales at the in-town stores and the area is increasingly singles-conscious.

Three comparatively new stores are doing well in contrast to the succession of going-out-of-business situations a year or so ago. Newest opener is the "Record Shack" in downtown Southeast, set up by Jean Levy, formerly with "Waxie" Maxie Silverman's well-known "Quality Music" store. The new outlet has been going since January and is sister store to the uptown "Record Shack" which is one of the few uptowners to carry a complete line of singles, plus non-classical LP's. A third store, doing well in its sixth month of operation is "Records, Inc.," located in the district's 14th Street cluster of comparatively new night clubs, eating and dancing spots. Records, Inc., sells only LP's and concentrates on classical and folk music.

Among dealers reporting solid business is Super Music stores' northeastern branch. Expanding and diversifying product,

Dinkins Named Acting Comm. Chief Counsel

WASHINGTON—Sen. John L. McClellan, chairman of the Senate Copyrights Subcommittee, has announced appointment of Clarence M. Dinkins to be acting chief counsel of the Judiciary Subcommittee, which handles all juke box and copyright legislation before it reaches voting stage in the Senate.

This subcommittee and its House counterpart will decide the stop and go on many of the highly controversial issues to be raised during the overhaul of the 1909 Copyright Act, which is expected to get under way in the next Congress.

Dinkins has been assistant counsel on the Subcommittee on Patents, Trademarks and Copyright the past four years. He formerly practiced law in the District of Columbia, is a member of the bar of the various courts of this city, the U. S. Supreme Court and the Supreme Court of South Carolina, his home State.

Businessmen Cast Wary Eye At Bill Vs. Entertainm't Spending

WASHINGTON — The struggle over the President's tax reform bill which would curtail deduction for entertainment spending by businessmen was slated to begin in the House last week. The bill, which provides for withholding on dividends and interests, clampdown on foreign "tax havens," and tax incentives for new equipment buying by manufacturers, does not spell out precise limits for entertainment deduction, and will leave much to the discretion of the Internal Revenue Service.

Rep. Seymour Halpern (R., N. Y.) told the House that the broad wording of the bill dealing with expense accounts is "unworkable and ridiculous." Its suggested rules and exceptions will provide "fertile territory for imaginative tax advisers," and much of the problem "will be left to administrative interpretation."

Reform Tax Bill

The reform tax bill, as submitted by House Ways and Means Chairman Wilbur D. Mill (D., Ark.), disallows entertainment, travel and similar expenses only to the

extent that they go beyond the taxpayer's legitimate conduct of trade or business. Business gifts would be limited to a value of \$25 per person per year.

The difficulty of deciding, for example, exactly what percentage of a theater party outing involving businessmen and their wives can be legitimately deducted as business expense, is obvious. The same sort of decision would have to be made about amounts spent for entertainment or sporting clubs, travel and resort visits, food and drink, etc.

The tax bill provides for a sort of sliding scale on allowable expense of dining and dining, "taking into account the surroundings in which furnished, the taxpayer's trade, business or income-producing activity, and the relationship to such trade of the persons to whom the food and beverages are furnished." This has been interpreted to mean that businessmen who are comparatively small peanuts, financially, cannot indicate whopping expenses for entertaining an equally small-time customer via swank nightclubs or resorts.

plus some "experimenting" in pricing, are the basis for increasing sales here. The store has been remodeled to accommodate a larger variety in all types of music, pops, classical, country, jazz, children's and occasional. The store has increased its classical line by 400 per cent, said salesman Oscar Dillard.

Still another Washington dealer, Irving Music, reports the best month in the store's history, and attributes part of the sales boom to its new lowered price of 69 cents for singles.

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

HEY! BABY & 11 OTHER SONGS ABOUT BABY—Bruce Channel (Smash MGS 27008); "Sorry Baby"

PROVOCATIVE PERCUSSION, Vol. 4—Enoch Light and the Light Brigade (Command RS 834 SD); "With My Eyes Wide Open I'm Dreaming" (De Sylva, Brown & Henderson, (ASCAP) (2:21)

STRANGER ON THE SHORE—Acker Bilk (Atco 129); "Greensleeves" (Hollis, BMI) (2:40)

COME ON IN—Santo and Johnny (Canadian-American CALP 1006); "Rattler" (Trinity, BMI) (2:38)

STATE FAIR—Sound Track (Dot DLP 9011); "It's a Grand Night for Singing" (Williamson, ASCAP)

NO STRINGS—Original Cast Album (Capitol 1695); "The Sweetest Sounds" (Williamson, ASCAP)

JAZZ

THE BEGINNING—Miles Davis (Prestige PR 7221); "Night in Tunisia"

As to meals and lodging, the bill replaces the old blanket allowance for all such expenses with a "reasonable" amount of such expense. These and all other swindle sheet expenditures will have to be carefully substantiated under the provisions of the tax bill. IRS has (Continued on page 42)

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

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

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

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

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SCHORY HEADS CHI MUSIC FAIR

CHICAGO — RCA Victor percussion specialist, Dick Schory, was named to head the musical program for the World's Fair of Music and Sound to be held here, not the Detroit International Sound Fair as was erroneously stated in BMW.

Actually the music industry will have two different shows this year—the World's Fair of Music & Sound to be held at Chicago's McCormick Place, August 31 through September 9, being put on by Aaron D. Cushman and Associates, and the First International Sound Fair at Detroit's Cobo Hall, July 25 through 29, headed by Hal B. Cook, executive director.

Both are combination trade and consumer shows.

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FOR INVENTORY AND PROGRAMMING

TOP LP's BY CATEGORY

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

VOCAL LP's

Title (Label) (Stereo) Mono Top LP Rank

Male Vocalists

- ALWAYS YOU (COL) 98
- Paul Anka Sings His Big 15 (ABC)..... 43
- Belafonte at Carnegie Hall (RCA)..... 110
- Big Bad John (Col)..... 78
- Chubby Checker/Bobby Rydell (Cameo)..... 69
- DANNY BOY & OTHER SONGS I LOVE TO SING (COL)(42) 28
- Do the Twist (Atl)..... 13
- Doin' the Twist at the Peppermint Lounge (Rou).....(26) 5
- DUKE OF EARL (V-J) 130
- FOR TEEN TWISTERS ONLY (PARK)..... 123
- For Twisters Only (Park)..... 24
- TENNESSEE ERNIE FORD—SPIRITUALS (CAP)..... 148
- Heavenly (Col)..... 68
- Hell Bent for Leather (Col)..... 132
- Buddy Holly Story (Cor)..... 83
- Hymns (Cap)..... 96
- Hymns at Home (Cap)..... 79
- I Remember Tommy (Rep).....(18) 15
- IF YOU BELIEVE (MERC) 114
- Johnny's Greatest Hits (Col)..... 36
- Jump Up Calypso (RCA).....(36) 55
- Let's Twist Again (Park)..... 51
- LINGER AWHILE WITH VIC DAMONE (CAP)..... 64
- LIVE IT UP (COL)(31) 16
- Portrait of Johnny (Col)..... 46
- Jimmy Reed at Carnegie Hall (V-J)..... 124
- Rick Is 21 (Imp)..... 67
- Runaround Sue (Laurie)..... 31
- SINATRA AND STRINGS (REP).....(11) 25
- TAKE GOOD CARE OF MY BABY (LIB)..... 104
- Twist (Park)..... 7
- Twist With Bobby Darin (Atco)..... 82
- VERSATILE BURL IVES (DEC)(45) 35
- Whole Lotta Frankie (Chan)..... 133
- Your Twist Party (Park)..... 2

Female Vocalists

- All the Way (Dec)..... 88
- JOAN BAEZ, VOL. I (VAN)..... 60
- Joan Baez, Vol. II (Van)..... 53
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- Ella in Hollywood (Ver)..... 149
- Judy at Carnegie Hall (Cap).....(13) 14
- Never on Sunday (MGM)..... 29
- Roaring 20's (WB)..... 75
- September in the Rain (Merc)..... 131
- SINCERELY BRENDA LEE (DEC) 119

Duos and Groups

- CAMPUS ENCORE (CAP) 106
- COLLEGE CONCERT (CAP)(10) 6
- Encore of Golden Hits (Merc)..... 59
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- Gain' Places (Cap)..... 85
- Here We Go Again (Cap)..... 142
- Kingston Trio (Cap)..... 93
- Kingston Trio Close Up (Cap).....(41) 39
- Let's All Sing With the Chipmunks (Lib)..... 115
- Lion Sleeps Tonight (RCA)..... 80
- MIGHTY DAY ON CAMPUS (KAPP)..... 129
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() Positions in parenthesis indicate relative sales strength of stereo LP's

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Beckerman Feels Indie Distributor Has Place in Today's Disk Business

By BENN OLLMAN

MILWAUKEE—Is there a spot for the independent distributor in the record business today?

Harry Beckerman thinks so. He ankle a key position with the Chicago-based Garmisa Distributing Company to open his own firm in Milwaukee.

Beckerman headed up the Garmisa operation in Milwaukee for four years prior to the firm's decision to shift the branch back to Chicago some months back. He disagrees sharply with those who see a declining role for the independent distributor in today's disk market.

"The record distributor who gears himself to a market can be successful," he believes. "You have to keep these pointers in mind at all times: (1) Credit—You have to watch it carefully so that you don't overextend yourself. (2) The independent distributor must work closely with his dealers, and regular, frequent calls on your dealers is a must."

The Beckerman Distributing Company, covering the Wisconsin territory, is located on West Vliet Street. Its debut coincided with the closing of another local distributor, Sherco Tape and Records Distributing Company (BMW, March 10).

Several months earlier Decca Records closed its Milwaukee branch office. It was followed by Garmisa of Wisconsin, distributor of Mercury, Reprise and a long list of other potent labels. Both Decca and Garmisa now ship to their Wisconsin accounts from their Chicago headquarters.

"The true strength of the independent disk distributor lies in his close link to the dealers. Covering a territory via the long-distance telephone brings only nominal results," claims Beckerman.

"The independent distributor is in a position to know what each dealer in the State needs. This is not a huge market, like Chicago, for instance. The record business is made up of many relatively small, "2 per cent" markets like Milwaukee. But the smaller labels need every bit of the potential volume they can derive from each of these markets. The independent distributor can offer their labels deep, intensive coverage of a territory; we

can't afford to just hit the high spots. Some of the lines we sell would be lost in a big distributorship."

"We have only been open here a short time," says Beckerman, "and the local department stores have already stopped to check out stock. Why? Because they appreciate the fact that a distributor here in town can give them fast service."

Labels in the Beckerman Distributing Company stable include: United Hours, (subsidiary of United Artists), Audio Fidelity, Conversaphone Languages, Fleetwood, Heart Beat, Whitehall Classics, Riverside, Wonderland and 49-cent State.

Confirm Col. Inking Of Steve & Eydie

NEW YORK — Columbia Records confirmed this week that it had signed Steve Lawrence and Eydie Gorme. The negotiations were first mentioned in *BMW* about two months ago.

Columbia's signing of Steve and Eydie brings another act to the label from United Artists. Don Costa, who was a.&r. chief of UA, joined the label a few months ago.

Steve Lawrence, and Columbia chief Goddard Lieberson, will be guests of Mike Wallace on the TV show "PM" early in April. Lieberson will also star on another TV show on April 15, when he will be interviewed on the TV show "American Musical Theater."

Weather Break Aids Chi Sales

CHICAGO—Dealers are starting to breathe a little easier following what one distributor described as the worst February since he's been in business. "We moved a fair amount of merchandise," he noted, "but our collections were down to 30 per cent of gross—lowest in our history."

Dealers had the merchandise on their shelves but they just weren't moving it. The condition seemed to prevail throughout the city and consequently payment to distributors was slow. A break in weather during the past couple of weeks seems to have helped matters.

Although there were no breakouts last week, a number of new disks were selling well. Starting to get good air play—and incidentally, picked to be strong—were: "Love Letters," Kitty Lester, Era; "Something's Gotta Hold on Me," Etta James, Argo, and "Shout," Joey Dee, Roulette.

Tommy Boyce's "Along Came Linda" on RCA Victor was picking up, possibly helped by the artist's personal appearances here last week. Dot started its big push here on the "State Fair" track and action is expected in, among other combination on the picture and its stars, Pat Boone, Bobby Darrin and Ann-Margret. David Carroll's "White Rose of Athens" continues to hold a slight edge over versions by Nana Mouskouri on Riverside and the Chordettes on Cadence. Hottest disk in the city was Elvis Presley's "Good Luck Charm."

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USED COIN MACHINE EQUIPMENT, PARTS AND SUPPLIES

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BUSINESS OPPORTUNITIES

FOR SALE—COUNTRY AND TEEN-AGE songs on demon. Hank Bedard, P. O. Box 49, Corona, Calif. mh31

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MISCELLANEOUS

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RECORD ACCESSORIES AND DEALER FIXTURES

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- For Sale Wanted to Buy

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HOLLYWOOD 1520 North Gower Hollywood 28, Calif. Hollywood 9-5831

ST. LOUIS 812 Olive Street St. Louis 1, Mo. Chestnut 1-0443

Executives Push Emphasis On Quality Record Product

NEW YORK — Quality of recorded product is the major answer to problems currently besetting the record industry, including price cutting, according to all four industry leaders who participated in a panel discussion on the future of the record industry in the eighth and final seminar of the season sponsored jointly by NARAS and NYU.

Kapp said that technical improvements are less likely to prolong the life of the industry than "putting new sound into the old grooves." Talmadge said that manufacturers were responsible for some of their own woes by putting "a lot of product on the market that shouldn't be there in the first place."

Csida said that catalogs should continue to be advertised and merchandised as hard as possible, despite negative aspects of the present situation. He said that three technical advances—the flat disk, the 33 and 45 r.p.m.—disks, and the advent of stereo—found some in the industry who felt survival was in doubt because the

consumer might not convert, yet the consumer wanted the new quality product enough even to scrap his old recordings. The force of competition will require manufacturers to come up with material of a quality that will overcome all price factors, Csida said, citing the relatively expensive two-LP Judy Garland set that topped the charts.

Wallerstein urged the record companies, through RIAA, to press for the right to secure payment from radio stations for playing records on the air. This position was backed by Talmadge and Kapp, the former citing "radio hits" that get wide air play but don't sell and thus would stand to profit by such a proviso. Csida cited "an even more flagrant" abuse—the 1909 copyright law's exemption provision for juke boxes—which has not been remedied despite intensive lobbying and introduction of a new law each year.

NYU's executive director of conferences and institutes, Raymond N. Wilburn, announced that NARAS and NYU would join next fall in the presentation of in-depth studies of three different aspects of the record industry, in separate courses: a&r. management, sales and merchandising, and promotion-publicity.

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and

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BILLBOARD MUSIC WEEK

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ARGENTINA

- (Courtesy Escalera a la Fama B. A.) *Denotes local origin
This Last Week Week
1 1 LET'S TWIST AGAIN—Chubby Checker (Fermata); Richard Anthony (Odeon)—Kalm Music-Fermata
2 2 *DEL TIEMPO I MAMA—Los Chalchaleros (Victor)—Korn
3 3 *DEL TIEMPO I MAMA—Quilla Huasi (Phillips); Salabina (Music Hall)—Korn
4 5 COME SEPTEMBER—Billy Vaughn (Dot-Sicamericana); Jose Carli (Columbia); Stirlin Brandy (Tonodisc)—Adaris Music-Fermata
5 8 *GAUCHO—PACHANGUERO—Carlos Argentino (Music Hall)—Korn
6 4 BRIGITTE BARDOT—Burt y los ritmicos (London); Yuyu Da Silva (Odeon)—Farmata
7 7 LA BALLADA DALLA TROMPETA—Gastone Parigi (Microfon); Los cinco latinos (Columbia)
8 6 *MAMI—Ambar la Fox (Odeon); T. N. T. (Victor)—Korn
9 9 NO EXISTE EL AMOR—Adriano Celentano (Microfon); Tony Villar (Columbia)—E.A.R.-Fortisimo
10 10 *DEL TIEMPO I MAMA—Tomas Campo (Columbia)—Korn

AUSTRALIA

- (Courtesy Music Maker, Sydney) *Denotes local origin
This Last Week Week
1 1 THE TWIST—Chubby Checker (HMV)—Alberts
2 2 MIDNIGHT IN MOSCOW—Kenneth Ball (Pye)—Essex
3 3 CHATTANOOGA CHOO CHOO—Floyd Cramer (RCA)—Alberts
4 4 MULTIPLICATION—Bobby Darin (London)—Belinda
5 9 *SING—Johnny O'Keefe (Leedon)—Boosey & Harcourt
6 6 LET THERE BE DRUMS—Sandy Nelson (London)—Alberts
7 8 MOON RIVER—Jerry Butler (Top Rank)—Chappell's
8 7 STRANGER ON THE SHORE—Acker Bilk (Columbia)—Chappell's
9 5 LITTLE BITTY TEAR—Burl Ives (Festival)—Acuff-Rose
10 10 RUN TO HIM—Bobby Vee (London)—Leeds
11 — CHIP CHIP—Gene McDaniels (Liberty)—Belinda
12 13 CAN'T HELP FALLING IN LOVE—Elvis Presley (RCA)—Belinda
13 11 NORMAN—Sue Thompson (Hickory)—Acuff-Rose
14 14 LOVE ME WARM AND TENDER—Paul Anka (RCA)—Woomerah
15 13 MY BOOMERANG WON'T COME BACK—Charlie Drake (Parlophone)—Leeds

BRITAIN

- (Courtesy New Musical Express, London) *Denotes local origin
This Last Week Week
1 2 *WONDERFUL LAND—Shadows (Columbia)—Frances, Day & Hunter
2 3 *TELL ME WHAT HE SAID—Helen Shapiro (Columbia)—Ardmore & Beechwood
3 6 CAN'T HELP FALLING IN LOVE—Elvis Presley (RCA)—Manor
4 1 MARCH OF THE SIAMESE CHILDREN—Kenny Ball (Pye)—Williamson
5 4 LET'S TWIST AGAIN—Chubby Checker (Columbia)—West One
6 5 *WIMOWEH—Karl Denver (Decca)—Essex Music
7 8 *A HOLE IN THE GROUND—Bernard Cribbins (Parlophone)—Noel Gay
8 11 TWISTIN' THE NIGHT AWAY—Sam Cooke (RCA)—Kags
9 13 DREAM BABY—Roy Orbison (London)—Acuff-Rose
10 27 HEY! BABY—Bruce Channel (Mercury)—Peter Maurice
11 10 *STRANGER ON THE SHORE—Acker Bilk (Columbia)—Sherwin
12 12 THE WANDERER—Dion (HMV)—Dominion
13 7 *THE YOUNG ONES—Cliff Richard (Columbia)—Harms-Witmark
14 9 ROCK-A-HULA BABY—Elvis Presley (RCA)—Belinda
15 14 *SOFTLY AS I LEAVE YOU—Matt Monro (Parlophone)—Robbins
16 — HEY LITTLE GIRL—Vicki Shannon (London)—Vicki
17 21 *Z CARZ—Johnny Keating (Piccadilly)—Essex Music

- 18 — *DR. KILDARE THEME—Johnnie Spence (Parlophone)—Robbins
19 17 *LETTER FULL OF TEARS—Billy Fury (Decca)—Belinda
20 25 I AIN'T GOT NOBODY—Buddy Greco (Fontana)—Campbell-Conolly
21 18 *FORGET ME NOT—Eden Kane (Decca)—Essex Music
21 16 WALK ON BY—Leroy Van Dyke (Mercury)—MCP
23 19 I'LL SEE YOU IN MY DREAMS—Pat Boone (London)—Frances, Day & Hunter
24 — WHEN MY LITTLE GIRL IS SMILING—Drifters (London)—Aldon
25 22 *FANLIGHT FANNY—Clinton Ford (Oriole)—Cinephone
26 19 A LITTLE BITTY TEAR—Burl Ives (Brunswick)—Acuff-Rose
27 26 BRAZILIAN LOVE SONG—Nat Cole (Capitol)—Essex Music
28 — *HEAVEN'S PLAN—Mark Wynter (Decca)—Southern
29 24 *NEVER GOODBYE—Karl Denver (Decca)—Palace Music
30 29 *LESSON ONE—Russ Conway (Columbia)—Clover-Conway

EIRE

- (Courtesy Dublin Evening Mail)
This Last Week Week
1 1 THE YOUNG ONES—Cliff Richard (Columbia)—Harms-Witmark
2 3 ROCK-A-HULA BABY—Elvis Presley (RCA)—Belinda
3 6 MARCH OF THE SIAMESE CHILDREN—Kenny Ball (Pye)—Williamson
4 4 A LITTLE BITTY TEAR—Burl Ives (Brunswick)—Acuff-Rose
5 2 LET'S TWIST AGAIN—Chubby Checker (Columbia)—West One
6 8 WIMOWEH—Karl Denver (Decca)—Essex
7 — TELL ME WHAT HE SAID—Helen Shapiro (Columbia)—Ardmore
8 — CRYING IN THE RAIN—Everly Brothers (Warner Bros.)—Aldon
9 5 LONESOME—Adam Faith (Parlophone)—Essex
10 9 THE TWIST—Chubby Checker (Columbia)—K.P.M.

FRANCE

- *Denotes local origin
This Last Week Week
1 2 *YA YA TWIST—Johnny Hallyday (Phillips); Petula Clark (Vogue)
2 1 *LET'S TWIST AGAIN—LE TWIST—Johnny Hallyday (Phillips); Johnny Anthony (Columbia); Golden Guitars (Ricordi)—Salvet
3 3 *LES PARISIENNES-RETIENS LA NUIT—Johnny Hallyday (Phillips)
4 5 *LECON DE TWIST—Richard Anthony (Columbia); Caterina Valente (Decca)—Caravelle
5 4 *TU AIMES LE TWIST—Johnny Hallyday (Phillips)—Tutti
6 7 *ALLELUIA-J'AI TORT—Charles Aznavour (Barclay)—French Music
7 6 *PEPPERMINT TWIST—Les Chaussettes Noires (Barclay); Vince Taylor (Barclay)—Semi
8 — *ACHETE MOI UN JUKE BOX—Dalida (Barclay)
9 9 *GRANADA-PERFIDIA—Los Machucambos (Decca)
10 8 *THE LION SLEEPS TONIGHT—Henri Salvador (Salvador-Phillips)—Tropicale

FRENCH (WALLOON) BELGIUM

- (Courtesy Juke Box Magazine) *Denotes local origin
Two Weeks
This Week Week
1 1 VIENS DANSER LE TWIST—Johnny Hallyday (Phillips)—Belinda
2 — *OH LA LA, LOUISE—Eric Genty (Decca)—Fonior
3 5 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Belinda
4 4 *PEPPERMINT TWIST—The Cousins (De Twist)—World
5 — LECON DE TWIST—Caterina Valente (Decca)—Belinda
6 — ET MAINTENANT—Gilbert Beaud (HMV)—Breton
7 3 ROMEO—Petula Clark (Vogue)—Raoul Breton
8 — LE LION EST MORT CE SOIR—Henry Salvador (Phillips)—Essex
9 8 TWIST A ST. TROPEZ—Les Chats Sauvages (Pathe)—Chappell
10 — PEPPERMINT TWIST—Joey Dee (Roulette)—Southern

GERMANY

- (Courtesy Automaten-Markt, Braunschweig)
This Last Week Week
1 4 ZWEI KLEINE ITALIENER—Conny (Columbia)—Intro
2 1 GELD WIE HEU—Gerd Botthcher (Decca)—Budde
3 2 MEXICO—Bob Moore (London)—R. M. Siegel
4 10 EINE ROSE AUS SANTA MONICA—Carmela Corren (Ariola)—Francis, Day & Hunter
5 7 HAPPY JOSE—Jack Ross (London)—Intro
6 6 HAWAII TATTOO—The Waikikis (Telefunken)—Trumpf
7 3 TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Phillips)—Melodie der Welt
8 11 THE PEPPERMINT TWIST—Caterine & Silvio (Decca)—Marbot
9 5 STRIPTEASE SUSI-MAMA HOLDEN HAMMER—Ralf Bendix (Columbia)—Gerig-Peer
10 16 HEY, ANNABELLA SUSANN—Mal Sondock (Columbia)—Aberbach
11 — HEUT' WAR ICH BEI DER FRIDA—Tony Lang (Fontana) (Fontana)—Bosworth
12 9 HAMMERCHEN-POLKA—Chris Howland (Columbia)—Gerig
13 12 ELISABETH-SERENADE—Gunter Kallman-Chor (Polydor)—Heinrichshofen
14 8 SAUERKRAUT-POLKA—ALLE SCHOTTEN SPAREN—Gus Backus (Polydor)—Montana-Viktoria
15 14 SCHWARZE ROSE, ROSEMARIE—Peter Kraus (Polydor)—Gerig
16 13 THE TWIST-LET'S TWIST (Ariola)—Gerig-Aberbach
17 — KEINER WEISS WOHN—Jimmy Makulis (Ariola)—Tempoton
18 18 THE YOUNG ONES—Cliff Richard (Columbia)—Budde
19 19 HAPPY BIRTHDAY, SWEET SIXTEEN—Neil Sedaka (RCA) (RCA)—Intro
20 20 STRANGER ON THE SHORE—Acker Bilk (Metronome)—R. M. Siegel

HOLLAND

- (Courtesy Platennieuws Amersfoort) *Denotes local origin
This Last Week Week
1 1 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Belinda
2 2 MEXICO—Bob Moore (London); Willy Schobben (Artona)
3 4 THE YOUNG ONES—Cliff Richard (Columbia)—Basart
4 3 LITTLE SHIP—The Blue Diamonds (Decca)—Belinda
5 5 MIDNIGHT IN MOSCOW—New Orleans Syncopaters (Storyville)—Basart
6 6 I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges (Cadence)—Belinda
7 7 THE TWIST—Chubby Checker (Columbia)—Basart
8 8 MAMA—Robertino (CNR)—Basart
9 9 TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Phillips)—Benelux
10 10 DE BEDELAAR VAN PARIJS—Jerry & Mary Bey (Phillips)—Benelux

HONG KONG

- This Last Week Week
1 — GOOD LUCK CHARM—Elvis Presley (RCA Victor)
2 — I'LL SEE YOU IN MY DREAMS—Pat Boone (Dot)
3 3 SEND SOMEONE TO LOVE ME—Steve Lawrence (UA)
4 10 IT'S ALL BECAUSE—Linda Scott (CA)
5 1 COME SEPTEMBER—Billy Vaughn (Dot)
6 2 LOVE ME WARM AND TENDER—Paul Anka (RCA Victor)
7 6 TOWN WITHOUT PITY—Gene Pitney (UA)
8 5 BOOGIE CHA CHA—Lennie Welch (Diamond)
9 — THE LION SLEEPS TONIGHT—The Tokens (RCA Victor)
10 — IN A MATTER OF MOMENTS—Mark Dinning (MGM)

ITALY

- (Courtesy Musica e Dischi, Milan) *Denotes local origin
This Last Week Week
1 1 *QUANDO QUANDO QUANDO—Tony Tony (VdP); Emilio Pericoli (Ricordi)—Ricordi
2 3 WHEELS—Billy Vaughn (London)—Bridge

- 3 2 *TANGO ITALIANO—Milva (Cetra); Sergio Bruni (VdP)—Southern
4 5 LET'S TWIST AGAIN—Peppino De Caris (Carisch); Chubby Checker (GC)—Aberbach
5 6 LIKE I DO—Nancy Sinatra (Reprise)—Ricordi
6 7 MEXICO—Bob Moore (RCA)) *Micheline (Primario)—Ricordi
7 10 TOWN WITHOUT PITY—Gene Pitney (UA)—Resolute
8 8 PEPPERMINT TWIST—*Adriano Celentano (Jolly); Joey Dee (Roulette)—Southern
9 4 *ADDIO ADDIO—Domenico Modugno (Fonit); Claudio Villa (Cetra)—Curci
10 12 *LA BALLATA DELLA TROMBA Nini Rosso (Titanus)—Titanus
11 9 *Gondoli' Gondola—Sergio Bruni (VdP); Ernesto Bonino (Meazzi)—Ricordi
12 11 SWAY—Bobby Rydell (GC)—Southern
13 15 TWISTIN' USA—Danny & the Juniors (Durium); Chubby Checker (GC)
14 — LOVE ME WARM AND TENDER—Paul Anka (RCA)
15 13 *STANOTTE AL LUNA PARK—Milva (Cetra)—C. A. Rossi

JAPAN

- (Courtesy Utamatic, Tokyo) *Denotes Local Origin
This Last Week Week
1 1 *AME NO HANAZONO—Nakagone Miki (King)—King
2 3 *ERIKO—Hashi Yukio (Victor)—Victor
3 4 LOUISIANA MAMA—Gene Pitney (United Artists)—Victor; Fujiki Takashi (Teichiku)—Teichiku
4 2 *KOSHU—Matsushima Akira (Victor)—Victor
5 5 *GARASU NO JOHNNY—Al George (Teichiku)—Teichiku
6 6 YOU DON'T KNOW—Helen Shapiro (Columbia)—Columbia; Hirota Mieko (Toshiba)—Toshiba
7 7 GOING HOME TO MARY LOU—Neil Sedaka (Victor)—Victor; Kiyohara Takeshi (Victor)—Victor
8 8 *KIMI KOISHI—Frank Nagai (Victor)—Victor
9 9 *HITORI TABI—Matsushima Akira (Victor)—Victor
10 13 TWIST NO. 1—Fujiki Takashi (Teichiku)—Teichiku

MEXICO

- (Courtesy Audiomusica, Mexico) *Denotes local origin
This Last Week Week
1 1 EL LOCO—Javier Solis (Columbia)—Pham
2 5 *MI CAPRICHITO—Sonora Santanera (Columbia)—Emmi
3 3 MULTIPLICATION—Bobby Darin (Gamma)—Pending
4 4 MY GIRL JOSEPHINE—Bill Black's Combo (London)—Pending
5 — *PA TODO EL ANO—J. A. Jimenez (RCA)—Pham
6 2 *ADELANTE—Javier Solis (Columbia)—Emmi
7 10 *FLORIDA TWIST—Bill Haley (Dinsa)—Pham
8 8 MI TONTO AMOR—Connie Francis (MGM)—Pending
9 6 COME SEPTEMBER—Bobby Darin (Gamma)—Pending
10 9 RUNAROUND SUE—Dion (Gamma)—Ed. Brambila Pending

NEW ZEALAND

- Denotes local origin
This Last Week Week
1 3 THE LION SLEEPS TONIGHT—The Tokens (RCA)—Cop Control
2 4 LET'S TWIST AGAIN—Chubby Checker (Top Rank)—Belinda
3 1 GOODBYE CRUEL WORLD—James Darren (Pye)—Cop Control
4 — THE WANDERER—Dion (HMV)—Tucon
5 8 THIS TIME—Troy Shondell (HMV)—Chappell
6 — MIDNIGHT IN MOSCOW—Kenneth Ball (Pye)—Cop Control
7 — NORMAN—Sue Thompson (HMV)—Acuff-Rose
8 2 THE PEPPERMINT TWIST—Joey Dee (Roulette)—Cop Control
9 — THE DUKE OF EARL—Gene Chandler (Top Rank)—Cop Control
10 — PLEASE MR. POSTMAN—Lynn Barnett (Viking)—Leeds

PERU

- (Courtesy La Prensa, Lima)
This Last Week Week
1 1 POQUITA FE—Los Panchos (Columbia); Olga Guillot (Musart)
2 2 LUZ Y SOMBRA—Los Panchos (Columbia)
3 4 RUNAROUND SUE—Dion (Laurie-Odeon)
4 3 PEPPERMINT TWIST—Joey Dee (Roulette-Phillips)
5 5 ERES TODO PARA MI—Sergio Murillo (Columbia); Antonio Vasquez (Musart)
6 6 Y... —Luchito Gatica (Odeon)
7 10 LA DEL VESTIDO ROJO—Fernando Borges (RCA)
8 — LET'S TWIST AGAIN—Chubby Checker (Parkway-Odeon)
9 — TWISTIN' U. S. A.—Chubby Checker (Parkway-Odeon)
10 8 CUANDO CALIENTA EL SOL—Gustavo (Hit) Moreno (Sono Radio); Alberto Vasques (Musart)

PHILIPPINES

- This Last Week Week
1 1 WHILE THERE'S STILL TIME—Steve Lawrence (UA)—Mareco
2 6 TENDER IS THE NIGHT—Tony Bennett (Columbia)—Mareco
3 9 IMPOSSIBLE—Nat King Cole (Capitol)—Mico
4 — LOVE ME WARM AND TENDER—Paul Anka (RCA Victor)—Filipinas
5 — SOBANDO EL SON—Tito Rodriguez (UA)—Mareco
6 3 MARIA LA O—Cuarteto Chester (RCA Victor)—Filipinas
7 4 BROKEN GUITAR—The Electromanics w/Gene Generoso (vocalist)
8 8 MOTHER GOOSE TWIST—Teddy Randazzo (Dyna)—Dyna
9 7 PEPPERMINT TWIST—Danny Peppermint (Carlton)—Pacific Promotions
10 — NO MORE—Elvis Presley (RCA Victor)—Filipinas

SOUTH AFRICA

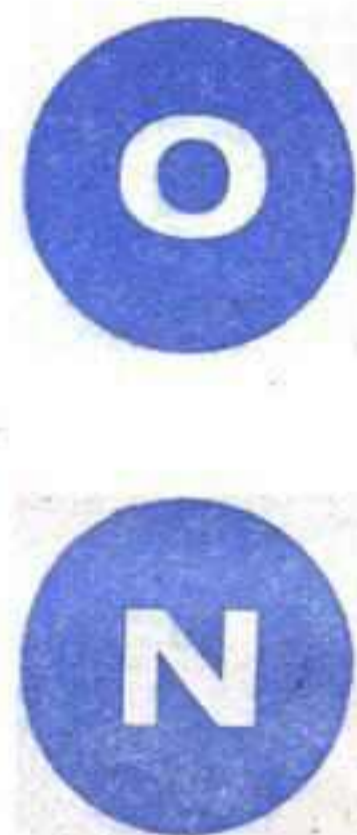
- (Courtesy Radio of South Africa)
This Last Week Week
1 THE YOUNG ONES—Cliff Richard (Columbia)—Witmark
2 JOHNNY WILL—Pat Boone (Dot)—Holding GRP
3 A WONDER LIKE YOU—Ricky Nelson (Renown)—Sydney Bros.
4 PEPPERMINT TWIST—Joey Dee (Roulette)
5 GYPSY ROVER—The Highwaymen (United Artists)
6 MULTIPLICATION—Elvis Presley
7 MOON RIVER—Joey Dee (Renown)—Famous Music
8 LIKE I DO—Nancy Sinatra (Reprise)
9 WALKING BACK TO HAPPINESS—Helen Shapiro (Columbia)—Film Music
10 OUTSIDER—Cliff Richard (Columbia)—Leeds Music

SWEDEN

- (Courtesy Orkester-Journalen, Stockholm)
This Last Week Week
1 1 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Belinda
2 2 LAS INTE BREVET—Siv Malmkvist (Metronome)—Mellin
3 3 MEXICO—Bob Moore (London)—Reuter & Reuter
4 — HAPPY JOSE (CHING CHING)—Jack Ross (Dot)—Sonet Musio
5 8 THE YOUNG ONES—Cliff Richard (Columbia)—Gehrman
6 5 TE DAST MA KARLSTATOSERNA—Sven Ingvar (Phillips)—Nordiska Musikforlaget
7 4 MULTIPLICATION—Bobby Darin (Atlantic)—Belinda
8 7 LITTLE ROSE-MARY—Ray Adams (Fontana)—Europa-Produktion
9 — SOL OCH VAR—Inger Berggren (HMV)—Europa-Produktion
10 6 SANT AR LIVET—Anita Lindholm (Fontana)—Sweden Music

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ARGENTINA

Tonodisc Handles Jubilee Records

By RUBEN MACHADO
Lavalle 1783, Buenos Aires

Jack Mills, president of Mills Music, visited Buenos Aires as part of his Latin-American tour and contacted publishers. He was accompanied by Enrique Lebendiger, head of Fermata do Brazil, who arrived to celebrate together with his partner, M. Brenner, the 20th anniversary of the latter's performance at Fermata Argentina.

Jorge Esperon, manager of Tonodisc, returned from the United States, ordering the production of the first records of the labels he will represent in Argentina: Jubilee, Time, Atlas Performers. There will be LP's by Al Mooney, Bobby Freeman, Piero Sofici, Otto Weiss, George Siravo and Hugo Montenegro.

M. Brenner, Argentina publisher and general manager of Fermata, after traveling to Chile, went to Paraguay where he engaged works and artists for Producciones Fermata. . . . Andy Russell is expected here for TV channel work, and will record for Sicamericana. . . . Yuyu Da Silva (Victor), Brazilian singer living in Argentina, travels once again to France. . . . Columbia is reorganizing its staff. Peter De Rougemont, operating vice-president for Latin America, will remain in the country for six months, and has ordered the unification of Orfeo and Columbia organizations, designating Douglas Taylor as sales manager, Ricardo Pereira for diffusion department, and Orlando Luis Rosenberg for press and publicity.

Philips released a long-play record in Italy by Tullio Gallo, who has recorded 12 compositions from San Remo with chorus and orchestra.

AUSTRALIA

Viking Has Scott Disks on 2 Labels

By GEORGE HILDER
19 Todman Ave., Sydney

Viking Records of New Zealand have concluded agreements for distribution in Australia, with Congress, Canadian-American and Chancellor Records. The two Linda Scott singles currently on the charts, "Bermuda" (Canadian-American), and "Yessiree" (Congress), have been scheduled for release in Australia and New Zealand. All material from the companies mentioned will be issued under the original label and it is planned to have album material in production very shortly.

J. G. Staples, Viking director, stated that his co-directors will be off overseas within the next few months. Murdoch Riley from Wellington will be touring their associates in U. S., Canada, England and the Continent. Ron Dalton of Auckland will travel through the Pacific Islands, obtaining material for the Viking Island catalog of Music.

