

# BILLBOARD MUSIC WEEK

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

## PAGE ONE RECORDS

BILLBOARD  
MUSIC WEEK  
PAGE ONE RECORD

## L. A. Sales Move With Lion's Roar

HOLLYWOOD—March went out like a sales lion here, with a BMW dealer survey finding that continued strength in singles and LP sales during the month's final week made March the top month so far this year. This runs contrary to form when, as a rule, the Lenten season and the impending tax bite tend to create a disk sales dip.

Dealers were unanimous in reporting sales retaining their high level. Several said the month's final weekend was the biggest since Christmas. Some retailers gave credit to better product in both the singles and album areas. Others said better business reflected an upturn in the general economy.

Several dealers agreed that increased tempo in discounting can take much of the credit. This has resulted in more stores advertising deals, thereby making the consumer more conscious of what's available on records. Last week, May Company took a full page in the local press devoted entirely to a disk sale (offering 35 per cent off), followed by a half page this week. White Front, the five-store volume discount chain (Coast link in the Interstate Stores network), previously sprinkled its ads with cut-rate disk offerings as obvious leaders.

Now, for the first time, White Front has departmentalized its record advertising so that a single ad (half page) is devoted solely to disks (offering 50 per cent on entire RCA Victor catalog). Ad uses mats showing the covers of 20 LP's with thumbnail blurbs under each, similar to the typical record club

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### SINGLES

#### ★ NATIONAL BREAKOUTS

**EVERYBODY LOVES ME BUT YOU**, Brenda Lee, Decca 31379

#### ★ 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.

**DOCTOR FEELS GOOD** . . . Doctor Feelgood and the Internes, Okeh 7144 (Cigma, BMI) (Nashville-Memphis, Dallas, Fort Worth, Houston)

**BALBOA BLUES** . . . Marketts, Liberty 55443 (Lock-E. D. M., ASCAP) (Los Angeles)

**LOVE TWIST** . . . Johnny Jenkins and the Pinetoppers, Gerald 1001 (Time, BMI) (Atlanta)

**THE STRIPPER** . . . David Rose, MGM 13064 (David Rose, ASCAP) (Los Angeles)

**YOU DON'T MISS YOUR WATER** . . . William Bell, Stax 116 (East-Bais, BMI) (Dallas-Fort Worth)

**I LEFT MY HEART IN SAN FRANCISCO** . . . Tony Bennett, Columbia 42332 (General, ASCAP) (San Francisco)

**I'VE BEEN GOOD TO YOU** . . . Miracles, Tamla 54053 (Jobete, BMI) (Pittsburgh)

**I SOLD MY HEART TO THE JUNKMAN** . . . Blue Bells, Newtown 5000 (Mills, ASCAP) (Philadelphia)

**THE RIGHT THING TO SAY** . . . Nat King Cole, Capitol 4714 (Bregman, Vocco & Conn, ASCAP) (Pittsburgh)

**THAT'S A GOOD IDEA** . . . Grover Mitchell, Vee Jay 429 (Builders-Conrad, BMI) (Atlanta)

#### NEW ON THE HOT 100

66. **EVERYBODY LOVES ME BUT YOU** . . . Brenda Lee, Decca 31379
81. **CONSCIENCE** . . . James Darren, Colpix 630
86. **BLUES (Stay Away From Me)** . . . Ace Cannon, Hi 2051
88. **MARCH OF THE SIAMESE CHILDREN** . . . Kenny Ball, Kapp 451
89. **NIGHT TRAIN** . . . James Brown, King 5614
90. **I'M ON MY WAY** . . . Highwaymen, United Artists 439
91. **LOVESICK BLUES** . . . Floyd Cramer, RCA Victor 8013
92. **SUGAR BLUES** . . . Ace Cannon, Santo 503
93. **DOIN' THE CONTINENTAL WALK** . . . Danny and the Juniors, Swan 4100
96. **I FOUND A LOVE** . . . Falcons, LuPine 1003
97. **OPERATOR** . . . Gladys Knight and the Pips, Fury 1064
98. **MEET ME AT THE TWISTIN' PLACE** . . . Johnnie Morissette, Sar 126
99. **I'LL TAKE YOU HOME** . . . Corsairs, Tuff 1818
100. **SO THIS IS LOVE** . . . Castells, Era 3073

### ALBUMS

#### ★ NATIONAL BREAKOUTS

MONO

No Breakouts This Week.

STEREO

**BOUQUET OF LOVE**, Percy Faith Ork, Columbia CS 8481  
**SINCERELY BRENDA LEE**, Decca DL 74216  
**NIGHTFALL**, Capitol Symphony Ork (Dragon), Capitol SP 8575

#### ★ NEW ACTION LP'S

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

MONO

**TWISTIN' ROUND THE WORLD** . . . Chubby Checker, Parkway P 7008  
**BABY, IT'S YOU** . . . Shirelles, Scepter SLP 504  
**AHMAD JAMAL'S ALHAMBRA** . . . Argo 685  
**MODERN SOUNDS IN COUNTRY & WESTERN MUSIC** . . . Ray Charles, ABC-Paramount ABC 410  
**DUET** . . . Doris Day-Andre Previn, Columbia CL 1752  
**THE TWIST GOES LATIN** . . . Perez Prado, RCA Victor LPM 2524  
**FLOYD CRAMER GETS ORGAN-IZED** . . . RCA Victor LPM 2488  
**NAT KING COLE SINGS/GEORGE SHEARING PLAYS** . . . Capitol T 1675  
**I'LL SEE YOU IN MY DREAMS** . . . Pat Boone, Dot DLP 3399  
**NANCY WILSON/CANNONBALL ADDERLEY** . . . Capitol T 1657  
**AFRIKAAN BEAT & OTHER FAVORITES** . . . Bert Kaempfert, Decca DL 4273  
**HONKY-TONK MAN** . . . Johnny Horton, Columbia CL 1721  
**BOUQUET OF LOVE** . . . Percy Faith Ork, Columbia CL 1681  
**TIMI YURO: SOUL** . . . Liberty LRP 3212  
**POINT OF NO RETURN** . . . Frank Sinatra, Capitol W 6176

STEREO

**ROGER WILLIAMS GREATEST HITS** . . . Kapp KS 3260  
**SOPHISTICATED APPROACH** . . . Stan Kenton, Capitol ST 1674  
**MIDNIGHT IN MOSCOW** . . . Kenny Ball and His Jazzmen, Kapp KS 3276  
**DOWN HOME** . . . Chet Atkins, RCA Victor LSP 2450  
**SWING LOW, SWEET CLARINET** . . . Pete Fountain, Coral CRL 757394

#### NEW ON THE TOP LP'S

MONO

127. **LENA ON THE BLUE SIDE** . . . Lena Horne, RCA Victor LPM 2465  
130. **JOHNNY TILLOTSON'S BEST** . . . Cadence 3052

(Continued on page 6)

## Nashville Discounters Fight

NASHVILLE—A mild price war erupted in Nashville last week. The record department at Harvey's—now being run by Buckley's, of Buckley's Discount Record Shop—offered LP's at \$1.99. Grant's, across the street, then slashed the price of singles to 50 cents. These were the deepest price cuts on LP's and singles, outside of very occasional sales, experienced in this country music capital, and it has dealers rather upset.

These price slashes have led tradesters to the conclusion that price cutting is here to stay in downtown Nashville, even though Harvey's and Grant's are not expected to continue such steep discounts. As for business, it was good last week, not only at Harvey's but with distributors and dealers. And March was reported to be a good month on all levels.

Distributors here reported that they were selling most LP lines at a standard 15 per cent discount. They said that the discount was necessary in order to stay with the competition, but they noted that even with the discount, only the wanted LP's sold. "Discounts on so-so merchandise," said one distributor, "doesn't mean a thing."

Distributors were mighty vocal on the amount of LP merchandising being issued by large and small labels. And they were distressed over the large and small labels. And they were distressed over the large amounts of LP's shipped to them on allocation by too many labels. Another disturbing factor on the wholesale scene, according to distributors, was the expansion of the rack jobbers in town. The Grant chain, for instance, is now serviced by rack jobbers. "The extra 10 per cent that the rackers get cuts our margin down considerably," said one distributor, "but I don't know what we can do about it."

## Hot Disk Sales Burn Atlanta

ATLANTA—March was a strong month for record sales in this city, both on the album and the singles level. Business slacked off a bit the first week of April, according to reports from both dealers and distributors here.

However, there were a number of new singles that were getting good action in this city. One was a local breakout that got hot enough to be purchased by Atlantic Records. This was a master on the Gerald label, called "Love Twist," with Johnny Jenkins. Disk was produced by Joe Galkin, promotion man here, who owns the label. Brian Hyland's record of "Ginny Come Lately" was getting new action as a result of a one-for-one deal offered here on a one-time basis.

Radio stations WAKE with deejays Buddy Moore, Paul

(Continued on page 6)

Theme from

# LOLITA

— A Smash by

# ORCHESTRA DEL ORO

150 Best Selling

## MONAURAL LP's

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	25
2	3	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	27
3	2	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	18
4	5	COLLEGE CONCERT Kingston Trio, Capitol T 1658	6
5	6	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & the Starliners, Roulette R 25166	18
6	4	WEST SIDE STORY Sound Track, Columbia OL 5670	25
7	9	THE TWIST Chubby Checker, Parkway P 7001	66
8	12	A SONG FOR YOUNG LOVE Lettermen, Capitol T 1669	8
9	8	CAMELOT Original Cast, Columbia KOL 5620	64
10	7	TIME OUT Dave Brubeck, Columbia CL 1397	67
11	16	SINATRA AND STRINGS Frank Sinatra, Reprise R 1004	5
12	13	WEST SIDE STORY Original Cast, Columbia OL 5230	79
13	11	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	121
14	14	LIVE IT UP Johnny Mathis, Columbia CL 1711	8
15	10	LET THERE BE DRUMS Dave Brubeck, Columbia CL 1397	13
16	20	SO MUCH IN LOVE Ray Conniff Singers, Columbia CL 1720	9
17	15	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	37
18	22	MIKE NICHOLS & ELAINE MAY EXAMINE DOCTORS Mercury MG 20680	8
19	18	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CL 1690	16
20	19	DANNY BOY & OTHER SONGS I LOVE TO SING Andy Williams, Columbia CL 1751	7
21	28	DO THE TWIST Ray Charles, Atlantic 8054	17
22	21	FLOWER DRUM SONG Sound Track, Decca DL 9098	16
23	27	MY FAIR LADY Original Cast, Columbia OL 5090	314
24	23	HEY, LET'S TWIST Sound Track, Roulette R 25168	9
25	25	RUNAROUND SUE Dion, Laurie LLP 2009	20
26	29	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	206
27	31	FOR TWISTERS ONLY Chubby Checker, Parkway P 7002	19
28	48	JOAN BAEZ, VOL. I Vanguard VRS 9078	7
29	24	NEVER ON SUNDAY Connie Francis, MGM E 3965	24
30	17	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	132
31	26	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	75
32	39	JOSE JIMENEZ IN ORBIT/BILL DANA ON EARTH Kapp KL 1257	14
33	30	I REMEMBER TOMMY Frank Sinatra, Reprise R 1003	23
34	41	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	109
35	55	LET'S TWIST HER Bill Black's Combo, Hi HL 12006	13
36	33	SING OUT! Limefitters, RCA Victor LPM 2445	11
37	34	MILK AND HONEY Original Cast, RCA Victor LOC 1063	21
38	61	MIDNIGHT IN MOSCOW Kenny Ball & His Jazzmen, Kapp KL 1276	5
39	44	JOAN BAEZ, VOL. II Vanguard VRS 9094	20
40	75	FOR TEEN TWISTERS ONLY Chubby Checker, Parkway P 7009	3
41	36	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	93
42	50	MIDNIGHT SPECIAL Jimmy Smith, Blue Note 4078	9
43	49	OLDIES BUT GOODIES, VOL. III Various Artists, Original Sound 5004	35
44	59	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	195
45	32	MOON RIVER Lawrence Welk, Dot DLP 3412	15
46	35	RUSTY WARREN BOUNCES BACK Jubilee JGM 2029	17
47	63	MARIA Roger Williams, Kapp KL 1266	5
48	37	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	63
49	38	HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING Original Cast, RCA Victor LOC 1066	20
50	43	RHYTHM SING ALONG WITH MITCH Mitch Miller, Columbia CL 1727	6
51	45	LET'S TWIST AGAIN Chubby Checker, Parkway P 7004	29
52	42	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	33