Disk News

Norman Burns, of Pye Records, is to produce a second single by English singer, Tony Brent. After the success of Brent's version of "That's the Reason," his follow-up will be the oldie, "Till the Clouds Roll By," for release in late April. . . . E.M.I. set April 17 for the first release of the Decca Sound 4

Monophonic High Fidelity recordings. . . . The new Elvis Presley single, "Good Luck Charm," was released by RCA without any ballyhoo March 9. This one came as a surprise to radio stations and fans alike; however, it should not be long before it hits the national charts.

Fee Increase

Harry Willis, secretary of the Musicians Union of Australia, has issued a memo to all recording companies asking for an increase in musicians' fees from 7.7 pounds for three hours' recording to 7.7 pounds for 90 minutes' recording. The union and representatives of the recording companies will meet next week to discuss the 100 per cent increase which Victorian recording companies are paying already. A spokesman for Festival said: "If the rise is granted it will almost double the cost of making a record." The E.M.I. group stated that his firm would not agree to a 100 per cent increase because it would set the recording industry back 20 years. If the increase is granted it will reduce work available for Australian musicians.

Latest Track

"Flower Drum Song" opened at Sydney's Lyceum Theater March 16. Festival Records are tying in with a national promotion with their exclusive sound-track recording. Competitions have been arranged on commercial radio plugging the movie and offering albums as prizes. Window displays featuring blowup photographs of Nancy

Kwan, daybills, Chinese lanterns and curios have been placed in major record retail store windows. Hour shows have been organized exposing the album over Sydney's radio Stations 2GB and 2FC.

Clubs

At the moment two of Australia's biggest record clubs are having a battle to win new members. The World Record Club is advertising for new members and offering an album on joining for 5 shillings, while the Popular Record Club is holding a competition, offering its members a stereogram and 200 LP's as a prize. For every new member introduced, foundation members get one point, and for every record the new member purchases an additional point is awarded the person who introduced that member to the club. The person who secures the most points over an eight-month period wins the prize offered.

EIRE

New Record Has Commercial Ring

By KEN STEWART
Dublin Evening Mail

"Come Down the Mountain, Katie Daly," Eamonn O'Shea's Glenside hit, and one of the most

commercial offerings ever released by the Irish company, has been waxed on Philips by Rose Brennan. Pye denied rumors that Lonnie Donegan would record the song. Sheet music sales, handled by Walton's of Dublin, are doing very well.

"Blue Hawaii," the latest Elvis Presley flick to reach our shores, was originally rejected by the censor's office. Paramount then successfully approached the Appeal Board. The movie is a box-office smash in Dublin and a national Sunday paper competition in conjunction with it has drawn an unprecedented entry list. It is likely that the paper soon will run a contest to find Ireland's best new pop singer.

Record Sales

Thomas Manahan, chief of Irish Record Factors, is particularly pleased with sales of the Everly Brothers' "Crying in the Rain" (Warner Bros.). Regarding general business at present, he told BMW: "Right now there's a drop in sales which, of course, is expected at this time of the year. But we have noticed one significant thing: more LP's are being sold than usual.

"The next big boom period will be summer, when visitors from abroad take their vacations over here. They generally buy Irish albums rather than singles, mainly for souvenirs, but often because of the considerable cut in prices here."

It should be quite interesting to see how Irish buyers react to Gene Chandler's "Duke of Earl," now is-

sued by Columbia. Already there is a certain interest in the disk, but so far no startling sales figures have resulted.

Pye is doing brisk business with a new Kenny Ball EP.

GERMANY

Int'l Disk Stars On German TV

By JIMMY JUNGEMANN
102 Ismaninger Street, Munich 27

Within a week the German TV Network staged three spectaculars of international significance. The "Hotel Victoria" show featured Swiss singer Vico Torriani, Danish singer Vivi Bach, Swedish singer Lil Babs, Austrian singer Peter Alexander, the Munich comedy team of Hildebrandt and Diedrich. U. S. singers the Ink Spots and Trinidad singer Billy Mo guest-starred in another show. Peter Kraus introduced on his own TV show, Mina, from Italy, Gus Backus from the States, and Jorg Maria Berg from Austria. Musical director was Johannes Fehring.

Disk News

Teldec issued the first German record by Paul Anka on RCA: "Love Me Warm and Tender" and "I'd Like to Know"—or "Lauter Liebe Schenk Ich Dir" and "Ein Girl Wie Du."

Popular Radio Music

Every evening millions of European radio listeners tune in AFN-Europe. "Music in the Air" has retained its popularity over the years because it's given listeners exactly what they want in the evening: tasteful music, presented with a minimum of fanfare.

MEXICO

Nat Cole Cuts LP in Spanish

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

During his stay in Mexico, where he appeared at the Senorial nightclub, Nat Cole recorded at the Musart studios an LP in Spanish. It was produced for Capitol by Lee Gillette. Ork was conducted by Ralph Carmichael, on three songs. Nat was accompanied by the Mariachi Vargas, and on two others by the vocal trio Los Delfines. This is the third time Cole recorded an LP outside the U. S.

Disk News

"Disco Importadora" will be the first company, in Mexico, to issue 32 melodies of the 1962 Festival of San Remo. This is a Ricordi recording, played by L. Giudici and his ork. . . . A Committee of Sponsors has been formed, to organize the first Festival of Mexican Song. The sponsors are the Society of Composers, the five big record

(Continued on page 20)



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MUSIC AS WRITTEN

M. DIAMOND WITH PHILIPS . . .

Morris Diamond has joined the Philips label as national promotion manager. He was formerly national promotion manager for Hanover-Signature Records and prior to that with Carlton Records. Diamond will headquarter in Chicago.

LARRY COLEMAN JOINS E. B. MARKS . . .

especially created for him. It will cover work on record albums, both in the U. S. and overseas. In the new post he will work on the entire E. B. Marks catalog, from classical to pop and Latin American, getting Marks copyrights recorded in albums, as well as creating album ideas. Coleman, a young veteran in the business, has been active over many years as a songwriter, publisher, and artist manager.

MYERS TO COLUMBIA MASTERWORKS . . .

Paul Myers has been named associate producer of the Masterworks by a.&r. director Schuyler Chapin, and will supervise recording sessions, etc. Myers was formerly with Kapp Records, where he was co-director of classical a.&r. He also produced a weekly radio show over WQXR in New York.

The Mr. Peacock label, under the aegis of Larry Uttal, is handling national distribution of the Rome label. The Earls recorded for Rome. Uttal's label is also distributing Australian artist Johnny O'Keefe's record of "I'm Counting on You." . . . The Bandbox label in Denver has signed Don May, Sue Lebah and Dean Hayden. . . . The Ford label of New York has pacted thrush Genifer Glenn, guitarist Robert Gallo and warbler Mike Cahill. . . . Rocky Rolf, head of Pelican distributes in New Orleans, has opened a retail record shop in that city. . . . Frances Williams, of the BMI Nashville office, marries Ernest Preston April 13 in Nashville. . . . The Original Piano Quartet gives its first New York concert since 1949 on March 29 at Town Hall, New York, under the auspices of Bob Gardiner, Group used to be called the First Piano Quartet. . . . Irving Fine's new work, "Symphony," was presented last week by the Boston Symphony under Charles Munch.

Vanguard's album "Bonbons Aus Wein" received a Grand Prix du Disque in Paris last week. Another Vanguard album, "18 Century Concert," received a prize at the Mar del Plata Festival in Argentina. . . . Colpix musical director Stu Phillips visits the West Coast this week for a month's stay to record Jimmy Darren, Shelley Fabares, Paul Peterson, Terea Lee and to open his own indie promotion office for the Southeast. He will operate out of Tifton, Ga. . . . Teddy Randazzo flies to Manila June 15 for a two-week stand. . . . Kelly Camarata has joined the Walt Disney music operations. . . . United Artists is excited over sale of Al Caiola's album of "Midnight in Moscow." . . . Grelun Landen, with Hill & Range in New York for the past 12 years, has ankleed the firm and is back home at Playa Del Ray, Calif. He will announce his plans shortly.

Leroy Holmes has exited Everest Records due to the label's shift to the West Coast. He will continue to do conducting and arranging chores as well as recording for MGM. . . . Van Cliburn will record the Rachmaninoff Piano Concerto No. 2 with the Chicago Symphony April 1. . . . Jubilee has signed Don Cornell. . . . Wambach Distributors has moved to larger quarters in both its Pittsburgh and Harrisburg, Pa., locations. . . . Harry Lew, of Stanley Lewis distributes in New York, is excited over his son's forthcoming MD degree from Albert Einstein College of Medicine in May. Lewis is also flipping because his son and daughter-in-law Lynda are expecting a child in April. . . . Herb Reis has moved his publishing firms to new offices in the Brill Building. Bob Rolontz

International News

• Continued from page 19

companies and most publishers. President of the Committee is composer Luis Martinez Serrano, manager of Pham Publishers (Peer). . . . Chilean singer Monna Bell, a resident of Mexico, is scheduled for a visit to Madrid, where she will record an LP for Hispavox. . . . Fritz Hentschel, sales manager of Peerless Records, left (13) for Hamburg, where for six weeks he will study sales and promotional systems of Deutsche Grammophon. . . . H. R. Clark, administrator of Record Manufacturing of RCA International, visited the factory of RCA Victor Mexicana. . . . Next week, Gamma Records will issue two LP's by Ferrante & Teicher, "Golden Hits" and "Great World Themes."

NORWAY

'Sun & Rain' Tops In Eurovision Test

By ESPEN ERIKSEN
Verdens-Gang, Akersgaten 34, Oslo

The new Norwegian diskery and publishing company, Viking Music,

got a flying start when its leader, the musician Kjell Karlsen, won the Norwegian finale in the Eurovision Melodie Grand Prix with the tune "Kom Sol, Kom Regn" (Come Sun, Come Rain), as sung by Laila Dalseth, also a newcomer to the Norwegian platter business.

The record is already on the market, coupled with the Swedish winning tune, "Sol Och Var" (Sun and Spring).

But the Norwegian participant to the European finale in Luxembourg, Inger Jacobsen, also has had her record issued.

Sales

Norway is still the best market in Europe for American pop music, counted by per cent. The best example is shown in today's Top 10 charts, where six out of 10 tunes are American origin.

An interesting fact is that the leading tune in Norway, the RCA recording "Det Var Du Som Sa Nei" by Grynnet Molvig, is an American composition: "Wings of a Dove," as well as the No. 2 platter, "San't ar livet" by Anita Lindblom on Fontana, originally was called "You Can Have Her," also American.

Philadelphia

Sam Goody reportedly looking over locations in other sections of the city and suburbs to expand the operations of his center-city record shop operation. . . . It was a girl in Einstein Medical Center here for the Franny Williamsons. He heads Impala Records. . . . Shel Kagan, former publicist for the Second Fret, local coffee boite, now handling East Coast promotion for the Prestige label. . . . Timers Restaurant in suburban Newtown Square inaugurates a Dixieland policy with Nick Nichols and the Newport Five. . . . Decca Records planning to move its local branch into the building housing Universal Pictures, its subsidiary, at 13th and Vine Street—becoming a next-door neighbor to Chancellor Records. . . . London Records has discontinued its local office. . . . Bill Stein returns his music to the Mayfair Room in the Mayfair House. . . . Frances Scerbo and Michael Del Collo introduce another new label for the local scene in setting up shop at Playgirl Records. . . . A. & L. Distributors handling Seeeco's pressing of "Tipperary," by Oederland ork with Harry Fink handling the promotion. Maurie H. Orodenker

Pittsburgh

Local songstress Tiny Irvin, former vocalist with the Dizzy Gillespie ork, has signed a four-year contract with Coral under her married name of Dolores Velar. Her first platter, due soon, will be "You're My Everything."

Accordionist Tony Lavelli, now at the Showcase, plugging his latest Urania LP, "Tony Lavelli." . . . Bobby Vinton goes to Hollywood in April to plug his new Epic single. . . . The Four Coins follow Ray McKinley and the Glenn Miller ork into the Caravan, New Castle, May 21. . . . Teddy Randazzo opened the new Peppermint Lounge on the site of the former Bali Kea night club in Brentwood. George Claire is booking the acts. . . . Sam Goody's record store is moving soon down the street on Liberty Avenue. Leonard Mendlowitz

Chicago

George Gerkin, Capitol's regional manager here, has been promoted to the Tower on the Coast. Bob Keels, formerly regional manager for Texas, takes over. . . . Nat King Cole opens Saturday night (31) at the Empire Room. . . . Former Kingston Trio-ite Dave Guard opens soon with his new Whisky Hill Singers at the Gate of Horn. He also has an album coming on Capitol. . . . Bob Howe takes over the Lyon-Healy account here. . . . Ralph Cox leaves as Midwest promotion man for Dot. . . . Our good wishes to Barbara Golemme, secretary to Columbia Product Co-ordinator Oldrick von Seekamm, on her recent marriage to Anthony Leonard Tomao, New York engineer. . . . Lou Simon, national sales manager for Philips; Morris Diamond, national promotion manager, and three regional managers will go on the road soon for a series of distributor meetings on the second Philips release due April 5. . . . RCA's Tommy Boyce was a Windy City visitor for a series of hops and visits with radio stations. Next stop is St. Louis.

Stacy Records is putting out a five-pack for the juke box trade. Artist is Al Duncan, recorded live at Chicago Scene, local twist emporium. Stacy recently completed a reorganization, with Lou Reizner taking over as national sales manager in addition to his a.&r. post. Barbara Mathys takes over as head of production. Jim Gaylord stays as president. . . . Attention classical music devotees. Stanislaw Skrowaczewski and the Minneapolis Symphony Orchestra, who record for Mercury, are currently on tour of the Midwest. They'll do an Orchestra Hall concert here April 1. . . . Roland Kirk's Mercury album, "We Free Kings," was selected as the March pick-of-the-month by the German general magazine, Twen. A two-page review was devoted to the recording by the magazine, which also offers the pick for direct sale to its readers. . . . Interest has been revived for a national television show of the National Academy of Recording Arts & Sciences (NARAS) awards. . . . Former Pam Records executive and promotion man Bill Sheppard, joined the Vee Jay promo team. He's the one who gave Vee Jay "Duke of Earl." Nick Biro

Cincinnati

Dick Bowman, former salesman with Is Nathan's Hit Record Distributing Company here, is now working the Midwest territory on promotions for Liberty Records. . . . Tom Moore, until recently with Mel Herman's State Records Distributors here, is handling promotions through the Middle West for Ricar Productions of New York. He is presently concentrating on new singles by Bob Braun, WLW personality; Bobby De Fanno (Paulette) and Tommy Zang (Hickory). Braun's new release on Decca, "Until Death Do Us Part," has already rolled up sales in excess of 9,000 in the WLW area, according to Moore. Braun pitched the tune on the Dick Clark TV-er March 13. . . . George Cooper has shifted from Nashville to Cincy to manage the local Dot Records branch. . . . Larry Welk, son of the band leader, covered the area last week on a Dot promotion.

Hugh Watkins, promotion man with Acme Records, hopped into town last week from Buffalo, where he succeeded in placing the label's artist, Jay Fanning, as a feature of the weekend hops at Fazzio's Capital Hall for a three-week period. While in Buffalo, Fanning is also making radio and TV appearances to plug his new platter, "Church Bells" b-w "Destiny." . . . Coney Island, one of the few remaining strongholds here for traveling bands, last week named Ralph G. Wachs president and general manager, succeeding the late Edward L. Schott. Wachs in recent years had served as vice-president, treasurer and manager of the amusement spot. . . . Art Miller, manager of the local Columbia Records branch, leaves April 2 for New York to assume his new duties as assistant to Al Shulman, general manager of Columbia's Special Products Division. Miller will be succeeded here by William Kelly, for the last several years operation man for Columbia in Detroit. Bill Sachs

(Continued on page 36)

NEWS REVIEW

Top Jazz Acts In Kimberly LP's

Precision Radiation Instruments Corporation, which is responsible for Tops Records, has issued a flock of jazz disks on its low price Kimberly label. LP's comprise jazz items previously issued on the World Pacific and Pacific Jazz labels. Front line artists like Chet Baker, Bud Shank, Hoagy Carmichael, Gerry Mulligan, Chico Hamilton, Bobby Brookmeyer, and Paul Bryant make up the first batch of 10 albums.

For the jazz trade, the low price and high quality of material should prove a potent factor in sales. Among the albums some of the top names in West Coast type jazz are magnificently represented as sidemen. Among them are Art Pepper, Shelly Manne, Curtis Amy, Jim Hall, singer Annie Ross, Freddie Gambrell and Russ Freeman.

Among the best albums are "Swinging Sound Tracks," Chet Baker (2016); "Meet Chico Hamilton" (2119); "This Is the Blues," Paul Bryant and Curtis Amy (2020); "The Legend of Hoagy Carmichael" (2023); "Swinging Broadway" (2024); and "Jazz Festival," a sampler (featuring all the people in the new albums) (2026). The rest of the issue includes "Gerry Mulligan and Annie Ross" (2018); "Brookmeyer and Guitars" (2021); "Percussion Unabridged," with Milt Holland and Roy Harte (2022); "The Talents of Bud Shank" (2025), and a folk blues set featuring Brownie McGhee, Lightnin' Hopkins, Sonny Terry and Joe Williams called "Southern Meetin'" (2017). Jack Maher.

HOUND DOG ON WNJR

NEW YORK—In a move to cash in on recent programming change-overs to pretty music formats by WINS and WHN (WMGM) here, rhythm and blues Station WNJR, Newark, N. J., is extending its nightly "Hound Dog Show" from one hour to two hours.

Bob Leonard, WNJR operations manager, hopes that deejay George (Hound Dog) Lorenz will attract new teen-age audiences (heretofore tuned to WINS or WHN) and ultimately achieve the rating status that Alan Freed once held here in the rock and roll market.

Lorenz will now be heard nightly from 7 to 9 on WNJR. The jock's syndicated show is also carried by WABY, Albany, N. Y., and KXLW, St. Louis. Until this month, Lorenz was also aired over WUFO, Buffalo, but he severed that connection February 9.



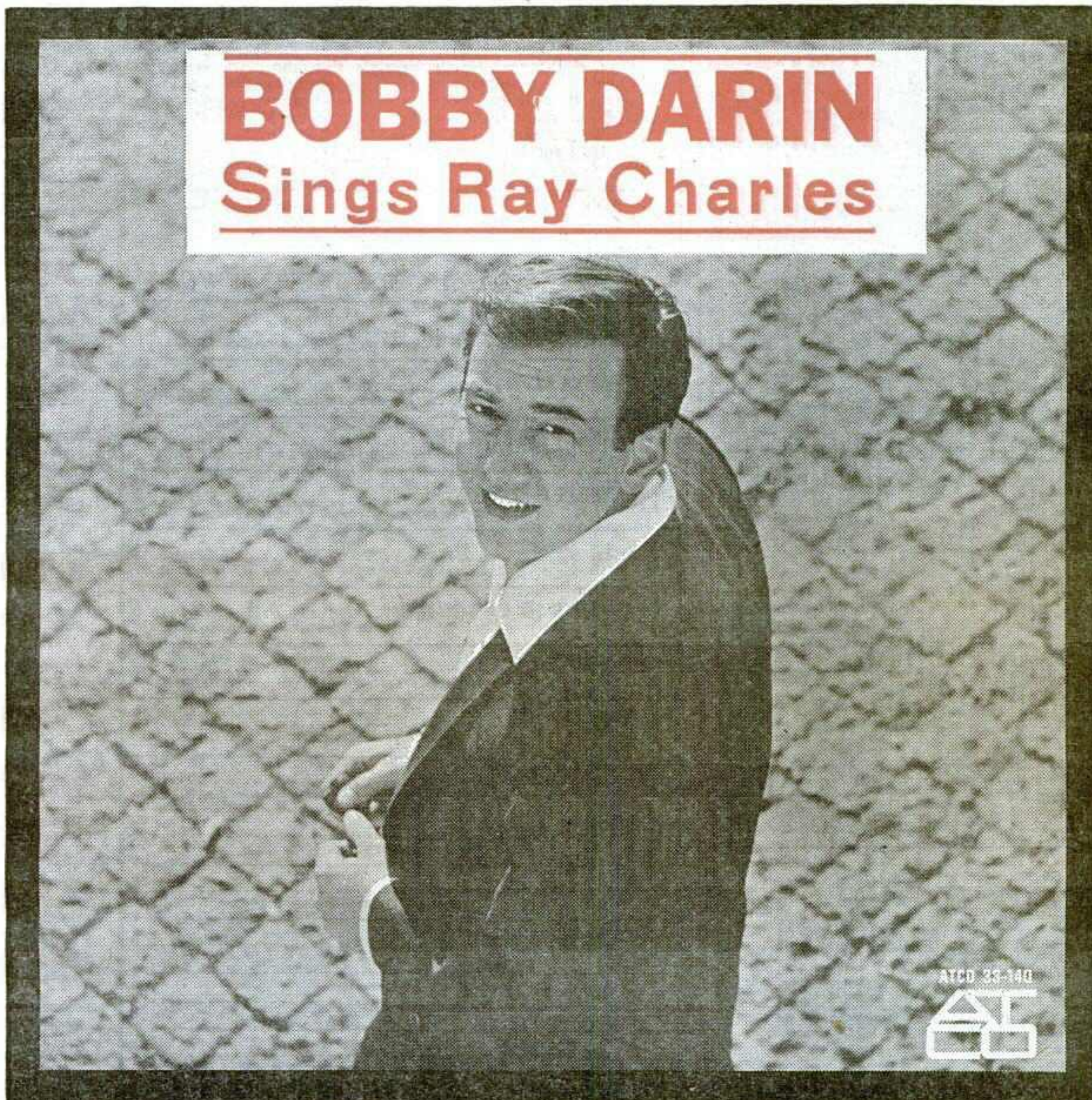
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THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING MARCH 31

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	2	DON'T BREAK THE HEART THAT LOVES YOU	By David-Murry—Published by Francon (ASCAP)	6
2	1	HEY! BABY	By Cobb-Channel—Published by LeBill (BMI)	8
3	3	MIDNIGHT IN MOSCOW	By Solovlev-Sedol-Matusosovsky-Ball—Published by Melody Trails (BMI)	7
4	12	JOHNNY ANGEL	By Pockriss-Duddy—Published by Post (ASCAP)	3
5	9	DREAM BABY	By Cindy Walker—Published by Combine (BMI)	5
6	11	SLOW TWISTIN'	By Jon Sheldon—Published by Woodcrest (BMI)	3
7	7	WHAT'S YOUR NAME	By Claude Johnson—Published by Hill & Range (BMI)	5
8	4	LET ME IN	By Y. Baker—Published by Arc-Kae Williams (BMI)	7
9	8	TWISTIN' THE NIGHT AWAY	By Cooke—Published by Kags (BMI)	5
10	19	GOOD LUCK CHARM	By Aaron Schroeder-Wally Gold—Published by Gladys, (ASCAP)	2
11	5	DUKE OF EARL	By Williams-Edwards-Dixon—Published by Conrad (BMI)	10
12	14	LOVE LETTERS	By V. Young-E. Heyman—Published by Famous (ASCAP)	3
13	20	YOUNG WORLD	By Jerry Fuller—Published by Four Stars (BMI)	2
14	15	SHE'S GOT YOU	By Hank Cochran—Published by Pamper (BMI)	5
15	6	HER ROYAL MAJESTY	By Goffin-King—Published by Aldon (BMI)	6
16	10	CRYING IN THE RAIN	By Greenfield-King—Published by Aldon (BMI)	9
17	13	THE WANDERER	By E. Maresca—Published by Schwartz-Disal (ASCAP)	13
18	26	COME BACK SILLY GIRL	By Barry Mann—Published by Aldon (BMI)	4
19	22	LOVE ME WARM AND TENDER	By Paul Anka—Published by Spanka (BMI)	2
20	28	MASHED POTATO TIME	By Mann-Lowe—Published by Rice-Mill (BMI)	2
21	24	PLEASE DON'T ASK ABOUT BARBARA	By King-Goffin—Published by Aldon (BMI)	2
22	25	WHERE HAVE ALL THE FLOWERS GONE	By P. Seeger—Published by Fall River (BMI)	4
23	—	LOVER, PLEASE	By Bill Swan—Published by Lyn-Lou (BMI)	1
24	16	BREAK IT TO ME GENTLY	By Lampert-Seneca—Published by Northern (ASCAP)	11
25	18	TUFF	By Cannon—Published by Jec (BMI)	8
26	29	I'VE GOT BONNIE	By Gerry Goffin-Carole King—Published by Aldon (BMI)	3
27	—	YOU WIN AGAIN	By A. Domino-D. Bartholomew—Published by Travis (BMI)	1
28	17	PERCOLATOR (TWIST)	By Bideu-Freeman—Published by Meadowlark (ASCAP)	6
29	21	THE TWIST	By Hank Ballard—Published by Jay & Cee-Armo (BMI)	34
30	—	NUT ROCKER	By Kim Fowley—Published by Fowley (BMI)	1

RECORDINGS AVAILABLE

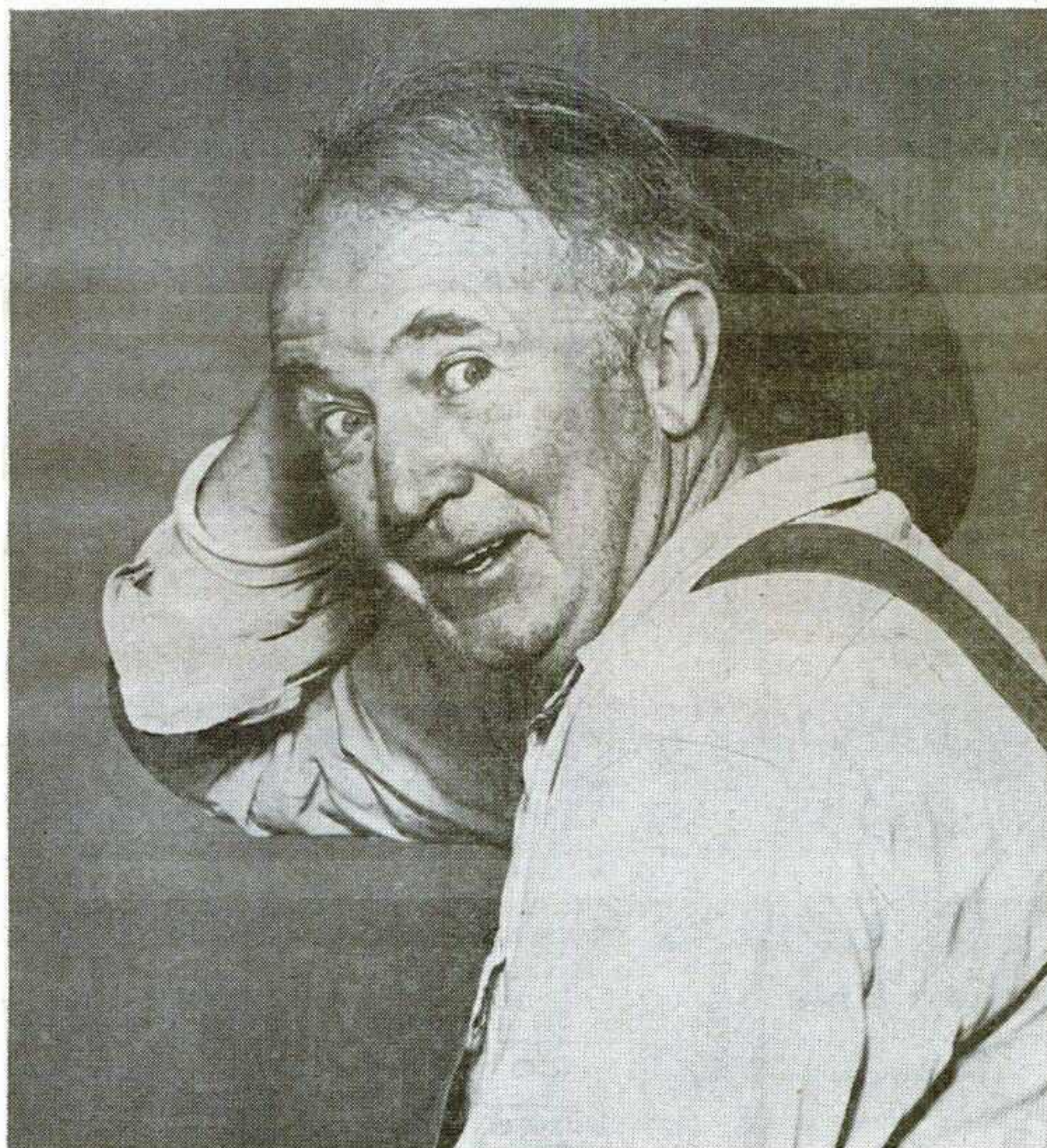
(Best Selling Record Listed in Bold Face)

- DON'T BREAK THE HEART THAT LOVES YOU** — Connie Francis, MGM 13059.
- HEY! BABY**—Bruce Channel, Smash 1731; Ban-Lone, Fidelity 4051.
- MIDNIGHT IN MOSCOW**—Aimable Ork, GNP 180; Kenny Ball, Kapp 422; Jan Bergens, London 10503; Teddy Buckner, GNP 180; Troy Walker, GNP 179.
- JOHNNY ANGEL**—Shelley Fabares, Colpix 621.
- DREAM BABY** — Roy Orbison, Monument 456.
- SLOW TWISTIN'**—Chubby Checker, Parkway 835; Clark Dale, Operators 2009.
- WHAT'S YOUR NAME**—Don & Juan, Big Top 3079; Ray Garnett, Operators 2010.
- LET ME IN**—Sensations, Argo 5405.
- TWISTIN' THE NIGHT AWAY**—Sam Cooke, RCA Victor 7983.
- GOOD LUCK CHARM**—Elvis Presley, RCA Victor 7992.
- DUKE OF EARL**—Gene (Duke of Earl) Chandler, Vee Jay 416; Timmy Reynolds, Operators 2008.
- LOVE LETTERS** — Kitty Lester, Era 306; Val Palmer, Operators 2011.
- YOUNG WORLD**—Rick Nelson, Imperial 5805.
- SHE'S GOT YOU**—Patsy Cline, Decca 31354.
- HER ROYAL MAJESTY** — James Darren, Colpix 622.
- CRYING IN THE RAIN**—Every Brothers, Warner Bros. 5250.
- THE WANDERER** — Dion, Laurie 3115.
- COME BACK SILLY GIRL**—Lettermen, Capitol 4699.
- LOVE ME WARM AND TENDER**—Paul Anka, RCA Victor 7977.
- MASHED POTATO TIME**—Dee Dee Sharp, Cameo 212.
- PLEASE DON'T ASK ABOUT BARBARA** — Bobby Vee, Liberty 55419.
- WHERE HAVE ALL THE FLOWERS GONE**—Kingston Trio, Capitol 4671.
- LOVER, PLEASE**—Clyde McPhatter, Mercury 71941; Dennis Turner, Louis 2002.
- BREAK IT TO ME GENTLY**—Brenda Lee, Decca 31348; Sandy Lynn, Operators 2007.
- TUFF**—Ace Cannon, HI 2040.
- I'VE GOT BONNIE**—Bobby Rydell, Cameo 289.
- YOU WIN AGAIN**—Fats Domino, Imperial 5816.
- PERCOLATOR (TWIST)**—Billy Joe and the Checkmates, Dore 620.
- THE TWIST** — Chubby Checker, Parkway 811; Hank Ballard and the Midnighters, King 5171; Little Sisters, Parkway 815; Ernie Freeman, Imperial 5793; Billy Wade, Operators 1003.
- NUT ROCKER**—B. Bumble and the Stingers, Rendezvous 166; Jack B. Nimble and the Quicks, Dot 10319.

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AND AGAIN...
WITH VIC DANA'S



"I WILL" b/w **"PROUD"**
#81

ANOTHER REASON TO GO LIBERTY IN '62



AND AGAIN... WITH DICK AND DEE DEE'S



"TELL ME"
b/w **"WILL YOU ALWAYS LOVE ME"**
#55412

ANOTHER REASON TO GO LIBERTY IN '62



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

ALBUM REVIEWS

Pop

BOBBY DARIN SINGS RAY CHARLES



Atco 10—This is a tour de force by Bobby Darin, who shows off his remarkable versatility with grooving readings of a flock of Ray Charles' best-known tunes. The sides include "What'd I Say," "I Got a Woman," "The Right Time," "Ain't That Love" and "Hallelujah I Love Her So." Bobby's really cooking here, and the chorus and band backing is solid.

PROVOCATIVE PERCUSSION, VOL. 4



Enoch Light and the Light Brigade. Command RS 834 SD (Stereo)—The succession of three past sets in the "provocative" series has established sales records all over the place, and there is no reason for this newest edition to stray from that pattern. The sound, as usual, is brilliant and clean and a treat for old or new fans of the series. Numbers comprise familiar standards like "I Got It Bad," "Solitude" and newer things like "Make Someone Happy." A "sound" gem.

HEY! BABY AND 11 OTHER SONGS ABOUT BABY



Bruce Channel. Smash MGS 27008 (Stereo & Monaural)—Bruce Channel sings his chart-topping "Hey! Baby" as the lead-off track on this album and that in itself should get the set fine action. In addition, the boy sings an LP about evenly divided between slow rockaballads and fine medium tempo tunes that perpetuate the "Hey! Baby" groove. "Sorry Baby," Roy Orbison's "Dream Baby" and "Baby It's You" are all outstanding tracks. Instrumentation is the same throughout, spotlighting the leader on guitar with harmonica and rhythm.

STRANGER ON THE SHORE



Mr. Acker Bilk. Atco 129—Atco has repackaged this album (released a few months ago under the title "Sentimental Journey") and re-released it under its current title to cash in on Bilk's current hit single "Stranger on the Shore." The side was taken from this LP. Bilk's expressive clarinet solo work is spotlighted on a group of attractive standards, best of which are "Greensleeves," "Take My Lips" and "Brahms' Lullaby."

COME ON IN . . .



Santo and Johnny. Canadian-American CALP 1006 (Stereo & Monaural)—Here's a soothing, tasteful instrumental package for jocks. The masterful guitar solo work of the duo—particularly of Santo—is spotlighted here on a group of oldies and originals. The most spinnable sides of this dreamy mood music LP are "Spanish Harlem" (released as a single), "Rattler," "Theme From A Summer Place" and "Goodnight Irene." Label is offering deal on album (20 free for every 100 purchased) through April 15.

NO STRINGS



Capitol 1695 (Stereo & Monaural)—The new Broadway offering by Richard Rodgers—his first without a partner, has received broad acclaim, and the cast album, featuring the delightful score as interpreted by Diahann Carroll, Richard Kiley, Noelle Adam et al, should receive equal acclaim at counter and on the air. Strong merchandise that's being backed by an all-out promotion.

STATE FAIR



Dot DLP 9011 (Stereo & Monaural)—Here's a powerful teaming up of talent, and one that's sure to get heavy play at all levels. Cast includes Bobby Darin, Pat Boone, Ann-Margret, Alice Faye, Tom Ewell, and all are heard here in the familiar score of an earlier version of the film, plus five new tunes by Richard Rodgers. This one should do plenty of business.

Classical

JOHANN SEBASTIAN BACH: CHORUSES AND ARIAS FROM THE ST. MATTHEW PASSION



Various Artists. Deutsche Grammophon Gesellschaft 136 233 ST 33 SLPEM (Stereo)—Here are selected excerpts from a current four-LP DGG complete performance of what is one of the best known of all oratorios and the best known in the catalog of J. S. Bach. The cast is studied with top names, including Seefried, Fischer-Dieskau and Haefliger. The presence of these names alone warrants dealer attention, plus the fact that this is one of the few available excerpt editions. The cover painting of the Lord's Supper makes this one of the most displayable of recent DGG sets, particularly on the occasion of the impending Easter season.

STRAUSS: SALOME (2-12")



Birgit Nilsson and Various Artists; Vienna Philharmonic Orchestra (Solti). London OSA 1218 (Stereo)—London has added appreciably to its opera catalog of late and here is another addition, not previously in the label's library of complete performances. The Richard Strauss work has few other complete versions available, and even fewer in stereo. Fine sound and the presence of Miss Nilsson should assure sales activity for this two-LP package. The set also contains a booklet with German-English version of the script.

BEETHOVEN SYMPHONIES 1 AND 9 (2-12")



Chicago Symphony Orchestra and Chorus (Fritz Reiner). RCA Victor LM 6096 (Stereo & Monaural)—The competition among recordings of Beethoven's Ninth includes versions by some of the foremost conductors of our era, yet Reiner's reading should find many adherents. It is masculine and moves steadily forward. Vocal soloists for the Ode are Phyllis Curtin, Florence Kopleff, John McCollum and Donald Gramm. An attractive version of the First Symphony rounds out the package.

R. STRAUSS: ELEKTRA



Various Artists. Deutsche Grammophon Gesellschaft SLPEM 136 234 (Stereo)—There are outstanding vocal performances here by a gifted cast that includes Inge Borkh, Jean Madeira, Marianne Schech and Dietrich Fisher-Dieskau. This single disk of highlights have been gathered from the two-disk complete opera package currently available. The Saxon State Orchestra under Karl Bohm's baton provides excellent assistance. The stereo sound is of top quality and as this is the only stereo version available, it should garner many sales from the opera buffs. The very attractive cover should help sales, too.

Children

HUCKLEBERRY HOUND AND THE GHOST SHIP; QUICK DRAW MCGRAW AND THE TREASURE OF SARAH'S MATRESS



Various Artists. Colpix CP 210-210—Two sure-fire entries from the creative producers, Bill Hanna and Joe Barbera. Daws Butler and Don Messick are the writers of both these tales of the lovable but nutty TV heroes of all kiddies, from three on up. First up, children will hear such favorites as Yogi Bear, Huck Hound and a flock of their buddies. The second package brings to the fore the great Quick Draw McGraw with some of his cronies in more of their delirious shenanigans. A powerful release either way you look at it and both sets should sell and sell.

(Continued on page 38)

★★★★ STRONG
SALES POTENTIAL

POPULAR

★★★★ SWINGING ALL THE WAY WITH FRANCES FAYE

Verve V 8434 (Stereo & Monaural)—The veteran nitery entertainer has a solid following and her fans should dig this package of great oldies, each wrapped up in the gal's unique, showmanly vocal style. Selections—all prime jockey wax for hip spinners—include "Do Nothin' Till You Hear From Me," "There Will Never Be Another You," "That's All," etc. Expressive drawing of Miss Faye on cover gives package effective display value.

LOW PRICED POPULAR

★★★★ LIVING VOICES SING SONGS OF MOONLIGHT AND ROMANCE

RCA Camden CAL-CAS 683 (Stereo)—The Living Strings packages have a strong following and this vocal version, featuring the same lush treatment of standards, should find equal favor with buyers. The package of lushly arranged standards is eminently listenable and fine programming material.

★★★ MODERATE
SALES POTENTIAL

★★★ SWINGING BIG SOUND Don Jacoby and the College All-Stars. Decca DL 74241 (Stereo & Monaural)

(Continued on page 38)

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.



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GEORGE MAHARIS

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"TEACH ME TONIGHT"

C/W "AFTER THE LIGHTS GO DOWN LOW"



RECORDS

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

SINGLES REVIEWS

Pop

GENE PITNEY



THE MAN WHO SHOT LIBERTY VALANCE (Famous, ASCAP) (2:49)—This Western-type saga song, inspired by the forthcoming picture of the same name, is handed a powerful performance by Gene Pitney. The ork backing and choral work is very interesting, too. Could be big. Flip is "Take It Like a Man" (Trio, BMI) (2:20) **Musicor 1020**

THE KINGSTON TRIO



JANE, JANE, JANE (Vivid, BMI) (2:50)—The lads follow up their big hit "Where Have All the Flowers Gone" with a stylish reading of a bright folk effort here. Fancy guitar work helps their vocal. Flip is "Scotch and Soda" (Beechwood, BMI) (2:30) **Capitol 4740**

THE CORSAIRS



PLL TAKE YOU HOME (Sunflower-Annie-Earl, ASCAP) (2:30)—The group has a sock item here that should do as well as their hit "Smoky Places." It's a soft ballad, sung with feeling by the group and lead Jay Uzzell, and backed with an unusual arrangement. Flip is "Sittin' on Your Doorstep" (Sunflower-Abilene-Annie-Earl, ASCAP) (2:15) **Tuff 1818**

FLOYD CRAMER



THE FIRST HURT (Cigma, BMI) (2:17)—**LOVESICK BLUES** (Mills, ASCAP) (2:04)—The lovely piano work of Floyd Cramer makes the top side another potential smash for the pianist, who is backed here with a large band. "Lovesick Blues" is a swinging, happy instrumental side. Strong wax. **RCA Victor 8013**

THE VELVETS



DON'T LET HIM TAKE MY BABY (Arch, ASCAP) (2:37)—The Velvets should have another hit with this warm rockballad, which is sold with feeling by the lead over good support from both group and ork. Flip is "The Love Express" (Arch, ASCAP) (2:10) **Monument 458**

LINDA SCOTT



COUNT EVERY STAR (Paxton, ASCAP) (2:32)—A first-rate performance by Linda Scott of the lovely oldie, on which she gets a lot of support from an unusual band arrangement. Side is from the lass' recently issued album on the label. Flip is "Land of Stars" (Tybee, BMI) (2:01). **Canadian-American 133**

LITTLE WILLIE JOHN



MISTER GLENN (Tanridge-Lois, BMI) (2:49)—Here's a fine record in praise of the Glenn space flight. Side has a great beat, ingratiating humor and topical pull. Should be a big one in both the pop and r.&b. fields. Flip is "Until Again My Love" (Pandora, BMI) **King 5628**

FOUR COINS



COME A LITTLE BIT CLOSER (Valley-Trio, BMI) (2:18)—The boys have their best side in some time here. The catchy tune is wrapped up in a highly effective revivalist-type arrangement. Unusual side which could move out fast. Flip is "Windows of Heaven" (Quartet, ASCAP). **Jubilee 5419**

MARY PETTI



THE PASSING PARADE (Sheldon, BMI) (2:15)—**THE EDGE OF THE WORLD** (Travis, BMI) (2:35)—Here's a new canary with a sock vocal style, reminiscent of Kay Starr and Teresa Brewer. She sells "The Passing Parade," a lively march-tempo ditty, with plenty of vitality and showmanship. She's equally effective on the flip, a moving dramatic theme. **RCA Victor 8015**

JOHNNY AND THE HURRICANES



SALVATION (Vicki, BMI) (2:12)—The old "Bringing in the Sheaves" religious chant is accorded a sock instrumental treatment, with an exciting revival-meeting flavor and a lively beat. Has an exciting sound. Flip is "Miserlou" (Colonial, BMI) (2:14) **Big Top 3103**

THE VOLUMES



I LOVE YOU (Chriss, BMI) (2:30)—The Volumes' recording of "I Love You," a teen-slanted rocker sung with feeling by the group, is already grabbing Detroit action. It has been picked up for national distribution by Jay-Gee, and it could be gig. Flip is "Dreams" (Chriss, BMI) (2:15). **Chex 1002**

RICK AND LANCE



WHERE THE FOUR WINDS BLOW (Rumbalero, BMI) (2:15)—Rick and Lance turn in a smooth and attractive reading of "Where the Four Winds Blow," a warm ballad on the order of "Greenfields." Side has a good sound and a chance for big action. Flip is "Good Buddy" (Vicki, BMI) (2:34) **Bigtop 3105**

The correct number of Ace Cannon's "Blues (Stay Away From Me)" and "Blues in My Heart," which was picked last week, is Hi 2051.

Sacred

WILMA LEE AND STONEY COOPER



MATTHEW 24 (Russ Hull, BMI) (2:45)—**HAVE FAITH IN ME** (Backwoods, BMI) (2:46)—The fine country singing pair turn to two moving sacred songs. Both are done with sincerity and heart and Stoney delivers an effective recitation on the "Faith" side. Both should get strong reaction. **Hickory 1167**

SPECIAL MERIT SINGLES

Pop Disk Jockey Programming

THE LIEBER-STOLLER ORK

★★★★ **CAFE EXPRESSO** (Trio, BMI) (2:12) United Artists 441

THE STRING-A-LONGS

★★★★ **SUNDAY** (Salve Regina) (Dundee, BMI) (2:19)
 ★★★★★ **TWISTWATCH** (Dundee, BMI) (2:02) Dot 16331

AL HIRT

★★★★ **TALKIN' 'BOUT THAT RIVER** (Progressive, BMI) (2:12) **RCA Victor 8016**

Pop Talent

GENE STRIDEL

★★★★ **ONE MORE FOOL AND ONE MORE BROKEN HEART** (Beechwood, BMI) (2:16) Verve 10247

★★★★★
STRONG SALES POTENTIAL

AL HIRT

★★★★ **Talkin' 'Bout That River**—RCA VICTOR 8016—The Ray Charles tune is handed a fine performance by Hirt on trumpet, supported by a fem vocal group

and fine rhythm backing. Worth spins and could grab juke loot. (Progressive, BMI) (2:12)

★★★★ **Al Di La**—From the current flick

"Rome Adventure" comes this pretty tune which is played warmly by the trumpet men here. It's a strong side for deejay programming. (Witmark, ASCAP) (2:17)

THE STRING-A-LONGS

★★★★ **Twistwatch**—DOT 16331—Infectious instrumental treatment of a catchy rhythm-rocker with danceable tempo and solid guitar solo work. (Dundee, BMI) (2:02)

★★★★ **Sunday** (Salve Regina)—Romantic theme is wrapped up in poignant guitar solo treatment on this melodic instrumental. Nice jockey side. (Dundee, BMI) (2:19)

THE BROTHERS FOUR

★★★★ **Darlin' Sportin' Jenny**—COLUMBIA 42391—Another folksy medium tempo from the Brothers. This is the same tune that's known as "Whisky in the Jar." The side has great potential for the boys, for it has a beat humor and charm. This might be one to watch. (Melody Trails, BMI) (2:35)

★★★★ **Slowly, Slowly** (Fleure Mon Amour)—This is the theme from "La Fayette" a forthcoming film. Side is in the lovely, soft Brothers Four ballad groove and should get much exposure through its pic tie-in. (Cromwell, ASCAP) (2:55)

ELLA FITZGERALD

★★★★ **Call Me Darling**—VERVE 10248—Soft music programming deejays should find this new side by Ella right in their groove. The lass sings the lyric with a fine feeling, in a very slow tempo, a smart ork backing

(Continued on page 43)

SINGLES REVIEW POLICY

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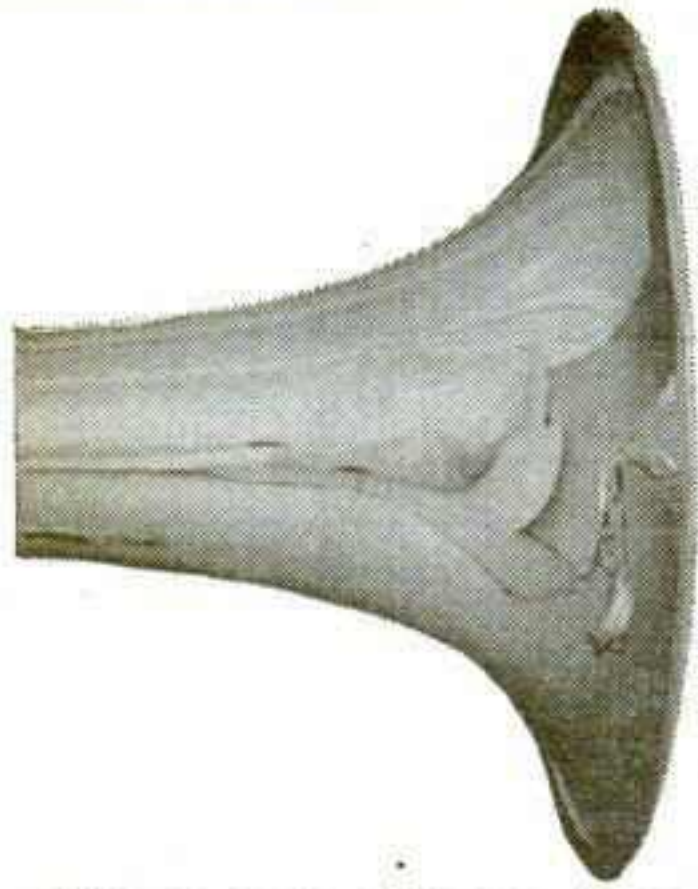


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Special exhibit areas in the 200,000-square feet of the Trade Show have been allocated to: HI-FI and stereo equipment • Organs—pianos • Music—band instruments • Recording companies • Radio-TV equipment • Electronic equipment • Communication equipment • Publications—Publishers.



Germans Prep Big Invasion of U. S. A.

HAMBURG — Americans this year will sing a different tune—in fact, probably more foreign tunes than any year yet, and a record number will be German.

Brash or merely self-assured, the Germans are talking about turning Tin Pan Alley into Sauerbraten Alley. For the Germans, this is the year of the great American invasion.

Last year, the Germans scored just enough in the American music market to get them heady: This year more German tunes will be exposed very likely than in nearly all the postwar years combined.

This year, the Germans are even scorning translation in tackling the U. S. market. For example, Gus Backus, one of the brightest of the rising German singing stars, will bring out three titles in English—"Queen of the Stars," "A Little Kiss," and "Priscilla."

Bert Kaempfert, who scored big last year in the U. S. with his "Wonderland by Night," expects to have a half dozen U. S. hits in 1962.

Invasion Plans

This year they have a base from which to compete against American singers. The same can be said for German music. Aside from "Wonderland by Night," tunes such as "Calcutta," "Pepe," and "Sailor" rang top-tune bells.

Every major German music house has a special program for 1962 aimed at the American market. Last year proved that it can be done; this year the Germans intend doing it.

In this connection the German trade expects to get heavy promotion mileage from the 14th annual disk jockey poll of Billboard Music Week. Trade circles here are ecstatic about outcome of the poll, which placed four German artists—

Caterina Valente, Bert Kaempfert, Lolita, and Kurt Edelhagen—among the top 10 international artists.

The Germans placed two titles among the five top international music titles — "Wonderland by Night" and "Wooden Heart"—and another title—"Calcutta"—on the top LP list.

Save That Schmaltz
German diskeries have been conducting a series of U. S. market surveys in preparation for this year's big push. These surveys agree
(Continued on page 42)



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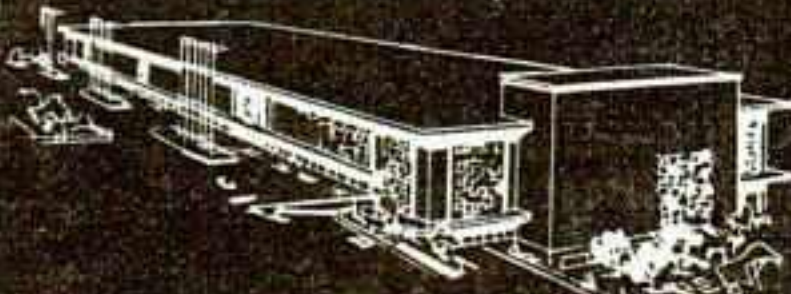
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John W. Brennock, Director of Exhibits,
WORLD'S FAIR OF MUSIC & SOUND
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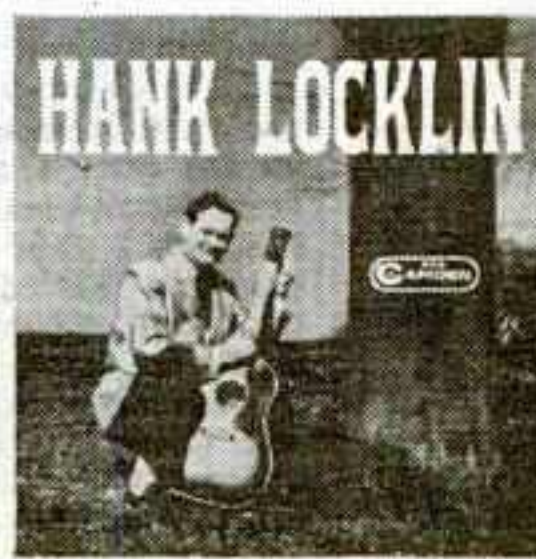
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| <input type="checkbox"/> CAL/CAS 691 | <input type="checkbox"/> Geraldo Plays for Dining and Dancing | |
| TWIST | | |
| <input type="checkbox"/> CAL/CAS 713 | <input type="checkbox"/> The Big Twist Hits/Charlie "Hoss" Singleton Combo | |
| HAWAIIAN | | |
| <input type="checkbox"/> CAL/CAS 672 | <input type="checkbox"/> Great Standards with a Hawaiian Touch/Leo Addeo Orch. | |

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| MONO | STEREO | COUNTRY AND WESTERN |
| <input type="checkbox"/> CAL/CAS 686 | <input type="checkbox"/> The Country Side of Jim Reeves | |
| <input type="checkbox"/> CAL 689 | <input type="checkbox"/> Country Music Hits/Don Gibson, Eddy Arnold, Hank Snow, others | |
| SACRED | | |
| <input type="checkbox"/> CAL 618 | <input type="checkbox"/> The Keys to the Kingdom/Blackwood Brothers | |
| <input type="checkbox"/> CAL 663 | <input type="checkbox"/> Stop, Look and Listen for the Lord/Statenmen Quartet | |
| POP VOCAL | | |
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RCA CAMDEN

THE BIGGEST "SOUND" VALUE AT ANY PRICE

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.

**KETTY LESTER
(Era)**



BOOKING OFFICE: William Morris. **HOME TOWN:** Hope, Ark. **EDUCATION:** College. **BACKGROUND:** Songstress Ketty Lester was studying to be a nurse at City College, San Francisco, when the director of the college's choral group took notice of her and suggested she join his chorus. He later introduced her to the director of a theatrical group connected with the University of California called the Strawhatters. She

studied singing and acting and then enrolled at San Francisco State College for additional courses in music. Next she tried out for a job at San Francisco's noted nitery, the Purple Onion, and remained there for 14 months. While touring Europe with a theatrical group, Cab Calloway caught one of her performances and added her to his troupe which toured extensively throughout South America. Miss Lester joined Era Records when two young a.&t. men, searching for a different sound, asked her to sing what she liked best. The label heard the result and signed her to a five-year contract.

LATEST SINGLE: Her debut disk spinning on the Era label tagged "Love Letters" is on the brink of making the Top 10 of the Hot 100.

**PAUL PETERSON
(Colpix)**



BIRTHDAY: September 23, 1945. **HOME TOWN:** Glendale, Calif. **EDUCATION:** High school. **BACKGROUND:** Young Peterson, who plays the role of Donna Reed's young son on TV's "The Donna Reed Show," says he wants to go to the University of Southern California and study to be a mechanical engineer. Meanwhile, the young man also has a firm foothold in the film world as well as in television and now,

in addition, in records. He got his start in show business when his drama teacher obtained an interview for him at the Walt Disney Studio. A few weeks later the talented lad became a member of "The Mouseketeers." His other TV credits include appearances on "Lux Video Theater," "GE Theater" and "Playhouse 90." He has had roles in "This Could Be the Night" and "Houseboat."

LATEST SINGLE: Peterson's initial waxing for Colpix, a very hot label these days, is "She Can't Find Her Keys." This potent platter moves into the No. 38 slot this week as a Star Performer.

**FM Stereo, ASCAP Bid
Take NAB Meet Spotlight**

• Continued from page 4

the All-Industry TV committee would be exceeding its rights of representation if it agrees to take the ASCAP rate cut for television at the cost of divorcement of broadcasters from BMI. Many feel the result will be a weakening if not total annihilation of BMI, resulting in possibly larger ASCAP demands on radio stations in the future.

With music now an integral factor in all TV programming, live or filmed, and the very backbone of today's radio programming, the issue may well take precedence over the customary hassles over FCC "censorship" and network programming practices, which have characterized most NAB conventions of recent years.

Sunday, April 1, will be FM Day at the four-day convention. The afternoon will be given to various aspects of FM Stereo, under the baton of Ben Strouse, president of WWDC, AM-FM, Washington, and chairman of the FM Radio Committee of the NAB. The morning session of FM Day will be programmed by the National Association of FM Broadcasters, the sales arm of FM, and will be devoted to

techniques and problems in selling FM time.

**Crosley Broadcasting
Celebrates 40th Anni**

CINCINNATI — The Crosley Broadcasting Corporation observed its 40th anniversary with special hour-long programs on both WLW radio and WLW television Thursday (22), the anniversary date, and Sunday (25). Throughout the day, Thursday, the station presented vignettes of its 40-year history narrated by Jack Gwyn.

On Sunday, from 6:30 to 7:30 p.m. WLW-TV originated a special anniversary show which was seen in Dayton, Ohio; Columbus, Ohio, and Indianapolis, with Peter Grant and Jack Gwyn hosting and narrating the highlights of 40 years of broadcasting. Many well-known stars of today who began their careers at the Nation's Station were seen as they appeared before the WLW microphones.

**PROGRAMMING
PANEL**

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

THE QUESTION

Do you have any special promotions or programming ideas which are designed to build better relationships with local schools and students?

THE ANSWERS

**DAVE PRINCE
WKMH, Detroit**

Station WKMH deejays lead yells at the high schools each fall. We have our own WKMH cheerleader sweaters, megaphones and a special series of yells, using the deejays' names, call-letters, etc. I also sponsor a "Back to School" contest each fall in co-operation with the Michigan Education Association, giving away 10 wrist watches to the 10 best letters. The MEA will incorporate the idea throughout Michigan next fall.



**BOB BRAUN
WLW, Cincinnati**

During the year two of my sponsors (Coca-Cola and Parkmoor Restaurants) present by "Bandstand" show at various school dances in the area. With the proceeds from these dances, the schools buy such things as band uniforms, scoreboards, etc.



This is an excellent way for the schools to receive entertainment and profit as well. We also have counselors from various high schools for "Bandstand" to keep abreast of what the teen-agers want.

**BRUCE BRADLEY
WBZ, Boston**

The following information may sound a bit fanciful, but it's all true. WBZ has created a high school: Nutley Nutritional High. We print brochures describing available courses, like Simple Surgery with Power Tools and Luau Etiquette. We award diplomas and issue parking permits. We do remotes from fictitious Nutley record hops. Nutley's Alma Mater is, "They're removing grandpa's grave to build a sewer." Our principal's name is Geronimo St. Cyr. Aren't you glad you asked? Incidentally, it's copyrighted, so watch it!



**GIVE TO DAMON RUNYON
CANCER FUND**

VOX JOX

By JUNE BUNDY

CLASSICAL CORNER: Jack Campbell, KVO, Tulsa, Okla., send kudos on BMW's recent classical music special. In reference to our story on the "Music 'Til Dawn" series, he writes: "I wanted to second your observation that the classics are gaining in popularity. I emcee a classical music show, "Music for Pleasant Dreams," from 12:30 to 4:30 a.m., six times a week. The show is sponsored by a wealthy Tulsa businessman, R. J. Pleasant, who brought it four years ago, simply because he felt there should be a classical music show available to the area.

"We program it light-to-heavy-to-light. The first hour is light and semi-classics; the second devoted to a full-length work; followed by a half hour of waltzes, an instrumental soloist, and 15 minutes of chorale work. Then we go heavy again for 30 minutes of a shorter, complete classical work. Following this we wake 'em up with a quarter hour of marches and close with 15 minutes from a Broadway show album or medley. Like Bob Hall, we stick mostly with the familiar staples and avoid the modern works.

"We conducted a week-long mail campaign recently without a give-away gimmick or anything to 'buy.' We pulled a 400-card response from 166 cities in 17 States and one Canadian province. Now, I know you have more impressive success stories from stations in larger markets, but that is not my point. This demonstrates to me an interesting show of listenership to classical music at such hours out in this neck of the woods, too. The leading local record stores maintain a large classical inventory and admit to moving the classic (records) without difficulty."

MORE MARATHONS: Elvis Presley (the Bing Crosby of his day) and the durable Crosby himself were saluted recently by marathon broadcasts of their records. Station WJAS, Pittsburgh, staged a "Bing Crosby Day," March 11, 16 and 17, a 24-hour salute featuring a flock of vintage Crosby wax. The outlet also played disks by artists closely associated with the "old groaner"—Bob Hope, Louis Armstrong, Rosemary Clooney, etc.

"Elvis Presley Day" was celebrated by WTBS, Cambridge, Mass., on St. Patrick's Day. During his two-hour "Rock-N-Rol Memory Time" show, deejay George W. Hippisley Jr. played only Presley platters — programming entirely from phone requests. Hippisley notes that: "44 selections were played, representing the first 50 requests. Of these 50, only six were released after Presley's Army entrance. Station WTBS is a college campus station run entirely run by a student staff of 70 people. In line with this, Hippisley comments: "Our engineering staff boasts 17 FCC First Class Radiotelephone tickets. We feel this must be some sort of record."

CHANGE OF THEME: There has been a personnel shuffle at WXYZ, Detroit, but program director Bob Baker reports that the station's programming will remain the same. Marty McNeely is leaving the station, and Lee Alan is returning in the 7 p.m.-midnight spot. Joe Sebastian, heretofore night man, is taking over the 3-7 p.m. time slot, and Paul Winter, formerly afternoon man, is moving into the 11 a.m.-3 p.m. seg. Bill Atkins, ex-program director at KILE, Galveston, Tex., has just joined KRBC, Abilene, Tex., as p.d.

Hairy Holland, formerly manager of KXLY, Spokane, has joined KVI, Seattle, in the 7 p.m.-midnight time slot. His show will be partially directed to college students in Western Washington. He will report on campus activities, and sports, interview student correspondents, etc. . . . Dick Drury, program director of WIL, St. Louis, will wed Patricia Longo, program

(Continued on page 34)

YESTERYEAR'S HITS

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

**POP—5 Years Ago
March 30, 1957**

1. Party Doll, B. Knox, Roulette
2. Round and Round, P. Como, RCA Victor
3. Butterfly, C. Gracie, Cameo
4. Butterfly, A. Williams, Cadence
5. Teen-Age Crush, T. Sands, Capitol
6. I'm Walkin', F. Domino, Imperial
7. Little Darlin', Diamonds, Mercury
8. Young Love, T. Hunter, Dot
9. Marianne, T. Gilkyson, Columbia
10. Why, Baby, Why!, P. Boone, Dot

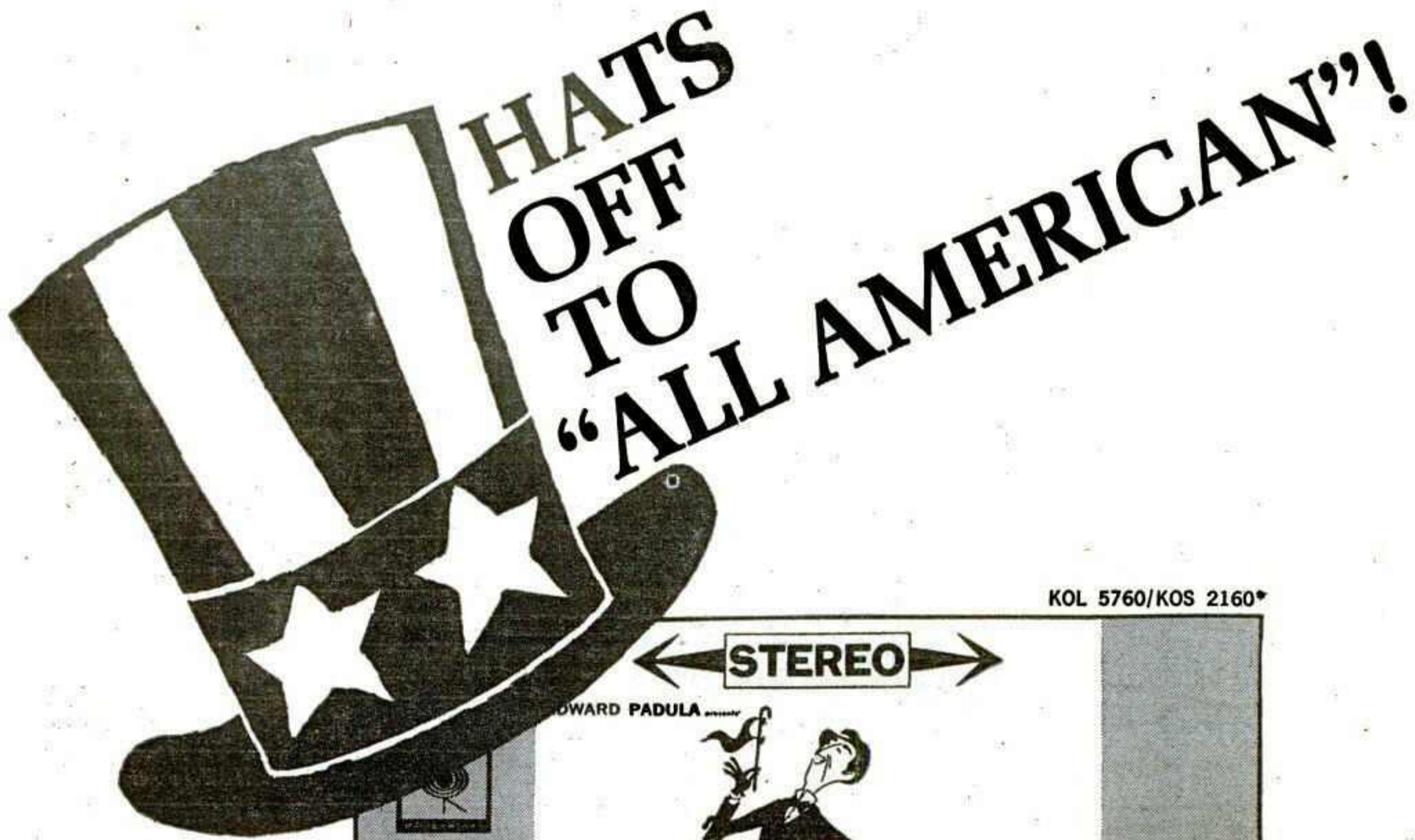
**POP—10 Years Ago
March 29, 1952**

1. Wheel of Fortune, K. Starr, Capitol
2. Cry, J. Ray, Okeh
3. At Last, R. Anthony, Capitol
4. Any Time, E. Fisher-H. Winterhalter, RCA Victor
5. Blue Tango, L. Anderson, Decca
6. Blacksmith Blues, E. M. Morse, Capitol
7. Tell Me Why, Four Aces-A. Alberts, Decca
8. Blue Tango, H. Winterhalter, RCA Victor
9. Wheel of Fortune, B. Wayne, Mercury
10. Bermuda, Boll Sisters, RCA Victor

RHYTHM & BLUES—5 Years Ago—March 30, 1957

- I'm Walkin', F. Domino, Imperial
Lucille, Little Richard, Specialty
Love Is Strange, Mickey & Sylvia, Groove
Blue Monday, F. Domino, Imperial
Just Because, L. Price, ABC-Paramount

- Party Doll, B. Knox, Roulette
Come Go With Me, Little Jr. Parker, Duke
Jim Dandy, L. Baker, Atlantic
Little Darlin', Diamonds, Mercury
Next Time You See Me, Little Jr. Parker, Duke



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Nadel—N.Y. World-Telegram & Sun



"Enormous vitality...roughhouse rowdy fun"
Coleman—N.Y. Daily Mirror



"Packs wallop...lively, bright and bouncy"
Glover—Associated Press

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WITH THE COUNTRY JOCKEYS

By BILL SACHS

Jimmy Copeland, writer of "Please Don't Let Her Know," has joined Station KIKK, Houston, to spin two and a half hours of c.&w. music daily. . . . KCUL, Dallas-Fort Worth, 50,000-watt country music station, recently officially premed its new studio in the Sportatorium, Dallas, home of "Big D Jamboree." KCUL deejay and assistant manager Lawton Williams conducts an hour-long disk show from the new location from 5-6 p.m. each Saturday, spicing each program with interviews. . . . Fred Lewis has debuted a new c.&w. platter show on WFBL, East Syracuse, N. Y., and puts in a plea for the latest releases from artists and diskeries. Seg runs three hours nightly, Monday through Saturday. Lewis puts in his spare-time booking c.&w. talent in the area.

Tom Reeder, deejay and general manager of WARI Radio, Abbeville, Ala., typewrites that he's still pushing eight hours of country music daily plus a new Sunday seg which he originated recently titled "The Tom Cat Top 10." "On the latter," writes Tom, "I feature the Top 10 country songs of the week and review the new releases." "This way I let the audience decide which ones they like best. They pick the hits! The program is sold out solidly in 15-minute segments and the sponsors are happy." . . . Don Pierce, of Starday Records, Box 115, Madison, Tenn., invites deejay to write in for a copy of Del Wood's new Mercury album, "Ragtime Goes South of the Border!"

Starday artist Dick Van Hale has records available on "I Couldn't Say" b-w "The Only One." Write him at 2120 Minnehaha Avenue, South Minneapolis, Minn. . . . Vern Pettera, of WCOW, Sparta, Wis., reports that service from the diskeries is lax in his territory and that he is badly in need of wax for his daily shows. . . . Bubby Morris, P. D. at KDAN, Eureka, Calif., says he is mulling plans to increase the station's c.&w. programming but needs help, in the way of releases, from artists and diskeries. . . . Uncle Ray, of Station WBNT, Oneida, Tenn., typewrites that he has available a supply of new rec-

ords by Jeff Parnell and the Starlight Boys which he'll be happy to send to deejays who'll write him on their station's letterhead. Latest by Parnell and his lads couples "So Lonely" and "Lonely Heart," both country all the way.

Vern Weegman, of KTCR Radio, Minneapolis 27, writes: "In just a month we will be going on the air with his brand new radio station, broadcasting all country and western music to a market which we know really supports c.&w. programs. We are in need of singles and albums." . . . Tommy Cole, 15-year-old songwriter, was a recent visitor at WHIS-TV, Bluefield, W. V., to plug his new tune, "Shirley Ann," as recorded by Cecil Cline, WHIS-TV deejay, on Blue Hen Records. Flip side is "Do Drop In," written by General Robert E. Lee Stevenson, ASCAP writer of Elkton, Md. Deejay samples may be had by writing to Blue Hen Records, 136 West Main, Elkton, Md.

Tex Clark and the American Folk Musicians' Association is leasing free to radio stations 15-minute portions of the "Ohio Barn Dance," aired from the stage of the Eclair Theater, 7604 St. Clair Avenue, Cleveland, each Saturday night. Clark reports they now have 10 stations on their country music network. If you're interested in the free service, drop Clark a line. . . . Dave Carter, formerly with ZBM Radio, Hamilton, Bermuda, has been engaged to handle c.&w. music on CJLX, Fort William, Ont. He has an hour each afternoon billed as "Carter's Corner," plus a two-hour show, "Red Barn Hayride," on Saturday nights. His taped shows are still heard via ZNS in Nassau, Bahamas. Valerie, gal singer heard on Majestic Records and who worked with Carter in Bermuda, is a feature on Carter's Saturday night show.

Jim Clark has just inaugurated the first country music disk show on WEEL, Fairfax, Va., which he says is the first all-night country show in the Washington area. He reports further that response to the

Laughs Mark NARAS Top 40 Debate

thereby, enhanced the importance of those artists as LP sellers.
Type of Music Questioned
Johnny Green questioned the type of music Top 40 radio has brought to the fore, and asked that Crowell-Collier's Blore support with details an earlier statement that Top 40 has helped launch numerous important artists.

Blore's point was that Top 40 radio presented a representative cross-section of current disk releases and doesn't favor one type of music over another. Green said if it is true that all types of music receive equal radio exposure in Top 40 then he wasn't so sure he opposed it.

Blore Says KFWB No. 1
To support his position that Top 40 radio is what the public wants, KFWB's Blore claimed his station is No. 1 in audience ratings in this market. KNX's Crane shot back with the implication that if KFWB does have the largest following, is that audience composed of teenagers? Blore replied that audience studies prove KFWB's heaviest following is in the 18 to 39-year-old bracket.

Cavanaugh contended that Top 40 radio provides an unbalanced reflection of the record business in that it devotes almost all of its time to singles while actual disk

dollar volume shows some 75 to 80 per cent of the record industry's sales coming from LP's. Bennett and Blore both countered with examples drawn from BMW's LP chart as albums recorded by artists

WNEW Affil Stations Get Live Music

Continued from page 4

which is heartily approved by the AFM.

All of the specials are un-sponsored, because scale would be higher if commercials were carried during the programs.

Others Dig Scene
Meanwhile, a few other non-network stations across the country are also getting into the live music show scene with increasing activity. For example, Station KOIN, Portland, Ore., recently expanded its live-music programming to a full four hours a day, via the addition of "The Little Show," a daily program featuring harpist Frances Pozzi and organist Glenn Shelley.

Station KING-FM, Seattle, started a new weekly half-hour live music jazz show March 7. The

NARM Theme

Continued on page 32

ord rack sales including the total annual gross volume accounted for by members of NARM, at the business session of Monday, April 9.

The following day, Dr. Alton Moody, assistant professor of marketing at Ohio State University, will discuss the opportunities for growth available to disk merchandisers and the problems accompanying these opportunities. Assisting Dr. Moody in preparing the presentation were Edward Snider, of Edge, Ltd., Washington, and James Tiedjens, of Musical Isle Record Corporation, Milwaukee.

whose names first appeared on BMW's "Hot 100" list, thanks to repeated exposure by Top 40 radio.

Composer ("Body and Soul," etc.) Green asked, "What is Top 40 radio doing to develop composers? What composers has it brought to the attention of the nation who can compare to . . ." the song world's greats of the past? Liberty artist and repertoire director, Snuff Garrett, replied from the audience that many great young contemporaries exist who have given today's music world some of its outstanding rock and roll classics.

Crowell-Collier president, Bob Purcell, speaking from the audience, countered Green's ridiculing of rock and roll songs by naming such yesteryear favorites as "The Hut-Sut Song," "The Music Goes 'Round and Around," "Three Little Fishies," among others, contending that similar nonsense songs existed in the past.

program, emceed by Jim Wilke, originates from a local nitery, the Penthouse, and features Dick Palombi's Subtletones and various guest artists. Anita Day and Ernestine Anderson are among those who have guested on the show.

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Tamla #54058

... And the Gal Who Sells
MARY WELLS
THE ONE WHO REALLY LOVES YOU
Motown #1024

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Teens Call Tune, Name The Artist in Hot New LP's

NEW YORK — Frank Sinatra, who hasn't had a single hit for a week, appears to be on his way to a strong one on Reprise with "I'll Be Seeing You," according to a number of dealers in New York. That Monte seems to be heading for his second hit is a new one with "Water Not Wine" on Warwick. The latter singer's first single in the American market was "My Kind of Girl." The other new platter grabbing initial action in this city is the Ferraro and Robinson duet of "Tonight" from "West Side Story" on the United Artists label.

Of the records that have been

KEFAUVER TO ADDRESS THE

getting action for a number of weeks the biggest sellers are the Marcol's swinging dinking of "Heartaches" on the Colpix label, and Jerry Butler's Vealay recording of "Moon River." In this city the Butler version is currently outselling the Henry Mancini on Victor, according to local dealers.

Slow Selling Stars

A number of none artists are not yet breaking down the New York doors with their new releases. The Everly Brothers' pairing of "Aloha" and "Don't Blame Me" on Warner Brothers is only a fair seller so far for the label. Frankie Avalon is slow with his recording of "Married," and Bobby Rydell's double-sided pairing of "Dear to Paradise" backed with "I Want to Thank You" is getting only fair to good action to date.

DISK INDUSTRY STANDS TO PROFIT FROM HIGH MUSICAL FILM ACTIVITY

Record Firms Sure to Reap Benefits of Promotion, Themes, Advertising, Artists

By JUNE BUNDE

NEW YORK—Hollywood is on a high-budget musical kick again, and the recording industry should benefit from the new trend, via increased promotion of musical fare, and stepped-up sales activity in the sound track album and movie music field.