This Week	Last Week	Title, Artist, Label	Wks. on Chart
53	51	HEAVENLY Johnny Mathis, Columbia CL 1351	134
54	56	THE KINGSTON TRIO CLOSE UP Capitol T 1642	27
55	106	MOMS MABLEY AT GENEVA CONFERENCE Chess LP 1463	3
56	47	THE TWIST WITH THE VENTURES Dolton BLP 2010	13
57	40	VERSATILE BURL IVES Decca DL 4152	9
58	53	FLOWER DRUM SONG Original Cast, Columbia OL 5350	131
59	52	KING OF KINGS Original Movie Music; Miklos Rozsa, MGM 1E2	20
60	64	CHUBBY CHECKER/BOBBY RYDELL Cameo C 1013	17
61	74	WEST SIDE STORY Ferrante & Teicher, United Artists UAL 3166	21
62	84	CAMPUS ENCORE Four Prosps, Capitol T 1647	4
63	65	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Black Seal—Popular) Various Artists, RCA Victor LOP 1509	32
64	54	THE ASTRONAUT Jose Jimenez, Kapp KL 1238	39
65	57	BEHIND THE BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1417	24
66	62	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	33
67	70	BUDDY HOLLY STORY Coral CRL 57326	66
68	68	TONIGHT Ferrante & Teicher, United Artists UAL 3171	5
69	46	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	64
70	60	TWISTIN' IN HIGH SOCIETY Lester Lanin & His Ork, Epic 3825	11
71	78	YELLOW BIRD Lawrence Welk, Dot DLP 3389	35
72	95	DOWN HOME Chet Atkins, RCA Victor LPM 2450	5
73	80	KINGSTON TRIO Capitol T 996	177
74	67	HYMNS AT HOME Tennessee Ernie Ford, Capitol T 1604	12
75	103	SINCERELY BRENDA LEE Decca DL 4216	4
76	73	MURRAY THE "K'S" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS Various Artists, Roulette R 25159	27
77	66	BEST OF THE DUKES OF DIXIELAND Audio Fidelity AFLP 1956	18
78	76	ALWAYS YOU Robert Goulet, Columbia CL 1676	5
79	91	MIGHTY DAY ON CAMPUS Chad Mitchell Trio, Kapp KL 1282	4
80	77	LINGER AWHILE WITH VIC DAMONE Capitol T 1646	7
81	81	WHAT'D I SAY Ray Charles, Atlantic 8029	33
82	82	HYMNS Tennessee Ernie Ford, Capitol T 756	238
83	89	MOMS MABLEY AT THE PLAYBOY CLUB Chess LP 1460	24
84	102	CRYING Ray Orbison, Monument M 4007	2
85	93	GOLDEN PIANO HITS Ferrante & Teicher, United Artists UAS 3505	10
86	72	ALL THE WAY Brenda Lee, Decca DL 4176	33
87	79	SINATRAL Rusty Warren, Jubilee JGM 2034	47
88	101	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576	11
89	97	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 4165	34
90	111	THE DUKE OF EARL Guns (Duke of Earl) Chandler, Vee Jay LP 1040	3
91	85	HORN A-PLenty Al Hirt, RCA Victor LPM 2446	10
92	114	YOUNG AND WARM AND WONDERFUL Peter Nero, RCA Victor LPM 2484	5
93	100	BABES IN TOYLAND Sound Track, Vista BV 4022	13
94	99	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1474	86
95	107	WEST SIDE STORY Stan Kenton, Capitol T 1609	25
96	86	THE LION SLEEPS TONIGHT Tokens, RCA Victor LPM 2514	12
97	92	BRAHMS: CONCERTO NO. 2 Van Cliburn, RCA Victor LM 2581	5
98	96	BIG BAD JOHN Jimmy Dean, Columbia CL 1735	19
99	58	SOUTH PACIFIC Sound Track, RCA Victor LOC 1052	211
100	115	GLORIA LYNNE AT BASIN STREET EAST Everest LPBR 5137	2

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	123	THE BICKERSONS Don Ameche & Francis Langford, Columbia CL 1692	2
102	69	BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1379	100
103	87	THE TWIST WITH BOBBY DARIN Aloco 138	12
104	90	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CL 1671	30
105	94	HELL BENT FOR LEATHER Frankie Laine, Columbia CL 1615	25
106	98	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	92
107	104	SOUTH PACIFIC Original Cast, Columbia OL 4180	409
108	108	ROARING 20'S Dorothy Provine, Warner Bros. W 1394	46
109	110	AIN'T THAT WEIRD! Brother Dave Gardner, RCA Victor LPM 2335	30
110	118	NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2383	30
111	113	UP A LAZY RIVER Si Zentgraf, Liberty LRP 7216	5
112	130	STANDING ROOM ONLY Highwaymen, United Artists UAL 3168	4
113	120	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	76
114	135	THE CLASSIC DELLA Della Reese, RCA Victor LPM 2419	2
115	119	CALCUTTA Lawrence Welk, Dot DLP 3359	63
116	125	SOMEDAY MY PRINCE WILL COME Miles Davis Sextet, Columbia CL 1656	4
117	126	TONIGHT IN PERSON Limefitters, RCA Victor LPM 2272	59
118	128	SONGS FOR SINNERS Rusty Warren, Jubilee JLP 2024	25
119	129	PATSY CLINE SHOWCASE Decca DL 4202	3
120	88	THE SLIGHTLY FABULOUS LIMELITERS RCA Victor LPM 2392	28
121	131	MOMS MABLEY AT THE UN Chess LP 1452	50
122	124	JIMMY REED AT CARNEGIE HALL Vee Jay 2 LP 1035	26
123	109	EXODUS Sound Track, RCA Victor LOC 1058	65
124	112	CARNIVAL Original Cast, MGM E 3946	46
125	117	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	74
126	121	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	157
127	—	LENA ON THE BLUE SIDE Lena Horne, RCA Victor LPM 2465	1
128	71	WOODY WOODBURY'S SALOONATICS Stereodolites MW 4	13
129	139	SUBWAYS ARE FOR SLEEPING Original Cast, Columbia KOL 5730	2
130	—	JOHNNY TILLOTSON'S BEST Cadence 3052	1
131	137	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	127
132	150	ANDY WILLIAMS' BEST Cadence CLP 3052	2
133	132	TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628	45
134	136	TAKE GOOD CARE OF MY BABY Bobby Vee, Liberty LRP 3211	11
135	83	SOMEBODY LOVES ME Ray Conniff Singers, Columbia CL 1642	31
136	105	RICK IS 21 Rick Nelson, Imperial LP 9167	46
137	116	SAIL AWAY Original Cast, Capitol WAO 1643	20
138	122	ITALIA MIA Mantovani, London LL 3239	46
139	149	ROGER WILLIAMS' GREATEST HITS Kapp KL 1260	11
140	127	FILM ENCORES, VOL. I Mantovani, London LL 1700	194
141	133	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231	69
142	138	STUDENT PRINCE Mario Lanza, RCA Victor LM 2339	48
143	140	ELLA IN HOLLYWOOD Ella Fitzgerald, Verve V 4052	22
144	134	THE GAY LIFE Original Cast, Capitol WAO 1560	8
145	141	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	57
146	—	DO THE TWIST Connie Francis, MGM E 4022	1
147	—	ALBUM 7 BY RICK Rick Nelson, Imperial LP 9167	1
148	145	GOIN' PLACES Kingston Trio, Capitol T 1564	41
149	—	YOUNG, ALIVE AND IN LOVE Paul Anka, RCA Victor LPM 2502	1
150	—	DRUMS ARE MY BEAT Sandy Nelson, Imperial LP 9168	1

50 Best Selling

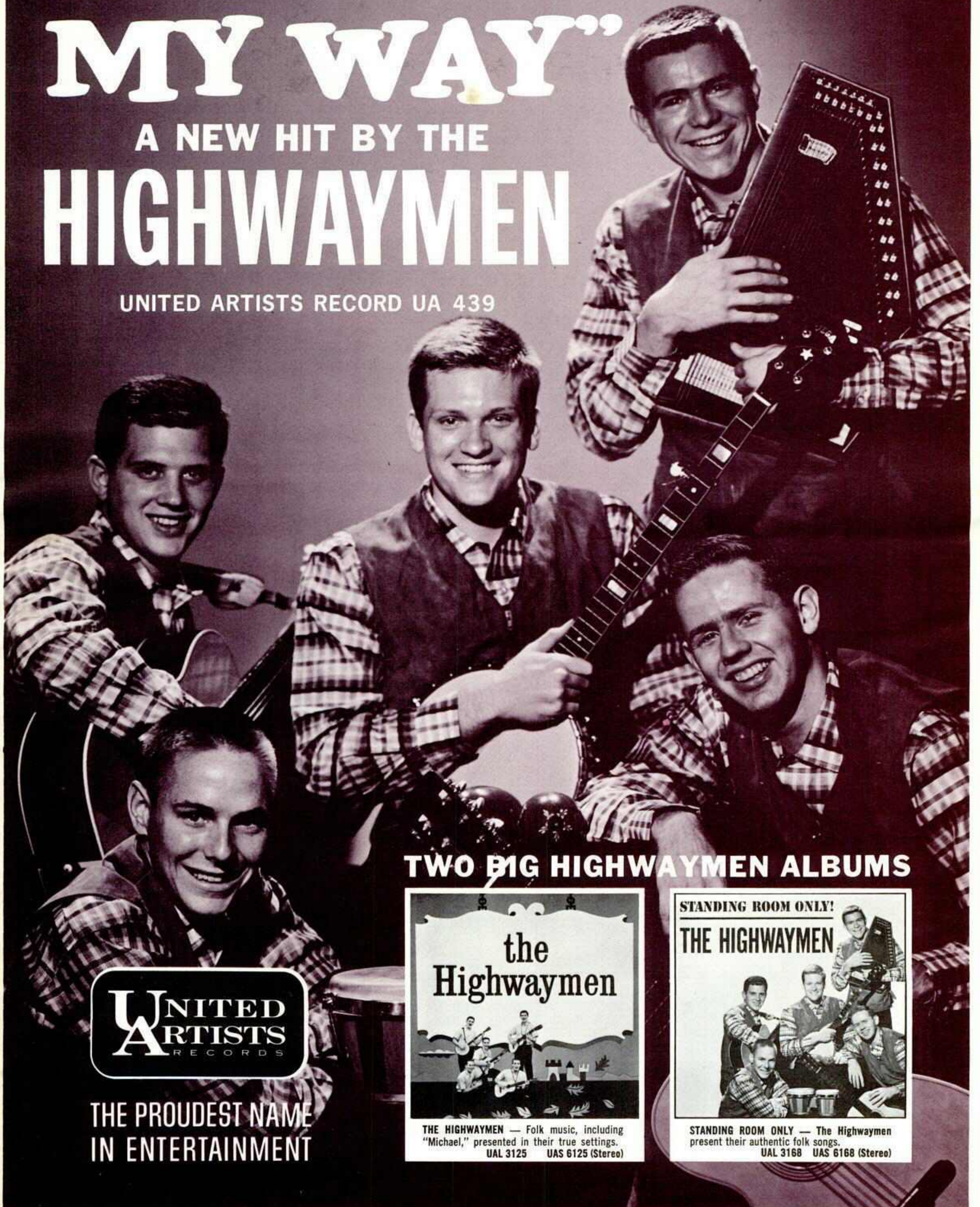
## STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	2	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	25
2	1	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	24
3	3	STEREO 35/MM Enoch Light & His Ork, Command RS 826 SD	27
4	5	CAMELOT Original Cast, Columbia KOS 2031	64
5	4	WEST SIDE STORY Sound Track, Columbia OS 2070	22
6	6	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	109
7	11	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	37
8	15	WEST SIDE STORY Original Cast, Columbia OS 2001	41
9	7	COLLEGE CONCERT Kingston Trio, Capitol ST 1658	5
10	9	SO MUCH IN LOVE Ray Conniff Singers, Columbia CS 8520	9
11	8	SINATRA AND STRINGS Frank Sinatra, Reprise R 9-1004	5
12	12	TIME OUT Dave Brubeck, Columbia CS 8192	36
13	10	MOON RIVER Lawrence Welk, Dot DLP 25412	14
14	14	STEREO 35/MM, VOL. II Enoch Light & His Ork, Command RS 831 SD	9
15	13	PERSUASIVE PERCUSSION, VOL. I Terry Snyder & the All Stars, Command RS 800 SD	108
16	16	FLOWER DRUM SONG Sound Track, Decca DL 79098	12
17	18	SING OUT! Limefitters, RCA Victor LSP 2445	9
18	21	BEST OF THE DUKES OF DIXIELAND Audio Fidelity AFSD 3956	18
19	20	MARIA Roger Williams, Kapp RS 3266	4
20	31	LET THERE BE DRUMS Sandy Nelson, Imperial 12080	11
21	24	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	15
22	30	LIVE IT UP Johnny Mathis, Columbia CS 8511	5
23	23	TONIGHT Ferrante & Teicher, United Artists UAS 6171	3
24	17	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CS 8490	12
25	35	A SONG FOR YOUNG LOVE Lettermen, Capitol ST 1669	3
26	22	RHYTHM SING ALONG WITH MITCH Mitch Miller, Columbia CS 8527	6
27	27	GREATEST STRING BAND HITS Billy Vaughn, Dot DLP 25409	4
28	37	KING OF KINGS Original Movie Music; Miklos Rozsa, MGM 51E2	23
29	29	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 74165	34
30	25	WEST SIDE STORY Ferrante & Teicher, United Artists UAS 6166	17
31	32	BRAHMS: CONCERTO NO. 2 Van Cliburn, RCA Victor LSC 2581	6
32	19	I REMEMBER TOMMY Frank Sinatra, Reprise R 9-1003	21
33	33	JUMP UP CALYPSO Harry Belafonte, RCA Victor LSP 2388	32
34	34	COMBO! Henry Mancini, RCA Victor LSP 2258	7
35	36	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & the Starliners, Roulette SR 25166	13
36	38	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	64
37	40	VERSATILE BURL IVES Decca DL 74152	4
38	—	BOUQUET OF LOVE Percy Faith Ork, Columbia CS 8481	1
39	49	YOUNG AND WARM AND WONDERFUL Peter Nero, RCA Victor LSP 2484	2
40	50	ROMAN GUITAR Tony Martin, Command RS 816 SD	2
41	46	RODGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Orch. (Bennett) RCA Victor LSC 2522	30
42	28	HORN A-PLenty Al Hirt, RCA Victor LSP 2446	6
43	43	YELLOW BIRD Lawrence Welk, Dot DLP 25389	36
44	48	THE TWIST WITH THE VENTURES Dolton BLP 8010	6
45	47	BEYOND THE REEF Earl Grant, Decca DL 74231	2
46	42	DANNY BOY & OTHER SONGS I LOVE TO SING Andy Williams, Columbia CS 8551	4
47	—	SINCERELY BRENDA LEE Decca DL 74216	1
48	41	MELODY & PERCUSSION FOR TWO PIANOS Ronnie Aldrich & His Two Pianos, London SP 44007	25
49	—	NIGHTFALL Capitol Symphony Orch. (Dragon), Capitol SP 8575	1
50	39	PERSUASIVE PERCUSSION, VOL. IV Enoch Light & The Command All Stars, Command RS 830 SD	8