The record business has made a tidy profit in recent years on movie title themes and background music albums, but most of these songs were featured in pictures which were straight comedy or dramatic shows. However, though they rarely were used in big production numbers, film musicals have

the Broadway show. Columbia's second track album and Stan Lee's Capitol album of the score are already on the charts, and the music has yet to open in most major cities. Elvis Presley's "Blue Hawaii" album (from his new picture of the same title) is also on the charts this week, although the film hasn't been released yet.

Upcoming big budget movie musicals include Warner Bros.' Meridian Wilson's "Hush Map" with Robert Foy and Rodgers and Hammerstein's "Flower Drum Song," a Universal production. Warner Bros. has the sound track album rights to "Music Man,"

and "The Sound of Music." The latter version of P.D. Silver's legit chick "Do Re Mi" also on Hollywood's agenda are "Anna La Douce" starring Shirley MacLaine and the film on which she stars with Peter Onorati, "The Sandlot," and "The Sandlot." The latter version of P.D. Silver's legit chick "Do Re Mi" also on Hollywood's agenda are "Anna La Douce" starring Shirley MacLaine and the film on which she stars with Peter Onorati, "The Sandlot," and "The Sandlot." The latter version of P.D. Silver's legit chick "Do Re Mi" also on Hollywood's agenda are "Anna La Douce" starring Shirley MacLaine and the film on which she stars with Peter Onorati, "The Sandlot," and "The Sandlot."

Although the budget movie musicals include Warner Bros.' Meridian Wilson's "Hush Map" with Robert Foy and Rodgers and Hammerstein's "Flower Drum Song," a Universal production. Warner Bros. has the sound track album rights to "Music Man,"

and "The Sound of Music." The latter version of P.D. Silver's legit chick "Do Re Mi" also on Hollywood's agenda are "Anna La Douce" starring Shirley MacLaine and the film on which she stars with Peter Onorati, "The Sandlot," and "The Sandlot." The latter version of P.D. Silver's legit chick "Do Re Mi" also on Hollywood's agenda are "Anna La Douce" starring Shirley MacLaine and the film on which she stars with Peter Onorati, "The Sandlot," and "The Sandlot."

INDUSTRY KEYS MEN MARKET

to get names on the Groves and... However, it can also be... special that Groves will spotlight... young artists as well, since... and has almost at hand.

Although there were no new... found the Groves single... this week, it is understood... that specific major is currently talk... about a few new hits. What... it might take them, for how much... the line will retail for, is not known... at this date. Jerry Blaine's "Forever... what is expected on the next... set in November.

Monmouth's Marty Craft, of Winc... records, stated last week that... he was going to go in the opposite... direction and would bring out a... new single label to retail at \$1.25. He... stated that single records... will no longer have, and often in such... limited areas, that it was no longer... economical to sell a record at 45... cents. He feels that records with... adult appeal could sell best at... \$1.25 cents or at 99 cents. He... feels that a higher single price... would help album sales.

Recommend WLIB For FM Air Time In New York Area
WASHINGTON — Award of a new Class B FM station license to WLIB (New Broadcasting Company), with programming geared to appeal to its Negro audience, was recommended last week by FCC hearing Examiner H. Gilbert Nelson. WLIB, if the station license is granted, will broadcast from a 100-watt transmitter. The station's operation is subject to FCC approval. The new station's operation is subject to FCC approval. The station's operation is subject to FCC approval.

BILLBOARD MUSIC WEEK

Spotlight on
record programming
featuring
today's top record talent

highlighting:

HOLIDAY AND SPECIAL EVENT PROGRAMMING EVENTS AND IDEAS:
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COMING NEXT WEEK ON SALE APRIL 2

Mercury Keys High Pressure LP Drive to David Carroll Catalog

PITTSBURGH — Eight local radio and TV stations here saluted David Carroll here last week as part of a city-wide "David Carroll Day" promotion on the Mercury artist's entire 20 LP catalog. On Monday (19), Station WRYT

played 50 sides by Carroll for its "D. C. Day." On Tuesday (20) WWSW played approximately the same number on its own "D. C. Day"; on Wednesday (22) it was "D. C. Day" at WJAS, and on Friday (23) WKJF, a stereo FM outlet, played six hours of Carroll stereo LP selections.

Carroll also made TV appearances here last week on KDKA-TV, WTAE-TV and WIIC-TV. In between guest shots on the above radio stations he held autograph signing sessions in the record departments of the following retailers: Kaufmans, National Record Mart, Joseph Horn Company, Vince Lafcheid Music, Bound and Found, Gimbels and Gardners.

Bill Lawrence, Mercury's distributor here, and Fred Katz, the label's regional manager, set up the promotion for Carroll. Over-all the Carroll promotion is one of the most extensive station drive ever staged by a label for one artist. Mercury plans similar drives on other stars. During the last few weeks Carroll has been honored by D. C. Days on KFI, KNX, KMPC, KLAC, KFVB and KCOP-TV in Los Angeles; KIZI, Seattle; KTLN, Denver; KPEN-FM, San Francisco; KFMB (AM and TV), KCBQ, and KOGO, San Diego, Calif., and WRRR, Rockford, Ill. Carroll visited Kansas City, Mo., and Cleveland over the weekend, and treks South to visit stations in that area this week.

JOCKEY GIVES BIRDS THE AIR

MILWAUKEE — DeeJay Robb Thomas, WEMP, here, last week heralded the first day of spring, March 21, with his second annual "Bird Show."

For four hours, beginning at 10 a.m., on that date, Thomas played only records featuring a bird's name in the title — "Cry of the Wild Goose," "Bye Bye Blackbird," "Flamingo," etc.

A studio audience witnessed the show in the WEMP auditorium, and the Milwaukee County Zoo provided hundreds of live birds of various types. The birds were released in the auditorium shortly before airtime. To avoid the pandemonium that ensued last year, WEMP provided all studio guests with extra-large "umbrella hats."

Invitations, extended by carrier pigeon were sent to members of the Audubon Societies and Birdwatch Groups and a rare pink Flamingo was flown in from Florida as the bird-guest of honor.

Sounds Battle Needs Special Phone Service

DULUTH, Minn. — Station WEBC is averaging between 600 to 1,000 calls on its nightly "Battle of New Sounds" promotion begun some two weeks ago.

Program director Don Rose indicated the station has had to employ a special telephone-answering service to help handle the calls. He termed general listener response outstanding.

Basically, the format is patterned after that kicked off by KYA, San Francisco, some months ago, Rose said.

Five Tunes Nightly

Five new tunes are played nightly. Prize fight sound effects are used, with tunes being introduced by "rounds."

Listeners are asked to vote for their favorite tune. First night's winner was Lawrence Welk's "Runaway" on Dot.

Finals are held every Friday, where Welk's "Runaway," incidentally, also won. Interestingly, Rose said, the tune got air reaction before it took off in store sales. Now, he said, stores sales are also starting to pick up.

Tac Hammer, WEBC deeJay, handles the show each evening from 8-9.

RECORD FLOOD HITS STATIONS

NEW YORK — More and more stations across the country are complaining that manufacturers are putting out too many releases—both singles and albums.

The load has become so heavy that leading indie WNEW here (which in the past filed all records received) now only files those disks they plan to play, regardless of the artists' stature. Program director Mark Olds says this is the only way station record librarians can cope with today's influx of wax.



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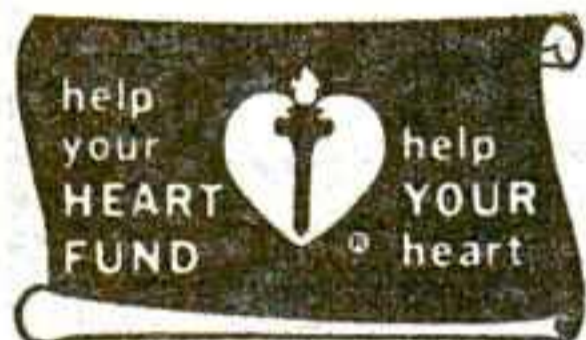
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"I'LL DO THE BEST I CAN"
REUBEN FORTE

Checkmate #1007

"SOMETHING'S GOT A HOLD ON ME"
ETTA JAMES

Argo #5409

Chess Prod. Corp.

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 Chicago 16

BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	TITLE, ARTIST, LABEL	From this week's Hot 100	Weeks on Hot 100
1	1	DON'T BREAK THE HEART THAT LOVES YOU, Connie Francis, MGM 13059	8	8
2	2	MIDNIGHT IN MOSCOW, Kenny Ball, Kapp 442	9	9
3	3	SHE'S GOT YOU, Patsy Cline, Decca 31354	10	10
4	4	COME BACK SILLY GIRL, Lettermen, Capitol 4699	7	7
5	5	WHERE HAVE ALL THE FLOWERS GONE, Kingston Trio, Capitol 4671	11	11
6	11	STRANGER ON THE SHORE, Acker Bilk, Atco 6217	3	3
7	9	ANYTHING THAT'S PART OF YOU, Elvis Presley, RCA Victor 7992	3	3
8	6	COTTON FIELDS, Highwaymen, United Artists 370	18	18
9	7	HE KNOWS I LOVE HIM TOO MUCH, Paris Sisters, Gregmark 10	10	10
10	14	MOMENTS, Jennell Hawkins, Amazon 1003	2	2
11	—	TWO OF A KIND, Sue Thompson, Hickory 1166	3	3
12	12	LOLLIPOPS AND ROSES, Jack Jones, Kapp 435	5	5
13	17	CHAPEL BY THE SEA, Billy Vaughn, Dot 16329	3	3
14	15	WHITE ROSE OF ATHENS, David Carroll, Mercury 71917	4	4
15	—	I WILL, Vic Dana, Dolton 51	1	1
16	—	P. T. 109, Jimmy Dean, Columbia 42338	1	1
17	—	CATERINA, Perry Como, RCA Victor 8004	1	1
18	19	(WHAT A SAD WAY) TO LOVE SOMEONE, Ral Donner, Gone 5125	2	2
19	—	YOU ARE MINE, Frankie Avalon, Chancellor 1107	2	2
20	—	PLAY THE THING, Marlowe Morris Quintet, Columbia 42218	1	1

VOX JOX

Continued from page 30

department assistant, KQV, Pittsburgh, June 2. . . . New station manager of KSDO, San Diego, Calif., is Dwight L. Case.

June Buzzelli, promotion manager of KDKA, Pittsburgh, for the past six years, will marry business exec William E. Trax May 5. . . . Gary Mercer is a new member of the "Live 5 Plus 1" deeJay crew at WTLB, Utica, N. Y. Mercer, ex-p.d.-deeJay at WNCN, Ashland, Ohio, has taken over the 10 p.m. to 1 a.m. time period, according to p.d. Bill Quinn. Larry Light has left the outlet. . . . Wayne Stitt, early morning jock at WKBW, Buffalo, is back on the air after undergoing an operation.

Dave Steere (also known as Dave Wilde) has resigned his deeJay post at KWK, St. Louis, to become director of operations for KXLY, Spokane. . . . Effective March 31, WKAB, Mobile, Ala., will change its call letter to WTUF. New personnel line-up at the station is as follows: Program director, Jim Gaines, ex-KALB, Alexandria, La.; music librarian, Bill Jacobs; production director, Jack Crisp, and news director, Tony Lee, ex-WNOE, New Orleans. . . . Jerry Martin has a new show, "Jerry's Record Room," on KNIA, Knoxville, Ia., and also runs record hops throughout Southern Iowa. . . . Frank Stewart, formerly manager of KPRC, Houston, was named manager of KTRH, Houston. . . . Station WHIH, Tidewater, Va., has installed "Surrounding Sound," a station's sound. The unit is one of the first 25 production models now being installed in major outlets across the country.

Rosark Concentrates On Rack Jobbing

HOLLYWOOD—Gordon Wolf's Rosark firm has withdrawn from the local one-stop field to concentrate its full efforts on rack jobbing, BMW learned last week. Veteran disk distributor Wolf

abandoned the ranks of local distributors late last year and his decade-old Sunland Music Distributors became dormant when he formed Rosark. As a one-stop, Rosark originally concluded an arrangement to serve as the local dealer buying co-op's primary disk supplier. When not all record distributors were willing to supply Wolf's firm, the co-op deal fell through.

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—Howard Taubman,
NEW YORK TIMES

“...some of Dick Rodgers’ best tunes and the magnetic Miss Carroll to sell them. In our book, that spells a hot ticket!”

—Robert Coleman,
NEW YORK MIRROR

“Rodgers just can’t think of any wrong notes, so his melodies are beguiling...”

—John Chapman,
NEW YORK DAILY NEWS

“...A score of romantic witchery.”

—TIME MAGAZINE

“Richard Rodgers, for the first time lyricist as well as composer, has written a particularly lovely score for *No Strings*. It is enough to say of Mr. Rodgers’ score that it shows him at his best, with his gift for melody at one of its memorable high peaks.”

—Richard Watts,
NEW YORK POST

“The word from the theatre today is all heartening: Richard Rodgers can go it alone; we all knew he wrote great music and now he has established himself as his own very gifted lyricist. Diahann Carroll is a perfectly dreamy new star, and even the 54th Street Theatre, which has been a jinx since its conversion from a TV studio, is now housing a whopping hit. Here, in my opinion, is a legalized nuclear cataclysm, an unqualified crowd-pleaser. Diahann Carroll is as fresh and lovely as a mountain flower, and her voice and assurance as an actress have progressed and matured immeasurably in recent years. She does wonderful things with Mr. Rodgers’ hauntingly beautiful score. This is a fine show; get your orders in early.”

—John McClain, NEW YORK JOURNAL AMERICAN



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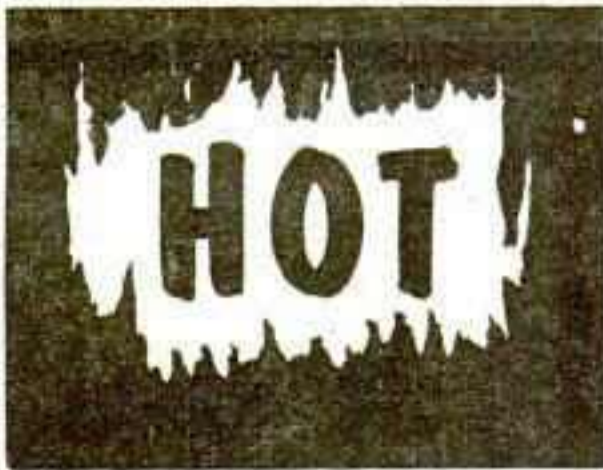
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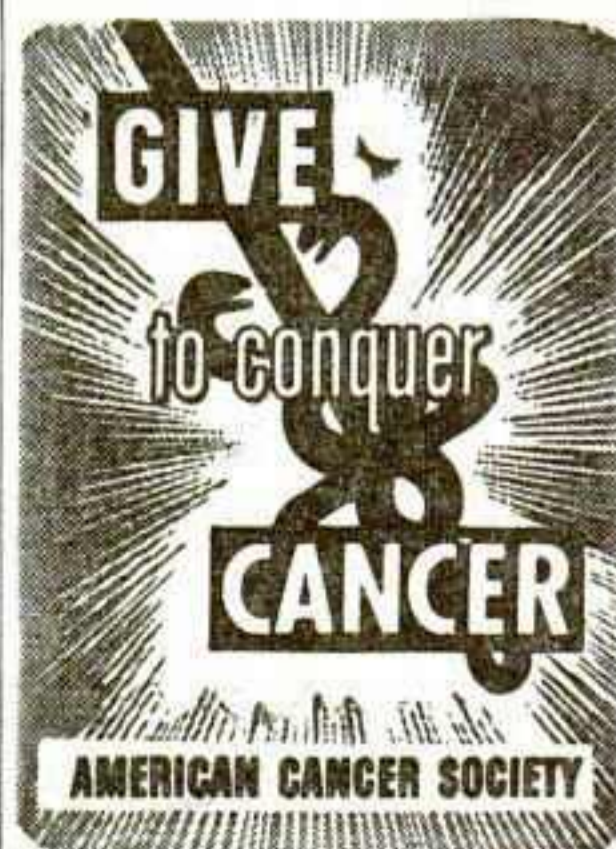
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ALL-AMERICAN REVIEW

'All-American' Held to No Gain

If Broadway's newest musical, "All-American," manages to hold on for any length of time to its Winter Garden Theater moorings, producer Edward Padula ("Bye Bye Birdie") can thank his sagacity in picking a slick cast for turning the trick.

The show, which opened here Monday (19), manages to put across some high points of entertainment. The difficulty lies in the fact that these are rather isolated. Beyond this, the show suffers from a rather stodgy second act in comparison to its breezy opening seg, and a score by Charles Strouse and Lee Adams which does not quite come up to that of their debut stem outing, "Bye Bye Birdie."

On the plus side is the irrepressible Ray Bolger, making his first Broadway appearance since "Where's Charley." As the European immigrant, Professor Fodorski, who comes to America to teach engineering at a Southern college known mainly for its football teams, the tap and soft-shoe master contributes a believable and sympathetic performance.

In turn, Bolger turns his engineering to the making of a gridiron winner, charms the lady dean of the college, and eventually becomes the tool of an ambitious Madison Avenue-styled merchandising wizard. He's still best, however, when he's alone on stage, bouncing and stepping about in such a fine number as "I'm Fascinating."

Bolger gets sock support from Eileen Herlie as a frustrated Dean Hawkes Bullock. Miss Herlie's is a warm portrayal. The cast also boasts two extremely likable youngsters in Ron Husmann as a serious-minded engineering student and Anita Gillette as a co-ed who's tantalized by the lad's soft, fragrant skin. Miss Gillette, who bowed on Broadway in "Gypsy," is a comedienne of considerable stature.

Musically, song honors fall to a couple of attractive ballads, "I've Just Seen Her" and "Once Upon a Time," and a rousing, "What a Country." They'll be heard shortly in the expected Columbia cast set. There is no great message to "All-American" and the show has numerous peaks and valleys in terms of where it's trying to go, but those seeking simply a fun evening will be entertained. Ren Grevatt.

NIGHT CLUB REVIEW

Copa Twists Along With Chubby

Chubby Checker, pioneer of the Twist, managed to Twist a packed Copacabana house right around his little finger Thursday evening (22). Checker, the latest in a growing number of pop disk acts to play Jules Podell's famous spot, worked through a 30-minute stint without a break, building all the time. He left the floor to a standing ovation from the roomful of invited tradesters and plain twisters of all ages.

The Checker act is lightly sprinkled with such standard tunes as "Georgia on My Mind," "Time After Time," and the Mills Brothers' familiar ditty, "Java Jive," but the act is dominated by disk hits, delivered in a wildly outgoing, shouting manner, accompanied by the feverish motions of the Twist.

Highlights include a musical Twist tour around the world—"La Paloma Twist," "Wooden Heart Twist," "Never on Sunday Twist," etc., a lesson on the dance, and an audience participation bit, in which three couples were selected from floor-side tables. This group turned out so well, it must be said, that they all looked like ringers.

Finally, the chanter-prancer gets the audience shouting "Yeah, Yeah" and hand-clapping right along with him in a closing chorus of "Let's Twist Again." The boy is a showman, all right, without any standout vocal talent, but with a solid knack for audience communication. Ren Grevatt

MUSIC AS WRITTEN

• Continued from page 20

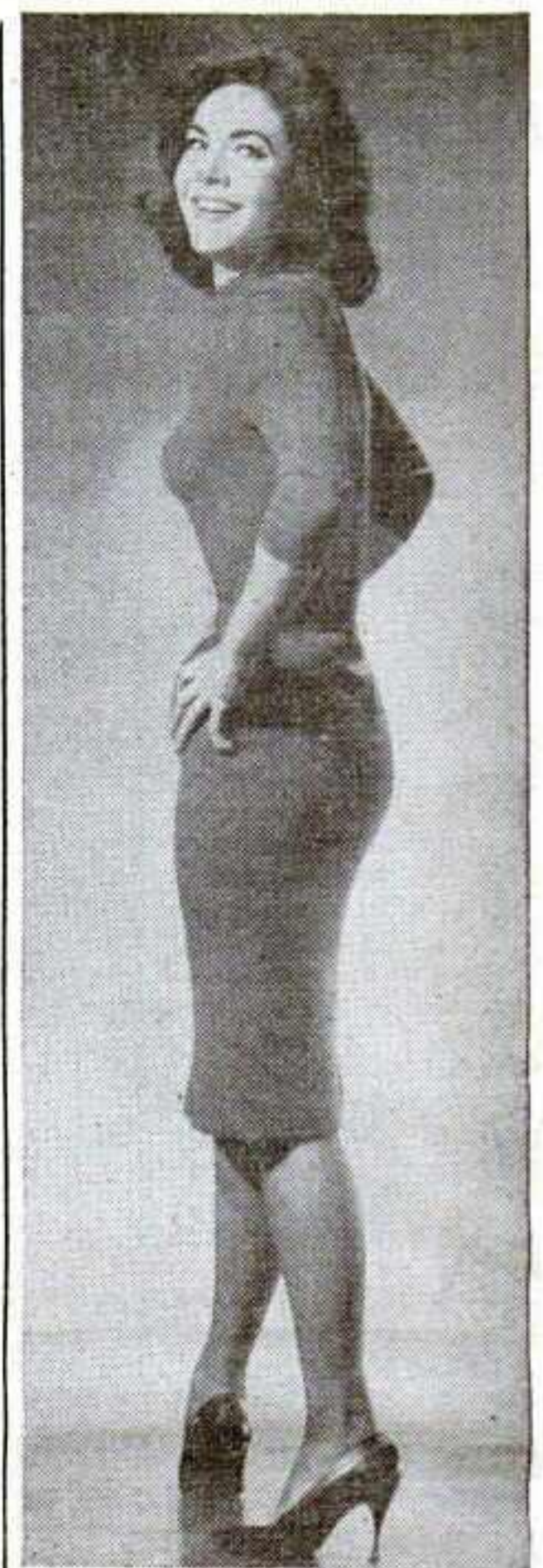
Boston

A strong rumor has it that George Wein, Newport Jazz Festival impresario, may revive his original Storyville at the Buckminster Hotel, where he began it. He had operated in the Copley Square Hotel for several years, then moved to the Bradford. This unfortunately did not survive long... French star Lilo has gone into the Bradford Roof with "Anything Goes" in the dinner-theater series... Tommy Sands was guest of producer David Merrick at the opening of "I Can Get It for You Wholesale." Apparently the showman has some plans regarding Sands in a forthcoming musical.

Merrick was cited here last week by Mayor Collins for bringing 23 shows here in less than five years, almost all successfully launched... The Statler Hilton is packing 'em in with its Show Toppers in the Terrace Room. New production is a Gershwin cycle... The Lennon Sisters sang to a packed house at the Donnelly Theater to aid the Columbian Fathers missions.

Radio Station WBZ has started a new evening show on which record artists are interviewed. First on the list were Dick and Deedee who came into town to promote "Tell Me" on the Liberty label. They also chatted with Arnie Ginsberg... The forthcoming visit of the Met Opera is proving as popular as ever in the Hub, with a few seats for only three operas still available.

Nick Biro



Renee Roberts
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WILL DEFINITELY BE THE BIGGEST
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B/W "LET MY LOVE WALK IN" #4723



The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 26

Jazz

THE BEGINNING



Miles Davis, Prestige PR 7221—This album is a repackaging of some early Miles Davis tracks made on the label in 1955. The album features the trumpeter with an outstanding rhythm section made up of Red Garland, piano; the late Oscar Pettiford, bass, and drummer Philly Joe Jones. Recent hot sales action by Davis should get this album considerable notice and it should be a boon to collectors. "Night in Tunisia," "Girl in Calico" and "Green Haze" are three top sides.

in the more dynamic and forceful roles such as "Vot're Toast" from Carmen; "Morir! Tremenda Cosa-Urna Fatale" from "La Forza del Destino" and "Si Puo? Signore! Signori!" from Pagliacci. Kudos to conductor Ferenc Fricsay and the Radio Symphony Orchestra of Berlin for vibrant and stirring orchestral assistance.

★★★★ GIUSEPPI VERDI: UN BALLO IN MASCHERA

Various Artists. Deutsche Grammophon Gesellschaft 136 271 ST 33 SLPEM (Stereo)—A talented cast, including Antonietta Stella, Ettore Bastianini and Gianni Poggi, present highlights from "Un Ballo in Maschera" presently available on a three-disk set. The soloists are in excellent voice and the Orchestras and Chorus of La Scala, Milan, under the direction of Gianandrea Gavazzeni deserves special mention for an outstanding performance. There is a strong competitor available on this work, but this fine stereo version should capture many sales, as this opera has become more popular due to its inclusion in the Metropolitan Opera's repertory this season.

★★★★ PIANO RECITAL: ANDOR FOLDES

Deutsche Grammophon Gesellschaft 136 002 ST 33 SLPEM (Stereo)—Satisfactory performances of a group of recital pieces by Andor Foldes make this album an excellent one for students and piano fans. Key works are Bach's "Chromatic Fan-

tasy" and "Fugue in D Minor," Beethoven's "Sonata in F Major for Piano," De Falla's "El Amor Brujo" and short pieces by Chopin, Brahms, and Liszt. Good sounds and good piano work should help sales.

★★★★ FRENCH OVERTURES

Detroit Symphony (Paul Paray). Mercury SR 90247 (Monaural)—The Detroit Symphony under Paul Paray, turns in lively readings here of a collection of French overtures, many of them more familiar today than the operas or operettas from whence they sprang. Included are the overtures to "Zampa," "Mignon," "Raymond" and "The Crown Diamonds."

★★★★ BACH: OVERTURE NO. 2 IN B MINOR AND OVERTURE NO. 3 IN D MINOR

Aurele Nicolet, Flute, Munich Bach Orchestra (Karl Richter). Archive ARC 73180 (Stereo)—In the interests of authenticity, Deutsche Grammophon's Archive series has used Bach's original title of Overture on these two works, which are popularly known as Suites No. 2 and 3, among Bach's best-known instrumental works. Here they receive glowing performances by the Munich Bach Orchestra conducted by Bach specialist Karl Richter. Aurele Nicolet provides sensitive flute performances in No. 2. This is the first stereo coupling of these works. There may be some confusion caused by the titling, and some potential customers may not recognize them under this name.

Reviews of New Albums

Continued from page 26

CLASSICAL LP'S

★★★★
STRONG SALES POTENTIAL

★★★★ BACH: MASS IN B MINOR (3:12")

Various Artists. Archive ARC 73 177-79 (Stereo)—Definitely one of the great sets of the year. Bach's choral masterpiece receives a recorded performance truly worthy of it, and DGG's sound combines clarity with lustre. Packaging, too, features a beautiful box with an attractive booklet containing text and notes in four languages. Soloist all are prominent and live up to their reputations. They include Dietrich Fischer-Dieskau, Marie Stader, Hertha Topper, Ernst Haefliger and Keith Engen. Karl

Richter has directed a magical performance of a work which often has proved too elusive for disks. Should be a standard item for years to come.

★★★★ DIETRICH FISCHER-DIESKAU

Radio Symphony Ork., (Ferenc Fricsay Deutsche Grammophon SLP 138 700 (Stereo)—The noted European baritone presents an operatic recital including selections requiring great vocal versatility. Fischer-Dieskau, an accomplished performer, ably fulfills this prescription, but is at his best

★★★★ JOHNNY HODGES, SOLOIST; BILLY STRAYHORN AND THE ORCHESTRA

Verve V 8452—Another beautiful set featuring the brilliant sound of alto saxist Johnny Hodges. The album is full of Ellington standards with which Hodges has been associated: "Jeep's Blues," "Don't Get Around Much Anymore" and "I've Got It Bad" are just a few. The band is composed of past and present Ellington members and Duke's arranger and collaborator, Billy Strayhorn, is the conductor. This is a splendid set bound to please the many Hodges fans.

★★★★ THE SENSUAL SOUND OF SONNY STITT

Ralph Burns Strings. Verve V 8451 (Stereo & Monaural)—This album features Sonny Stitt playing alto sax against sweeping string arrangements by Ralph Burns. The set is made up largely of standards. Stitt's renditions of the familiar material is light and lucid. The 10 tunes are a lovely showcase for Sonny with "All of You," "Time After Time" and "Once in a While" three of the better tracks.

JAZZ LP'S

★★★★
STRONG SALES POTENTIAL

SPECIALTY LP'S

★★★★ STRONG SALES POTENTIAL

COUNTRY & WESTERN

★★★★ LOVIN' COUNTRY STYLE

Wanda Jackson. Decca DL 4224 (Stereo & Monaural)—Wanda Jackson sells this fine collection of country tunes with feeling and warmth as she sings of the triumphs and the perils of romance, country style. Songs include the title tune, plus "Wasted," "Nobody's Darlin' But Mine" and "Tears at the Grand Ole Opry." Good backing in traditional style add much to the disk. Strong wax.

INTERNATIONAL

★★★★ HOLIDAY IN LEBANON

Various Artists. Liban Record Co. LP 100 (Monaural)—This is a very good album that will appeal strictly to a highly specialized market. But as an example of Lebanese music, played by Lebanese musicians, it is a first-rate LP. It was recorded in Batroun, Lebanon. The sound is excellent, too. Songs are native Lebanese tunes.

SPECIALTY

★★★★ GYPSY ROSE LEE REMEMBERS BURLESQUE

Stereodiddies CG 1 (Stereo)—The memoirs of Gypsy, already the subject of a book and a Broadway hit, are now transferred to wax. The production is worked loosely around a real burlesque show format, with the oldtime pit bands, the baggy pants comics, the girls chorus bits and, of course, Gypsy's strip routine starting with a song and followed by the music to strip by. Through it all the star comes through with spots of narration to tie it together. Interesting specialty merchandise that will bring back a flock of happy memories to fans of this disappearing art form.

FOLK

★★★★ DRIFTWOOD AT SEA

Jimmy Driftwood. RCA Victor LSP 2443 (Stereo)—Here is another facet of the talent of Jimmie Driftwood—the man who wrote the hit version of "Battle of New Orleans." These are sea chanteys—and the performances and notes are touched with the flavor

(Continued on page 43)

BN 630

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RALPH BURNS
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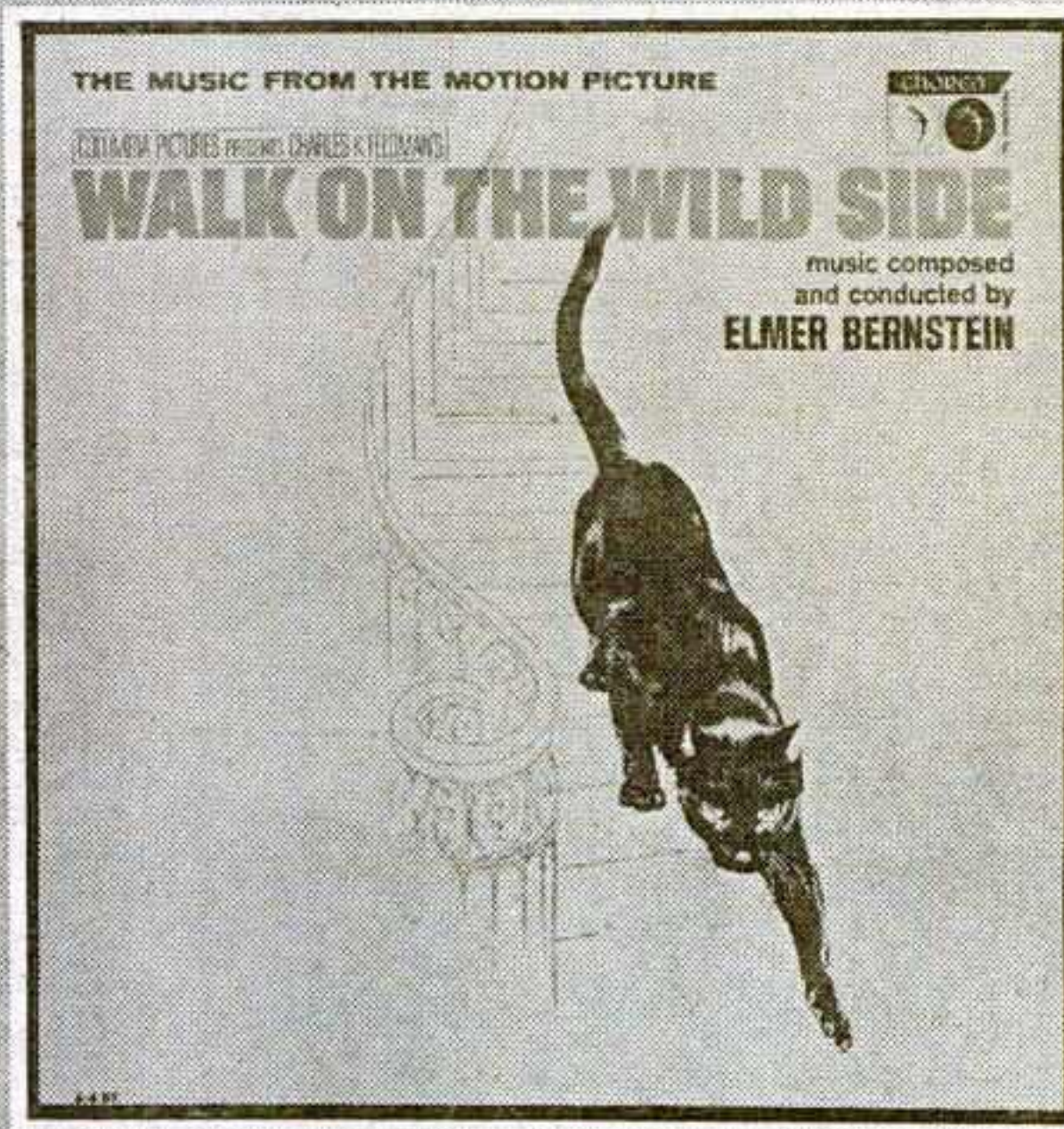
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DISK DEALS FOR DEALERS

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.

VEE JAY—Expires March 26, 1962. Started February 5, 1962. Album Discount Program. Label is offering one free for every seven purchased on pop, spiritual and blues albums, and one for five on jazz albums. Program covers complete catalog plus new releases.

ABC-PARAMOUNT—Expires March 31, 1962. Started January 1, 1962. Label is offering distrib 12 1/2 per cent discount on 23 new albums, including 12 ABC-Paramount LP's, 6 Impulse, 4 Chancellor, and 1 in its new comedy series, Aristocrat.

ELEKTRA—Expires March 31, 1962. Started March 3, 1962. March Dividend. Label offers one album free for every 10 purchased. Plan covers complete catalog, excluding March releases and sampler LP's.

MGM—Expires March 31, 1962. Started March 5, 1962. Connie Francis Month. One album free for every four Connie Francis albums purchased. Ten per cent discount on remainder of the MGM album catalog, plus four new releases.

VERVE—Expires March 31, 1962. Started March 5, 1962. Label is offering one album free for every five purchased of the new March releases.

CAPITOL-ANGEL—Expires April 15, 1962. Started March 17, 1962. Discount available on both labels' entire album catalog. Dealers in New York are being offered a 20 per cent discount.

CANADIAN-AMERICAN—Expires April 15, 1962. Started March 19, 1962. New Santo and Johnny LP, "Come on In," is being offered on a plan of 20 free on 100 purchased.

MERCURY—Expires April 15, 1962. Started March 1, 1962. David Carroll Month Plus 2. One album free for every six purchased on complete Carroll catalog of 18 LP's plus his latest package, "Dance to the Movie Themes." One for nine on the 14 new March album release, including two new F:35d "PPS" LP's. Fifteen for 100 on 36 albums in the "Highlight" series. See page 4, March 10 issue, for details.

RCA VICTOR—Expires April 15, 1962. Started March 15, 1962. "Once-a-Year Discount Days." Discount on entire album catalog, including March and April releases, is available through Victor distributors. New York distrib is offering 20 per cent.

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 12 1/2 per cent reorder privilege for six months." Specific details are available through distributors.

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

**Marek to Address
NAMM's Meeting**

NEW YORK — George R. Marek, vice-president and general manager of the RCA Victor record division, has accepted an invitation to be featured speaker at the forthcoming convention of the National Association of Music Merchants.

Marek will discuss "the music merchant's responsibility to music," in a talk to be given at the opening luncheon of the annual NAMM affair at the Hotel New Yorker, on Monday, June 25. Ted Korten, president of NAMM, will chair the luncheon.

Another luncheon feature will be the crowning of the Music Queen of 1962, who will be selected by a panel including Bing Crosby, Mitch Miller and Jose Melis. The contest is open to employees of NAMM member stores. Winner will receive an all-expense-paid trip to New York and \$2,000 worth of music merchandise prizes.

**Zenith Introduces
Stereo FM Unit**

CHICAGO — Zenith has introduced the stereo Symphonair, a four-speaker, high fidelity, stereo FM receiver, which provides regular and stereo FM as well as long-distance AM reception. The set employs two cabinets which can be used side by side or up to 15 feet apart. Each speaker enclosure contains a woofer and a tweeter combination.

A novel stereo-mono switch automatically switches the set from monaural to stereo FM whenever a stereo broadcast is tuned in. A stereo signal light also identifies a show as stereo and allows the listener to locate all stations on the dial which are transmitting in stereo.

**Leaner Breaks With
United Distributing;
Forms One-Derful Label**

CHICAGO — George Leaner, long-time partner with his brother Ernie in United Record Distributing here, has left to form his own recording and producing company, One-Derful Records, on South Michigan Avenue here.

The parting was described as amicable by both brothers. United will act as Chicago distributor for One-Derful.

"I've always been interested in the creative end," George Leaner said. "We've often griped about what other companies didn't do, so I thought I'd try doing some of the work myself."

Leaner currently has three artists on his roster. Singles by McKinley Mitchell and Betty Everett have just been released. Another by Benny Turner was recorded but not yet put out.

Leaner said his firm will be broken into two parts. The recording would be in the "pop vernacular." The producing would consist of material of a specific type, locally oriented, not being done by other firms. Leaner cited certain types of folk music and some unusual music peculiar to Chicago as examples.

He also said he would be aiming at the juke box market, "where a great need exists for operator-oriented music."

Leaner has been in the record business some 15 years. He started with Milt Salstone in MS back in 1947. He later formed United Record Distributing Company with his brother Ernie in 1950.