# "I'M ON MY WAY"

A NEW HIT BY THE  
**HIGHWAYMEN**

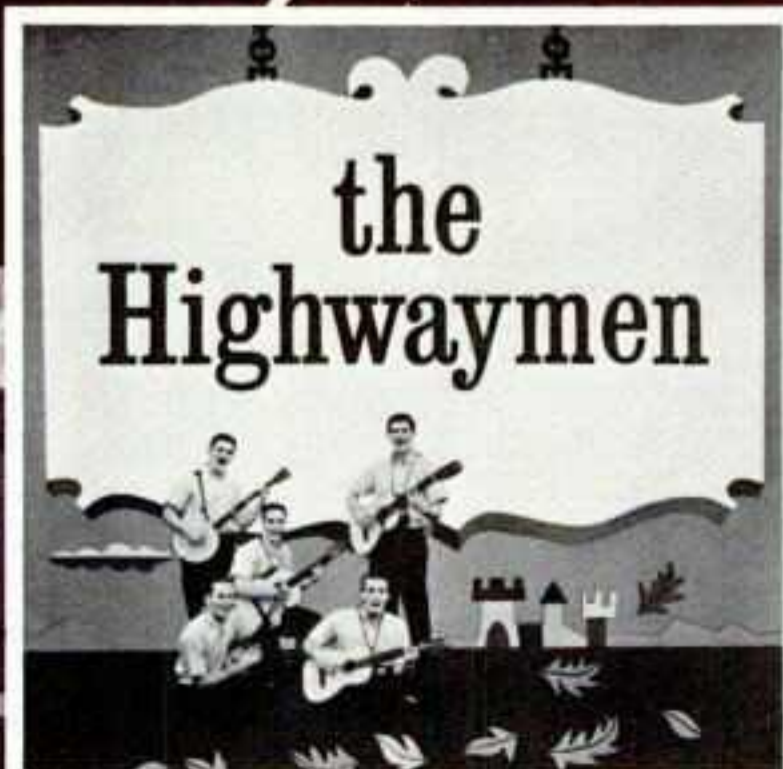
UNITED ARTISTS RECORD UA 439



**TWO BIG HIGHWAYMEN ALBUMS**



**THE PROUDEST NAME  
IN ENTERTAINMENT**



**THE HIGHWAYMEN** — Folk music, including "Michael," presented in their true settings.  
UAL 3125 UAS 6125 (Stereo)



**STANDING ROOM ONLY!** — The Highwaymen present their authentic folk songs.  
UAL 3168 UAS 6168 (Stereo)

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

THIS WEEK	Wk. Ago			TITLE	Artist, Label & Number	Weeks On Chart
	1	2	3			
1	1	3	11	JOHNNY ANGEL	Shelley Fabares, Colpix 621	7
2	3	9	14	GOOD LUCK CHARM	Elvis Presley, RCA Victor 7992	5
3	4	6	7	SLOW TWISTIN'	Chubby Checker, Parkway 835	7
4	10	15	26	MASHED POTATO TIME	Dee Dee Sharp, Cameo 212	7
5	9	11	12	LOVE LETTERS	Ketty Lester, Era 3068	8
6	8	12	16	YOUNG WORLD	Rick Nelson, Imperial 5805	7
7	2	1	2	DON'T BREAK THE HEART THAT LOVES YOU	Connie Francis, MGM 13059	10
8	16	20	35	LOVER, PLEASE	Clyde McPhatter, Mercury 71941	7
9	7	5	3	MIDNIGHT IN MOSCOW	Kenny Ball, Kapp 442	11
10	6	2	1	HEY! BABY	Bruce Channel, Smash 1731	12
11	24	34	63	SOLDIER BOY	Shirley, Scepter 1228	4
12	12	16	23	LOVE ME WARM AND TENDER	Paul Anka, RCA Victor 7977	8
13	5	4	6	DREAM BABY	Roy Orbison, Monument 456	9
14	26	36	68	SHOUT	Joey Dee & the Starliners, Roulette 4416	4
15	13	8	4	LET ME IN	Sensations, Argo 5405	15
16	25	32	50	DEAR ONE	Larry Finnegan, Old Town 1113	8
17	14	10	9	TWISTIN' THE NIGHT AWAY	Sam Cooke, RCA Victor 7983	11
18	11	7	8	WHAT'S YOUR NAME	Don and Juan, Big Top 3079	10
19	31	43	69	STRANGER ON THE SHORE	Mr. Acker Bilk, A&O 6217	5
20	32	68	—	TWIST, TWIST, SENORA	Gary (U. S.) Bonds, LeGrand 1018	3
21	40	46	62	CINDERELLA	Jack Ross, Dot 16333	5
22	34	53	64	SHE CRIED	Jay & the Americans, United Artists 415	5
23	15	19	22	PLEASE DON'T ASK ABOUT BARBARA	Bobby Vee, Liberty 55419	8
24	30	38	49	SHE CAN'T FIND HER KEYS	Paul Peterson, Colpix 620	7
25	27	31	42	YOU BETTER MOVE ON	Arthur Alexander, Dot 16309	8
26	17	17	24	COME BACK SILLY GIRL	Lettermen, Capitol 4699	9
27	37	50	60	GINNY COME LATELY	Brian Hyland, ABC-Paramount 10294	6
28	18	21	28	I'VE GOT BONNIE	Bobby Rydell, Cameo 209	9
29	23	30	48	NUT ROCKER	B. Bumble & the Stingers, Rendezvous 166	7
30	19	14	15	SHE'S GOT YOU	Patsy Cline, Decca 31354	12
31	33	41	59	SOUL TWIST	King Curtis, Enjoy 1000	6
32	44	56	73	THE JAM	Bobby Gregg and His Friends, Cotton 1003	5
33	36	48	58	ANYTHING THAT'S PART OF YOU	Elvis Presley, RCA Victor 7992	5
34	42	52	81	JOHNNY JINGO	Hayley Mills, Vesta 395	5
35	21	22	25	WHERE HAVE ALL THE FLOWERS GONE	Kingston Trio, Capitol 4671	13
36	22	23	33	YOU WIN AGAIN	Fats Domino, Imperial 5816	8
37	39	39	44	SOMETHING'S GOT A HOLD ON ME	Eta James, Argo 5409	8
38	28	35	39	WHEN MY LITTLE GIRL IS SMILING	Drifters, Atlantic 2134	8
39	70	90	—	P. T. 109	Jimmy Dean, Columbia 42338	3
40	52	70	—	WHAT'D I SAY	Bobby Darin, A&O 6211	3
41	65	—	—	FUNNY WAY OF LAUGHIN'	Burl Ives, Decca 31371	2
42	20	13	5	DUKE OF EARL	Gene (Duke of Earl) Chandler, Vee Jay 416	14
43	64	83	—	SHOUT! SHOUT! (Knock Yourself Out)	Ernie Maresca, Seville 117	3
44	45	40	51	ALVIN TWIST	Chipmunks, Liberty 55424	7
45	47	58	66	TELL ME	Dick & Dee Dee, Liberty 55412	5
46	38	42	52	CRY, BABY, CRY	Angels, Caprice 112	9
47	29	18	10	HER ROYAL MAJESTY	James Darren, Colpix 622	11
48	35	37	45	IF A WOMAN ANSWERS	Leroy Van Dyke, Mercury 71926	6
49	67	—	—	HIDE NOR HAIR	Ray Charles and His Ork, ABC-Paramount 10314	2
50	55	67	82	TWO OF A KIND	Sue Thompson, Hickory 1166	5
51	56	60	74	ANNIE GET YOUR YO-YO	Little Junior Parker, Duke 345	6
52	59	64	—	AT THE CLUB	Ray Charles and His Ork, ABC-Paramount 10314	3
53	69	82	—	I WISH THAT WE WERE MARRIED	Ronnie and the Hi-Lites, Joy 260	3
54	58	65	—	YOU TALK ABOUT LOVE	Barbara George, AFO 304	3
55	62	71	93	THE ONE WHO REALLY LOVES YOU	Mary Wells, Motown 1024	4
56	68	80	—	UPTOWN	Crystals, Philips 102	3
57	57	66	85	MOMENTS	Jennell Hawkins, Amazon 1003	4
58	43	47	61	PATTI ANN	Johnny Crawford, Del Fi 4172	7
59	63	72	90	TRA LA LA LA LA	The & Tina Turner, Sue 757	4
60	71	91	—	CATERINA	Perry Como, RCA Victor 8094	3
61	97	—	—	OLD RIVERS	Walter Brennan, Liberty 55436	2
62	41	33	30	JAMIE	Eddie Holland, Motown 1021	13
63	76	93	100	YOU ARE MINE	Frankie Avalon, Chancellor 1107	4
64	48	27	21	TUFF	Ace Cannon, HI 2040	16
65	75	79	83	THE BALLAD OF THUNDER ROAD	Robert Mitchum, Capitol 3986	8
66	—	—	—	EVERYBODY LOVES ME BUT YOU	Brenda Lee, Decca 31379	1
67	78	99	—	THE BIG DRAFT	Four Preps, Capitol 4716	3
68	81	87	—	I WILL	Vic Dana, Dolton 51	3
69	72	78	89	CHAPEL BY THE SEA	Billy Vaughn, Dot 16329	5
70	73	69	80	MIDNIGHT SPECIAL	Jimmy Smith, Blue Note 1819	7
71	89	97	—	TWISTIN' MATILDA	Jimmy Soul, SPQR 3300	3
72	80	—	—	RUNAWAY	Lawrence Welk, Dot 16336	2
73	90	100	—	KING OF CLOWNS	Nell Sedaka, RCA Victor 8007	3
74	86	89	92	THE RAINS CAME	Big Sam, Erie 7003	6
75	85	—	—	EV'RYBODY'S TWISTIN'	Frank Sinatra, Reprise 20063	2
76	79	77	—	WHO WILL THE NEXT FOOL BE	Bobby Bland, Duke 347	3
77	66	75	70	LOLLIPOPS AND ROSES	Jack Jones, Kapp 435	7
78	82	—	—	THOU SHALT NOT STEAL	John D. Loudermilk, RCA Victor 7993	2
79	84	—	—	PATRICIA TWIST	Perez Prado, RCA Victor 8006	2
80	61	84	86	WHITE ROSE OF ATHENS	David Carroll, Mercury 71917	6
81	—	—	—	CONSCIENCE	James Darren, Colpix 630	1
82	83	85	91	WHAT AM I SUPPOSED TO DO	Ann-Margret, RCA Victor 7986	4
83	91	—	—	ITTY BITTY PIECES	James Ray, Caprice 114	2
84	88	92	97	(WHAT A SAD WAY) TO LOVE SOMEONE	Ral Donner, Gone 5125	4
85	100	—	—	COUNT EVERY STAR	Linda Scott, Canadian-American 133	2
86	—	—	—	BLUES (Stay Away From Me)	Ace Cannon, HI 2051	1
87	74	76	87	MEMORIES OF MARIA	Jerry Byrd, Monument 449	5
88	—	—	—	MARCH OF THE SIAMESE CHILDREN	Kenny Ball, Kapp 451	1
89	—	—	—	NIGHT TRAIN	James Brown, King 5014	1
90	—	—	—	I'M ON MY WAY	Highwaymen, United Artists 439	1
91	—	—	—	LOVESICK BLUES	Floyd Cramer, RCA Victor 8013	1
92	—	—	—	SUGAR BLUES	Ace Cannon, Santo 503	1
93	—	—	—	DOIN' THE CONTINENTAL WALK	Danny & the Juniors, Swan 4100	1
94	95	—	94	SHOUT	Isley Brothers, RCA Victor 7588	3
95	92	—	—	COOKIN'	Al Casey Combo, Stacy 925	2
96	—	98	—	I FOUND A LOVE	Falcons, LaPine 1003	2
97	—	—	—	OPERATOR	Gladys Knight & the Pips, Fury 1064	1
98	—	—	—	MEET ME AT THE TWISTIN' PLACE	Johnnie Mortsette, Sar 126	1
99	—	—	—	I'LL TAKE YOU HOME	Corsairs, Tuff 1818	1
100	—	—	—	SO THIS IS LOVE	Castells, Era 3073	1

## HOT 100—A TO Z—(Publisher-Licensee)

Alvin Twist (Monarch, ASCAP) 44	I've Got Bonnie (Aldon, BMI) 28	She's Got You (Pamper, BMI) 30
Annie Get Your Yo-Yo (Don, BMI) 31	If a Woman Answers (Aldon, BMI) 48	Shout—Doo (Wenar-Hom, BMI) 14
Anything That's Part of You (Gladys, ASCAP) 33	Jiffy Bitty Pieces (Good Songs, BMI) 83	Shout—Isley Brothers (Wenar-Hom, BMI) 94
At the Club (Tangerine, BMI) 52	Jam, The (Cheltenham, BMI) 32	Shout! Shout! (Knock Yourself Out) (Broadway, ASCAP) 43
Ballad of Thunder Road, The (Leeds, ASCAP) 65	Jamie (Jobete, BMI) 62	Slow Twistin' (Woodcrest, BMI) 3
Big Draft, The (Lar-Bell, BMI) 67	Johnny Angel (Post, ASCAP) 27	So This Is Love (Pattern, ASCAP) 100
Blues (Stay Away From Me) (Lois, BMI) 84	Johnny Jingo (Dickson, ASCAP) 34	Soldier Boy (Ludis, BMI) 11
Caterina (Roncom, ASCAP) 60	King of Clowns (Aldon, BMI) 73	Something's Got a Hold on Me (Figure, BMI) 37
Chapel by the Sea (Sun-Vine, BMI) 69	Let Me In (Arc-Kae Williams, BMI) 15	Soul Twist (Dan-Kelyn, BMI) 31
Cinderella (Viv-Sun, ASCAP) 61	Lollipop and Roses (Garland, ASCAP) 77	Stranger on the Shore (Mellin, BMI) 19
Come Back Silly Girl (Aldon, BMI) 26	Love Letters (Famous, ASCAP) 5	Sugar Blues (Pickwick, ASCAP) 92
Conscience (Aldon, BMI) 81	Love Me Warm and Tender (Spanka, BMI) 12	Tell Me (Odin, ASCAP) 45
Cookin' (Renda, BMI) 95	Lover, Please (Lyn-Lou, BMI) 8	Thou Shalt Not Steal (Acuff-Rose, BMI) 58
Count Every Star (Paxton, ASCAP) 85	Loveless (Lyn-Lou, BMI) 8	Tuff (Joc, BMI) 54
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Dear One (Maureen, BMI) 16	Mashed Potato Time (Rico-Mill, BMI) 4	Twistin' Matilda (General-Pickwick, ASCAP) 71
Don't Break the Heart That Loves You (Francis, ASCAP) 93	Meet Me at the Twistin' Place (Kags, BMI) 8	Twistin' the Night Away (Kags, BMI) 17
Dream Baby (Combine, BMI) 13	Memories of Maria (Acuff-Rose, BMI) 97	Two of a Kind (Acuff-Rose, BMI) 50
Duke of Earl (Conrad-Karlan, BMI) 42	Midnight in Moscow (Melody Trails, BMI) 9	Uptown (Aldon, BMI) 56
Everybody Loves Me But You (Champion, BMI) 66	Midnight Special (Edmy, BMI) 57	What a Sad Way to Love Someone (Tricky-Research, ASCAP) 84
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Hey! Baby (LBIll, BMI) 10	Operator (Sylvia, BMI) 97	Who Will the Next Fool Be (Knox, BMI) 76
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I Found a Love (Lafine-Progressive-Allibi, BMI) 96	Patricia Twist (Peer Int'l, BMI) 79	You Better Move On (Keava, BMI) 25
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I'll Take You Home (Sunflower & Annie-Earl, BMI) 99	Runaway (Vicki, BMI) 74	Young World (Four Star, BMI) 6
I'm on My Way (Westside, BMI) 90	She Can't Find Her Keys (Arch, ASCAP) 24	
	She Cried (Trio, BMI) 22	

## BUBBLING UNDER THE HOT 100

101. POP-EYE STROLL	Mar-Keys, Stax 121
102. HONKY-TONK MAN	Johnny Horton, Columbia 42302
103. YOU DON'T MISS YOUR WATER	William Bell, Stax 116
104. PLAY THE THING	Marlowe Morris Quintet, Columbia 42218
105. MOST PEOPLE GET MARRIED	Patti Page, Mercury 71950
106. I'VE BEEN GOOD TO YOU	Miracles, Tamla 54053
107. I SOLD MY HEART TO THE JUNKMAN	Blue Bells, Newtown 5000
108. DOCTOR FEEL GOOD	Dr. Feelgood and the Internes, Okeh 7144
109. LOVE IS A SWINGIN' THING	Shirley, Scepter 1228
110. JUST ANOTHER FOOL	Curtis Lee, Dunes 2012
111. LOVE THEME FROM EL CID	Billy Storm, Infinity 013
112. THE RIGHT THING TO SAY	Nat King Cole, Capitol 4714
113. BUTTONS AND BOWS	The Browns, RCA Victor 7997
114. DUCHESS OF EARL	Pearlettes, Vee Jay 435
115. QUARTER TO FOUR STOMP	Stompers, Landa 684
116. SWEET THURSDAY	Johnny Mathis, Columbia 42261
117. NEED YOUR LOVE	Metallics, Baronet 2
118. LOVER COME BACK	Doris Day, Columbia 42295
119. HERE IT COMES AGAIN	Chantelles, Carlton 569
120. SMILE	Ferrante and Teicher, United Artists 431

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**"THE NATION'S BEST SELLING RECORDS"**

## Jocks, Mfrs. Wary of Automation

By JUNE BUNDY

NEW YORK — The increased emphasis on automation and 24-hour music programming services at the National Association of Broadcasters' convention here last week was viewed with alarm by many disk jockeys and record manufacturers. (See story on NAB convention in this issue for details of these services.)

The threat to deejays was obvious in that increased use of automation and taped programming services could lead to a serious unemployment problem for jocks, and—at the least—would minimize the role of the personality deejay.

One exec of a leading equipment manufacturing firm estimated that 1,800 AM radio stations are currently equipped with tape car-

tridge operations for automation and have only one man on duty from 5 p.m. to midnight.

Some of the programming services enable stations to make their own platter intros, but many of them come complete with deejay chatter—often by a well-known performer. For example, Programmatic Broadcasting Service features a Johnny Green show with a flock of big-name artists as

guests, and a Sammy Davis Jr. program. Jim Ameche features a group of syndicated series emceed by Pat Boone, Jane Morgan, Hank Thompson and others.

### Being Alive Helps

Although the average disk jockey fears automation, some of the more confident spinners think the trend could actually work to their advantage. The jocks' think-  
*(Continued on page 34)*

## Miller Reports On Distribution

SWARTHMORE, Pa. — Miller International, producer of Somerset and Stereo Fidelity LP disk product, concluded the first year of its new "super-zoned" distribution plan last week. The occasion was marked by a glowing statement from its colorful president, Dave Miller.

Miller, who instigated the plan, under which nine super-distributors in carefully drawn-out territories serve other distributors and rack jobbers in their sectors, said it has produced the highest unit volume in the firm's seven-year history.

Results were noted by Miller as (1) complete elimination of transshipping; (2) realistic inventory controls and stabilization of wholesale pricing; (3) elimination of credit and collection problems; (4) better new product planning, with the nine distributors acting as interested consultants; (5) sales costs cut to less than 1 per cent of billing; (6) policy standardization, reducing administrative costs.

Miller, looking to the future, was equally optimistic, when he offered a projection of domestic sales in excess of \$4,000,000 for this year. Foreign income is expected to exceed \$200,000.

## Set Realignment of Columbia Regions & Sales Districts

NEW YORK — Columbia Records Sales Corporation has realigned its five major sales regions and its 11 sales districts. The realignment, according to director of sales Jack Loetz, were designed to strengthen Columbia's sales position.

Changes encompass the following: Northeastern region will now consist of District No. 1 (New England area) and District No. 2 (New York area). The Mid-South and Southeastern region will consist of Districts No. 3, 4 and 5 (Philadelphia to Miami, Atlanta, Cincinnati, Louisville, Pittsburgh, and Cleveland). North Central regions will consist of Districts Nos. 6 and 7 (Detroit, Milwaukee, and Chicago, Des Moines). The Southwestern region covers Districts Nos. 8 and 9 (Oklahoma City, Kansas City, Memphis, St. Louis, Dallas and New Orleans). The Mountain Pacific region will include District Nos. 10 and 11 (Los Angeles, Denver, and Honolulu, San Francisco, Salt Lake City and Seattle).

There are also a number of personnel changes to go along with the realignment. John Craig has been promoted to regional sales manager, Southwestern region. Bob Van Metre has been appointed sales manager for sales district No. 8. Joe Risland has been named manager of sales district No. 4. All regional managers will continue to report to Joe Lyons, manager of field sales for CRSC.

## Columbia Records Distrib Opening 3 New Branches

NEW YORK — Columbia Records Distributors opened three new branches, in Dallas; Hartford, Conn., and Rochester, N. Y. Move is part of a major expansion program for the distributing branch.

Ken Glancy, vice-president of CRD, said that the three new branches were set up "to take advantage of the enormous sales and marketing potential existing today in the record industry." He also said these three new branches were the first step in a major expansion program under way by CRD.

CRD has made a number of appointments to staff the new

branch offices. They include: Tom Cade's promotion to the post of manager of the Dallas branch office, transferring from Columbia Records Sales Corporation. Laif Bakke has been appointed promotion manager of the Dallas branch. He comes to CRD from a Dallas indie distrib.

At the new Hartford branch, Steve Capone has been appointed manager, coming to CRD from American Distributors in Hartford. Jim McManamon has been appointed operations manager of the Hartford branch. He was formerly with Capitol Records Distributing  
*(Continued on page 32)*

## Artists Will Sing Oscar Tunes Live

NEW YORK — The five songs nominated for an Oscar this year will be sung live for the first time on the Academy Awards presentation TV show over ABC-TV Monday (9) night. Heretofore, the tunes were always pre-recorded, and the artists lip-synced on video.