**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.

**BEST SELLING MONAURAL TAPE DECKS
AND RECORDERS**

Pos. This Issue	Pos. 12/18/61	Brand	% of Total Points
1	1	Webcor	18.9
2	2	Voice of Music (V-M)	11.2
3	3	RCA Victor	5.9
4	—	Telectro	5.7
5	4	Wollensak	3.1
		Others	55.2

**BEST SELLING STEREO TAPE DECKS
AND RECORDERS**

Pos. This Issue	Pos. 12/18/61	Brand	% of Total Points
1	1	Webcor	23.5
2	2	Voice of Music (V-M)	11.3
3	—	Ampex	4.4
4	4	Wollensak	3.5
		Others	57.4

**Touchable But Untakable Tape
Players Solve Pilfer Problem**

DENVER—Tape recorders will always sell better if they are shown out in the open where customers can twiddle the controls and get a closer look at fine details—but open display has its pitfalls in pilferage, according to Bill Cook, of the Dave Cook Company, here.

In its Westland suburban store in Northwest Denver, this newest of three Dave Cook stores has lost at least two, and possibly three, recorders, which were simply lifted off the table and carried out the front door during busy rush periods. In the main downtown store, where traffic is not only heavier, but involves many nationalities, this unwanted "turn-over" problem has been worse.

Probably the easiest and most effective solution to the problem lies not in putting the recorders under glass or behind counters, but simply securing them in place, Cook has found. The result of much experimenting at the store was the installation of the rubber-tube-covered chains which, looped through the carrying handle of each portable tape recorder, and secured with a small but stout lock, make it impossible for anyone to walk off with a recorder.

The opposite end of the chain is secured to a pegboard panel which backs up the center aisle recorder display shown. The chains used are four feet long, and feature a heavy washer on either side of the comparatively light pegboard, so that it would require a lot of agitated activity in order to get a recorder loose without a salesperson noticing it.

Moving recorders where customers can't touch them is a death blow to sales, the Denver dealer

has found, and consequently it has been well worthwhile to invest in the protective chains.

**List of Eurovision
Song Test Entries**

LUXEMBOURG — The big Eurovision Festival of European Songs took place here Sunday, March 18, and was broadcast by radio and TV in all 16 countries which provided entries. The results will be published in Billboard Music Week next week. Following were the entries by country:

- Austria—"Only in the Air of Vienna"—Joseph Silts
- Belgium—"Your Name"—Fud Leclercq
- Denmark—"Lullaby"—Ellen Winther
- Finland—"Tipti-Ti"—Marion Rung
- France—"A First Love"—Isabelle Aubret
- Germany—"Two Little Italians"—Conny Froboess
- Great Britain—"Ring-a-Ding Girl"—Ronnie Carroll
- Holland—"Katinka"—De Spelbrekers Duo
- Italy—"Farewell, Farewell"—Claudio Villa
- Luxembourg—"Little Good-Natured Man"—Camillo Felgen
- Monaco—"Say Nothing"—Francois Deguelt
- Norway—"Come Sun, Some Rain"—Inger Jacobsen
- Spain—"Call Me"—Victor Balaguer
- Sweden—"Sun High in the Sky"—Inger Berggren
- Switzerland—"The Return"—Jean Philippe
- Yugoslavia—"Don't Light the Lamp at Sunset"—Lola Novakovic

The six previous winners of the Festival were:
1956—"Refrain"—sung by Lys Assia of Switzerland at Lugano, Switzerland
1957—"Come Then"—sung by Corry Brocken of Holland at Frankfurt, Germany
1958—"My Love Sleeps"—sung by Andre Claveau of France at Hilversum, Holland
1959—"A Little"—sung by Teddy Scholten of Holland at Cannes, France
1960—"Tom Pillibi"—sung by Jacqueline Boyer of France at London
1961—"We the Lovers"—sung by Jean Claude Pascal of Luxembourg at Cannes

MAKE MOST OF IT

**Other Than Disk Products
Make Clever Twist Tie-Ins**

NEW YORK — The Twist is turning into a merchandising bonanza for many dealers, particularly chains and supermarkets, according to reports reaching here from various sectors.

One traffic builder that has proved especially effective is the merchandising tie-in with other products. There are now such items as terry cloth Twist towels, shoes, belts, lipsticks, jewelry, blouses, hats and lingerie to attract customers as well as the large and ever-growing number of albums and singles reaching hit status.

The strictly record dealer who has often thought about diversification but hasn't yet done any-

thing about it, can take a leaf from the supermarket book, according to knowledgeable retailing men, and start right now. They can also nail down the whole idea by staging Twist contests in the store, with such diversified items used as prizes.

The Twist phenomenon lends itself well to in-store and window display promotion. Manikins can be used in Twist poses, or drawings illustrating the dance can be posted in the window, as a showcase for a broad, multi-label display of Twist disk product. Dealers in various markets have tried one or more of these angles with agreeable results, reports indicate.

ALBUM COVER OF THE WEEK



BACH: ST. JOHN PASSION—Phyllis Curtin, Waldemar Kmentt, others, Westminster WST 319. A striking cover designed by Harry Farmlett in red, white and black. Attractive display for classical counters.



WALK ON THE WILD SIDE—Elmer Bernstein, Choro A-4 St. An eye-catching cover in bright yellow and black with black and red lettering. A timely item that will liven up pop sections. Good window display, too.

GIVE TO DAMON RUNYON CANCER FUND



Easy does it! Just drop in the tape cartridge and start playing or recording. No threading! So simple, even a child can do it!

New! RCA VICTOR portable tape cartridge recorder that records in breathtaking stereo! Only \$169⁹⁵!

Wonderfully compact! Weighs less than 14 pounds!

LOOK AT ALL THESE QUALITY FEATURES!

Records in stereo! High fidelity stereophonic recording with the Fortnighter, as well as monophonic recording!

Easy-to-operate controls! One knob to rewind, stop, play. Another to record up to four hours of normal talk or up to two hours of high fidelity music, one hour of stereo music!

Powerful electrodynamic speaker! Precisely balanced with amplifier and cabinet for richer, fuller tone.

Ideal as a tape deck! Features a full set of plug-in jacks for recording and playback through properly equipped high fidelity instruments. Includes a cut-off switch to shut off the recorder's speaker when a supplementary system is used.

Weighs less than 14 pounds! And it's com-

pact: only 7¹/₈" high, 9⁷/₈" wide, 11³/₄" deep! Sturdy, streamlined case in two-tone gray.

Plays reel-to-reel! A simple, optional attachment (only \$4.95) accommodates 3-inch reels.

Monophonic models also available from \$99.95 (*The Prompter*, not shown).

Tmk(s)®



The Most Trusted Name in Sound

Nationally advertised list prices shown, optional with dealer. Prices, specifications subject to change.

See Walt Disney's "Wonderful World of Color" Sundays, NBC-TV Network.

GOLD MINE! YOU ARE MINE

b/w Ponchinello
by

FRANKIE AVALON

C-1107

Chancellor

Distributed by AM-PAR Record Corp.

Broke Big!

"IF YOU WANT TO"

THE CAROUSELS

G-5118

GONE RECORDS

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THE CHORDETTES

Sing

"THE WHITE ROSE OF ATHENS"

C #1417

CABENCE RECORDS

119 W. 57th St. N. Y. C.

Musical Dynamite!

SARAH VAUGHAN

Singing

"ONE MINT JULEP"

R-4413

ROULETTE RECORDS

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Mills HIT REMINDERS

IMPORTED FROM FRANCE! FLAMENCO GUITAR

Don Costa, Columbia
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SINATRA VERSES STAR DUST

The verse from **STAR DUST**
Frank Sinatra, Reprise

MILLS MUSIC, INC.

1619 Broadway New York 19

Hit! Hit! Hit!

"YOU ARE THE WIND"

DEE CLARK

#428

BUSINESS OPPORTUNITIES

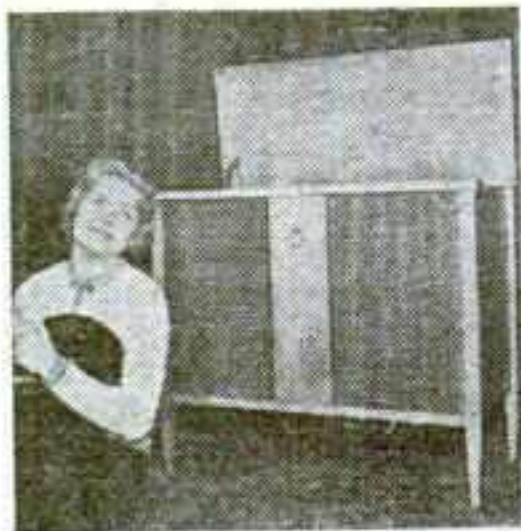
will be a vital part of the
BUYERS & SELLERS CLASSIFIED MART

Beginning March 10 in
BILLBOARD MUSIC WEEK

NEW DEALER PRODUCTS

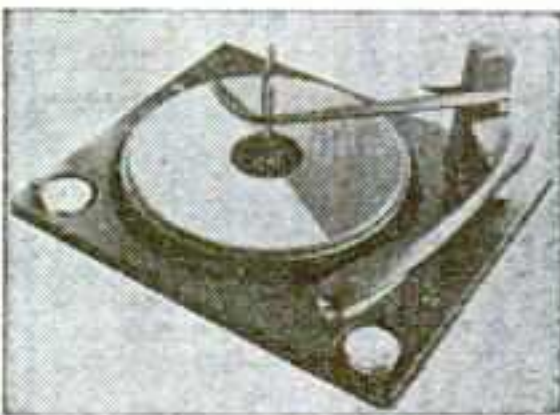
Console for Compact Living

The Ravina, a new stereo console for limited space living quarters, was introduced recently by Webcor, Inc., of Chicago. The set has been specifically designed to accommodate dens, small apartments, etc., and is available in three styles — contemporary, Danish, modern and Italian provincial. The Ravina series is suggested list priced at \$189.95, and is listed at \$279.95 for models with AM-FM radio.



Latest British Changer

The English Corporation, Birmingham Sound Reproducers (BSR), has introduced a new record changer to its line of components, the UA16. The unit was designed by Raymond Loewy/William Snaith, Inc., after extensive analysis of consumer preferences. The changer is of the four-speed variety, with a streamlined, low silhouette and two-tone finishes that are keyed to match a variety of furniture styles. The changer's tone arm is a one-piece aluminum die casting to provide a low resonance, and flat frequency response.



Display Shows Off the Line

The Philips LP browser box makes a point of featuring not only the special introductory sampler but a variety of the firm's LP product as well. As shown, a variety of classical and international favorites repose side by side, with the special stereo sampler. Display is part of the intensive Philips campaign to introduce the new European logo to the American public. The unit can be assembled in 60 seconds and can store 108 albums.



Complete Cartridge Promotion

Electro-Voice of Buchanan, Mich., has launched a sweeping promotion to acquaint more dealers and the public with its line of cartridges and needles. The list of sales aids, most of which are provided without charge with qualifying needle and cartridge orders, includes standard and de luxe window blind-type wall charts, dispensers (in two sizes), and storage bins. Point of sale material includes counter-top displays, mobiles, wall banners, and plastic tray merchandisers.

Germans Prep Big Invasion of U. S.

Continued from page 28

that Americans are surfeited with the indigenous product and yearn for the suggestion of faraway places and foreign voices.

So pronounced appears this U. S. market trend that German singing stars are even being cautioned against getting their English too perfect; the foreign accent is worth money, especially if schmalzy.

Deutschland Uber Alles

Indeed, the Germans are so cocksure of winning a big chunk of the

U. S. market that already they are visualizing the U. S. as only part of a much vaster international program.

The most potent platter proponent of this international think-big is Teldec (Telefunken-Decca), which is pioneering multi-national releases. The Oederland orchestra is participating in an experiment involving eight-track tapes, the tapes to be mixed for different countries.

West Germany's aggressive approach to international markets seems to be producing a reaction. At the moment there are more foreigners appearing in German-sung titles than ever.

Examples are Teldec's issuance of Neil Sedaka's U. S. hit, "Happy Birthday, Sweet Sixteen," in German as "Happy Birthday, Josephine," and Rick Nelson, who will come out with an original German title by Heinz Kiessling and Hans Bradtke, "Come Back to Carolina."

the
FUTURE
with a
promise



BILLBOARD MUSIC WEEK HOT C & W SIDES

This Week Last Week By special survey for week ending 3/31 TITLE, ARTIST, LABEL & NUMBER Weeks on Chart

1	2	SHE'S GOT YOU, Patsy Cline, Decca 31354	5
2	1	MISERY LOVES COMPANY, Porter Wagoner, RCA Victor 7967	12
3	3	A LITTLE BITTY TEAR, Burl Ives, Decca 31330	9
4	4	A WOUND TIME CAN'T ERASE, Stonewall Jackson, Columbia 42229	11
5	9	ACHING, BREAKING HEART, George Jones, Mercury 71910	6
6	7	WALK ON BY, Leroy Van Dyke, Mercury 71834	30
7	5	THAT'S MY PA, Sheb Wooley, MGM 13046	12
8	6	CHARLIE'S SHOES, Billy Walker, Columbia 42287	5
9	11	LOSING YOUR LOVE, Jim Reeves, RCA Victor 7950	16
10	12	UNLOVED, UNWANTED, Kitty Wells, Decca 31349	5
11	10	ALLA MY LOVE, Webb Pierce, Decca 31347	8
12	8	LONESOME NUMBER ONE, Don Gibson, RCA Victor 7959	15
13	13	HAPPY JOURNEY, Hank Locklin, RCA Victor 7965	12
14	14	NOBODY'S FOOL BUT YOURS, Buck Owens, Capitol 4679	6
15	20	CAJUN QUEEN, Jimmy Dean, Columbia 42282	8
16	30	THREE DAYS, Faron Young, Capitol 4696	2
17	24	TEARS BROKE OUT ON ME, Eddy Arnold, RCA Victor 7984	3
18	22	GO ON HOME, Patti Page, Mercury 71906	7
19	18	SOMETIMES I'M TEMPTED, Marty Robbins, Columbia 42246	9
20	19	DEAR IVAN, Jimmy Dean, Columbia 42259	9
21	29	WILLINGLY, Shirley Collie and Willie Nelson, Liberty 1343	3
22	—	IF A WOMAN ANSWERS, Leroy Van Dyke, Mercury 71926	1
23	16	WHERE I OUGHT TO BE, Skeeter Davis, RCA Victor 7979	4
24	17	AIR MAIL TO HEAVEN, Carl Smith, Columbia 42222	12
25	15	TO A SLEEPING BEAUTY, Jimmy Dean, Columbia 42282	4
26	28	WHAT I FEEL IN MY HEART, Jim Reeves, RCA Victor 7950	15
27	—	BIG BATTLE, Johnny Cash, Columbia 42301	1
28	26	ANYWHERE THERE'S PEOPLE, Lawton Williams, Mercury 71867	22
29	23	CRAZY, Patsy Cline, Decca 31317	20
30	25	THE WALTZ YOU SAVED FOR ME, Ferlin Husky, Capitol 4650	10

Businessmen Cast

Continued from page 6

already begun a careful checking and has set up stricter requirements for reporting these expenditures. It has not even had time to report on the effectiveness of the requirements that were set up in 1960, Representative Halpern pointed out.

"Entertainment is an accepted legitimate business practice and tax legislation should not be used to destroy the practice," said Halpern. He believes that any abuses of expense accounts are better corrected by proper audits and good administration, rather than the present "drastic and arbitrary" proposals.

Even under the present set-up, the problems are so complex that IRS commissioner, Mortimer M. Caplin, has planned meetings between IRS officials and representatives of salesmen's groups and associations to discuss tax problems in the travel and entertainment areas of business expense deduction. Caplin told the Sales Executives' Club of New York recently that specific plans for the conference will soon be announced.

the voice of labor as expressed by the AFL-CIO Executive Committee urges tightening of the expense account provision by returning to President Kennedy's original request to abolish the deductions. Also, members of the entertainment industry itself, and theatergoers have urged an end to the "salesman's monopoly" of the theater. They want to return to the days of Broadway before the ticket swindling "Iceman" cameth.

Grundig-Majestic Debs New Stereo

CHICAGO — Five new stereo consoles are featured in the Continental line, recently introduced by Grundig-Majestic. Each unit includes a four-band radio for AM-FM short wave and marine reception plus a stereo disk changer.

Lead item in the line is model MS 70, a de luxe unit, 67 inches long and listing at \$995. Next in line is the MS 60 at \$659. Following these are the MS 50 at \$639, the MS 41 at \$539 and the MS 40 at \$519.

Reviews of New Albums

Continued from page 38

of Driftwood authenticity. "Davy Jones," "Shanghaied," "The Diver Boy" are typical. The package was produced by Chet Atkins, and it is a solid value.

BLUES

FAST LIFE WOMAN Lightnin' Hopkins. Verve V 8453—Fortunately for lovers of the blues, Hopkins is recording frequently these months. Here is another solid package of his biting, wonderful songs, performed in his individualistic down home style. Material includes "Traveler's Blues," "Jailhouse Blues," "Fast Life Woman," etc. There are good notes to this package, and an eye catching cover.

SPIRITUAL

THE GOSPEL TRUTH Sister Rosetta Tharpe. Verve V 8439—A rousing package of new sides recorded by Rosetta Tharpe. Included are "On My Way," "This a Mean World," "This Train," etc. Miss Tharpe is backed by a chorus, organ, piano and drums.

MODERATE SALES POTENTIAL

CLASSICAL

MASTERPIECES OPERA AND CONCERT Bamberg Symphony and Berlin Radio Symphony Orchestras. Deutsche Grammophon-Gesellschaft 136 263 ST 33 SLPEM (Stereo)

ORCHESTRAL TREASURES Willy Richartz and the Berlin Philharmonic and Bamberg Symphony Orchestras. Deutsche Grammophon Gesellschaft 136 262 ST 33 SLPEM (Stereo)

CHILDREN'S

CHILDHOOD MEMORIES Rica Owen Moore. Disneyland WDL 3045

the fine rocking oldie, which was a big hit for Clyde McPhatter several years ago. Merits exposure. (Raleigh-Presley, BMI) (2:27)

Don't Go—(Nite-Time, BMI) (2:04)

SPENCER STERLING Jilted—BIG TOP 3104 — Warbler wails plaintively on feelingful rockaballad with strong backing by ork. (Vicki, BMI) (2:42)

Young in Years — (Starfire-Vicki, BMI) (2:21)

ERNE FREEMAN What Am I Living For — IMPERIAL 5815—Some low-down piano from Freeman on this instrumental. The side is a slow blues-type ballad that's got a great feeling with rhythm and it should get sympathetic from r.&b. jocks. (Progressive-Rush, BMI) (2:03)

I Didn't Want to Do It—(Travis BMI) (2:17)

THE ALLISONS Lessons in Love—SMASH 1749—The boys, who had a big hit in England with this disk, warble pleasantly, in the dreamy style of the Everlys, on attractive r.&r. tune. Should pull play. (Duchess, BMI) (2:20)

Oh, My Love—(Alice) (2:15)

JOHNNY O'KEEFE I'm Counting On You — MR. PEACOCK 111—This artist is extremely popular in Australia and this side was No. 1 Down Under for many weeks. The boy has a fine voice and sings this ballad with plaintive quality. Backing is in good taste, simple and effective.

Steady Game — Cedarwood, BMI) (1:47)

ROD MCKUEN Oliver Twist Meets the Duke of OH—JUBILEE 5420—Bring swinging side by the lad who had the good-selling item on Spiral, "Oliver Twist" a short time ago. Side is in the rocking teen groove, and the chanter sells it warmly. Watch this one. (Zizane, ASCAP) (2:00)

Steel Men—(Canada, BMI) (2:50)

THE LEIBER-STOLLER ORK Cafe Expresso — UNITED ARTISTS 441—A Continental-flavored instrumental, with a repeating musical phrase. Side has bright instrumentation and a lilting movement. (Trio, BMI) (2:12)

Blue Balon—(Trio, BMI) (2:06)

GENE STRIDEL One More Fool and One More Broken Heart—VERVE 10247—Here's another in the growing list of "Fool" songs. Tune has country touch and the boy sings with conviction. Strings, double-tracking and vocal chorus all add to the sound. (Beechwood, BMI) (2:16)

Let Her Go — (Beechwood, BMI) (2:38)

GARY MILLS I'll Step Down—LONDON 9504—Gary Mills sings this country-flavored song with a good lyric voice, to a bouncy backing. (Leeds, ASCAP) (2:25)

Treasure Island—(Feldman, ASCAP) (2:03)

BLUE DIAMONDS Little Ship — LONDON 10006—Folk-flavored performance. A pretty song with a lilting rhythm. Could get a lot of exposure. (Ark-La-Tex, BMI) (2:03)

Carmen My Love—(Brittany, BMI) (2:28)

NEILA AND JACK You Are My Love at Last—DUEL 508—Romantic theme is wrapped up in solid duo vocal with lush, Latin-styled backing. Merits exposure. (Saxon, BMI) (2:09)

What Will I Do?—(Saxon, BMI) (2:00)

UNCLE CLYDE Down in the Valley—AD LIB 201 — Fresh-sounding piping by young-femme chorus on pretty treatment of the oldie. Nice jockey side. (Delphine, ASCAP) (2:22)

Ahhhhhhh Swanee River—(Delphine, ASCAP) (2:15)

BUDDY ACE Screaming Please — DUKE 346—Here's a very warm performance by Ace of a pretty weeper aided by good ork backing. It's a quiet tune in spite of the title and it could grab exposure. It's on the order of "Fever." (Don, BMI) (2:25)

What Can I Do? — (Don, BMI) (2:18)

THE BLUE JAYS Let's Make Love — MILESTONE

2010—Lead singer wails effectively on plaintive rockaballad with dual market appeal—pop and r.&b. (Lode, BMI) (2:14)

Rock, Rock, Rock — (Lode, BMI) (1:52)

THE CHAMPS What a Country—CHALLENGE 9143—Here's a lively show tune from the musical "All American" sung with spirit by mixed chorus with bright, bouncy backing. Good jockey side. (Moreley, ASCAP) (1:58)

I've Just Seen Her — (Morely, ASCAP) (2:17)

THE ROCKY FELLERS Long, Tall Sally—PARKWAY 836 —The Little Richard hit of a few years ago receives a strong redo by the Rocky Fellers, sparked by a bright, young lead singer. Side also has a wild beat. Watch this. (Venice, BMI) (2:09)

South Pacific Twist—(Lowe-Kalmann, ASCAP) (2:22)

RAY RUFF Love Made a Fool of You—NOR-AN 508—Bouncy Bo Diddley-styled rhythm rocker is sung with showmanship by Ruff. Effective backing with infectious tempo. (Nor-Va-Jak, BMI) (1:45)

My Wish Is You—(Norman, BMI) (2:15)

CLEBANOFF Blue Mountain—MERCURY 71943 —From the album "Strings Afire" comes this percussive side by Clebanoff. It has the Mancini touch, an instrumental with strong rhythm, sweeping strings and big band figures. Should please jockeys looking for a sweet beat. (Dorabet, ASCAP) (2:16)

Blue Theme — (Dorabet, ASCAP) (2:25)

MALCOLM LOCKYER The Pursuers — BRIAR 134 — The TV theme from the show of the same name is played with spirit by the ork and could garner a lot of programming. Listenable instrumental wax. (Leeds, BMI) (2:45)

Stranger Than Fiction—Chappell ASCAP) (2:30)

SYLVIA MOBLEY If I Had You Again—SANTO 502—This is a country record with a very strong pop sound, but there's no denying the lass' background. The tune is a weeper that Miss Mobley sings with strident emotion against twanging guitar background. (Sandra-Pure Gold, BMI) (2:57)

All by Myself—(Sandra-Pure Gold, BMI) (2:00)

LONZO AND OSCAR Peelin' Taters in the Army—NUGGET 1017—The pair turn out a medium-paced tune by the Louvin Brothers. Contains a lot of hill harmonies and a nice performance by the boys. Fans should like. (Pamper, BMI) (2:45)

Waltz Me Around Again Willie—(Trec, BMI) (2:22)

MCKINLEY MITCHELL The Town I Live In—ONE-DERFUL 2030—McKinley Mitchell bows on the new label with a smartly styled reading of a medium tempo ballad, sparked by good combo support. Lad has a style in the Sam Cooke groove, and the disk is already getting Los Angeles action. (Sylvia, BMI) (2:40)

No Love (Like My Love)—(Sylvia, BMI) (2:35)

TIMI YURO Count Everything — LIBERTY 55432—Another first-rate vocal from Timi Yuro should keep this lovely ballad played via deejays for many weeks to come. Ork backing here, too, is classy. (Eden, BMI) (2:40)

I Know (I Love You)—Thrust turns in a very strong performance here of a most attractive new ballad, over a fine arrangement by Belford Hendricks. Could be another hit for the lass. (Eden, BMI) (2:45)

MODERATE SALES POTENTIAL

BOB BRANDON My Guitar (Black Diamond, BMI) (2:28)—Poppa's Land (Black Diamond, BMI) (2:48). EMCEE 1062

CLYDE PITTS Heartbroken (4-Star, BMI) (1:47)—Mister Me (4-Star, BMI) (1:46). EVEREST 20002

BOBBY FREEMAN Little Girl Don't You Understand (Benell, BMI) (2:22)—Love Me (Benell-Clockus, BMI) (2:07). JOSIE 896

JUNE MCKNIGHT Why Don't You Come Home (Starflower, BMI) (2:40)—Twist Me Henry (Starflower, BMI) (2:36). JEANNIE 1225

JIMMY WILDE Crazy Eyes for You (Sidney, BMI) (2:31)—Bonnie Bonnie (Pacemaker, BMI) (2:07). CHELSEA 1006

DAVID ATKINSON AND GAYLEA BYRNE I Love a Fool (Music Corp., (Continued on page 44)

LOOKING UP! BUDDY ACE'S NEW ONE "WHAT CAN I DO" "SCREAMING PLEASE" LITTLE BUCK'S "GO ON WITH YOUR DANCING" "SO FINE, SO SWEET" DESTINED TO REACH THE TOP JUNIOR PARKER'S "ANNIE GET YOUR YO-YO" ANY SIDE OF THE 4 AND YOU HAVE A HIT!!!! BOBBY BLAND'S "JELLY, JELLY, JELLY" "AIN'T THAT LOVING YOU" "BLUE MOON" "WHO WILL THE NEXT FOOL BE" DUKE AND PEACOCK RECORDS, Inc. 2809 Erastus Street, Houston 26, Texas Orchard 3-2611

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DOOTO REG. U.S. PAT. OFF.

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Reviews of New Singles

Continued from page 27

fills out the background. (Joy, ASCAP) (2:30)

What Is This Thing Called Love? —The Cole Porter ballad gets a solid medium tempo treatment by Miss Fitzgerald. The singer is in her best voice on this side and the swinging big band backing fits the groove perfectly. Side is from the LP "Ella Sings More Cole Porter." (Harms, ASCAP) (2:01)

B. B. KING I'm Gonna Sit in Till You Give in —ABC-PARAMOUNT 10316 — Fervent chanting by King on hard-driving, lively rock and roll item with zingy beat. Solid dual market (pop and r.&b.) item. (Lions, BMI) (2:12)

You Ask Me—Relaxed, appealing delivery by King on wistful blues-flavored theme. (Beale Street, BMI) (2:08)

TONY WILLIAMS That's More Like It—REPRISE 20067—Showmanly reading by the former Platters' lead on expressive blues with relaxed beat and effective backing. (Symbol, BMI) (2:23)

Come Along Now — Attractive gospel-flavored theme is sung with feeling and heart by Williams. Both sides have dual market appeal—pop and r.&b. (Symbol, BMI) (2:22)

FRANKIE LAINE We'll Be Together Again — CO-LUMBIA 42383—Laine does an up to date version of one of his first hits on this side. The tune is done with a lovely soft backing; uses voices and tinkling effects. Should find favor with "better" music type programming. (Marmar, BMI) (2:35)

A Wedded Man—A calypso tune is sung by Laine here. Tune is from the aborted B'way show "We Take the Town." Happy lyric and feeling of the side should be of interest to the soft music format shows. (Chappell, ASCAP) (2:45)

JOE RENE Al Di La—EPIC 9510—This is the San Remo winner of a year ago. The tune is played with much warmth by the ork and it features the string section against a contemporary rockaballad type beat. (Witmark, ASCAP) (2:20)

Trav'lin—The stations that find substance in soft and string music programming will go for this disk by the ork. The tune is an instrumental which features strings against a horsey beat. (Ben Bloom, BMI) (2:28)

THE MANHATTANS La-La-La—CAPITOL 4730—This tune should get a good deal of play for it is from the current Richard Rodgers musical "No Strings." The group sings it well and the arrangement is smart. (Williamson, ASCAP) (2:05)

Sing All the Way—At the outset, this side is reminiscent of a rock and roll "Manhattan Spiritual." The mixed vocal group has spirit and the arrangement might appeal to jocks looking for a bit of spice in their sweet music formats. (Glamorous, ASCAP) (2:05)

KEELY SMITH How Deep Is the Ocean—DOT 16338—Tasteful, feelingful reading by thrush on the poignant Irving Berlin standard. Prime deejay programming item (Irving Berlin, ASCAP) (2:47)

Confidential—Soulful chirping by gal on moving ballad with pretty backing by chorus, and ork, with mildly r.&r.-styled tempo. (Prestige, ASCAP) (2:14)

THE FAIRMOUNT SINGERS The Man Who Shot Liberty Valance—DOT 16340—Attractive saga-type movie title theme is warbled effectively by group. Merits exposure. Should also cash in on box-office potential of the new big-budget movie, starring John Wayne and Jimmy Stewart. (Famous, ASCAP) (2:45)

Cockles and Mussels—The lovely traditional folk theme is sung with quiet charm and appeal by the boys. Jimmie Rodgers, who is accompanied by the group on his concert tours, arranged the tune. (Vin-Sun, ASCAP) (3:07)

PATTI PAGE Most People Get Married—MERCURY 71950—Cheerful, dual-track vocalizing by gal on catchy country-flavored ditty with jaunty beat and bright backing. Watch it. (Famous, ASCAP) (2:03)

You Don't Know Me—Here's an attractive side from the star's current country album. She sings with feeling and taste on the pretty ballad which was a hit a few years ago both in the pop and country fields. Nice deejay side. (Hill & Range, BMI) (2:20)

MITTY COLLIER Don't Let Her Take My Baby—CHESS 1814—The gal pounds out a ballad against a stylish arrangement. The thrush merits play on a good effort here. (Arch, ASCAP) (2:18)

I Dedicate My Life to You—A slow and pulsing ballad done in spirited tones by the thrush against strings and triplet backing. A pleader done with heart. (Arc, BMI) (2:50)

JIMMY RIDDLE Pig Knuckles — BRIAR 131—Home-flavored blues instrumental with harmonica carrying the melody; later horns give an impetus. (Copar-Forrest, BMI) (2:16)

6-8 Twist—Similar to flip, with more rapid tempo. (Cigma, BMI) (2:30)

PETE TERRACE You Are My Sunshine—CLPIX 628—A highly unusual treatment of the oldie. Trumpets take the spotlight playing in unison and in a Tex-Mex ranchera style on this instrumental. There's also some solid tenor sax work and a large vocal chorus that sings wordlessly. (Peer Int'l, BMI) (2:42)

Niana—An overlying Spanish quality to this instrumental. It features trumpets and chorus and infectious Latin American beat. (Peter Schaeffer's, BMI) (3:25)

BOB CONRAD Keep It Up—WARNER BROS. 5267—Chanter sells this rockaballad with feeling over a bright arrangement. It has a chance to appeal to the teen crowd, and could pull some air play as well. (Sherman-DeVorzon, BMI) (2:25)

Noah's Ark — (Sherman-DeVorzon, BMI) (2:33)

BOBBY GLENN Your Cheatin' Heart—GONE 5126 —The old Hank Williams ballad is given a twisting, rocking version by this chanter with a hiccup, rockabilly style. Chorus chants away in the backing. Can get spins. (Acuff-Rose) (2:04)

I Don't Stand a Chance—(K&S) (2:01)

VINCE EVERETT Such a Night — ABC-PARAMOUNT 10313—Effective reading by lad on

One of the Finest
Stereo Albums
Available Today!
Audio Fidelity's
PARIS!
AFSD 5955
Jo Basile & His Matted String Ork

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1564 Broadway
New York 36, N. Y.

● Reviews of New Singles

● Continued from page 43

BMI (2:42)—★★★ What Can It Be? (Music Corp., BMI) (2:18). MERCURY 71948

TWO TONES
★★★ Sweet Poly (Leeds, ASCAP)—★★★ Lessons in Love (Duchess, BMI). BRIAR 133

HORACE LITTLE
★★★ Texas Stomp (Cherio, BMI) (2:39)—★★★ Years (Cherio, BMI) (2:38). ASCOT 2102

SONNY HINES
★★★ Look for Me (Tree, BMI) (2:14)—★★★ Follow Your Heart (Champion, BMI) (2:16)

THE CHAMPIONS
★★★ Sorry No (Travis, BMI) (2:43)—★★★ You Ask Me (Copar-Forrest, BMI) (2:40). BRIAR 128

GENE GUTHRIE
★★★ Few and Far Between (Bluebonnet, BMI) (2:43)—★★★ Running Away From the Blues (Bluebonnet, BMI) (2:42). MANCO 1034

LITTLE MILTON
★★★ Satisfied (Arc-Lyco, BMI) (2:18)—★★★ Someone to Love (Arc-Lyco, BMI) (1:45). CHECKER 1012

MARTINE DALTON
★★★ I Want You All to Myself (Skidmore, ASCAP) (2:54)—★★★ You Alone (Skidmore, ASCAP) (2:34). DECCA 31372

FREDDY SCHAEFFER
★★★ Why Is It (Lols, BMI) (2:33)—★★★ Zoom Zoom Zoom (Ethel Byrd & Ninny, BMI) (2:33). KING 5621

RONNIE ISLE
★★★ The Flame's Gone Out (Earl Barton, BMI) (1:52)—★★★ Hassie (Lowery, BMI) (2:14). OKEH 7148

JOEY
★★★ A Place in Your Heart (David, BMI) (2:15)—★★★ I Got Feelings (David, BMI) (2:00). TAURUS 353

BOBBY JAMES
★★★ 5,000 Tears Ago (Rumbelero, BMI) (2:27)—★★★ Memories Linger (Hill & Range, BMI) (1:55). INDIGO 145

CHUCK PAYNE
★★★ Ripple in the Stream (Sylvia, BMI) (2:35)—★★★ Your Blue Horizon (Sylvia, BMI) (2:10). ABC-PARAMOUNT 10310

ENCHANTERS
★★★ I Need Your Love (D'Ann, BMI) —★★★ Goddess of Love (D'Ann, BMI) EP-SOM 1003

HAYWARD LEE
★★★ Better Stop (Footling Around) (Jan Ell, BMI) (2:14)—★★★ My Love (Jan Ell, BMI) (2:10). JANELL 461

LORD SUPERIOR
★★★ Calypso Twist (J&H, BMI) (2:45)—★★★ Meet Me in Trinidad (J&H, BMI) (2:40). CAB 2012

NORM AND TOBY
★★★ Mystery (Suto, BMI) (2:03)—★★★ I've Got a Crush (Suto, BMI) (1:56). ENCORE 1301

CINDY OWENS
★★★ Don't Love You Anymore (Lois-Tanridge, BMI) (2:25)—★★★ Where Was I (When We Became Strangers) (Briar-cliff, BMI) (2:24). KING 5604

TAMMY JAMES
★★★ Somebody Better Tell Me (Ide's, BMI) (2:28)—★★★ He's Wonderful (Ide's, BMI) (1:59). NANC 004

CHUCK MAYFIELD
★★★ Who Is the Biggest Fool (Moss Rose, BMI)—★★★ I Know It (Glaser, BMI). LOOK 1005

JEFF LOW
★★★ Won't You Return (I Need You)—

(B. Benjamin, ASCAP) (2:00)—★★★ He Gives (Southern, ASCAP) (2:01). TRIB-UTE 102

CHUCK FOOTE
★★★ I Stopped Asking (Dominion, BMI) (2:32)—★★★ I'd Do It All Over Again (P. S., ASCAP) (2:13). 20TH FOX 302

EMMY ORO
★★★ Some of These Days (Vogel, ASCAP) (2:12)—★★★ Is it a Sin (Erwin-Howard, ASCAP) (2:25). CHELSEA 1005

CORDELLS
★★★ The Beat of My Heart (Y Plus X, BMI) (2:52)—★★★ Laid Off (Y Plus X, BMI) (2:18). BARGAIN 5004

THE PLAYBOYS
★★★ Duck Walk (Rambled, BMI) (2:05)—★★★ If I Had My Way (Famous, ASCAP). CHANCELLOR 1106

THE CITATIONS
★★★ It Hurts Me (Dew, BMI) (2:26)—★★★ Kiss in the Night (Dew, BMI) (2:22). DON-EL 113

DEBBIE DEAN
★★★ Everybody's Talking About My Baby (Jobette, BMI) (2:35)—★★★ I Cried All Night (Jobette, BMI) (2:20). MOTOWN 1025

THE TEMPLES
★★★ Have Nagila Twist (Madchen, BMI) (1:52)—★★★ Tzena Tzena (Mills, ASCAP). (1:59). AD LIB 0202

DOWNBEATS
★★★ Request of a Fool (Jobette, BMI) (2:42)—★★★ Your Baby's Back (Jobette, BMI) (2:30). TAMLA 54056

WENDELL NYE
★★★ Tell Me How (Rawson, BMI) (2:28)—★★★ Trouble (Rawson, BMI) (2:22). REECE-RAWSON 1010

BABS COOPER
★★★ Just Couldn't Please You (Blue Indigo, BMI) (2:39)—★★★ Honest I Do (Blue Indigo-Maverick, BMI) (2:38). INDIGO 144

SONNY STEVENSON AND HIS ORK
★★★ Night Stroll (Parts I & II) (Claborn, BMI) (2:30, 2:07). DC 0431

MILT GRAYSON
★★★ Here Am I Brokenhearted (De Silva, Brown & Henderson, ASCAP) (2:30)—★★★ Reward (South Mountain, BMI) (2:35). COLPIX 626