The song nominee will be warbled by Andy Williams ("Moon River"), Ann-Margret ("Bachelor in Paradise"), Johnny Mathis ("Love Theme From El Cid"), Gene Pitney ("Town Without Pity"), and Gogi Grant ("Pocketful of Miracles").

## SEE NINE LIVES FOR THE NEWPORT JAZZ FESTIVAL

By CAMERON DEWAR

BOSTON—A bigger, better and different Newport Jazz Festival will be held this summer, according to George Wein, original director of the event and Storyville impresario. This will be Wein's ninth year of handling the Rhode Island event. Last year two New York producers, Sid Bernstein and John Drew masterminded, but this summer it will revert to Wein, who started the festival in 1953 and ran it each year with the exception of 1961.

The Newport City Council has granted him a license and only a few details remain to be straightened out. One of the conditions under discussion is the policing of the affair. Two years ago the festival was beset by riots which drew national publicity, which did the jazz business no good. Wein is determined that such a thing will never happen again. He proved last year at Pleasure Island in nearby Wakefield that a well-conducted and peaceful jazz festival was possible.

Wein has retitled the event. He is calling it "Newport '62 Story of Jazz" and promises a number of exciting innovations, none of which he is willing to devulge at the moment. He will devote his full attention to the Newport event and will drop his interest in the famed Castle Hill Concert Series at Ipswich, which he operated last year.

There appears to be no plans for another jazz festival during the summer at this time, although officials said the picture could change.

## Accounting Firm Sues Connie Francis Over Royalty Hassle

NEW YORK — Connie Francis was named defendant in an action brought last week in New York Supreme Court by the accounting firm of Orland & Chase of this city. The action seeks to recover a sum of \$32,690.52, which the accounting firm claims it is owed by Miss Francis in connection with an audit of the books and records

of MGM Records undertaken on behalf of the singer.

According to the complaint, which was served on the singer in Miami Beach Tuesday (3), plaintiffs were retained by the defendant: "To make an audit of the books and records of MGM Records . . . to determine the accuracy of the royalty statements rendered by said company to defendant." The auditing assignment was confirmed, says the complaint, by a "letter dated July 20, 1961, addressed to the plaintiff, Paul Orland, and signed by George Scheck." Scheck is Miss Francis' manager.

### Auditors' Payments

Payment for the auditors' service was to be the same as that agreed upon when a similar audit was undertaken for the singer in 1958. This was to be "25 per cent

*(Continued on page 32)*

## Goody Profit Picture Bright

NEW YORK — "We're doing more business and showing a better profit picture than ever before," said Sam Goody last week as he brandished his latest audited statement, supplied by the firm of Fred Landau and Company, certified public accountants.

According to the statements, the Goody organization has a net  
*(Continued on page 42)*

## White House to See Jazz Ballet

NEW YORK—Jerome Robbins' "N. Y. Export: Op. Jazz" contemporary ballet which has received much critical kudos, will be presented at the White House Wednesday (11) at a special performance for President and Mrs. John F. Kennedy and guests. RCA Victor will furnish the original tape recording of the music to which the ballet will be performed. Robbins, and Robert Prince, composer of the score, will attend the presentation. Guests will include George Marek, RCA Victor chief, and George Avakian, RCA Victor pop a.&r. manager. The ballet was commissioned in 1958 by the Festival of Two Worlds in Spoleto, Italy. RCA Victor issued the LP version of "Ballet: U.S.A." which includes "N. Y. Export: Op. Jazz," in November, 1961.

## Execs Express View on Stereo FM Air at NAB

CHICAGO — A prediction that FM stations will eventually limit all programming to stereo; pro and con views on the value of "ping-pong" stereo wax, and a new stereo programming service were among the key discussion items during FM Radio Day at the National Association of Broadcasters' Convention here last week.

Fred Rabell, KITT, San Diego, Calif., was the exec who predicted stereo would eventually dominate FM completely. However, Rabell complained that about 30 per cent of stereo records today are unsuitable for stereo broadcasting.

Broadcasters generally decried the use of ping-pong-type stereo but Lynn Christian, KODA-FM, Houston, said his outlet devotes a percentage of programming to such gimmicks because "We are pioneering in a new field and must aid those who are also pioneering in the sales of (stereo) receivers."

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# ALL INDUSTRY EYES NARM CONVENTION



THE BOARD OF DIRECTORS of the National Association of Record Merchandisers. Front row, left to right: George Berry, treasurer, Modern Record Service, New Orleans; Glen C. Becker, vice-president, Music City Record Racks, Los Angeles; Edward M. Snider, president, Edge, Ltd., Washington. Standing, left to right: Earl M. Foreman, counsel; Harold Goldman, director, Rak Sales, St. Louis; James J. Tiedjens, director, Musical Isle Record Corporation, Milwaukee; Kenneth Sachs, director, Merchants Wholesale Service Company, Detroit; Jules Malamud, NARM executive secretary.

## Manufacturers' Top Brass at NARM Convention Points Up Rack Power

### Fastest Growing Disk Sales Win

By BOB ROLONTZ

NEW YORK—NARM's meeting in Miami this week, attended by top brass from major and indie labels, is shaping up as one of the top record business conventions of the year. This points up the importance to today's disk business of the rack jobber. Racks are considered today by tradesters to be the fastest growing segment of the record business, with total sales of record via racks estimated at about \$150 million at retail.

This \$150 million figure is believed to be close to 25 per cent of the retail record business, and it makes rack sales more important than the record club business which is estimated at about \$100 million. Racks increased their share of market from roughly 18 per cent in 1960 to about 25 per cent in 1961, going from approximately \$100 million to \$150 million. Dealers still however control more than 50 per cent of the disk market.

Last year, 1961, was an important one for the rack jobbers, who initiated a number of moves to give their type of operations a firmer and more profitable hold on the market. Many rackers consolidated their outlets by cutting down on unprofitable locations and concentrating more strongly on profit-making outlets. Many of them entered the discount record business with special sales, special promotions, etc.

Racks also expanded into many different types of outlets. They are now servicing department stores and variety stores, greeting card stores, etc., in addition to supermarkets, drugstores and chains. On the latter, some rack operations are now handling national chains in their localities, like the Grant chain in Atlanta.

In some cases rack jobbers have

taken over complete departments in large discount houses and have added full time clerks to handle the department. Rack merchandisers have also moved into active merchandising of records in their locations via green stamps, radio promotion, newspaper advertising and even personal appearances of disk artists at large locations.

#### Move Singles Faster

Rack jobbers are also starting to get on new singles more quickly than they used to. Biggest dealer complaint about rack jobbers over the years has been that they would ride on the hits dealers made. Now racks are stocking new product more quickly and trying to promote them sooner.

Racks also have expanded the type of product that they put in their locations. Pop merchandise is still most important, but depending on the locality and the location, racks also use classical LP's, folk items, country disks, r. & b. albums, and specialty items like polkas, etc.

#### Threat to Distributors

Actually the great growth of racks over the past three years is proving somewhat disturbing to distributors. Rack jobbers are now so large that some tradesters feel that they could cut out distributors and do all their buying direct from manufacturers, which some observers say is happening more these days.

The largest racker of them all, Handleman, now has 11 branches in cities throughout the country, including the firm's home base of Detroit, plus Boston, Newark; Raleigh, N. C.; Louisville; Columbia, S. C.; Columbus, Ohio; Chicago, Philadelphia, Los Angeles and in Canada. Handleman covers discount stores, department stores, auto supply houses, drugstores and many Kresge and Woolworth outlets.

The NARM organization comprises about 40 rackers out of the 100 or so rack jobbers in the U. S. It is estimated that NARM members do close to or greater than 50 per cent of all rack merchandising in this country.

### Expect Direct Sell Pitch at Conclave

By BOB ROLONTZ and TOM NOONAN

NEW YORK—Tradesters expect that rackers in attendance at the NARM Convention in Miami this week will mount a behind-the-scenes drive aimed at persuading major manufacturers to sell product direct. Some of the majors' low-priced product is already sold direct, but the rackers are anxious that this policy be made applicable to all product.

Among many indies, of course, there is considerable direct dealing with rack jobbers now.

#### Show Concern

Conversations with execs of major diskeries indicate considerable concern as how to cope with the rackers' expected demands. On the one hand, the racks in toto do such a large volume of business that manufacturers feel that they are a tremendously important facility. They are a direct means of mass exposure for product. On the other hand, a key major manufacturing exec noted the disturbing fact that catalog, a most important element for the diskery stability, receives short shrift at the rack level, and that therefore more thought would have to be given to protection of the traditional distributor - dealer level of the business. He even noted the possibility of large manufacturers opening their own retail outlets at some future time, in order to ensure sufficient exposure for catalog product.

Another noted that the better of the rack jobbers—in his opinion—"would achieve increased recognition."

Meanwhile, the majors are studying the changing merchandising scene very carefully — being anxious for the continued mass exposure supplied by racks, while

(Continued on page 42)

## NARM Convention Program

Eden Roc Hotel, Miami Beach, Fla., April 8-12

Sunday, April 8

- 11:00 a.m.- 5:00 p.m.—Convention registration, Marco Polo Lounge
- 1:00 p.m.- 4:00 p.m.—Special meeting, Paladium Room; regular members only
- 6:00 p.m.- 8:00 p.m.—Presidential Welcoming Cocktail Party, Imperial Room; regular and associate members  
Host: National Association of Record Merchandisers, President and Mrs. Edward M. Snider
- From 10:00 p.m.—Twist Party, Peppermint Lounge; regular and associate members; Host: Roulette Records

Monday, April 9

- 9:00 a.m.-12:30 p.m.—Business session, Imperial Room  
Chairman of the Day, Earl M. Foreman, legal counsel, NARM  
Invocation  
President's Welcome—Edward M. Snider, president, NARM  
Keynote Address—Glenn E. Wallichs, Capitol Records  
Executive Secretary's Report—Jules Malamud, NARM executive secretary  
"The Changing Role of the Record Merchandiser," Irwin Tarr, RCA Victor Records  
Panel Discussion—Moderator, Larry M. Rosmarin, Record Distributing Company  
Regular Members: Glen C. Becker, Music City Record Racks; Ed Mason, Record Rack Service; Joseph Shapiro, Akorn Housewares Corporation; Edward M. Snider, Edge, Ltd.  
Associate Members: John Y. Burgess Jr., RCA Victor; William Gallagher, Columbia Records; Sydney N. Goldberg, Decca Records; Stanley M. Gortikov, Capitol Records; Leon C. Hartstone, London Records
- 12:30 p.m.- 1:30 p.m.—Luncheon, Mona Lisa Room; regular and associate members
- 2:00 p.m.- 5:30 p.m.—Visitation: Regular members meet with associate members
- 7:00 p.m.- 8:30 p.m.—Cocktail Party, Ocean Lounge; regular and associate members; Host: ABC-Paramount Records
- 8:30 p.m.- ??? —Dinner Party, Empire Room; regular and associate members; Host: RCA Victor Records

Tuesday, April 10

- 9:00 a.m.-12:30 p.m.—Business Session, Imperial Room  
Chairman of the Day, Glen C. Becker, convention chairman  
"The Changing Role of the Special Product in Record Merchandising," Cy Leslie, Pickwick International  
Workshop—Dr. Alton F. Doody, Assistant Professor of Marketing, Ohio State University, in co-operation with co-chairmen of the Workshop Committee, Edward M. Snider and James J. Tiedjens  
Panel Discussion—Moderator, Alvin Driscoll, Pioneer Distributing of Kansas  
Regular members: Donald D. Belzer, Record Service Company; Larry M. Rosmarin, Record Distributing Company; Cecil Steen, Recordwagon, Inc.; James J. Tiedjens, Musical Isle Record Corporation  
Associate members: Alvin Bennett, Liberty Records; Samuel H. Clark, ABC-Paramount Records; Alan W. Livingston, Capitol Records; John K. Maitland, Warner Bros. Records; Arthur Talmadge, United Artists Records
- 12:30 p.m.- 2:00 p.m.—Luncheon Meeting—Paladium Room; regular members only
- 2:00 p.m.- 5:30 p.m.—Visitation—Regular members visit with associate members  
Special Ladies' Functions  
Cruise and luncheon at Fort Lauderdale
- 9:45 a.m.—Buses leave Eden Roc Hotel for pier
- 12:00 Noon—Luncheon at Patricia Murphy's Candlelight Restaurant, Fort Lauderdale
- 4:30 p.m.—Return to boat dock at Eden Roc Hotel
- 7:00 p.m.- 8:30 p.m.—Cocktail Party, Imperial Room; regular and associate members; Host: Liberty Records
- 8:30 p.m.- ? —Dinner Party, Cafe Pompeii; regular and associate members; Host: Capitol Records

Wednesday, April 11

- 9:00 a.m.-12:30 p.m.—Business Session, Imperial Room  
Chairman of the Day, Jules Malamud, executive secretary, NARM  
Panel Discussion: Moderator, Kenneth Sachs, Merchants Wholesale Service  
Regular members: George Berry, Modern Record Service; Endo Corsetti, Wambach Distributors;

(Continued on page 42)

For Full Coverage of the  
**NATIONAL ASSOCIATION  
OF BROADCASTERS**  
Convention in Chicago

SEE PAGE 15

# Los Angeles Sales Roaring

Continued from page 1

ad. It ran a separate ad on RCA Victor's "Ten Great Singers" (\$8.98) with the mat listing five other Red Seal offerings, headed "\$16 off."

Techtorn listed 17 leaders at 52 per cent off, ranging from Elvis Presley's "Blue Hawaii" (RCA Victor) to the Krips reading of Beethoven's "Nine Symphonies" (Everest). Music City (three stores) advertised 40 per cent off on the best of Columbia, Capitol, RCA Victor, Decca, offering "over 100 albums to choose from."

Chesterfield, in two separate ads, devoted one entirely to London, offering 40 per cent off on opera LP's, 50 per cent off on London classics (CM and CS series), and 30 off on all others in the London line. The second ad offered "our entire stock of Angel, Capitol and RCA Victor" at 50 per cent off, with 40 per cent off on complete stock of Westminster, Riverside and Folkways, and 30 per cent off on complete Columbia stock.

Art Gorbart's Discount Record Center (two locations), offered entire Columbia line at \$2.39, with the label's double LP, "Magnificent Sound of the Philadelphia Orchestra," at \$2.19 (\$2.59 stereo), and its "Stars for a Summer Night" double LP at \$1.69 (stereo, \$2.49).

# Hot Disk Sales Burn Atlanta

Continued from page 1

Drew and Gene Blaine, and WQXI with Hal Pickens and Red Jones were still considered by distributors to be the strongest in pushing record sales. However, WPLO, the Plough station in Atlanta, which had steered away from a personality jock format a while ago, apparently was returning to this policy, and was also considered important in making disks.

Stations WACK and WERD were key stations in starting rock and roll disks, which, if they got hot enough, often moved into the pop area. This city actually has always been strong on pop, country and r.&b. disks. One distributor pointed out that Station WFOM in Marietta, Ga., was becoming very important in getting new records started, and that if they became hits in Marietta, Atlanta stations quickly jumped on the records.

# Excitement Builds in Seattle

SEATTLE—This Northwest city is swinging, according to reports from stations, distributors and dealers, and all indications point to a continuing upsurge throughout the summer months, thanks in large part to the World's Fair, opening here in two weeks.

For one thing, the demise of the top 40 station format has definitely not reached here yet. Currently there are three swinging stations pounding out the rocking pop beat, and local disk men characterize the scene as "a promotion man's dream."

"If you can't get a record played at one station, you just go to one of the others and get it played. Then if there is any reaction at all, the first one is forced into playing it too. He can't afford not to play it," said one promoter here.

Retailers expect to do well with the great influx of visitors due here for the World's Fair which opens officially Thursday (19). One retailer noted that tourists have proven a good market, particularly those who come from small towns, since they see a bigger selection of product in city stores than they ever see back home. Retailers also are looking to at least two years of benefits from tourist, since plans are already under way to put the gigantic investment of the fair layout to use again for a second year in 1963, even though the title "World's Fair" cannot be used a second time.

# WEEKLY MARKET ANALYSIS

## No D. C. \$ for Remakes

WASHINGTON—A slowdown in singles buying here was attributed by dealers to lack of anything really exciting in new releases, and premature fall-off in radio play for good tunes which could have taken another reorder. Two dealers said too many new releases are all "remakes of previous hits," and "everybody's music sounds like everybody else's."

Seasonal factor in the slacking off of sales that have been unusually good up to the last week, is the income tax bite, the Easter buying of clothes, candy, and flowers taking up all spare cash. It remains for some swinging promoter to get disks into the Easter bunny basket—in color, maybe?

## DJ Credits Aid Chi LP Sales

CHICAGO—The record market held steady here last week, with some dealers even noting a pickup—both in singles and albums. Increased radio promotion was credited for the latter. Dealers commented that disk jockeys were announcing album titles along with the specific bands played. A flood of visiting artists was also helping the disk business.

Joey Dee's "Shout" on Roulette appears to be walking away from the Isley Brothers' version of the same tune on RCA Victor. One of the city's top singles-playing program directors termed the Dee tune "a giant..." David Carroll's "White Rose of Athens" on Mercury continued to lead the same tune by the Chordettes on Cadence and Nana Mouskouri on Riverside.

The city's breakout pace for new material slowed but business in general was holding up and the weather and "a spring that we thought would never come" appear to be the most commonly mentioned reasons.

## Philly Business Fair to Middlin'

PHILADELPHIA—Business was rated from fair to good here last week among record dealers, with at least two disks, Ernie Maresca's "Shout Shout," on Seville and "I Love You" by the Volmares on the Chex label reported as hot ones in addition to one new breakout, "I Sold My Heart to the Junkman" by the Blue Bells.

On other fronts, it appeared that at least two local disk entities were on the road to considerably expanded operations. On the other hand, Bernard E. Lowe Enterprises, operators of the Cameo-Parkway axis, were understood to be headed into additional show business areas. Washington reports recently revealed Lowe plans for floating a public stock offering.

Secondly, tradesters were watching the Raymond Rosen company with interest. Until recently, Rosen was distributor for RCA Victor exclusively. Late last year, the firm took on the Mercury line and more recently has added London and the London group of indie labels. The word here is that Rosen is continuing to shop for additional lines. Some dealers here have expressed the view that a condition of consolidation in the distributing picture, noted in other areas of the country, may gradually be coming about here, in which case some of the smaller distributors may be forced into diversification moves.

Meanwhile, the town was settling down again, following a colorful recent episode on a local radio station. Jazz group leader and bassist, Charlie Mingus, who was appearing in town, got wound up during an on-the-air interview on the Eddie Newman show, regarding the integration scene, in which he threatened to "shoot" a few people. Switches were cut quickly but not before enough went on the air to make the local papers. Later, on the Sid Marks show, Mingus conducted himself like a gentleman, it was reported.

# Col. Classical Is Up 50%

NEW YORK—Columbia Masterworks sales for the first quarter of 1962 have increased 50 per cent over the same period in 1961. These are store sales, not club sales, and they mark the sharpest rise for any quarter in classical sales in the firm's history.

According to Schuyler Chapin, Columbia Masterworks director, the large increase in sales of classical records for the firm can be attributed to three factors: 1) An exceptional job by the field sales staff in promoting Columbia classics on the dealer level; 2) recordings of bread and butter items, and 3) strong artists.

Chapin said that the Philadelphia Orchestra under Eugene Ormandy and the New York Philharmonic under Leonard Bernstein had sparked the sales increase. He noted that Columbia's special two-LP sampler with the Philadelphia had passed the 80,000 mark in sales in about three weeks. He also said that such artists as Eileen Farrell, Richard Tucker, Pablo Casals' "Concert at the White House" and the firm's "Sviatoslav Richter at Carnegie Hall" albums, had also helped push up Columbia's classical sales.

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Vol. 74 No. 15

## NEW ON THE TOP LP'S

Continued from page 1

- 146. DO THE TWIST... Connie Francis, MGM E 4022
- 147. ALBUM 7 BY RICK... Rick Nelson, Imperial LP 9167
- 149. YOUNG, ALIVE AND IN LOVE... Paul Anka, RCA Victor LPM 2502
- 150. DRUMS ARE MY BEAT... Sandy Nelson, Imperial LP 9168

STEREO

- 38. BOUQUET OF LOVE... Percy Faith Ork., Columbia CS 8181
- 47. SINCERELY BRENDA LEE... Decca DL 74216
- 49. NIGHTFALL... Capitol Symphony Orch. (Dragon), Capitol SP 8575

## THERE'S PLENTY! . . .

New discount deals . . . Mergers . . . New Talent . . . Royalty Disputes . . . Trade Conventions . . . New Record Releases . . . Changes in Radio Programming . . . Coin Machine Legislation . . . New Sources of Supply . . . Gossip Items, etc.

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 and  
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**Richie Barrett**  
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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)	Top LP Rank (Stereo) Mono
<b>Male Vocalists</b>	
● <b>ALBUM 7 BY RICK</b> .....	147
● <b>ALWAYS YOU (COL)</b> .....	78
Paul Anka Sings His Big 15 (ABC).....	41
Belafonte at Carnegie Hall (RCA).....	131
Big Bad John (Col).....	98
Chubby Checker/Bobby Rydell (Cameo).....	60
● <b>CRYING (MONU)</b> .....	84
● <b>DANNY BOY &amp; OTHER SONGS I LOVE TO SING (COL)</b> .....	(46) 20
Do the Twist (Atl).....	21
Doin' the Twist at the Peppermint Lounge (Rou).....	(35) 5
● <b>DUKE OF EARL (V-J)</b> .....	90
● <b>FOR TEEN TWISTERS ONLY (PARK)</b> .....	40
For Twisters Only (Park).....	27
Heavenly (Col).....	53
Hell Bent for Leather (Col).....	105
Buddy Holly Story (Cor).....	67
Hymns (Cap).....	82
Hymns at Home (Cap).....	74
I Remember Tommy (Rep).....	(32) 33
Johnny's Greatest Hits (Col).....	26
Jump Up Calypso (RCA).....	(33) 52
Let's Twist Again (Park).....	51
● <b>LINGER AWHILE WITH VIC DAMONE (CAP)</b> .....	80
● <b>LIVE IT UP (COL)</b> .....	(22) 14
Portrait of Johnny (Col).....	66
Jimmy Reed at Carnegie Hall (V-J).....	122
Rick Is 21 (Imp).....	136
Runaround Sue (Laurie).....	25
● <b>SINATRA AND STRINGS (REP)</b> .....	(11) 11
Take Good Care of My Baby (Lib).....	134
● <b>JOHNNY TILLOTSON'S BEST (CAD)</b> .....	130
Twist (Park).....	7
Twist With Bobby Darin (Atco).....	103
● <b>VERSATILE BURL IVES (DEC)</b> .....	(37) 57
● <b>ANDY WILLIAMS' BEST (CAD)</b> .....	132
● <b>YOUNG, ALIVE &amp; IN LOVE (RCA)</b> .....	149
Your Twist Party (Park).....	3

**Female Vocalists**

All the Way (Dec).....	86
● <b>JOAN BAEZ, VOL. I (VAN)</b> .....	28
Joan Baez, Vol. II (Van).....	39
● <b>THE CLASSIC DELLA (RCA)</b> .....	114
● <b>PATSY CLINE SHOWCASE (DEC)</b> .....	119
● <b>DO THE TWIST (MGM)</b> .....	146
Ella in Hollywood (Ver).....	143
Judy at Carnegie Hall (Cap).....	(7) 17
● <b>LENA ON THE BLUE SIDE (RCA)</b> .....	127
● <b>GLORIA LYNNE AT BASIN STREET EAST (EVER)</b> .....	100
Never on Sunday (MGM).....	29
Roaring 20's (WB).....	108
● <b>SINCERELY BRENDA LEE (DEC)</b> .....	(47) 75

**Duos and Groups**

● <b>COMPUS ENCORE (CAP)</b> .....	62
● <b>COLLEGE CONCERT (CAP)</b> .....	(9) 4
Encore of Golden Hits (Merc).....	34
From the Hungry i (Cap).....	126
Goin' Places (Cap).....	148
Kingston Trio (Cap).....	73
Kingston Trio Close Up (Cap).....	54
Lion Sleeps Tonight (RCA).....	96
● <b>MIGHTY DAY ON CAMPUS (KAPP)</b> .....	79
● <b>SING OUT! (RCA)</b> .....	(17) 36
Slightly Fabulous Limelitters (RCA).....	120
● <b>A SONG FOR YOUNG LOVE (CAP)</b> .....	(25) 8
● <b>STANDING ROOM ONLY (UA)</b> .....	112
Tonight in Person (RCA).....	117
● <b>TWIST WITH THE VENTURES (DOLT)</b> .....	(44) 56