LITTLE BUCK
★★★ So Fine, So Sweet (Llon, BMI) (2:15)—★★★ Go On With Your Dancing (Central) (2:28). DUKE 337

FAUSTO PAPETTI
★★★ Just That Same Old Line (BIEM) (2:49)—★★★ Al Di La (M. Wittmark, ASCAP) (2:16)

LOUIS GRAY
★★★ Wobblin' (Bamboo, BMI) (1:56)—★★★ Up Above Their Knees (Bamboo, BMI) (2:30). ERA 3072

CLAIRETTE CLEMENTINO
★★★ Teen-Age Fair (Suto, BMI) (2:35)—★★★ I Can't Believe (That You're in Love With Me) (Mills, ASCAP) (2:07). ENCORE 1204

STAN EDWARDS
★★★ Trigger Dan (Abel, BMI) (2:04)—★★★ My Baby Likes Horehound Candy (Abel, BMI) (1:55). A BELL

THE KILI JACKS
★★★ Polly Polly (Felsted, BMI) (1:56)—★★★ China Rock (Burlington BMI) (2:20). LONDON 10004

SKIP BATTIN COMBO
★★★ Can't Stop Twistin' (Blue Indigo-Tucson, BMI) (1:37)—★★★ Quarter to Three in Moscow (Blue Indigo-Tucson, BMI) (2:25). INDIGO 143

LITTLE ROY WIGGINS
★★★ Love Theme (Starday BMI) (2:38)—★★★ Through the Night (Starday, BMI) (2:28). STARDAY 584

DANNY OWENS
★★★ Whatcha Gonna Do in '62 (Travis, BMI) (2:00)—★★★ Two Arms, Two Lips (Travis, BMI) (1:45). IMPERIAL 5826

BILL HANEY
★★★ Till Eternity (Pamper, BMI) (2:30)—★★★ Share Your Love (Copar-Forrest, BMI) (1:53). BRIAR 127

DADDY GOODLOE
★★★ Good Grip (Hara, BMI) (2:35)—★★★ Just One More Drink (Hara, BMI) (2:50). RUFUS 502

KIKI PAIGE
★★★ Your Girl (Skyview, ASCAP) (2:00)—★★★ Crazy New Love (Johnstone-Montel & Nell, BMI) (2:05). CRE-SCENDO 181

BILLY ENGLISH
★★★ I Got Over (Staid, BMI) (2:35)—★★★ Indian Summer (Staid, BMI) (2:45). GIZMO 004

LITTLE EDDIE
★★★ Mine All Mine (Bourne, ASCAP) (1:58)—★★★ Look No More (Aldon, BMI) (2:26). LIBERTY 55433

DALE WARD
★★★ Here's Your Hat (There's the Door) (Tishomingo, BMI) (2:16)—★★★ Big Dale Twist (Tishomingo, BMI) (2:07). BOYD 118

CLYDE McCOY
★★★ St. Louis Blues (Handy Bros. ASCAP) (2:22)—★★★ Fidgety Feet (Leo Feist, ASCAP) (2:17). MERCURY 71938

DICK HYMAN TRIO
★★★ Love for Sale (Harms, ASCAP) (3:01)—★★★ Down Home Melody (Mills, ASCAP) (2:52). COMMAND 4018

ED TOWNSEND
★★★ You Walked In (Beechwood, BMI) (2:30)—★★★ I Love to Hear That Beat (Beechwood, BMI) (2:22). CHALLENGE 9144

DAN BROCK
★★★ We're On Our Way (Bentley, BMI) (2:55)—★★★ I've Been Gentle (Bentley, BMI) (2:01). COLONIAL 1031

RICK RANDELL
★★★ Take My Name and Number (Sea Lark, BMI) (2:12)—★★★ Stars (GI, BMI) (1:35). UNITED ARTISTS 448

GORDON JENKINS
★★★ Roumania, Roumania (Leeds, ASCAP) (3:00)—★★★ A Toast to Live (L'Chayim) (Leeds, ASCAP) (2:40). TIME 1047

THE BRAVES
★★★ Whistle Stop (Tea, BMI) (1:58). VANTAGE 701

JUDY AND JO
★★★ Tattletale Joe (Beechwood, BMI) (2:20)—★★★ Pictures Don't Lie (Beechwood, BMI) (2:10). CAPITOL 4731

WINDJAMMERS
★★★ The Dixie Twist (Leo Feist, ASCAP) (3:30)—★★★ Soft Winds (Regent, BMI) (3:03). MONOMOY 9001

THE CONVINCERS
★★★ Go Back Baby (Big M, BMI) (2:21)—★★★ Rejected Love (Big M, BMI) (2:24). MOVIN 100

★★★★ STRONG SALES POTENTIAL

★★★★ STRONG SALES POTENTIAL

RHYTHM & BLUES

★★★★ Going Home—CHESS 1819—A simple wish is expressed here in a fine, expressive blues by Muddy. Smart organ sound backs the effort, plus a gospel-styled femme chorus. Fans will dig. (Arc, BMI) (2:50)

★★★★ Tough Times—A slow blues, handsomely turned out by the great chanter. It's full of the message of trouble. Fine organ and guitar backing. Two satisfying sides. (Arc, BMI) (2:25)

TABBY THOMAS
★★★★ Hoodoo Party—EXCELLO 2212—Blues with a lyric of novelty value. Chanter shouts the lines very effectively, to a backing with a Latin rhythm pattern. (Excellorec-Jamil, BMI) (2:24)

★★★★ Roll on Ole Mule—Blues, again with a country-flavored novelty lyric, backed with a rhythm pattern that rolls right along. (Excellorec-Jamil, BMI) (2:00)

JAZZ

JUNIOR MANCE ORK
★★★★ Never on Sunday—JAZZLAND J-45715—Lovely use of woodwinds on this instrumental interpretation of the great pic hit. The leader is on piano and the tune is played a finger-snapping medium tempo. Like the flip, the side is from the forthcoming album and should make fine programming for sweet with a beat formats. (Esteem & Skidmore, BMI) (2:43)

★★★★ Exodus—The band has a nice swingy version of the movie theme here. It's a good-sized aggregation with the leader contributing strong piano work on the instrumental. Side is from a forthcoming album called "The Soul of Hollywood." (Ernest Gold) (2:25)

COUNTRY & WESTERN

COWBOY COPAS
★★★★ Seven Seas From You—STAR-DAY 585—Copas sings a strong weeper, and this one has an unusual lyric. Should do well on c.w. outlets. (Starday, BMI) (2:50)

COWBOY COPAS-CATHY COPAS
★★★★ There'll Come a Time Someday—(Starday, BMI) (3:05)

RELIGIOUS

BONITA CANTRELL
★★★★ Looking and Waiting for Jesus—NASHBORO 715—Gal sings with purity and soul on moving gospel theme with nice backing by choir. (Excellorec-Claylick) (2:28)

★★★★ Beyond the Sky—Same comment. (Excellorec-Mohawk) (2:28)

PROF. HAROLD BOGGS
★★★★ What's Happening, Christians—NASHBORO 716—Sock reading by Boggs on blues-styled gospel item with pop-ish piano and chorus work on backing. (Excellorec, BMI) (2:15)

SPIRITUAL

SISTER JOSEPHINE JAMES
★★★★ God Can Make a Way—PEACOCK 1856—Sister James turns in a winning reading of this meaningful spiritual effort, supported by organ, piano and rhythm backing. Good wax for the market. (Lion, BMI) (2:34)

★★★★ On Our Way to the Grave—Same comment. (Lion, BMI) (2:29)

★★★★ Why?—(Lion, BMI) (2:40)

SPIRIT OF MEMPHIS
★★★★ If I Should Miss Heaven—PEACOCK 1847—Strong performance by the Spirit of Memphis here, on an introspective spiritual item, with the lead singing with emotion and heartfelt feeling. Should do well in the market. (Lion, BMI) (2:44)

★★★★ Why?—(Lion, BMI) (2:40)

★★★ MODERATE SALES POTENTIAL

JAZZ

BUDDY DeFRANCO—TOMMY GUMINA QUARTET
★★★ Theme From Route 66 (Gower, BMI) (2:42)—★★★ Never on Friday (Emarcy, ASCAP) (2:41). MERCURY 71947.

QUARTETTE TRES BIEN
★★★ Lover Come Back to Me (Harms, ASCAP) (2:44)—★★★ Always on Saturday (Missouri, BMI) (2:18). GASLIGHT 402.

COUNTRY & WESTERN

STRINGBEAN AND BANJO
★★★★ Down at the Opry (Starday, BMI) (2:32)—★★★ Chewin' Chewing Gum (Starday, BMI) (1:40). STARDAY 583.

HUEY LONG
★★★ The Ballad of John Glenn (Stone & Cook, BMI) (2:47)—★★★ Elvis Stole My Gal (Stone & Cook, BMI) (1:58). FIDELITY 4055.

THE COOK SISTERS
★★★★ In the Pines (P.D.) (2:45)—★★★ Honeysuckle Vine (Stone & Cook, BMI) (1:45). FIDELITY 4053.

LARRY BUTLER
★★★★ The Same Ole Way (Glad, BMI) (2:00)—★★★ I'm Crying All the Day (Glad, BMI) (2:50). ALLSTAR 7242.

EDDIE DRAKE
★★★★ I'll Leave the Front Door Open (Mixer, BMI) (2:40)—★★★ Key To My Heart (Mixer, BMI) (2:40). TOPPA 1050.

BILLY WAYNE
★★★★ Heartbreak and Blues (Mixer, BMI) (2:20)—★★★ Telegram (Mixer, BMI) (2:30). FEDORA 1008.

BEE CLARK AND THE NUGGETEERS
★★★★ Why Do I Want the Wrong One (Lonzo & Oscar, BMI) (1:40)—★★★ Old Memories (Lonzo & Oscar, BMI) (1:55). NUGGET 1016.

JAY BROWN
★★★★ I'll Keep On Loving You (Southern, BMI) (1:55)—★★★ So Long I'm Gone (Hi-Lo, BMI) (2:14). BRIAR 130.

DON HOLLY
★★★★ Back Again (Lonzo & Oscar, BMI) (2:40)—★★★ Nothing to Remind Me of You (Lonzo & Oscar, BMI) (2:35). NUGGET 1018.

PINE MT. BOYS
★★★★ Has Anybody Seen My Baby (Lonzo & Oscar, BMI) (2:37)—★★★ Pine Mt. Stomp (Lonzo & Oscar, BMI) (3:04). NUGGET 1019.

RONNIE MURRAY
★★★★ That's How Talk Gets Around (Sombrero Alto, BMI) (2:30)—★★★ Blind (Sombrero Alto, BMI) (2:10). SOMBRERO ALTO 1510.

SMILEY MONROE
★★★★ The Girl I Leave Behind (Mixer, BMI) (2:20)—★★★ Selfish Lies (Mixer, BMI) (2:15). TOPPA 1053.

RHYTHM & BLUES

BETTY EVERETT
★★★★ Your Love Is Important to Me (LaMaja, BMI) (2:58)—★★★ I've Got a Claim On You. ONE-DERFUL 4806.

BABY BOY WARREN
★★★★ Not Welcome Anymore (Excellorec, BMI) (2:39)—★★★ Chuc-A-Luck.

RELIGIOUS

THE CONSOLERS
★★★★ Glory Land (Excellorec, BMI) (2:48)—★★★ Goin' Across the River (Excellorec, BMI) (2:34). NASHBORO 718.

RADIO FOUR
★★★★ Whisper to Jesus (Excellorec, BMI) (2:39)—★★★ What He's Done for Me (Excellorec, BMI) (2:40). NASHBORO 717

THE HIGHTOWER BROTHERS
★★★★ To the End (Excellorec, BMI) (2:21)—★★★ Until He Comes (Excellorec, BMI) (2:23). NASHBORO 719.

(Continued on page 45)

BILLBOARD MUSIC WEEK HOT R & B SIDES

Table with columns: Rank, Title, Artist, Label & Number, Weeks on Chart. Lists top 30 R & B singles.

Reviews of New Singles

Continued from page 44

LIMITED SALES POTENTIAL

- ROY THOMAS: I Don't Care (D'Ann, BMI) - Too Darn Jealous (D'Ann, BMI) RO-BAN 200
KEN KENNINGTON: A Million Teardrops (Perry, BMI) - It Goes Without Saying (Perry, BMI) CONFEDERATE 130
JERRY VENABLE: Beyond Imagination (Moss-Rose, BMI) (2:40) - End of the Line (Kansoma, Longhorn, BMI) (2:31). RAVEN 920
BILL STARR AND THE ROCK: Running Around (Tree, BMI) (2:05) - Grizzly Bear (Tree, BMI) (1:50). SCHOCK 8-11
JOHNNY LONG: It's My Way (Cedarwood, BMI) (1:59) - Twist, Robin, Twist (Recordo, BMI) (2:26). STARDUST 6283
ROBERT GALLO: The Back Streets of Vienna (Papaleo, BMI) (1:45) - Robin's Theme (Papaleo, BMI) (2:05). FORD 109

- LORD NELSON: Dove and Pigeon (J&H, BMI) - Save the Federation (J&H, BMI). CAB 101
BISCAYNERS: Nassau Bound (Biscayne, BMI) (2:32) - Mountain Dew (Tannen, BMI) (2:18). EMBASSY 1012
MILO AND THE KINGS: New York Situation (J&H, BMI) - Lazy Man. CAB 103.
THE MIGHTY PRINCE GALLOWAY: The Wedding (J&H, BMI) - Loretta (J&H, BMI). CAB 102
ANGIE KAY AND THE KEYS: That "OO" Feeling (Globe, BMI) (2:26) - Cute Little Tomato (Globe, BMI) (2:05). GLOBE 401
ANGIE KAY AND THE KEYS: Mama May I (Globe, BMI) (2:35) - Dear Love (Globe, BMI) (2:35). GLOBE 400

COUNTRY & WESTERN

- JACK TUCKER: Just In Time (Red River, BMI) (2:00) - Calling His Name (Every Night in Her Sleep) (Mixer, BMI) (2:50). TOPPA 1052
DORIS COLLINS: Just After Sunset (Mixer, BMI) (2:35)

FOLK TALENT & TUNES

By BILL SACHS

Old-Timers Fiddlers Contest, Inc., formed recently in Nebraska by Dean Taylor, Glen Mueller, Don Johnson and Dean Joy, of Auburn, Neb.; Mr. and Mrs. Randall Smith, Brownville, Neb., and Mike Hoyer, of KMA, Shenandoah, Ia., are planning a series of regional and state fiddlers' contests sponsored by the Jaycees, with national finals to be held in Brownville, Neb., in August.

New on the talent staff of WWVA's "World's Original Jamboree," Wheeling, W. Va., are Elton Britt and Marvin Rainwater. New owners of the station, who took over the first of the year, are gradually strengthening their talent roster and "Jamboree" attendance figures are reportedly way up over those for the same period a year ago.

"Grand Ole Opry" bookings continued: Flatt and Scruggs, Concord, Ark., March 26; Bald Knob, Ark., 27; Mountain View, Ark., 28; Batesville, Ark., 29, and Jackson, Tenn., 30; Stonewall Jackson, St. Catherine, Ont., March 31; Hempstead, L. I., N. Y., April 7; Brooklyn, 8; Cousin Jody, Belleville, Ill., April 7; Grandpa Jones, Jacksonville, Fla., March 31; Hank Locklin, Denver, March 27-31; Ray Price, Jacksonville, Fla., March 31; Jim Reeves, Beeville, Tex., April 4; Hank Snow, Toronto, March 31-April 1; Ernest Tubb, Enid, Okla., March 29, and Oklahoma City, 31.

Claude King's new Columbia release, "Little Bitty Heart" b.w. "Wolverton Mountain," made its debut last week. . . . Joe Taylor, leader of the Red Birds combo on Station WGL, Fort Wayne, Ind., has filed his candidacy in the May primaries for a spot on his township's advisory committee. . . . Jan Crutchfield, songwriter-entertainer, last week had his first release on Mercury Records under the name Jan Fields. Among the recent releases clefled by Crutchfield are "The Girl From Abilene," by Ernest Tubb on Decca; "I Let It Slip Away," by Faron Young on Capitol; "The Outsider," by Bill Phillips on Columbia, and "Little Sparrow," by Eddy Arnold on RCA Victor. He recently joined Sure-Fire Music, Nashville, as an exclusive writer. He will also work as a contact man on new material for the Sure-Fire firm.

-It's Time For Me to Go (Mixer, BMI) (2:40). FEDORA 1007.

CONY CARVER: Please Change Your Mind (Ralph's, BMI) (2:05) - Lost Heart (Ralph's, BMI) (2:15). BRYTE 226

WAYNE MORRIS: I Pretend (Chris, BMI) (2:30) - I Wish I Knew a Way (Chris, BMI) (2:25). SUPER-SONIC 301

THE STONEMANS: Sadness (Dutchess, BMI) (2:20) - White Lightning (Glad, BMI) (3:40). GULF REEF 1010

LATIN AMERICAN

- Latin Amer limited sales record revs 3-31 rk DON PABLO: Green Eyes (Southern Peer, BMI) (2:45) - Mercury Waltz (Southern Peer, BMI) (3:10). LATIN AMERICAN 1

Shirlee Hunter, Barbara Allen and Don Reno and Red Smiley and Their Tennessee Cut-Ups are set for the opening of Lakefront Park, Harrison, Tenn., April 27-28. Miss Hunter is also inked for the Chincoteague, Va., Pony Round-Up July 26. Dates were set by Jim Gemmill, Richmond, Va., booker-promoter, who is also working with Cooke & Rose, Lancaster, Pa., in lining up fair dates in Virginia and Pennsylvania for "New Dominion Barn Dance" talent out of Richmond.

Tex Clark, of Bryte Records, Newbury, Ohio, has launched the Bryte Record Distributing Company at 7011 Superior Avenue, Cleveland. New distributing firm will cover Cleveland, Akron and Barberton, Ohio. Bryte has just taken on three new record lines—Roy, Elgin and R.E.F. . . . Deeja's Bob Clark, Jerry Parks and Bill Reynolds, of KCUL, 50,000-watt country music station in Dallas-Fort Worth, last week gave the No. 1 tag to Carl Smith's "Best-Dressed Beggar in Town." . . . Russ Lamb, former commercial manager at KXOL, Top 40 station in Fort Worth, has joined country music Station KCUL as account executive.

Ralph T. Hicks, West Coast c.&w. impresario and former operator of the Western Jubilee Ballroom in Los Angeles County, has joined Jack Morris' Toppa Recording Company, Covina, Calif., as artist manager and promotional director. . . . After a visit with deejays Howie Raney, of WYCA, Hammond, Ind., and Len-Ellis, WWCA, Gary, Ind., George Riddle departed for a month of bookings in California with George Jones. . . . Jerry Hammons, who with Jack Robbins and Cecil Woolbright handles production and talent bookings on "Cowtown Jubilee," Fort Worth, is now associated with WBAP radio and television in Fort Worth.

The Fraternal Order of Police in Lawrence, Kan., for the sixth consecutive year presented a country music show as its annual benefit March 17 at the high school auditorium there, with the booking arranged by Harry (Hap) Peebles, Wichita, Kan., promoter. Talent included Ray Price and His Cherokee Cowboys, Johnnie Lee Wills and his western swing band, Moon Mullican, Buddy Emmons, Hawkshaw Hawkins, Little Jimmy Dickens and Jean Shepard. The same package was also set for Kansas City, Mo., March 18; Sioux Falls, S. D., 20; Sioux City, Ia., 21; Lincoln, Neb., 22; Omaha, 23, and Wichita, Kan., 24.

Frances Self, 16-year-old c.&w. singer, who guested recently with Benny Ketchum and His Western Playboys at Cain's Ballroom, Tulsa, Okla., and the Round-Up Club, Copan, Okla., makes her first recording session April 20 at the Starday Studios, Nashville, under direction of Tommy Hill. She will record four songs written by Dee Ray Williams, country band leader and writer and partner in the Deorlen Music Company, Bartlesville, Okla. Leonard Williams is handling the personal management on Miss Self.

Thieves found to their liking the large turnout attracted recently by the Leon McAuliff dance at Hap Peebles' Playhouse ballroom, Wichita, Kan. They broke into the ballroom following the dance and got away with receipts in excess of

WITH THE COUNTRY JOCKEYS

Continued from page 32

new programming has been very encouraging. Clark says he is directing his country and folk music to the adult and family audience as well as to the teen-agers, but needs help in the way of new releases. He plans to promote c.&w. and folk music shows in the Washington area during the spring and summer.

For the first time in seven months, country music has returned to the air at Station CKPR, Lakehead, Ont. Ray Nickel, CKPR deejay and member of the Country Music Association, who twisted the boss' arm long enough to effect the change, says that c.&w. music will be aired three hours daily at the start but the time will be extended if the air audience responds as expected. "As we haven't played much country music since last August," writes Nickel, "our library is sadly lacking in the latest records. We invite releases from artists and diskeries. Anything that's desirable will get a spin." . . . Deeja's who may have been missed in the mailing on George Jones' first United Artist release, "Sometimes You Just Can't Win" b.w. "She Thinks I Still Care," may obtain copies by writing to Gabe Tucker, 314 East 11th Street, Houston 8.

Country artists Ray Bingham and Frances Self have signed a 13-week pact with the Claude Riggs Upholstering Company, Tulsa, Okla., to sponsor a new "Country Star Spotlight" record show which bowed recently on the all-country and gospel music station, KMFJ, Tulsa. The platter seg will be aired each Sunday and will spotlight a different c.&w. name each week. Bob Wills and His Texas Playboys were featured on the first show. . . . Deeja's copies of Bobby Boyle's new waxing, "On a Mountain High," are available by writing to Bryte Records, Newbury, Ohio.

Dusty Rose, who spins the country stuff at KTNT-AM-FM, Tacoma, Wash., has had his Saturday afternoon program time extended to three hours. Dusty reports service from artist and diskeries much improved in recent weeks, with especially good response from Decca and Starday. Tunes presently kicking up the most excitement in his broadcast area, says Dusty, are "The Picture at St. Helene," by Frankie Miller; "She Thinks I Still Care," by George Jones; "A Wound Time Can't Erase," by Stonewall Jackson; "I Guess I'll Never Learn," by Charlie Phillips, and "If a Woman Answers," by Leroy Van Dyke. . . . Jack Roberts continues to do his weekday afternoon c.&w. platter seg over KNBX, Kirkland, Wash., aired remote from the Warehouse of Music in Seattle. Roberts also appears with his Evergreen Drifters at Heiser's Shadow Lake Ballroom, near Seattle, on Saturday nights.

\$500. . . Howard Wilson, of Lynn Music Corporation, New York, is back in the Big Town after a swing around the Midwest to introduce to deejays Sonny James' new RCA Victor release, "Legend of the Brown Mountain Light." . . . Imperial Records last week released a new one by Slim Whitman titled "Valley of Tears," written by Fats Domino and Dave Bartholemew. Ditty was a big hit for Fats a number of years ago. Deeja's needing a copy may write to Herb Shucher, Box 232, Madison, Tenn.

A Report From the South

By **ELTON WHISENHUNT**

JACKSON, Miss.—In the past seven or more years that this writer has been correspondent for The Billboard and Billboard Music Week in the Mid-South, legislatures in the three States I cover have had bills before them which would adversely effect the coin industry.

The most common type of these proposed laws would increase the

EDITOR'S NOTE: Elton Whisenhunt, Billboard Music Week's Mid-South correspondent, is a veteran reporter for the Memphis Press-Scimitar and an expert on legislative problems affecting the coin machine industry. The following article, dealing with the pattern of proposed legislation in Mississippi, Arkansas and Tennessee, holds true in many other sections of the country.

privilege taxes on phonographs, amusement games or cigaret vending machines.

Various legislators in Tennessee, Mississippi and Arkansas have introduced such bills.

Since 1954, this reporter has covered the bills introduced in legislatures of all three States. In each case that a bill was introduced, it would have adversely effected or over-taxed the already heavily taxed industry.

Bills Withdrawn

In almost all the cases when a bill was introduced, it was later withdrawn by the senator or representative who introduced it.

Occasionally, one would get to committee and be voted down.

Another common-type bill is one which would classify pinball games as a gambling device, and thus outlaw them, because all States, except Nevada, have laws against gambling and gambling on coin-operated machines.

Collins Bill

This is the type bill introduced recently in the Mississippi Legislature by Sen. E. K. Collins of Laurel, Miss. (The Arkansas and Tennessee legislatures convene

every two years on odd years—next sessions begin in January, 1963.)

Senator Collins' proposed bill would classify pinballs as gambling devices. Punishment on conviction would be a fine up to \$500 and time up to 90 days, or both.

Conviction on a second offense would bring imprisonment from six months to two years.

Information Sought

This reporter, in an effort to trace this bill, wrote Senator Collins asking if it had been sent to committee, up for floor vote or whether he had withdrawn it.

In reply, he said it was sent to the Judiciary Committee and "was

reported out of that committee by a vote of 16 to 3 and placed on the Do Pass status (which is a recommendation to the whole Senate that it be passed).

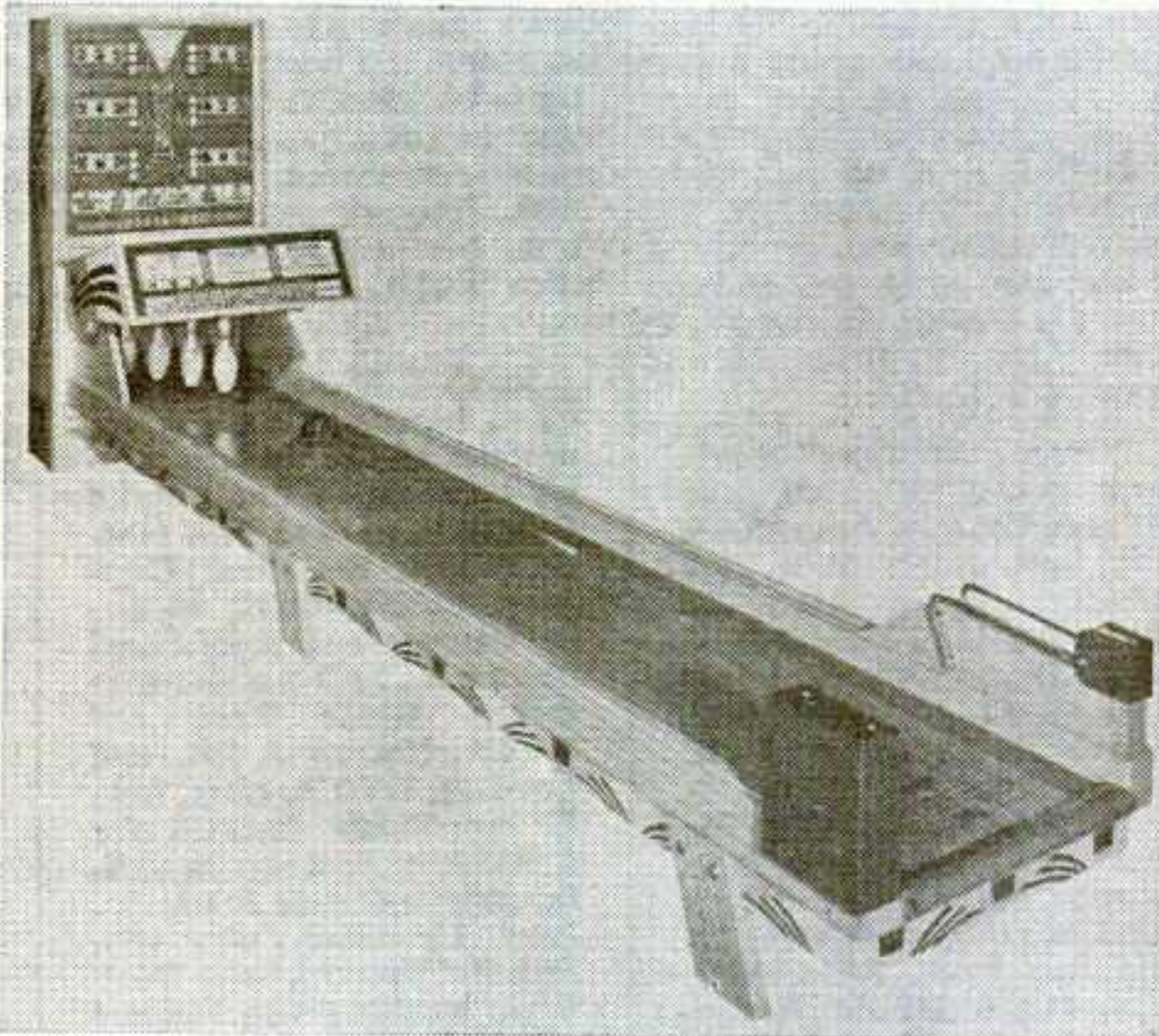
However, the senator's second paragraph stated:

Final Vote

"Since that time, however, the operators of these types of gambling devices (these are his words) have contacted almost every legislator concerning this bill, and I am afraid that they have enough votes to beat us. However, I am going to call the bill up for final vote next week."

This is not the whole story, of (Continued on page 54)

New Chicago Coin Gold Crown Bowler Game Has Six-Way Play



GOLD CROWN BOWLER

CHICAGO—A variety of six different games are featured in Chicago Coin's new Gold Crown Bowler—Regulation, Red Dot, Su-

per Strike, Flash-O-Matic, 300 Champ and All Strike.

Red Dot can be adjusted with a jack, making it optional whether the values change after each player shoots or after each frame.

The coin box has been moved to the left side of the alley and a drop-in ashtray added to the right side behind the ball return.

Runway has also been improved with rubber and cork washers providing an almost floating feel. A foam-rubber guard protects players from hitting the front of the game.

Gold Crown comes in lengths of 13 feet 5 inches; 16 feet 5 inches; 21 feet 5 inches; plus optional lengths thereafter. Cabinet and backglass have been modernized. Up to six can play.

LEANER RECORD FIRM PRODUCES FOR OPERATORS

CHICAGO — A recording-producing company to specialize in juke box music is being formed here by George Leaner, long-time partner in United Record Distributing Company with his brother Ernie Leaner. Leaner is leaving United to form One-Derful Records on South Michigan Avenue. Leaner said he would aim a substantial portion of his output at the juke box market where "a great need exists for operator-oriented music." United will serve as distributor here for One-Derful. (See full story in front of book.)

EUROPEAN NEWS BRIEFS

Play Up Fanfare in Holland

HILVERSUM, Holland—A promising market is developing in Holland for the new German Fanfare box, the Silver Model with 100 selections. The Schaap Company in Hilversum is promoting the Fanfare, which is produced by NSM in Bingen, West Germany, as the phonograph counterpart to the Volkswagen. More than 10,000 of the original Fanfare model were produced. The new machine has the same reliable mechanism, but has much improved styling and sophistication, according to Schaap customer reaction.

Phonos Gain in Luxembourg

LUXEMBOURG CITY—Location of the European Coal and Steel Community's headquarters in Luxembourg City has increased juke box location tenfold since 1953. There are now 352 phonographs in the Luxembourg capital. However, surveys show that it is visitors who contribute the major share of juke box patronage. The ECSC attracts a heavy volume of visitors on business missions, and Luxembourg is a main leave center for U. S. Air Force personnel from air bases in West Germany. The modest Luxembourg juke boom is stimulated by Radio Luxembourg, Europe's largest commercial radio station specializing in the U. S. radio format of pop music.

Reds to Get U. K. Coin Patents

EAST BERLIN—Communist East Germany will gain access to United Kingdom coin machine patents and production data through an agreement just signed with a British agency. Limex, The East German State patent agency, will be represented in the U.K. by the Anglo-Austrian Trading Company Limited, which is authorized to trade, sell, and purchase patents on behalf of the East Germans. East Germany is developing a coin machine production center at Lueckenwalde, near Dresden.

Wurlitzer Pushes 2 Phonos

ZURICH—Wurlitzer Overseas AG, with headquarters in suburban Zug, is directing the "split-level" sales program of Wurlitzer in West Germany. On one level, Erich Schneider of Hamburg is functioning as general representative for the Federal German Republic of "Made in U. S. A." Wurlitzer, the Wurlitzer 2600 prestige phonograph. On the other level, Deutsche Wurlitzer GmbH, of Huellhorst, Westphalia, is handling sales of the Wurlitzer Lyric, the Wurlitzer 100-selection compact phonograph versus the economy model. Some trade pundits claim U. S. manufacturers would be well advised to stick to U. S.-based production of the many-splendored prestige box. Others argue that the future belongs to U. S. producers who manu-

(Continued on page 56)

Outlines Bad Location Debt Deductions by Ops

By **JOSEPH KLEIN**

CHICAGO—Only under certain conditions may an operator use a bad location debt as a deduction from his federal income tax.

Heavy losses resulting from loans to premises helped trigger an operators' movement which led to the recent enactment of an anti-loan ordinance by the Chicago City Council.

To qualify for a tax deduction, hard-pressed Chicago operators found that they were required to prove at least one of the following conditions:

1. That the indebted location owner was bankrupt.
2. That the collateral—if any—received by the operator was worthless.
3. That the location owner was out of business.
4. That he was without assets.
5. That he disappeared.
6. That he was insolvent.
7. That he was in ill health.
8. That he was in receivership.

On the basis of rulings by the U. S. Tax Court, on the other hand, the operator is expected to meet many requirements in claiming a deduction for a bad location debt. One is that he exert every effort to collect his loan.

Another is that he claim the deduction in the appropriately taxable year. A third is that he prove that the location owner is out of business and insolvent, additionally.

A fourth is that he offer evidence that there has been no change in the financial condition of the location owner for a number of years. A fifth is that he prove that he charged off the loan after the determination of its worthlessness and not before.

A sixth is that he show that he stopped doing business with the location owner after he discovered the worthlessness of the debt. A seventh is that he prove that the location owner's earning power has diminished to a point where recovery of the loan is almost impossible.

The deduction is allowed only if the debt proves to be uncollectable during the taxable year.

Moreover, the deduction will be questioned and probably rejected if the loan was granted as a "favor" without regard for the business considerations which brought the operator and the location owner together.

But once proved that it is legitimately just that, a bad location loan is deductible in full.

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.

SLOW TWISTIN' AND LA PALOMA TWIST	CHUBBY CHECKER Parkway 835
GOOD LUCK CHARM AND ANYTHING THAT'S PART OF YOU	ELVIS PRESLEY RCA Victor 7992
SHOUT (Part I) AND SHOUT (Part II)	JOEY DEE & THE STARLITERS Roulette 4416
JAM (Part I) AND JAM (Part II)	BOBBY GREGG & HIS FRIENDS Cotton 1003
WHAT'D I SAY (Part I) AND WHAT'D I SAY (Part II)	BOBBY DARIN Atco 6221
SHOUT (Part I) AND SHOUT (Part II)	ISLEY BROTHERS RCA Victor 7588

Phono Op Activity Marks Spring Thaw

By BENN OLLMAN

MILWAUKEE — Juke box operators have begun to display unmistakable signs of a spring thaw. Northern Wisconsin and Upper Michigan operators are emerging from their long, profitless wintry period of hibernation. Mail orders to one-stops for records from the snow hidden hinterlands have stepped up. And up-State operators are seen more frequently nowadays in the Beer City, making their rounds of distributors and one-stops.

Milwaukee operators continue to collar good results with the ever widening output of Twist records. Frank Bartnik, Banaco Music, predicts the Twist should continue to shore up location takes for another six months to a year. Arnold Jost, Arnold's Coin Machine Company, covered his route with "Sugartime Twist" by the McGuire Sisters to excellent results.

A check of one-stops reveals operators continue to pattern their disk buying according to radio station programming. Constant air plugs of "Johnny Angel," Shelley Fabares; "She Can't Find Her Keys," Paul Peterson, and the Burl Ives "A Little Bitty Tear" have made these numbers his top coin pullers, says Frank Bartnik.

Arnold Jost points to the heavily aired Elvis Presley release, "Good Luck Charm" as the best new item on his route.

At the Record City one-stop, disk buyer Jim Mayer says operators interest is cresting on "Ooh, Lookie There, Ain't She Pretty?" by Billy Dukes, 20th Century-Fox. Also big there are: "You Are

Mine," Frankie Avalon's newest; "Little Bride," Johnny Cooper, on the Erman label, and "Buttons and Bows," by the Browns.

Veteran one-stopper Stu Glassman, Radio Doctors, notes a surge of operator interest in the special series releases on Capitol, United Artists and Decca. Operators are placing heavy orders for "Begin the Beguine," "Near You" and "Quiet Village" on the United Artists Silver Spotlight series.

Big Orders

"Our operator accounts are ordering these in 50's and 100's," says Stu Glassman. "They like them because the artists are famil-

iar to the general public and the tunes can stay on the boxes longer than most of the new stuff being released.

Other singles selling big to the juke box trade at Radio Doctors, include Anita Bryant's "Step by Step"; "Tears Broke Out on Me," Eddie Arnold; Clyde McPhatter's "Lover, Please," and "Glad Rag Doll," by Johnny Maddox.

A breakout that first found favor with Green Bay area operators is "Mexico" b-w "Little Bitty Tear" in a polka treatment by Dick Rogers on the Gold Star label. It is now picking up volume all over the State, says Stu Glassman.

Minn. Collections Warm With Spring Temperature

MINNEAPOLIS—With the advent of more spring-like temperatures, allowing people to get out more, collections for some operators perked up, with many operators and one-stops reporting heavy action on "Dear One" by Larry Finnegan on Old Town.

Some operators, however, were still crying the blues, saying that the recent heavy snows had adversely affected their collections. Operators with rural and out-State routes were particularly affected.

Minneapolis operators got some action during the State basketball tournament March 22-24. Twin Cities dealers, in anticipation of the tournament, had stocked up heavily with new merchandise.

Other disks which operators reported moving well included "What's Your Name?" by Don and Juan on Big Top, "Good Luck Charm" by Elvis Presley on RCA; and "Dream Baby" by Roy Orbison on Monument.