**Choruses**

Happy Times Sing Along With Mitch (Col).....	145
Memories Sing Along With Mitch (Col).....	125
● <b>RHYTHM SING ALONG WITH MITCH (COL)</b> .....	(26) 50
Saturday Sing Along With Mitch (Col).....	94
Sentimental Sing Along With Mitch (Col).....	106
Sing Along With Mitch (Col).....	44
TV Sing Along With Mitch (Col).....	133
Your Request Sing Along With Mitch (Col).....	104

**Mixed Voices**

Murray the "K's" Sing Along With the Original Golden Gassers (Rou).....	76
Oldies But Goodies, Vol. I (OS).....	30
Oldies But Goodies, Vol. III (OS).....	43
Sixty Years of Music America Loves Best, Vol. III (RCA).....	63

**CLASSICAL & SEMI-CLASSICAL LP's**

● <b>BRAHMS: CONCERTO NO. 2 (RCA)</b> .....	(31) 97
My Favorite Chopin (RCA).....	88
● <b>NIGHTFALL (CAP)</b> .....	(49)
Rodgers: Victory at Sea, Vol. III (RCA).....	(41)

**INSTRUMENTAL LP's**

Title (Label)	Top LP Rank (Stereo) Mono
<b>Mood and Dance</b>	
● <b>BEYOND THE REEF (DEC)</b> .....	(45)
● <b>BOUQUET OF LOVE (COL)</b> .....	(38)
Calcutta (Dot).....	115
● <b>DOWN HOME (RCA)</b> .....	72
● <b>DRUMS ARE MY BEAT (IMP)</b> .....	150
Ebb Tide & Other Instrumental Favorites (Dec).....	(29) 89
Golden Piano Hits (UA).....	85
● <b>GREATEST STRING BAND HITS (DOT)</b> .....	(27)
Italia Mia (Lon).....	138
Let There Be Drums (Imp).....	(20) 15
Let's Twist Her (Hi).....	35
● <b>MARIA (KAPP)</b> .....	(19) 47
Moon River (Dot).....	(13) 45
New Piano in Town (RCA).....	110
● <b>SO MUCH IN LOVE (COL)</b> .....	(10) 16
Somebody Loves Me (Col).....	135
● <b>TONIGHT (UA)</b> .....	(23) 68
Twistin' in High Society (Epic).....	70
● <b>UP A LAZY RIVER (LIB)</b> .....	111
Roger Williams Greatest Hits (Kapp).....	139
Yellow Bird (Dot).....	(43) 71
● <b>YOUNG AND WARM AND WONDERFUL (RCA)</b> .....	(39) 92
<b>Jazz</b>	
Best of the Dukes of Dixieland (AF).....	(18) 77
● <b>COMBO! (RCA)</b> .....	(34)
● <b>HORN A-PLenty (RCA)</b> .....	(42) 91
● <b>MIDNIGHT IN MOSCOW (KAPP)</b> .....	38
● <b>MIDNIGHT SPECIAL (B-N)</b> .....	42
● <b>SOMEDAY MY PRINCE WILL COME (COL)</b> .....	116
Time Further Out (Col).....	(24) 19
Time Out (Col).....	(12) 10
What'd I Say (Atl).....	81
<b>Percussion and Sound</b>	
Melody and Percussion for Two Pianos (Lon).....	(48)
Persuasive Percussion, Vol. I (Com).....	(15)
● <b>PERSUASIVE PERCUSSION, VOL. IV (COM)</b> .....	(50)
● <b>ROMAN GUITAR (COM)</b> .....	(40)
Stereo 35/mm (Com).....	(3)
● <b>STEREO 35/MM, VOL. II (COM)</b> .....	(14)
<b>SHOW MUSIC</b>	
<b>Original Cast</b>	
Camelot (Col).....	(4) 9
Carnival (MGM).....	124
Flower Drum Song (Col).....	58
● <b>GAY LIFE (CAP)</b> .....	144
How to Succeed in Business Without Really Trying (RCA).....	49
Milk and Honey (RCA).....	37
My Fair Lady (Col).....	23
Sail Away (Cap).....	137
Sound of Music (Col).....	(6) 13
South Pacific (Col).....	107
● <b>SUBWAYS ARE FOR SLEEPING (COL)</b> .....	129
West Side Story (Col).....	(8) 12
<b>Sound Track</b>	
Babes in Toyland (Vista).....	93
Blue Hawaii (RCA).....	(2) 1
Exodus (RCA).....	123
Flower Drum Song (Dec).....	(16) 22
G.I. Blues (RCA).....	113
● <b>HEY, LET'S TWIST (ROU)</b> .....	24
King of Kings (MGM).....	(28) 59
Never on Sunday (UA).....	69
South Pacific (RCA).....	(21) 99
Student Prince (RCA).....	142
West Side Story (Col).....	(5) 6
<b>Music From Musicals, Films and TV</b>	
Breakfast at Tiffany's (RCA).....	(1) 2
Film Encores (Lon).....	140
Great Motion Picture Themes (UA).....	(36) 48
Music From Exodus & Other Great Themes (Lon).....	141
West Side Story (Cap).....	95
West Side Story (UA).....	(30) 61
<b>COMEDY LP's</b>	
Ain't That Weird? (RCA).....	109
The Astronaut (Kapp).....	64
Behind the Button-Down Mind of Bob Newhart (WB).....	65
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*My heartfelt thanks  
to all my wonderful friends  
at the NARM convention  
and best wishes for a successful  
meeting --*

*Connie*



*P.S. Sorry  
I can't be with  
you, but I'm  
on my way  
to Europe once  
again,*

*Connie*

**CONNIE FRANCIS**  
singles and albums  
are all over the  
world on  
**MGM RECORDS**

# **BILLBOARD MUSIC WEEK**

**ANNOUNCES THE THIRD IN  
THE 1962 SPOTLIGHT SERIES**

## **SPOTLIGHT ON**

# **jazz**

## **ON RECORDS**

**COMING IN THE APRIL 21 ISSUE**

(On Sale Monday, April 16th)

### **VERY SPECIAL**

for all buyers and programmers of  
**JAZZ RECORDS AND TALENT**  
throughout the world.

... This wealth of interesting and practical jazz material and best seller results ... planned, written and edited as only Billboard Music Week's best-in-the-business staff can do it:

THE MANY TYPES OF JAZZ  
JAZZ INVADES THE POP FIELD  
THE GROWTH OF JAZZ IN POP PROGRAMMING  
THE ALL JAZZ STATIONS  
JAZZ PROMOTIONS BY DEALERS  
BLUES ARE JAZZ TOO  
THE JAZZ SCENE ABROAD  
BEST SELLING JAZZ ALBUMS

... great features to interest Jazz deejays, dealers and operators!

**BILLBOARD  
MUSIC WEEK**

**OVER 21,000 STRONG** — That's Billboard Music Week's all industry music-record-talent-buying circulation ... more than double the paid circulation of the next publication in the music-record field!

Now is the time to start planning your big-time, hard-hitting advertisement ... Call your nearest BMW office now. Ad deadline April 11.

New York, 1564 Broadway, PL 7-2800 Chicago, 188 W. Randolph, CE 6-9818 Hollywood, 1520 N. Gower, HO 9-5831

## N. J. Retailer Writes to Capitol Hill Of Powerful Discount Competition

RIDGEWOOD, N. J. — Ernest Weinberg, who operates the Village Music Shop here, has taken exception to a record ad run by Alexander's department store in last Sunday's New York Times. A large new Alexander's store has just opened in Paramus, N. J., five miles from here.

Weinberg wrote a letter of complaint on the issue to congressmen and senators from New Jersey plus those senators sponsoring a so-called Quality Stabilization bill in Congress, and the Federal Trade Commission. They referred to prices of \$1.999 quoted in the ad for such lines as London Phase 4, Command, Command 35mm., Time and Audio Fidelity. These, he noted, "list at \$5.98 stereo and \$4.98 monaural."

With all discounts available,

## Prep Vegas Jazz Festival

HOLLYWOOD—Las Vegas will have its First Annual Jazz Festival this summer, to be staged in the gaming city's new \$6 million-dollar Convention Center auditorium. The event, scheduled for July 7-8, will be sponsored by the musicians union (Local 369), with full proceeds going to its Musicians' Club.

Five performances will be held during the two days so as to allow casino visitors sufficient opportunity to catch some of the shows. Names lined up to appear include Cannonball Adderley, Louie Bellson, Art Blakely and His Jazz Messengers, Benny Carter, Buddy de Franco, Dizzy Gillespie, the Hi-Lo's, Mavis Rivers, Mel Torme and Nancy Wilson, with Steve Allen, Pearl Bailey and Sammy Davis Jr. to serve among the celeb guest emcees.

Among the features of the event will be the world premiere performance of a jazz ballet composed by Bellson, and Barry Ashton has been commissioned to choreograph the original work.

## Latest Kapp LP's Get 10% Discount

NEW YORK—Kapp Records is offering a 10 per cent dealer discount on seven new Kapp and Kapp Medallion releases, plus three new sets by Jane Morgan. The April program is highlighted by a special Jane Morgan "artist of the month" promotion.

In addition to three new LP's by Jane Morgan, there are sets by the Lincolns, Warner Mack, the Pete King Chorale and the Fortune Tellers among others. The program, which is now in effect, will expire May 15.

## Synthetic Plastics 'Hear How' Distrib

NEW YORK—Synthetic Plastics has taken over sales, production and distribution of Carlton Records' "Hear How" educational album series.

The series, which retails at \$1.98, includes 20 albums covering such subjects as golf, sex, bowling, languages and baseball. Synthetic reports that their sales on the line to date indicate that the hottest items are "Hear How to Play Better Baseball" by Ralph Houk and the four language sets covering French, German, Spanish, and Italian.

Weinberg remarked that he paid \$3.14 for Command, Time and Audio Fidelity. For London, he paid \$3.33 per record. "On RCA, we as small dealers receive 20 per cent off the wholesale price and the same applies to Angel and Capitol," he continued. "On Mercury, the price is 10 to 20 off wholesale," said Weinberg. "Yet the Alexander's ad stated that these could be bought at \$2.21 regardless of list prices of \$4.98 to \$5.98.

"What is a small dealer supposed to do? I have no desire to go to a department store to stock up on my merchandise. My distributor, I know, cannot give those prices. I must therefore assume Alexander's got this merchandise at some fantastically low prices. No store is going to sell at a loss of \$2 just to get customers," the dealer's letter notes.

"As I understand it, a bill is being prepared or is in committee for quality stabilization. I assure you that you will gain the gratitude of many small businessmen by supporting this bill. It will give every man the opportunity of making his living according to the American standards," Weinberg concluded.

## Wide Variety Is Evident in 2d Philips LP Issue

CHICAGO — Philips Records' second release, aptly labeled "Encore Philips," features a package of 10 albums ranging from twist and rock and roll to pop, jazz and classical.

Artists are from the U. S. as well as Holland, Italy, Vienna and France and include such names as Patrice Munsel, Hash Brown, Johnny Hallyday and Howard Rumsey.

Backing the release is a strong consumer and trade advertising program that will include such magazines as Schwann's, High Fidelity, Show, Esquire and, of course, BMW.

Merchandising support for dealers features banners, display cards and die-cut jacket easels. A sales plan provides one free album for every nine purchased—for both the current "Encore Philips" plan and last month's "Premier 12" release.

Deferred billing will be available subject to the distributor's credit restrictions. The "Premier 12" sampler record will continue to be available through the life of the new sales plan, but will not be subject to the discounts or dating set for the remainder of the product.

## Reprise Reissuing 'Couch' Comedy

HOLLYWOOD — Reprise Records has acquired the master to Bud Freeman's original "Couch and Consultation" LP, which Freeman had issued himself four years ago, and will include it in its April release. Other albums will be Dean Martin's first package under the Reprise banner, and LP's by Calvin Jackson, Leo Diamond and Wynona Carr. A 10 per cent discount will be extended on the new product.

The Frank Sinatra label, rounding out its first year in the business, boasts an LP catalog of 49 titles, with two of its albums ("I Remember Tommy" and "Sinatra and Strings") now on the BMW Top LP's list. Label soon will invade the classical and country and western fields.

## Martindale Joins Dot as Promo Dir. & A.&R. Assistant

HOLLYWOOD — Radio-TV-disk personality Wink Martindale last week joined Dot Records in the dual capacity of national promotion director and assistant artist and repertoire director. The disk jockey resigned from Station KRLA to move to Dot.