One-Stop Report

Business at the Twin Cities one-stops continued at a brisk pace, with more out-State operators coming into town with the improved roads and weather. Tom Prenevost of All-Record Sales, Minneapolis, listed the following as best selling disks: "Dear One"; "Good Luck Charm"; "Johnny Angel" by Shelley Fabares on Colpix; and "Mashed Potato Time" by Dee Dee Sharp on Cameo.

At Jim's Record Shop, St. Paul, Jim Christensen, owner, said that he was getting considerable action with "Dear One"; "Young World" by Ricky Nelson on Imperial; "Good Luck Charm"; "Funny Way of Laughing" by Burl Ives on Decca; and "Love Letters" by Kitty Lester on Era.

Leading the parade of hits at Brown Bros., Inc., Minneapolis, as listed by Dick Brown, partner in the firm, were "Funny Way of Laughing"; "Dear One"; "Good Luck Charm"; "Honky Tonk Man" by Johnny Horton on Columbia; and "Ooo La La" by Bob Moore on Monument.

Prado's 'Patricia' Tops With Chi Ops

By NICK BIRO

CHICAGO—Perez Prado's "Patricia Twist" on RCA Victor continues to be one of the hottest of the new releases being bought by juke box operators here. Both Singer One-Stop and Music Box mentioned it as one of their leading sellers.

Fred Sipiora, at Singer, also noted good operator sales for "Auf Weidersehen Marlene," Bob Moore on Monument (the artist's follow-up to his big hit, "Mexico"); "Shout," Joey Dee on Roulette (not a cover number, says Sipiora, very wild but good for kid spots), and David Carroll's "White Rose of Athens" on Mercury. The Carroll version is leading those by Nana Mouskouri and the Chordettes. Operators are coming in and asking for "the one with the muted trumpet," says Sipiora.

At Music Box, Russ DiAngelo's personal pick is "I Will," Vic Dana on Dalton. DiAngelo is shooting for a three-week-straight string. His pick last week was "Shout," and before that, "The Jam," Bobby Gregg on Cotton. Both have since taken off in sales and DiAngelo is betting that "I Will" will follow suit.

Others chalking up good sales to the juke box trade at Music Box are "Where Are You," Shirley Bassey on United Artist; "Everybody's Twisting," Frank Sinatra on Reprise; "Funny Way of Laughing," Burl Ives on Decca; "What

Did I Say?" Bobby Darin on Atco; "To Love Someone," Ray Donner, Gone; "Stranger on the Shore," Aker Bilt, Atco (not new but still moving well); "Bunny Hop Twist," Ray Anthony on Capitol; "Caterina," Perry Como, RCA Victor; "Memories of Maria," Jerry Byrd, Monument; "Love Letters," Kitty Lester, Era, and "Rains Came," Bo Sambo, Eric.

Elvis Presley is continuing to get good sales with his "Good Luck Charm" and "Anything That's Part of You." Both sides are getting strong play.

Generally, operator buying is about even with previous weeks, and described as "average for this time of the year" by Music Box's DiAngelo.

Barry Moves Into New Coin Venture

LOS ANGELES — Ray W. Barry, who served as manager of the Wurlitzer factory branch here for two years, has resigned to enter into a new venture in the coin machine field.

Barry joined Wurlitzer as an outside collector and moved up rapidly in the organization.

Robert H. Bear, Wurlitzer sales manager, said a replacement for Barry would be announced in the next 10 days.

Berger Names Vending Distributors

NEW YORK—Three prominent coin machine distributors have been named as exclusive outlets for the Precision Metalcraft vending machine line. PM is a division of E.M.I., Minneapolis.

They are John Bilotta, Bilotta Distributing Company, New York State; First Coin Machine Company, Illinois, and Scott-Crosse Company, Pennsylvania.

The announcement was made by Harry Berger, national sales representative.

Revenue Service Will Continue Heat on Pinball Game Violators

By ELTON WHISENHUNT

NASHVILLE — Gerald Wallwork, chief of the U. S. Internal Revenue Service, State Intelligence Division, said last week the IRS plans a continued crackdown on pinball machines used for gambling which do not bear the \$250 federal gaming stamp.

Wallwork attributed a recent rush for the stamps by game operators over the State to several raids in the past two months conducted by IRS agents.

Wallwork said operators have paid a total of \$152,750 for the \$250 stamps since last December 15. This means that the stamp has been bought for 611 machines the IRS has classified as gambling devices.

Pinball Dispute

There has been a sharp dispute since the IRS ruling of 1959 regarding the stamp as to pinball machines. It is only in cases where the machines are used for gambling, or on which pay-offs are made, that the \$250 stamp is required.

Most operators, of course, have pinballs on location for amusement only. State law prohibits gambling. There is also a separate statute

prohibiting coin-operated gambling devices.

But this law is rarely enforced as to private clubs.

No Breakdown

Of the 611 federal stamps sold in Tennessee, many are for slot machines and other such type machines not pin games. The IRS does not have a breakdown on the type of machines on which the \$250 stamp is sold.

Wallwork said, "A number of pinball machines are being used without the stamps." He indicated that the raids will continue.

However, operators should not fear in cases where the pin games are played for amusement only. The IRS agents usually go play the machines first and try to win one or more free games and asked to be paid (5 cents for each game). If the location owner pays them off, and the machines does not have the \$250 stamp, a raid follows and the machine and money inside confiscated.

Most of the raids have been in middle (Nashville) and East (Knoxville and Chattanooga areas) Tennessee. There was only one in West Tennessee, at Millington, near Memphis.

Special Problems of Resort Routes Can Add Extra Expense & Labor

By BOB LATIMER

FORT COLLINS, Colo. — Before going into seasonal resort operations, the operator should give a lot of thought to extra expenses and labor requirements involved, according to Wilbur Beyer, local operator.

Beyer, who got his start in bulk vending, and expanded into juke boxes and games 10 years ago, looks for a large percentage of his yearly gross from such famous Colorado resort communities as Estes Park and Grand Lake. These spring to life in late May or early June, and close up tight by mid-September.

Beyer has had as many as 60 locations as far as 100 miles away from his operating base in Fort Collins. The route has juke boxes, amusement machines, pin balls, and bingos.

Using a station wagon and a pickup truck, he drives thousands of miles during the late spring to place his equipment in widely separated lodges, roadside bars and resort hotels. He has even experimented with leaving machines on location the year-round in such spots as Estes Park, which is the largest mountain community within a fairly short drive of Fort Collins.

Balanced Operation

The No. 1 requirement for tapping the lush resort-community market is to build a balanced operation, with machines operating year-round. In Fort Collins, for example, Beyer's biggest and best location is the Student Union of the State Teacher's College, which is pretty quiet in the summer. The machines which are in use in the Student Union, and in many locations surrounding the college, make up the nucleus of the equipment with is moved to Estes Park, and other mountain locations.

Transportation expense is, of course, the single biggest factor. Beyer finds that commercial freight is no more expensive than hauling the machines one or two at a time in his own pickup truck. Beyer has frequently been aided in this connection by location owners, who are shipping supplies for their mountain restaurants, taverns, fishing and hunting lodges, and who don't hesitate to take along a few amusement machines and phonographs in the process.

Servicing, of course, means many long distance drives, some of them at awkward hours, in order to keep a location owner and his customers happy. Beyer has managed to offset the emergency evil by extensive preventive maintenance before any machine is placed, which, of course, cuts down on the likelihood of unexpected breakdowns.

In some instances, a location owner can aid substantially in machine upkeep by making simple repairs and adjustments himself. However, there are far too few people in this category, Beyer reports.

Co-Operation

The Colorado resort town operator co-operates closely with Ben DeGarmo, another operator, who likewise treks into the mountains each spring, and has approximately the same number of stops. It isn't unusual for DeGarmo and Beyer to service each other's machines, simply because one or the other happened to be in the area when the emergency occurred.

Modernization of resort towns can hurt collections, Beyer has found. For instance, in Estes Park, which has a population of around 20,000 during the peak summer season, there was only one municipal parking lot, directly in the center of the town, until last year.

Because every visitor parked in this area, a large tavern, restaurant, a penny arcade, several beer parlors and small restaurants profited from a steady stream of tourists.

When the city, in the interest of improvement, created two more large parking lots, one at either end of the city, with elaborate signs explaining their location, use of the former parking lot dwindled sharply.

This meant that people actually had to search out the restaurants and taverns they were looking for, and that consequently there were fewer people around to play the amusement machines and phonographs.

Unusual Locations

Beyer had experimented with setting his machines in unusual locations. In motels, for example, there are many recreation rooms for those who don't care to fish, hike, or go sightseeing in the Colorado Rockies. Spotting a few phonographs and pin balls in such locations, Beyer found both that the rooms were not used as heavily as he had believed, and that there were too many children in them, with resultant damage to any sort of coin-operated equipment left unwatched.

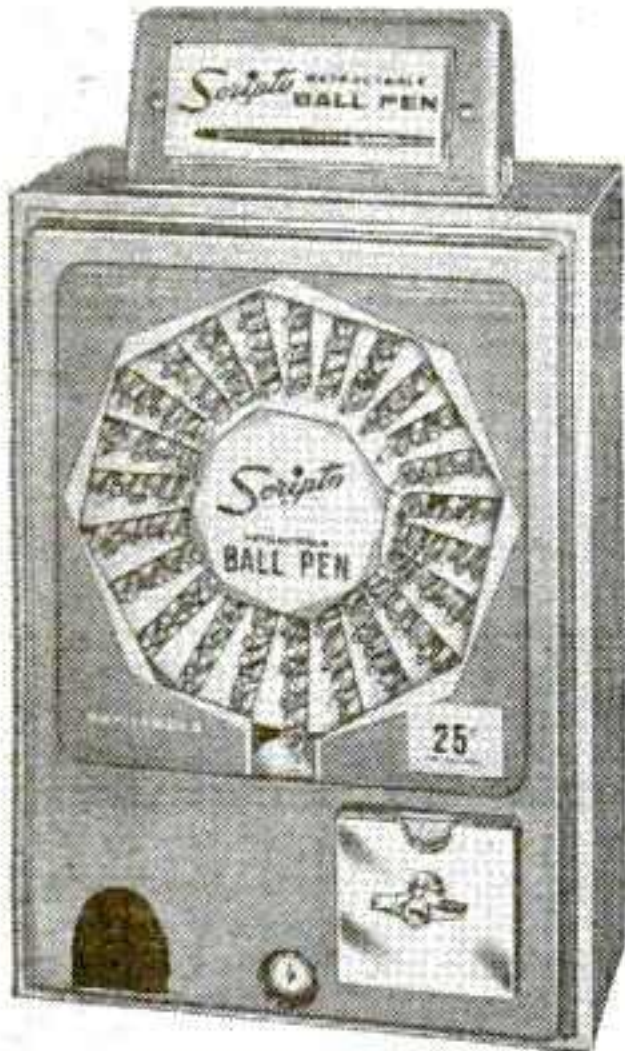
Needless to say, he gave up the motel recreation type of location at once. Large hotels, however, which abound throughout the Rockies, proved to be unexpectedly good locations for pin games, with as many as 15 or 20 clustered in such resorts as the Big Stanley Hotel in Estes Park.

Beyer must balance his moving program carefully against the situation. For example, after the Colorado State Agricultural College closes, there is a three-day period when more than 3,000 Future

(Continued on page 51)

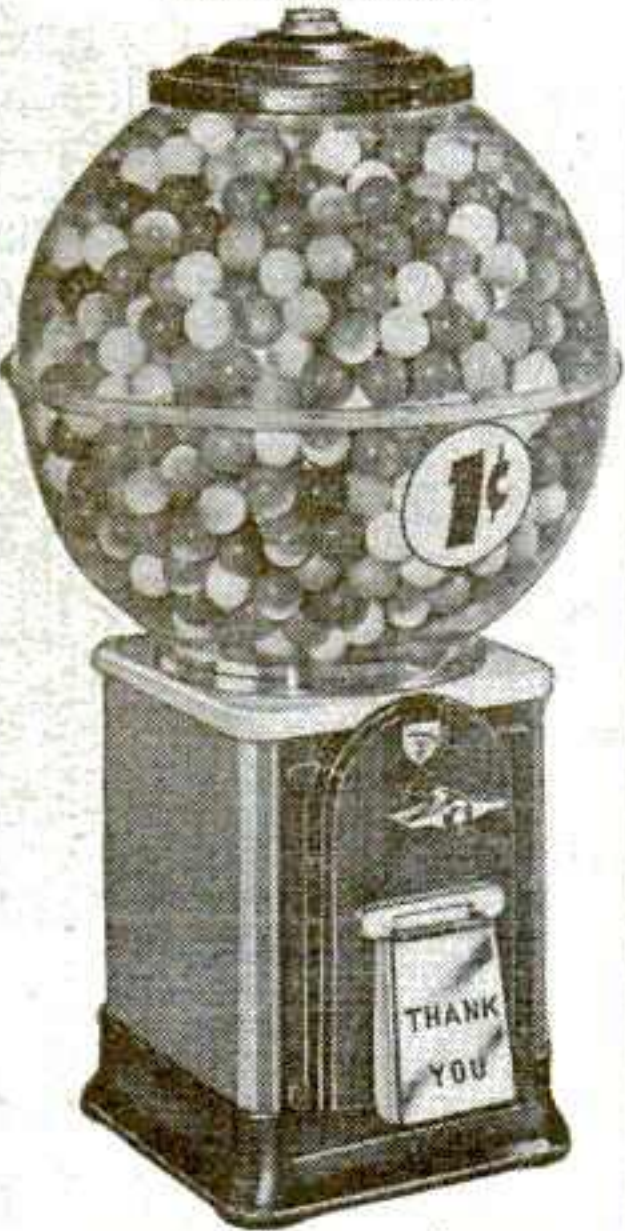


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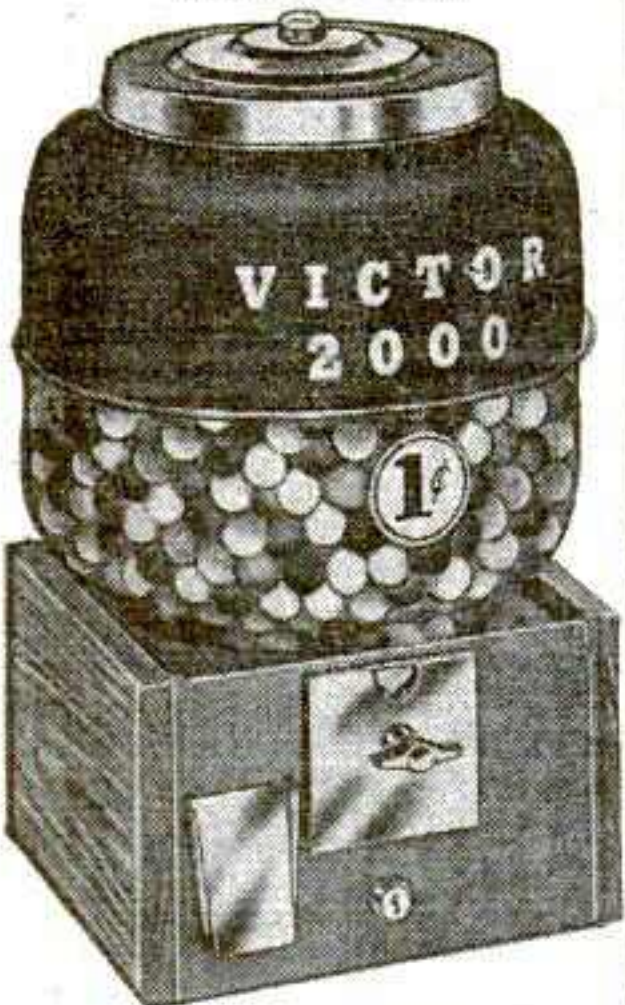
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NVA Forum Weighs Charity Ties

MIAMI BEACH—Are tie-ins between bulk vending operators and charitable organizations a force for good or evil? That question wasn't put in terms that blunt, but it was the essence of a controversy which broke loose at a spirited panel discussion at the NVA convention here on Friday (16). Briefly, for decades many operators have been placing machines on location with the proviso that a percentage of the gross go to a specific charity. This percentage is generally given in lieu of commission, add the fact that the charity shares in the profits is prominently displayed on the machines. In the past few months, charity deals—or sponsorship as it is gen-

erally referred to—have become increasingly prevalent. Some operators feel that sponsored routes amount to unfair competition. Those who participate in sponsored routes argue that the operator is offering the public goods at the same price as his non-sponsored competitor—and that worthwhile charities are being provided with much-needed funds. Operator members of the panel were Harold Folz, Leonard Quinn, Art Bianco and Paul Guynes.

Manufacturer members were George Eppy, Rolfe Lobel and Sidney Bloom. Aaron Sternfield was moderator. Harold Folz fired the opening salvo when he charged that the public is under the impression that all of the proceeds—not 10 to 20 per cent—go to the charities. He also contended that "the burden of honesty" is placed on the operator when he is expected to ration out the contributions. Folz added that while most spon-

sorship machines are placed in sub-marginal locations which will not hurt the non-sponsorship competitor, about 10 per cent of these machines are in above-average locations, and these machines are siphoning off funds from the operator who is already established in these locations. Folz argued that eventually, three or four sponsorship machines could be placed on the same location—with the result that the operator who originally put his equipment there will be getting a fraction of the revenue the location warrants. Lee Smith of the North and South Carolina Bulk Vendors Association countered that locations which would never allow bulk machines—banks, public buildings, etc.—welcome machines under sponsorship, and that these new locations do not hurt the non-sponsorship operator. He added that through the sponsorship operation, he has become personally involved with the Retarded Children program. Jason Koritz, St. Louis operator, pointed out that substantial funds are being raised for the National Children's Cardiac Hospital in Miami, and that the charity he works with has the right to audit his books at any time. Sid Bloom, Oak Manufacturing Company, said that he has had 30 years of experience with sponsorship routes, and that the people involved in these operations are outstanding citizens. He said that they are performing a dual role—giving the public a service at a fair price and at the same time providing funds for worthy causes. Chuck Buckman, representing Blind Sponsored Enterprises, said that under his program, the money is donated to the charity when the imprinted gum is paid for, hence there is an absolute check.

**Raynor, NVA Counsel,
Cautions on Sponsorship**

MIAMI BEACH, Fla. — Ted Raynor, NVA counsel, threw away his prepared speech entitled "Pathway to Success" at the annual bulk vending convention here Friday (16) and warned operators not to let the sponsorship hassle get out of hand (see separate story.) His talk followed a rather heated panel session devoted to the pros and cons of sponsorship. Raynor prefaced his remarks with the admonition that while NVA has been quite capable of handling any threat from the outside, the real danger to the organization comes from internal dissension. He advised the conventioners to settle their differences among themselves and think in terms of bulk vending as one industry—not as manufacturer, distributor and operator segments. "Think before you jump into a sponsorship operation," Raynor warned. He pointed out that 720 national organizations posing as charities have 80 per cent of their collections earmarked for salaries and administrative expenses. He advised operators to check with NVA and with their local Better Business Bureau before making any sponsorship tie-in.

has the natural components for a blue-sky promotion, with newcomers putting sponsorship machines on sub-marginal locations and taking their beatings. **Consequences** Raynor then traced the consequences of these actions. He saw the blue-sky victims—anxious to recoup part of their losses—placing their machines on good locations by offering unrealistically high commissions and hurting the established operator. The NVA counsel pointed out that sponsorship operations—if conducted properly—can do the industry a lot of good by opening up locations which had hitherto refused bulk machines.

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

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Be Careful

He also cautioned operators participating in these programs to be scrupulously careful about their accounting. "We can't afford a scandal," he added. Raynor said that while he was sure that every operator present at the meeting would conduct sponsorship programs on the highest plane, he warned on the danger of blue-sky operations. Sponsorship, Raynor explained,

**NVA Re-Elects
Folz, Other
Brass, at Meet**

MIAMI BEACH, Fla.—All officers of the National Vendors Association were re-elected at the Deauville Hotel here Saturday (17), as the annual NVA convention wound up its final business session. Officers are Roger Folz, Ocean-side, N. Y., president; Betram Fraga, Oakland, Calif., vice-president; Paul Crisman, Chicago, secretary; and Harry Bell, Chicago, treasurer. Two changes were made in the composition of the executive committee. Two manufacturers were named to the committee, and only the immediate past president, rather than all past presidents, will serve on the committee. Manufacturers elected were Dick Rollins, Cramer Gum Company, and Sid Bloom, Oak Manufacturing Company.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

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CITY _____

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We handle complete line of machines, parts & supplies.

The SUPER SIXTY
Capsule Vender*
The ultimate in quality Capsule Merchandising.
Vends any item which can be placed in a capsule.
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VENDS RAKE'S SPECIAL ASSORTMENT OF 10¢ ITEMS.
SPECIAL INTRODUCTORY OFFER.
 1 Oak Capsule Vendor and 300 10¢ Capsule Items **ONLY \$28.95.**
 Order at once and get started in 10¢ vending!

BULK MERCHANDISE

Pack	Per Lbs.	Lb.
Cashews, 450 ct., whole	30	.62
Mixed Nuts	30	.53
Spanish Peanuts	30	.31
Virginia Sprits Peanuts	30	.35
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	.60
Small Pistachios, Red	30	.53
Leaflets (M&M Style Candy)	25	.37
Teeny Jelly Beans	33	.27
Candy Corn	30	.25
Hersheyettes	25	.47
Chiclé Base Cub Chicks 320	30	.42
Chiclé Base Cub Chicks 320	30	.42
Rainblo Tabby-Lets 520	30	.32
Sugar Peeps (Bulk Candy)	24	.40
Malfettes (Ball Style, 100 Ct.)	15	.35

BALL GUM VARIETIES

Pack	Per Lbs.	Lb.
140-170-210 Rainblo Gum	25	.32
Rainblo 100's Centuries, Ass'd.	30	.34
Colors—Grape, Cherry	18	.35
Rainblo Screwballs, 100's	25	.41
Rainblo 3/4 Chiclé 140	25	.32
Cherry 210 Count	25	.32

(ORDERS: 300 lbs. or more shipped prepaid from factory only. Full cash with order, no C.O.D.'s.)

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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¢ Bulk	21.50
N.W. 5-Col. 5¢ Pkg. Gum	7.50
Columbia Model M 1¢ Bulk	14.50
Mills 6-Col. 1¢ Gum	4.95
Columbia Mod. A 1¢ Peanut	13.50
Ajax 5¢-10¢ 3-Col. Bulk	39.50
Victor Baby Girls 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
Ajax 5¢-10¢ 3-Col. Bulk	39.50
Premier 1¢ Card Vendors	14.50
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
N.W. Super 60's, like new	14.95
N.W. 10-Col. Tab	21.50

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We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1¢ Tab Gum, 5¢ Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hershey's 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Vendors. Write to King & Co. for prices and our new 12-page catalog.

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Penny-Nickel ATLAS MASTER Vendors

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Popcorn Stays Handy and Fresh In Oil-Paper Lined Vending Bags

DENVER — Bulk vendors who are going into popcorn vending as logical diversification, will find that oil-paper lined bags, to transfer the product from the popping site into machine locations, are an ideal cost-saver, according to Al Ziska, manager at P & M Vending Company, here.

P & M, running one of Denver's largest 10-cent popcorn vending machine routes, has experimented with many methods of keeping popcorn fresh and at maximum salability. Experiments have been carried out with many types of containers, including, of course, sanitary metal inset types. Metal containers, however, because of their weight, high original cost, and the likelihood of rust, dents and unsightliness, proved unsatisfactory. Various types of bags and cartons

were discarded for similar reasons.

Now, however, large, oil-paper lined bags, which can be tightly sealed shut by means of a zipper-like sliding fastener at the top, do away with air-entry and resulting staleness.

All of P & M's popcorn is produced at the company's modern showroom building on downtown Broadway in Denver. Popped and sprayed with coconut oil, the popcorn picks up an attractive yellowish hue which has proven constantly more attractive to the average customer than white.

Loaded popcorn bags (each bag contain enough popcorn for half a dozen machines) are distributed by a panel truck which has been equipped with dividers and braces to prevent the weight of one bag from crushing the popcorn in the next.

Op Jason Koritz, Distrib Lee Smith Receive NVA Recruitment Awards

MIAMI BEACH, Fla.—Jason Koritz, St. Louis operator, and Lee Smith, Charlotte, N. C., distributor, were presented plaques at the recent NVA convention here; the plaques were in recognition of their efforts in recruiting new NVA members. Dick Rollins, Cramer Gum, chairman of the membership committee, made the presentations.

Rollins cited an increase of 25 per cent in NVA membership, and pointed out that the national group has been instrumental in helping form local and State bulk vending groups.

Currently, local organizations—affiliated with NVA—are operating in New York, St. Louis, Massachusetts, Tennessee, Ohio, Florida and the Carolinas. Most of these groups have been formed in the last 12 months.

New Groups
 Rollins said that during the upcoming 12 months, attempts will be made to form local groups in Minnesota and Pennsylvania, and

that an effort will be made to start regional meetings.

Three manufacturers — Leo Leary, Leaf Gum; Sid Bloom, Oak Manufacturing, and Paul Price, Paul A. Price Company, were added to the membership committee.

Charm Firms Display New Rings, Items

MIAMI BEACH, Fla. — Eight charm manufacturers — Cscó Charms, Cleveland; Albert Fischer Company, Southgate, Ky.; Goliath Specialty, Flushing, N. Y.; Eppy-Guggenheim, Inc., Jamaica, N. Y.; Penny King Company, Pittsburgh; Plastics Processes, Freeport, N.Y.; Paul A. Price Company, N. Y., and Ringmaster Charms, Brillion, Wis.—displayed their wares at the recent NVA convention here.

Emphasis was on action rings, twist charms and the astronaut theme.

Cscó came out with a Lucky Penny charm, 50 State emblems and Wanted Posters, featuring 16 Western badmen.

Goliath had a 45-item ring series for 5-cent and 10-cent capsule machines.

Plastic Processes featured a Space Series, Large Weirdies and a Rocket Ball series.

Paul A. Price bowed a dozen new items, including a Flash Ring and a Heart.

Other charm exhibits were reported in a previous edition of Billboard Music Week.

Charity Sponsorship Execs Explain Operations to Bulkmen

MIAMI BEACH, Fla.—Several exhibitors at the recent NVA convention here were on hand to explain to operators how they could participate in sponsorship operations.

Blind Sponsored Enterprises, Green Bay, Wis., was represented by Chuck Bookman, whose firm sells imprinted gum to operators.

Under the BSE arrangement, the donation to the charity is made when the operator buys the gum, with the royalty on the poundage. Leaf Gum makes the imprinted gum, with the product selling at a competitive price to operators.

Bookman explained that by giving the money to the charity at the source, the control over the donation is rigid.

Buymore Program
 Buymore Vending Corporation, represented by Manny Greenberg, is agent for the National Foundation for Neuromuscular Diseases, Inc.

Here is how the Baldwin, N. Y., firm works. An operator is appointed sub-agent for a specific area. He must send in signed monthly reports which list the location of every machine on his route and the gross incomes of those machines.

A check for 25 per cent of the gross is sent along with the reports. Buymore is obligated to pay 20 per cent of the gross to NFNDI. In turn, of course, the charity

assists the operator in getting locations.

Carolina Program
 Lee Smith, president of the North and South Carolina group, explained that members of his association are working with Oak Manufacturing on a program to assist the Retarded Children's Foundation.

Smith explained that payments to the charity are rigidly supervised.

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N.W. Deluxe 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 1¢ Tab Gum Machine	18.00
N.W. Model 233, 1¢ Porc. Cont.	6.50
verified for 100 ct. B.G.	6.50
Silver King 1¢ B.G. or Mde.	30.00
ABT Guns	12.00
Mills 1¢ Tab Gum	6.50
Model 233 Peanut, 1¢	6.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.44
Pistachio Nuts, Jumbo Queen, White	.57
Pistachio Nuts, Large Tulls	.62
Pistachio Nuts, Vendor's Mix	.55
Pistachio Nuts, Sheik, Red	.50
Cashew, Whole	.45
Cashew, Butts	.40
Peanuts, Jumbo	.45
Spanish	.38
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.28
Jelly Beans	.28
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey-ets	.47

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the Operator.
 One-Third Deposit, Balance C.O.D.

Buy the Only SCARE EMS

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6 Seeburg Fresh Brew, Model FB-1000 Coffee Vendors with fresh cream, 1960-1959 models, \$75 ea. without mechanism and cream cans; \$100 with mechanism but without cream cans.

10 Lehigh 5c Cookie Machines, 2 col., \$5 ea.

5 Rowe 5c 4-col. Gum Machines, \$10 ea. Will trade any or all of above vending machines for late model Candy Vendors.

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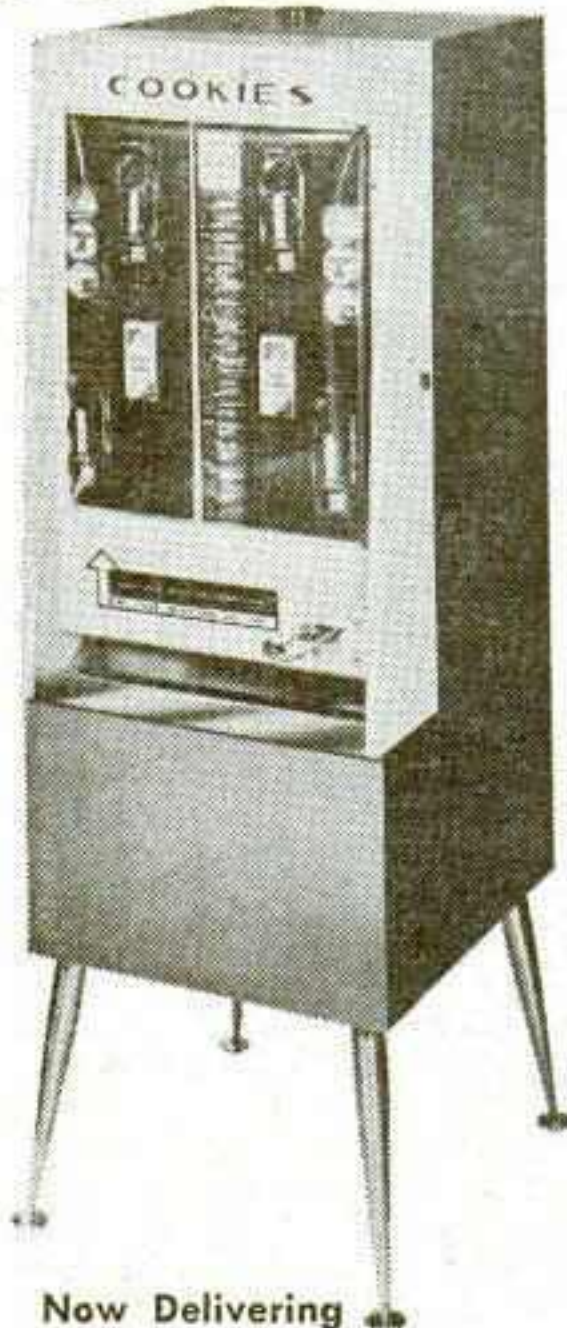
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Distrib Changes For Automatic & Rock-Ola Firms

CHICAGO — AC Automatic Services, Inc., and Rock-Ola changed distributors in Dallas last week. Rock-Ola appointed State Music Distributors, Inc., headed by Abe Susman to handle its line. State formerly handled the AMI line for the area.

AC Automatic Services named Southern Vending Company, newly formed outlet with Phil Weinberg, to handle the AMI line. Weinberg's Walbox Distributing Company was the former Rock-Ola outlet for the area.

Weinberg holds the post of vice-president with Southern. President is Russell Smith, newcomer to the coin machine industry, formerly engaged in heavy industry sales in the area.

Both outlets will carry a complete line of parts and supplies and offer full service facilities.

Seven Charged With Fraud in Vend Pitch

MINNEAPOLIS — Seven men, including a former Minneapolis detective, have been charged with a more than \$150,000 mail fraud in the nation-wide sale of vending machine routes.

Two of the men already have appeared in Federal District Court here. The other five defendants are scheduled to be arraigned soon.

Federal postal authorities claimed the men "took in" more than \$150,000 through misrepresentation of a cigar and cigarette vending machine and radio and TV tube testing machine operations. The defendants are accused of using four firms as part of a fraud scheme in operation since 1957.

The firms are National Sales and Supply Company, Industrial Distributing Company, Northwestern Electric Corporation and Allied Tobacco Company.

Authorities said the group defrauded purchasers through the suggestion that large profits would result to persons buying rights to allegedly established vending and tube testing machine routes.

Defendants arraigned in Federal Court here are Paul R. Burton of suburban Richfield, who pleaded innocent, and Frank Cooke, who has been living in Texas, and asked for court-appointed counsel.

Other defendants in the case are Gordon L. Anderson of suburban Bloomington; Robert Wysocky of Mound, Minn.; Pete V. Christian, Rogers, Minn.; Curtis L. Johnson of this city, and Barney E. McLaughlin, the former detective.

Seven Indicted in Mail Fraud of Cig Machines

MINNEAPOLIS—Six men and a corporation have been indicted in Federal District Court here on charges of conducting a \$125,000 fraud involving sales of cigaret vending machines.

The men allegedly sold established cigaret machine routes to persons throughout the country, according to Murray Galinson, assistant federal attorney here. The six are charged with mail fraud.

The defendants are Donald J. Rogerson of suburban Edina; Hollis B. Willeford Jr., and A. R. Roby, both of suburban Richfield; Peter J. Lodes and Kurt Sieloff, both of Green Bay, Wis., and Eugene Letts, address unknown.

The defendant firm is Automatic Vending Machines, Inc., at one time located at 5009 Excelsior Boulevard in suburban St. Louis Park.

It was reported earlier that seven other men were indicted here by the grand jury for a similar scheme.

MOA Newsletter

Music Operators of America's April Newsletter is being reprinted in BMW as a service to MOA members. The Newsletter appears in BMW exclusively and is not being mailed to the membership. The views expressed are those of MOA.

It's Your Money And Your Livelihood!

Our last article dealt with the problems our industry faces in defending itself against increasing demands for a sharing of its income.

The advocates of schemes to extract fees from the operators of juke boxes use every trick in the book to gain public sympathy for their side. Our industry is decried in Congress, maligned in the public press, cast as a villain on radio and TV. This negative exposure has the effect of creating sympathy for the proponents of "share the wealth." More importantly, in this process, we suffer not only the loss of this public sympathy but gain the reputation of being racketeers.

We gather in our own groups, tell each other how unfair this treatment and the continuing demands are. But the presentation of our side of the story before the public is generally regarded as a hopeless task.

We do not go along with this "hopeless" theory. Instead, we recommend that each and every operator take up the task of telling the true facts about our business to the general public. Operators have every opportunity to perform this function, for they, like newspapers, radio and TV, contact, deal with, and serve the public. And because we serve them, we are in a position to counter these "bad image" slanted stories. Let us examine our position.

Industry statistics say that the average music operator has 50 juke boxes on location. Each location has at least two owners, such as a partnership, or a man and wife. Right there is an opportunity to tell your side of the story to 100 people. Each of these locations too has at least three employees. This now totals 250 persons who will listen to you. And they will listen because they not only know you from daily contact, but because your service increases their income. Remember that these people also depend on you in other matters. Juke box income pays a location's rent—how about the advances you make for bar equipment, coffee urns, license fees, air conditioners? You are a friend . . . and a friend is listened to.

Go a step beyond this. Each location has at least 50 steady customers who enjoy playing your juke box. On an average route, this amounts to 2,500 people. Most of these know you. In fact, stop to recall how you helped these people . . . loans 'til pay day, secure a lawyer, straightened out a wayward teenager, vouched for voter registration, citizenship application, and so on.

This is a receptive audience of 2,750 live people. The next time an exaggerated story is printed, clip it out, take it along on your route, read it, and disprove it with facts. If the story is bad but true, point out how rare it is that a true juke box man gets into trouble. You will make progress that you today consider impossible. People will believe you, and when they believe you, they will start disbelieving the press stories. When enough people begin to disbelieve, the press will stop their "crusade."

What is your potential market for an improved public opinion? As an individual operator, the figures outlined above showed 2,750 for you alone. There are 8,000 music operators in this country: 8,000 x 2,750 equals 22,000,000 people that are available to this industry every day.

That is more than the circulation of any single newspaper or magazine. TV or radio rarely attracts such an audience. 22,000,000 people will elect a president, more than guarantee a prospective senator a victory, perpetuate a mayor's reign. Even if you convince only one out of ten on your story, it will change public opinion.

This is how "public image" is made. This is how truth is radiated. If every operator did his part, our industry would have a better reputation in less than six months.

Isn't this worth while?

MUSIC OPERATORS OF AMERICA, INC.
E. R. Ratajack
Managing Director

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Yes, for week in and week out editorial coverage of the export market, look to Billboard Music Week. Export copy isn't held; then gift wrapped for a SPLASH each quarter.

Rather, we like our readers to get the information when it's news. That's why every issue of Billboard Music Week has its fair shake of both foreign and domestic editorial coverage.



BACKGROUND MUSIC and cost control systems for taverns were displayed in the Wis-Coin, Inc., booth at the Wisconsin Restaurant Show. From left: Don Stowe and Val Andreas, partners, Wis-Coin, Inc., Oshkosh, Wis., and Harry Jacobs Jr., United, Inc., Milwaukee, Tape-Athon State distributor.

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Billboard Music Week

**2-Year Imprisonment
To Epstein in Fraud**

MUNICH—Max Epstein, of Toronto, has been sentenced to two years imprisonment and fined \$750 for fraudulent sales of bulk vending equipment with a total value of \$375,000.

The Canadian founded a German firm, Vendomatic International GmbH, in Munich. Through this firm Epstein purchased vintage bulk vending machines which he resold at inflated prices to 150 pensioners and retired persons.

Epstein "guaranteed" the purchasers a 200 per cent return on their investment in the first year and a "steady income for life thereafter." Epstein sold 1,500 machines to 150 persons.

After he had disposed of his antiquated equipment, the Canadian placed his "Vendomatic International" in bankruptcy and fled to Italy, whence he was extradited to Munich for trial.

• Continued from page 47

Special Problems of Resort Routes

Farmers of America descend on the college for a few days.

He keeps all of his machines available for this large group for the three days, and then, as soon as their convention breaks up, the machines are zipped up into the mountains early the next morning. High costs and lower collections mean that Beyer must watch every opportunity closely.

Programming

Programming music for resort areas is done by Mrs. Beyer, who gets better-than-average aid in this connection from location owners, who keep an ear open for the requests of customers, notice trends, and are quick to pass them along.

Because the tourists who flock into Colorado each summer come from every State in the Union and represent just as many variations in taste, Beyer programs the full top 40 hits, many novelties, plenty of semi-classical music and old favorites, and probably more country and western than is usual in Fort Collins.

Locations owners themselves will check closely

on the play meter, and report disks which aren't showing the earnings they should. In this way, the programming question isn't as difficult as might be expected, the Fort Collins operator said. "We keep up a smooth turnover, and a high average of play per record, which is much better than we had any right to expect, when we first went into this market," it was pointed out.

Late Equipment

As a final point, Beyer urges any operator considering moving into the resort market to use the newest equipment possible, for no other reason than the percentage of mechanical breakdowns is bound to be less.

He keeps his machines up to snuff by an intensive inspection program, authorizes any location owner to call him long distance collect whenever any trouble develops, and often corrects it by instructing the location owner over the phone.

"The surest way to kill the earning potential of a resort area route is to use cast-off equipment," Beyer summed up.



Midwest

OUT MINNESOTA WAY

Fire which is believed to have started in the children's amusement center did considerable damage March 11 to Atlantic Mills, discount house in the Minneapolis suburb of Richfield. Faulty wiring on coin-operated rides is believed to have caused an electrical flare-up. Damage to the building was about \$15,000, and stock valued at \$25,000 also was damaged.

Severe winter snowstorms have put a dent in the Twin Cities economy and workers' pocketbooks, a survey by The Minneapolis Star revealed. The winter road has been bumpy for both department store sales and construction work, according to a business economist for the Minneapolis Federal Reserve Bank. Operators also report that the severe weather has affected their collections, but are looking forward to a good spring and summer with warmer weather.

Al Plotnick has rejoined Advance Music Company, Minneapolis, as service manager. He was with the company for about 15 years before becoming a free-lance serviceman. . . . Ray Brown, partner in Brown Bros., Minneapolis one-stop, is back from a vacation in Miami. . . . Snow blocked roads kept many ops near home. A few who did manage to get in were Lawrence Sanford, Dodge Center, Minn.; Harry and John Galep, Menominee, Wis., and George Wohlers, Stillwater, Minn.

Jack Godfrey of Chaska, Minn., was in after recuperating from minor surgery. . . . Jim Stansfield, Frank Phillips and Lloyd Williamson, operators at Winona, Minn., made a trek to the Twin Cities, and Bob Le Cleir, operator at Chippewa Falls, Wis., also was in.

Russell Gherty, operator at Baldwin, Wis., and his wife are back from a 10-day trip to the East Coast. They were there at the height of the violent storm which struck the area and saw part of the Boardwalk at Atlantic City destroyed.

Sol Rose, sales manager at Sandler Distributing Company, Minneapolis, is back from a trip to Europe. With his wife he toured France, Switzerland, Italy and Austria. Main purpose of the trip was to see his son, who is stationed at an Air Force base near Paris, his daughter-in-law and grandchild. The Roses spent most of their time touring the famous museums and historic places on the Continent.

Milwaukee

S. L. London Music Company is scheduling a series of service schools for operators using its Seeburg coffee vending equipment.

**JUKE BOX SHILL BEGINS
WITH PHONE CALLS**

DENVER—Telephone calls to phonograph locations, to inquire whether personnel are shilling the juke box is a practice of Tony Lucero, local operator.

Lucero regularly furnishes each waitress, bartender, and the manager in each of his locations with a roll of quarters for shilling the machine, but he has found, as have others, that merely handing over the coins is no guarantee that they are being used.

Busy employees are likely to forget about the necessity altogether, with the result that the juke box stands for long periods without attention.

Whenever protracted periods of bad weather set in, Lucero makes it a point to telephone 8 or 10 locations, a different group each evening, chatting with the owner.

In the course of the conversation, he asks whether the box is being shilled.

Usually, the location owner will say, "That reminds me, I'll do it right now"—which helps to kick off an evening's play which might otherwise never have ensued. It takes only a half an hour or so to make the telephone calls, Lucero has found, and results are always good.

Factory service engineer Freeman Woodhull, Chica, will be in charge. Sessions will be held April 2, 9 and 16. . . . Martha Schalk, S. L. London Music Company's front office gal, is basking in the Florida sunshine for a few weeks. . . . Stop-ins at the Radio Doctors one-stop last week, according to Stu Glassman, included Ernie and Arnie Feight, Rhinelander; Elmer Schmitz, Hilbert; Robert Lax, Green Bay, and Milton Hone, also of Rhinelander.

According to Frank Bartnik, Banco Music, route takes are at a low level. The relentless winter weather, he says, has kept location traffic down. . . . Joe Beck, Mitchell Novelty Company, was one of the pallbearers at the funeral last week of Stanley J. Witkowski, city clerk of Milwaukee.

A Wurlitzer service school is being planned, according to Harry Jacobs Jr., United, Inc., some time during April, with factory service engineer C. B. Ross as instructor. . . . Jacobs will spend several days in Chicago helping man the Tape-A-Thon background music exhibit at the Restaurant and Electronics show during May. . . . Spring prospects appear strong, claims Rock-Ola distributor Orville Carnitz, Badger Novelty Company. "We are beginning to get a number of inquiries from operators in the Northern resort areas," he says.

Joe Ash says . . .
CONTACT ACTIVE FOR PINBALLS
FOR PINBALLS
THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!
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20 OF EACH OF THE FOLLOWING MACHINES:
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Skill Cards (counter machine)
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Also—All Bally Bingos (Lotta Fun—Barrel of Fun)
SPECIALS FOR SALE
20 ROCK-OLA 1455 @ \$195.00
35 AMI D-80 @ 50.00
5 Bally Sharpshooter Guns @ 295.00
5 Candid Camera-new @ 35.00
15 Cole 3-flvr. Cold Drink @ 95.00
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SEEBURG DIST. IN 5 STATES—BALLY DISTRIBUTORS—CHICOIN FACTORY REPS.

ROUTE FOR SALE

Forty good locations with 30 music boxes and 50 amusement machines. Netting \$15,000 per year, occupying only 25 hours of owner's time. In the heart of Florida's beautiful, fast-growing West Coast area. On the Gulf. Price: \$45,000.00. Terms.

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REALTOR
TALLAHASSEE, FLORIDA

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DELUXE and SPECIAL 6-POCKETS BUMPER POOL



POOL TABLES by VALLEY

NEW DESIGN! NEW MECHANISMS!
At your distributor or write—
VALLEY SALES CO.
333 Morton St. Bay City, Michigan

Fine Service School Crowd

WILKES-BARRE, Pa. — Hank Peteet, Wurlitzer field service representative, recently held a two-day service school at the Roth Novelty Company here, with Marvin Roth co-owner, reporting a healthy turnout of operators and servicemen.

Peteet discussed all phases of electrical and mechanical components, with special emphasis given to Wurlitzer Ten Top Tunes feature.

Local operators attending the sessions included Joseph Pelley, W. Hazleton; Michael Sacks, Leighton; R & S Sales Company, Pottsville; Krall Amusement, Mt. Carmel; Vending Machine Service, Mt. Carmel; Groff Amusement, Kingston; Economy Service, Mahanoy Plains; Bernard Pascavage, Mt. Carmel; Marion Gregg, Bloomsburg; Thomas Music, Summit Hill; Thomas Hirst Jr., St. Clair; Joseph Deluca, Wanamie.

The seminars were part of a continuous series which Wurlitzer carries out on a weekly basis simultaneously throughout the country. Four other field service engineers, in addition to Peteet, also hold regular service schools in the territory which they cover.

Ops Turn Out for Wurlitzer Showing

SAN JUAN, P. R.—Large operator turnouts were reported at each of five showings held recently by the Borinquen Music Corporation, the Island's Wurlitzer distributor.

The ratio of juke boxes to population is high here, as music plays an important role in the lives of Puerto Ricans.

Criscuolo said that due to the Cuban situation, Puerto Rico is entertaining a record number of tourists this year, and that the increase in tourism is reflected in juke box collections.

Sammons Restaurant Destroyed by Fire

MEMPHIS — Pappy's Lobster Shack, owned by L. C. Sammons, father of George W. Sammons, president of Sammons-Pennington Company, music, game and vending distributors, was destroyed by fire last week (20). The fire's origin is not known.

It was the most unique and colorful restaurant in Memphis. Sammons said it could not be replaced for \$250,000.

George Sammons lost a new Seeburg juke box, 30 speakers and 25 wall boxes, valued at \$6,000, and a \$325 cigaret machine. He had no insurance on these.

Mr. Sammons always catered lunch when George had a showing of new coin machines.

George said his father has a brick building adjoining the restaurant and will reopen there within 90 days.

WILL RULE ON ARK. SALES TAX

LITTLE ROCK—The Arkansas Supreme Court is expected to rule on whether the State can collect the 3 per cent sales tax on juke box receipts. The State Revenue Department appealed from a ruling which held that the law makes no provision for levying such a tax. The State had attempted to collect \$2,789 in taxes and penalties from C. E. Tolliver, a juke box operator, from July 1, 1957 to June 30, 1960.

"The Company that REALLY goes after more business CAN get more business today!"



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SEEBURG Directional Stereo

the true magnificence of 33 1/3 stereo right at the phonograph!

America's Largest and Oldest ONE-STOP RECORD SERVICE!

45 RPM 60c

All LP's—Regular Distributor. Wholesale—Nothing Over.

SAME DAY SERVICE

THE MUSICAL SALES CO.

The Musical Sales Bldg.
Baltimore 1, Maryland

OPERATE UNITED Shuffle Alleys and Bowling Alleys WELCOME EVERYWHERE

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The Original ELDORADO

Imitated but never duplicated



Mark I 77"x45" Mark III 92"x52"
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WANTED TO BUY

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- Chi Coin Twin Hockey
- AMI & Wurlitzer
- Bally Challengers
- Chi Coin Late Shuffles
- Keeney Shawnee Uprite
- Seeburg Bear & Coon Games
- Williams Baseball Games
- Bally Baseball Games
- United Baseball Games
- National 11-13-22-Col. Cigt Vendors
- National 10-Col. Candy Vendors
- United Late Shuffles
- United Late Bowlers

THERE IS NO SUBSTITUTE FOR QUALITY

FASCINATION GROUP GAME

Complete 16-table set-up centrally operated—not coin operated—complete with stools—Special Price.

BASEBALL GAMES

- C. C. Super Home Run \$125
- Genco Hi-Fly 125
- Genco Champion 125
- Sci. Batting Practice 95
- Four Bagger 150
- Evans Baseball 125
- Pitch'm & Bat'm 125
- Keeney League Leader 125

GUNS

- Spook Gun \$175
- Silver Bullet 150
- Genco Big Top 225
- Circus 250
- Gun Club 350
- Midway Shoot'g Gallery 285
- Midway Deluxe Shoot'ing Gallery 375
- Midway Rifle Gallery 450
- Carnival Gun 125
- Vanguard 250
- Hercules 295
- Crusader 325
- Cops & Robbers 375

Distributors for WURLITZER, UNITED, GOTTLIEB & MIDWAY.

KIDDIE RIDES

- Bally Champion \$395
- C. C. Space Ship 250
- Toonerville Trolley 475
- Boat Ride 250
- Donald Duck 250
- Exhibit Big Bronco 325
- Elsie the Cow 195
- Ferdinand the Bull 195
- Fire Engine 395
- Merry-Go-Round 250
- Motor Cycle Ride 395
- Junior Jet 175
- Red Nose Reindeer 225
- Rocket Ride, new 725
- Sandy Horse 375
- Twirley Bird, new 725
- Old Smokey 350
- Pony Ride 195
- Scientific Boat 295
- Miss America Boat 325
- Model T Ford 395
- Twin Animal Ride 225
- Drive Yourself Mobile 325
- Auto Test Drivemobile 425
- Tumpike Auto Test 475
- Deluxe 675
- Hot Rod 225
- Choo-Choo Train 250

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MACHINE EXCHANGE
2029 PROSPECT AVE., CLEVELAND 15, OHIO
All Phones: Tower 1-6715



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CHICAGO COIN'S

NEWEST 6
PLAYER BOWLER

GOLD CROWN

and introducing another Chicago Coin "First"

**SUPER QUIET
PLAY FIELD!**

**SOFT RUBBER
SHIN GUARD!**

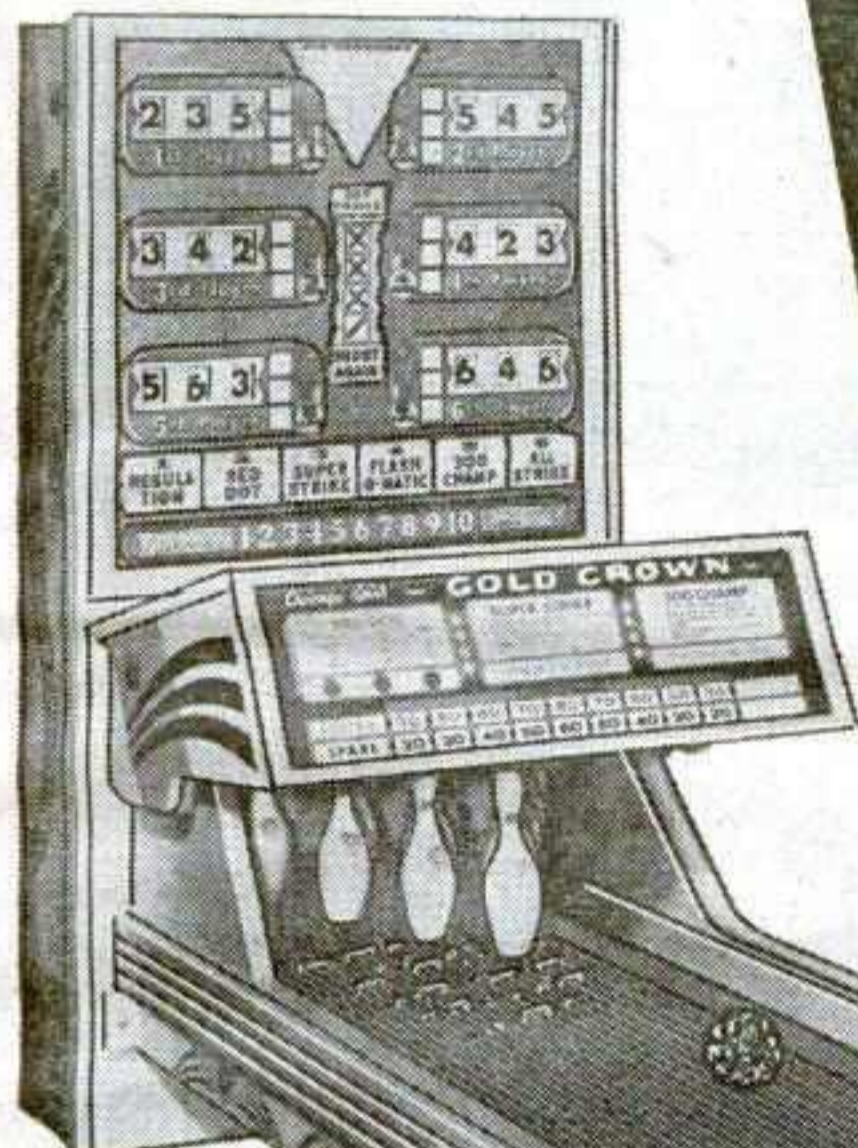
**SUPER STRIKE
SCORING**

with "strike or bust"
feature

**RED DOT
SCORING**

scores "double and triple"
when red dots are lit

PLUS



NEW!

SUPER QUIET PLAY FIELD!
New rubber mounted and
cork laminated. Assures
super-quiet play.

NEW!

**LEFT SIDE LOCATION
OF CASH BOX!**
For easier play.
No bending for ball.

NEW!

BUILT-IN ASH TRAY!
Large, easy
to empty —
stainproof.

NEW!

SOFT RUBBER SHIN GUARD!
No more bruised
shins. Bumper gives
to pressure.

★ ★ PLUS BOWLING'S MOST ★ ★
★ POPULAR WAYS TO PLAY! ★ ★
**SUPER STRIKE * REGULATION
"300" CHAMP * ALL STRIKE
FLASH-O-MATIC * RED DOT**

SEE YOUR DISTRIBUTOR FOR THE COMPLETE LINE OF
Chicago Coin PROFIT-MAKING GAMES!

**10¢
PER PLAYER**
3 SIZES
13'5" ... 16'5" ... 21'5"

Chicago Dynamic Industries, Inc.

1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

**LOWEST PRICES AROUND
FULLY RECONDITIONED UPRIGHTS**

KEENEY

Big Round Ups	\$90.00	Red Arrows	\$275.00
Little Buckeroo	90.00	D1x Big Tents	125.00
Criss Cross Diamond	90.00		
Touchdowns	90.00	Old Plantations	425.00
		Wild Cats	\$150.00
		Playball	50.00
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Factory Distributors for J. H. Keeney Company, featuring
EL RANCHO, HACIENDA, SWEET SHAWNEE, FLASHBACK

1/3 deposit required on all orders, balance either C.O.D. or Sight Draft.
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CEdar 4-1051 or 4-2235—Cable: DALCOIN

**Gill Manager, Martin
Montgomery, 39, Dies**

HOT SPRINGS—Martin Montgomery, route manager for Gill Amusement Company, owned by J. Earl Gill, died last week at 39. Physicians said they did not know the cause. Montgomery was ill for a long period of time and consistently lost weight before his death. He was route manager for Gill for 10 years. He left a wife and two children.

MARION, Ind. — Rictor Kirby, operator of the Kirby Automatic Music Company here for nearly 30 years, died here recently. He is survived by a widow and four daughters. The business will be continued under the same name by his family.

Report From South

Continued from page 46

course, and not the story I hear about it. But the point is the problem seems to exist in most all States and nobody in the industry has yet figured out a suitable solution to it. When they do, it would be well worth passing on to operators associations in all States.

Sammons Comment

George Sammons, president of Sammons-Pennington Company in Memphis, distributors, said this has been going on in legislatures for a quarter of a century—since he was a 16-year-old office boy in a coin machine distributing business. He's 41 now.

He says he's talked to many in the industry familiar with the problem, but nobody has hit on an answer yet. If anybody has one, pass it on to me and I will get it to the operators of Tennessee, Arkansas and Mississippi.

I'll report later on what happens to this Mississippi bill.

**BARGAINS
FOR THE WEEK**

GAMES GAMES

**350 OF THEM
BIG WAREHOUSE
CLEARANCE SALE**

Received a Large Lot of Guns in Trade, also a Large Lot of Phonographs.

**WHAT DO YOU NEED?
SPECIALS FOR THE WEEK**

C.C. Rocket Shuffle

..... \$50.00 ea.

1 Lot of Older Shuffle Alleys, Bally, United, Chicago Coin—Write for More Information on the Above.

Write or Call Us Collect.

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Write for Our Price List on Full Line of Coin-Operated Machines.

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BALLY BINGOS
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WILLIAMS BASEBALL
AMI—F-80, F120, 6-80, 6120
GOTTLIEB PIN GAMES
WILLIAMS HERCULES, CRUSADER, TITAN, SPACE GLIDE GUN
UN. TRIPLE PLAY BINGOS
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FOR SALE

WMS. 3 COINS 1P..... WRITE
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Our combined sources of new equipment assure you of a complete source of used equipment and parts.

MUSIC

Wurlitzer 1650AF \$ 95.00
Wurlitzer 2100 295.00
Seeburg 100G 325.00
AMI D-40 65.00

SHUFFLE ALLEYS

Bally Club Bowler \$275.00
Bally Deluxe Club Bowler... 325.00
Bally Atlas Shuffle Alley... 245.00

ARCADE

Williams Ten Pins \$ 95.00
Williams Hercules Gun 245.00
Chi Coin Bull's Eye Drop Ball 95.00
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Chi Coin Ray Gun..... 395.00

REX-BILOTTA CORPORATION

821 S. Salina St., Syracuse 3, N. Y. Jack Shawcross—Sales Mgr. GRanite 6-4071.

STEADY REPEAT PLAY

more ways to score than ever before

Williams 3 COINS

1-PLAYER Adjustable 3 or 5 ball

TRUE MOVING TARGET

Plasticote Finish on playfield. Slug Rejector

Single or Twin Chutes • Locked Cash Box

LOCATION TESTED for PROFITS!

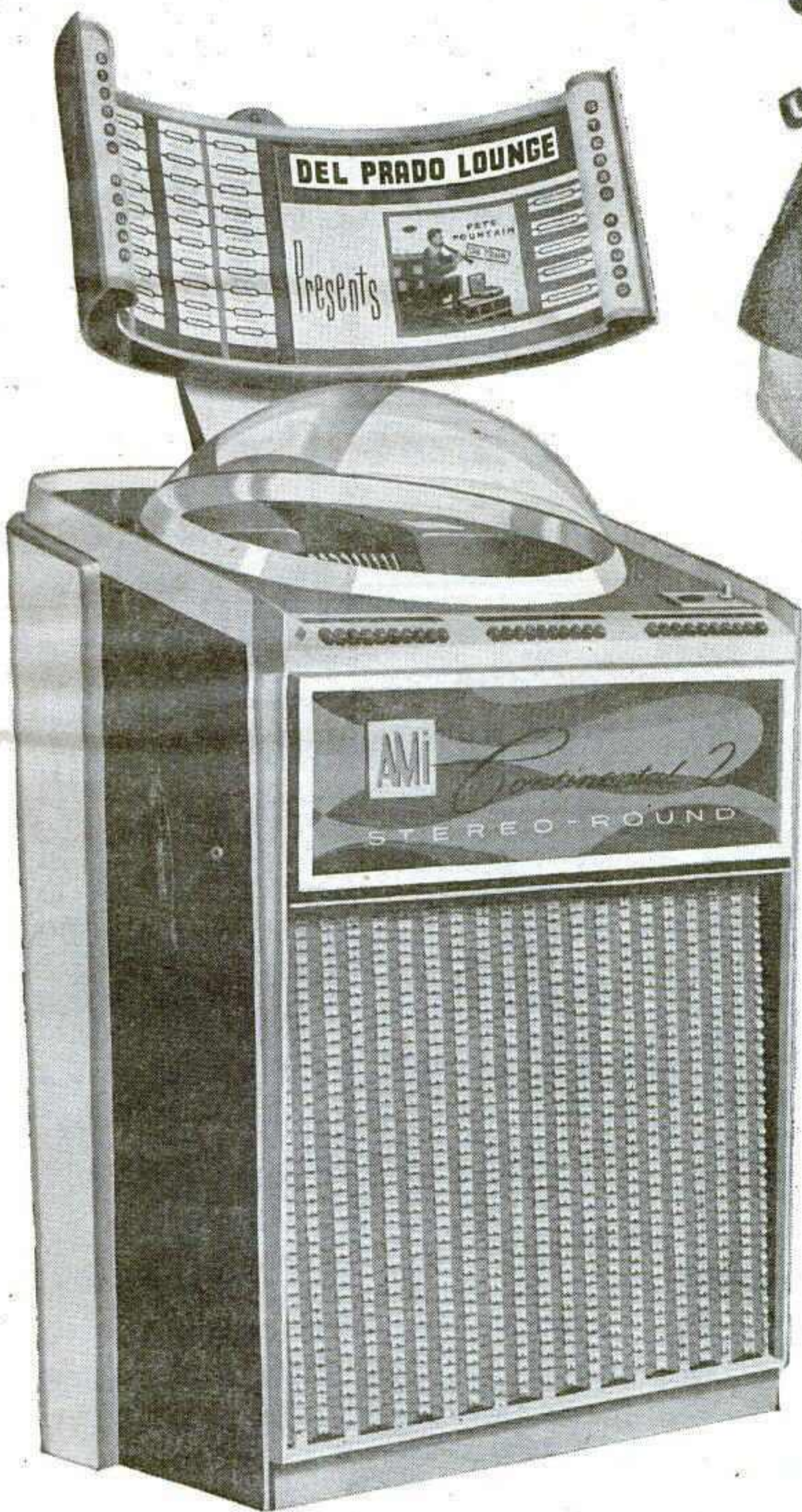
- Coin insertion lites Ace to spot first card.
- Hitting A-K-Q-J-10 consecutively lites first coin on playfield.
- Hitting second A-K-Q-J-10 consecutively lites second coin on playfield and bottom right or left rollover lanes for "Special".
- Hitting third A-K-Q-J-10 consecutively lites third coin on Playfield, lites Moving Target for "Special".
- Four Side Targets spot cards and advance score.
- Five Rollover Buttons, Four Targets, Bottom Lanes and Moving Target Spot Cards.

See Your Williams Distributor Now!

Williams ELECTRONIC MANUFACTURING CORP.
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

BUY THE BEST—BUY WILLIAMS

NOW..
LAND THE
BIG ONES



Bait your route with the AMI "100" to land the big ones—big locations, big coins, big play. There's a new lure for listeners in this sensational AMI "100". You're sure of a record catch day after day.

BUILD PLAY with one-tune-per-side 33 1/3 stereo records and AMI Top Talent Tune Programming. Ask your AMI distributor about the wide selection of stereo music available on these 7-inch 33 1/3 singles. Feature artists that pull big play on the location's own individualized selector panel.

STEREO ROUND*. The original full range, self-contained stereo system. No remote speakers needed; no protruding parts.

MERCHANDISES MUSIC. AMI phonographs are designed to produce top income for you and locations. Rugged mechanisms last for years, keep service costs way down. Genuine diamond stylus for longer needle and record life standard equipment.

TWO GREAT MODELS, AMI Top Talent Tune "100"; AMI "200". Both Stereo Round.

* Patent pending

A C AUTOMATIC SERVICES, INC.
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OPERATORS: Reproductions of this illustration by nationally famous Stan Ekman are available, without copy, from your AMI Distributor.

AMI COMPLETELY SELF-CONTAINED STEREO ROUND MUSIC SYSTEMS

✓ Games ✓ Music ✓ Arcade Equipment
Check BANNER FIRST!
BANNER SPECIALTY COMPANY
 EXCLUSIVE UNITED MFG. CO. / 1641 No. Broad Street, Phila., Pa. CEnter 6-5000
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ATLAS . . . Reconditioned—Guaranteed
MUSIC • GAMES • VENDING

VENDING	MUSIC
ROWE L-1000, 4 Flavor . . . \$595	ROCK-OLA 1455 \$245
ROWE COMMANDER, 11-Col. (Man.) . . . 95	A.M.I. F-120 225
ROWE AMBASSADOR, 14-Col. Cig. . . . 175	A.M.I. J-200E (50c) 445
STONER D-500 COFFEE/CHOC. 295	A.M.I. I-120 (50c) 425
WITTENBERG Ref., 24-Sel. 545	A.M.I. K-100 (50c) 495
DUGREMIER K-14 (Man.) 175	ROCK-OLA 1448 275
CONTINENTAL 30-Col. Cig. 195	ROCK-OLA 1454 295
SEEBURG 800-E2 Cig. 215	ROCK-OLA 1458 395
SEEBURG 800-E1 Cig. 185	SEEBURG 222-SH (50c) 745
	SEEBURG 100-R 375
	SEEBURG KD-200 325
	WURLITZER 2150 (50c) 295
	WURLITZER 2000 (50c) 245
	WURLITZER 2200 (50c) 345
	SEEBURG Q100-SH (50c) 745

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VALLEY POOL TABLES
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 Complete Stock—
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1/3 Deposit, Balance Sight Draft

EUROPEAN NEWS BRIEFS

• Continued from page 46

facture — in Europe — an economy box tailored to the European market. Wurlitzer is testing the two theories in a unique experiment with great importance for the trade.

Trade Watching Jupimatic

AACHEN, W. Germany—Westdeutsche Musikautomaten GmbH is introducing its new Super-Jupimatic 104 juke box. The 104-selection stereo box has ultramodernistic lines, conventional vertical stacking of disks, and a push-button selection arrangement similar to radio station selection buttons. The box is priced to compete in the economy class. The trade is watching Westdeutsche's Jupimatic because its production is an example of the integrated type of manufacturing operations widely forecast as the shape of things to come in the European, as well as U. S. trade. The firm produces the popular Kicker table soccer game. It is understood that production of vending equipment is under consideration to give Westdeutsche a complete production line of phonographs, games and vending equipment.

New Payouts for W. Berlin

WEST BERLIN—Guenter Wulff Apparatebau is giving a boost to the beleaguered Berlin economy with production of a new model payout—the Rotomint-Optima. The new payout means increased employment at Wulff's modern West Berlin plant. Rotomint-Optima is a fully electronic game with a new-type play arrangement, the so-called "double-play system."

Empress Is Ruling Rock-Ola

HAMBURG — Rock-Ola's Princess is now ruled by an Empress. Al Adickes' Nova Apparate GmbH & Company has begun promotion of the new Rock-Ola 200-selection stereo prestige box. It is a stereo-monaural box, and is being promoted under the slogan "Created out of the past—Shaped for the future." The 100-selection Princess, on which Adickes began promotion early in the year, is finding a lively market on the Continent, particularly in Britain.

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

WANTED
 Juke Box Mechanic. No drifters, steady work, good pay, regular hours.
 Write: The Billboard
 BOX 156
 188 W. Randolph Chicago 1, Ill.

FOR SALE

Red Arrow	\$200.00
Red Arrow Twin	250.00
Wild Cat	100.00
Wild Cat Twin	150.00
Super Wild Cat	250.00
Super Wild Cat Twin	300.00
Flash Back	450.00
Trail Blazer	300.00
Trail Blazer Twin	350.00
Hunter	25.00
Cross Diamond	50.00
Touchdown	50.00

Send 1/2 deposit to
GUERRINI'S
 1211 W. 4th St. Lewistown, Pa.

NO FOOLING . . .
ORDER GOTTLIEB'S NEW
ADD-A-BALL . . .
FLIPPER
CLOWN
 with Exciting
 Number-to-Beat Feature
 . . . and get TOP-PROFIT ACTION!

WANT TO BUY
 GOTTLIEB:
 LITE-A-CARD • ATLAS • CONTEST
 CAPT. KIDD • SWEET SIOUX
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TOP DOLLAR PAID!

SPECIALS!
 Completely Reconditioned
 HIALEAH \$145
 C.C. 12' BOWLING LEAGUE
 with 3" Balls 100
 MIDWAY DeL. RED BALL . . . 115

NATIONAL COIN MACHINE EXCHANGE
 1411-13 Diversey Chicago 14, Ill.
 BUckingham 1-8211

GOTTLIEB'S Flipper

CLOWN

A New Sensational Add-A-Ball with Exciting "Number-To-Beat" Feature!

- Number-To-Beat is lit by making purple rollovers or left Roto-Target. Player gets additional ball by making higher number on white rollover or right Roto-Target.
- 3 places to spin dual-number Roto-Targets
- Additional ball for high score
- Tilt penalty feature continues game
- 3 on-off pop bumpers
- Sparkling cabinet design

EYE-CATCHING ANIMATION!
 When player scores additional balls, Clown in light-box swings mallet and drives ball to top of strength tester.

See your distributor for a demonstration today!

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

1140-50 N. Kostner Avenue • Chicago 51, Illinois
 It's Always Profitable to Operate Gottlieb Games!



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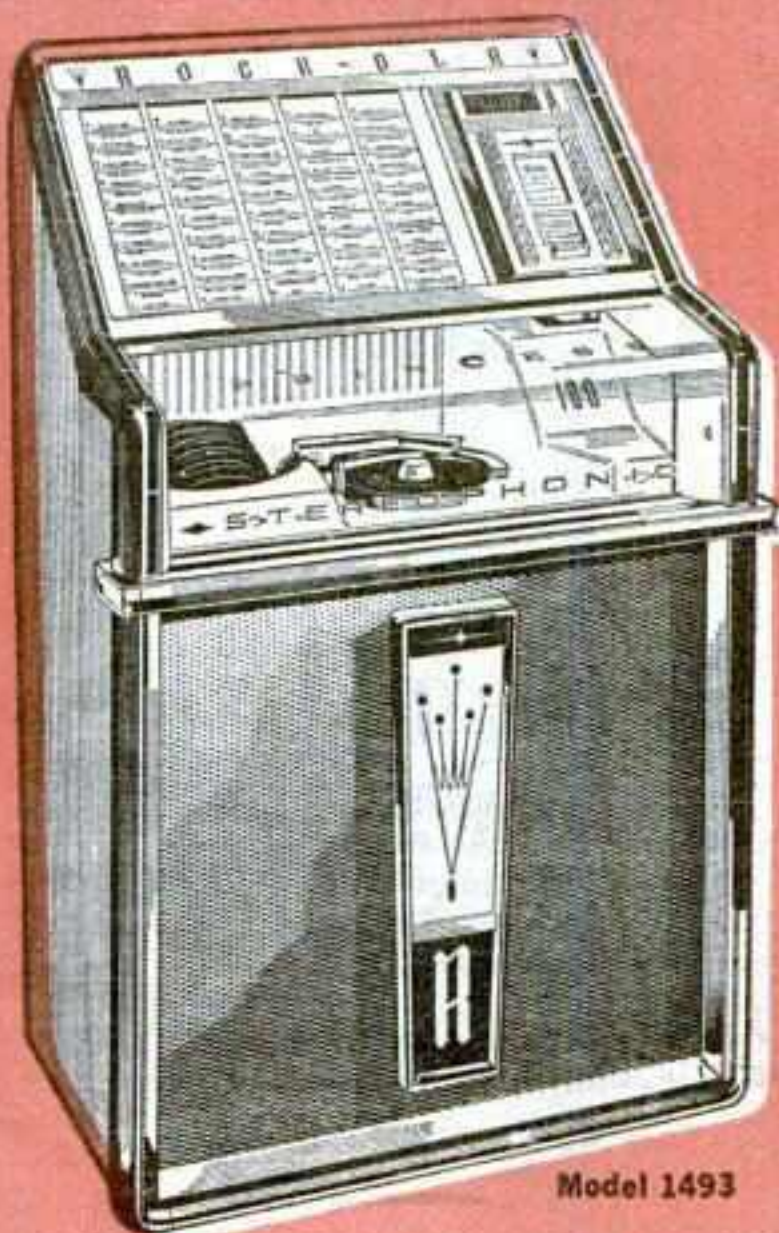
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3100 Main Street Dallas, Texas
RIVERSIDE 1-6455



It is with great pride that Rock-Ola Manufacturing Corporation announces the appointment of State Music Distributors Inc., as a distributor for Rock-Ola's phonograph equipment. This association, with one of the larger and more reputable distributors of amusement equipment in North Texas, promises better service and greater profit for all operators in the area. The appointment of State Music Distributors Inc. as a franchised Rock-Ola phonograph distributor serves to illustrate that you can always look to Rock-Ola . . . not only for advanced products for profit . . . but also for the most advanced . . . dependable sales-service distributorship organizations for profit-making coin operated phonographs.



the
ROCK-OLA
Princess
COMPACT
NEW DESIGN
for GREATER
FLEXIBILITY

Saves on Space and Service

The Princess is a versatile stereophonic-monaural compact console phonograph. It features elegant styling together with the world famous Rock-Ola tradition of engineering excellence, unsurpassed dependability and finest quality. It is truly a symphony in high style, with the sound of the future . . . today.

Look to
ROCK-OLA
for advanced products for profits

ROCK-OLA MANUFACTURING CORP.
800 North Kedzie Avenue, Chicago, Illinois



ABE SUSMAN
OF
**STATE MUSIC
DISTRIBUTORS INC.**

Says . . . Rock-Ola has recognized the basic problems of the operators of coin operated phonographs.

They have manufactured a phonograph that is priced to enable the operator to meet his obligations and perform at a profit.

The Rock-Ola Princess is the answer. The result of painstaking research is now being produced by craftsmen with years of experience and Technical Know-How.



Speaking for the entire staff of State

ABE SUSMAN

Says . . . We are here to serve you in your coin operated phonograph needs and we pledge dependable Sales and Service help.

Abe Susman

STATE MUSIC DISTRIBUTORS INC.



YOU TOO can
look to
ROCK-OLA for
advanced products
for profit!



**NEW TYPE
IN-LINE GAME
WITH
3 EXTRA HOLES
HITS NEW HIGH
IN EARNING POWER**



**"AUTO-MISSION"
COIN-DIVIDER**

POPULAR 6-CARDS PLAY
earns up to 6 coins per game

POSITIVE PROGRESSIVE SELECTION
gives extra card for each extra coin

28 HOLES ON PLAYFIELD
adds new dimension in skill-appeal

PROFIT-PROVED SUPER-LINES
insure continuous repeat play

Months of location-testing prove new style playfield—with 28 holes—gets biggest play ever in 6-cards class. SHOOT-A-LINE consistently out-plays and out-earns all other 6-cards light-a-line games. See for yourself what 3 extra holes will do. See SHOOT-A-LINE at your Bally distributor today.

BALLY MANUFACTURING COMPANY—2640 Belmont Avenue, Chicago

Bally **\$ SHOOT-A-LINE**

Makes More Money

because

No feature on any phonograph has ever stirred more operator enthusiasm or stimulated extra earnings like the Wurlitzer Ten Top Tunes musical bargain. 50% to 100% increases in location receipts are common facts and Wurlitzer has the testimonials to prove it. If you are looking for a way to revitalize your route, see your Wurlitzer Distributor now.

WURLITZER TEN TOP TUNES

at the press of a single button

Promotes Hefty Half-Dollar Play

Wurlitzer
2600

in addition offers

33-45 RPM intermix. Eye-arresting dome panel. Dual channel amplifier with treble and bass controls for each channel. Optional motor-driven remote volume control. Easy front and rear door access. Flexible four-coin mechanism.

THE WURLITZER COMPANY
NORTH TONAWANDA, N. Y.

Backed by 106 years of musical experience





**going
straight
up!**



Watch Neil Sedaka's new big-beat, up-beat single churn up the charts

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The most trusted name in sound