Martindale joined Dot's artist roster in 1958 when he recorded his top-selling "Deck of Cards." Prior to that, the Tennessee-born personality served as a disk jockey on Station KHJ (Hollywood) and conducted a TV teen-age dance show on its television sister station. He moved the dance party to Station KCOP, and later to Station KTLA. On radio he conducted the 6-9 a.m. daily KRLA show for the past two years.

His a.&r. duties call for him to assist Dot President Randy Wood. On the promotional front, he will head the label's over-all activities. Dorothy Vance will continue to serve as Dot's radio-TV promotion director, and will report to Martindale.

## Light Sees Sweet With a Beat Air Programming Selling Command

NEW YORK—The trend toward "better music" programming by radio stations across the country is directly reflected in sales of Command Records, according to the label's chief, Enoch Light.

He notes that "Roman Guitars" by Tony Mottola, which was released a year ago, moved on to BMW's best selling stereo chart for the first time last week, as the result of increased plays by stations recently. At the same time, another Mottola album, "String Band Strum-Along," is pulling up sales and is on the verge of breaking into BMW's stereo "New Action LP" list.

Currently there are five Command LP's on the stereo chart, including the label's first album, "Persuasive Percussion, Vol. 1" by Terry Snyder and the All Stars, which has been on the chart for 108 weeks. Also on the stereo chart are Enoch Light's "Stereo 35-MM Vols. 1 and 2," and "Persuasive Percussion Vol. IV."

Light also opines that Command has chalked up the highest average-sale-per-albums in the industry. The executive says none of the 35 albums in the line has sold less than 50,000 and "Persuasive Percussion, Vol. 1" has almost passed the 1,000,000 mark.

## Merc Promo for Celebrity Series

CHICAGO—Mercury is introducing a new merchandising promotion campaign for its Celebrity Series during April. The label is also extending its "David Carroll Month Plus Two" promotion from April 15 to April 30.

Mercury's Kenneth Myers reported that David Carroll is himself adding impetus to the promotion by a series of personal appearances throughout the country.

Under the Celebrity Series plan, each dealer who accepts one of the series records will be entitled to a complete set of newly designed divider cards for the Celebrity Series browser boxes. There is an additional bonus of 30 free records for each complete set purchased.

The series features such artists as Brook Benton, David Carroll, Dick Contino, the Crew Cuts, Skinnay Ennis, Eddy Howard, Frankie Lane, Patti Page and LeRoy VanDyke.

## WINNERS

## Name Five British Songs For Ivor Novello Awards

By DON WEDGE

LONDON—Five 1961 compositions which have already won a substantial degree of international success have been chosen for Ivor Novello Awards by a special panel appointed by the British Songwriters Guild. They include Leslie Bricusse's "My Kind of Girl" (Essex Music) and the Norman Newell-Cyril Orndel composition "Portrait of My Love" (Kassners), hits here for Matt Monro and in the U. S. for Monro and Steve Lawrence respectively. They were placed first and second as most performed work of the year.

In the top selling disk category (based on British sales), first was Helen Shapiro's EMI-Columbia recording of "Walkin' Back to Happiness" penned by John Schroeder and Mike Hawker (Filmusic), also a big overseas hit. Second was Bob and John Allison's "Are You Sure" (Marlyn Music), recorded by them for Fontana. It was Bri-

tain's entry for the 1961 Eurovision Song Contest and subsequently swept Europe. Second as the year's outstanding light orchestral composition was Acker Bilk's "Stranger on the Shore" (Sherwin), a current BMW "Hot 100" entry and in its 20th week on the British chart.

Chosen as outstanding stage musical was "Stop the World," written by Leslie Bricusse and Anthony Newley (Essex). The show, due for Broadway in the fall, also provided the best written song, "What Kind of Fool Am I." Second in the latter class was the Bunny Lewis - Miachel Carr composition "No Greater Love" (Ardmore and Beechwood).

## Prep Big Push For John Cash

NEW YORK—A big buildup is being planned on behalf of Johnny Cash by his manager, Sol Holleff, and Cash's label, Columbia Records. Cash has already achieved distinction as a folk and country-oriented artist, but Holleff envisions Cash as attaining even greater stature as a folk singer and story teller with mass appeal.

One step in the promotion will be an appearance by Cash at Carnegie Hall, probably the second week in May. A subsequent booking will be at the Hollywood Bowl, and at the latter date he will be joined by Flatt and Scruggs, Columbia Bluegrass artists.

Holleff also intends to book Cash on the college circuit, exposing the chanter to a segment of the pop market which is so influential in today's resurgence of folk material.

Columbia Records is likely to tie in strongly with these appearances, for Columbia President Goddard Lieberson has always felt that Cash's disk potential was very high.

## Epic Debs New 10 & 20% Plans

NEW YORK—Epic Records is running a special 20 per cent discount plan on its complete April classical releases as well as on 30 other best selling classical catalog items. The "Salute to Spring" 20 per cent discount sales program will also cover four-track stereo tapes of the same classical LP releases. The discount includes new releases by the Cleveland Orchestra, Clara Haskil, "I Musici," and the Handel Festival Orchestra.

Epic is also running a special 10 per cent discount program on its new pop and jazz LP's. This covers LP's by Ralph Burns, Panama Francis, George Maharis, Roy Hamilton, the Dave Bailey Sextet and Tubby Hayes.

## Liner Notes Topic On NARAS in Chi

CHICAGO — A discussion on what makes good liner notes—and why—will be held by the local chapter of the National Academy of Recording Arts and Sciences next Tuesday (17) evening at 7:30 in Columbia Studios.

Presenting their views will be a panel composed of Dick Schory, representing the a.&r. category; Mike Simpson, from the artist ranks; Don Gold, a writer of liner notes, and Nick Biro, of BMW.

Meanwhile, Light continues to do a booming business in supplying special stereo demonstration disks to manufacturers (Magnavox, Motorola, General Electric, Packard Bell, and Philco). His latest deal is to provide stereo singles for demonstration of Seeburg's stereo juke boxes.

## Atlantic Signing Joy & the Boys

NEW YORK—Atlantic Records has signed a new West Coast vocal instrumental group, Joy and the Boys. Ahmet Ertegun, Atlantic's prexy, is currently in Los Angeles, where he recorded both a single and an album with the group (Joy Brulee, Jim Cook, Paul Andrews, Frank Cook and Merle Koch).

The group will perform at the opening of the Seattle World's Fair, and Atlantic will cut a side with them, featuring the Fair's theme song, "Meet Me in Seattle at the Fair."

## Minow Wasteland Is Half as Vast

CHICAGO — One clear indication that a year has mellowed FCC Chairman Newton N. Minow is that he has revised his estimate of TV made a year ago when he called it a "vast wasteland."

At this year's NAB Convention, he was heard saying that he now regards the medium as merely as "half-vast."

## Dany Saval in Film And Disk Promotion

NEW YORK — Dany Saval, petite French actress-thrush, and star of Walt Disney's latest film, "Moon Pilot," arrived here this week. Mlle. Saval, planned a three-day disk promotion tour in the area, telling jocks and traders about her Vista record, "The Seven Moons of Beta Lyrae," which she does in the film with co-star, Tom Tryon. She was acquired here by Disney-Vista promotion man, Dick Klein. Late in the week she left for the West Coast and Tokyo, from whence she was to return to Paris via the polar route.

### THREE GOLD LP AWARDS GO TO BILLY VAUGHN

HOLLYWOOD—Dot artist Billy Vaughn was awarded three gold LP's in recognition of the fact that each had passed the million-dollar mark in sales (at manufacturer's level). The award-winning sales were certified by Recording Industry Association of America official accountants, Prager & Fenton. Gold LP's were presented for Vaughn's "Sail Along Silvery Moon" (released in March, 1958), "Blue Hawaii" (released March, 1959) and "Theme From A Summer Place" (released February, 1960). Sales for all three passed the million-dollar mark in January, 1962.

Billy Vaughn won BMW's 14th Annual Disk Jockey Poll as "most played band" of 1961. Also, his "Orange Blossom Special and Wheels" album won as the "favorite instrumentals" LP of 1961.

Dot, with 19 gold records in the singles realm to its credit, has two other gold album awards in its trophy case: one given to Pat Boone for "Pat's Great Hits" (1958), and the other presented by Dot to Lawrence Welk for his "Calcutta" LP (1961). All were produced by Dot President Randy Wood.

on the exposition hall level providing facilities for stereo and instrumental demonstrations.

Special sound stages, three to be constructed on the exposition hall floor to provide continuous entertainment for spectators.

Special meeting rooms, open for meetings, trade and consumer.

## Strong Program For Chi Music Fair

CHICAGO—A strong special events program aimed at record, high fidelity and other music dealers is being planned for the World's Fair of Music and Sound to be held at McCormick Place here August 31 through September 9.

Director of special events Dick Schory announced that exhibitors will also put on "extra" demonstrations aimed at the trade level.

ABC-Paramount Records, first diskery to sign up for the show, is planning sessions featuring their top recording artists.

#### Exhibitors Participate

Acoustic Research Corporation is putting on a presentation of live versus recorded stereo reproduction featuring the Fine Arts String Quartet.

Allied Radio Corporation is presenting a stereo demonstration and Ludwig Drum Company will sponsor clinic sessions featuring the name percussion artists.

The music fair meanwhile continues to snowball public interest here.

#### Mayor Proclaims

Mayor Richard J. Daley has proclaimed the week beginning September 2 to be "Music and Sound Week in Chicago" and has urged "all citizens to welcome to Chicago the artists and businessmen who will participate in this outstanding event."

Schory announced that a "gigantic parade featuring leading bands and drum and bugle corps from all over the nation will march down Chicago's Michigan Avenue on Friday, August 31, heralding the opening of the show."

Network and local television coverage is also planned.

#### Special Events

A rundown of some of the events, including those aimed at the trade, include:

Record industry—Panel discussions and special presentations by leading industry specialists. Also instrumental clinic programs, vocal clinics, stereo hi-fi demonstrations, cultural symposiums and musical review.

The fair promises to be a giant by virtually any standards. Expected attendance is estimated at over 300,000. Of this figure, some 20,000 dealers—record, hi-fi equipment, instrument and communications equipment—are expected to be on hand.

#### Exhibits

Exhibits will be open throughout the day, but restricted to the trade from 10 a.m. to 2 p.m. Special events aimed at the trade are being concentrated during the first five days of the show—for the convenience of dealers who can't afford to spend more than a week away from their stores, Schory said.

Exhibit space will cover some 200,000 square feet of space on the main floor of the plush new lakefront center. More than 40,000 square feet of space, representing over 50 companies, has been sold.

Facilities are also impressive:

#### Facilities

Arie Crown Theater, 5,000-seat theater providing modern sound, lighting and staging facilities.

Little Theater, 587 seats, ideal for smaller demonstrations.

Special event theater, constructed

PITTSBURGH HIT AND MOVIN' OUT!

## "I DEDICATE MY LIFE TO YOU"

Mitty Collier

CHESS #1814

## "YOUR SKIES OF BLUE"

b/w

## "CONGRATULATIONS ON YOUR WEDDING"

The Tuneweavers

CHECKER #1007

ANOTHER CHARTMAKER FROM

The Corsairs

## "I'LL TAKE YOU HOME"

TUFF #1818



Chess Prod. Corp.

2120 S. MICHIGAN, CHICAGO 16

# "MY HEART BELONGS TO YOU"

b/w LET ME BE YOUR BOY

C-501

# WILSON PICKETT

(Former Leader of the Falcons on "I Found a Love")

DISK JOCKEYS, PROGRAM DIRECTORS: WRITE FOR SAMPLE COPIES!

**CORRECTONE RECORDING CO.** 90-31 12th St. Detroit 6, Michigan TYler 4-0163

# SPRING TONIC FROM REPRISE! are you ready?

Eight quietly explosive off-beat album items... solid names, fresh ideas, intriguing material... to lend a pinch of profit provocation to pre-summer sales.



Arresting window and in-store displays; Radio, TV and newspaper co-op activity, merchandising discounts...

ASK YOUR DISTRIBUTOR!



EVERYBODY'S DOIN' IT!—THE SOUVENIRS, R-6027 featuring music for Slow Twistin' • Hully Gully • The Bump • The Mop • (and others)



FRENCH STYLE—DEAN MARTIN, R-6021 • C'est si Bon • La Vie en Rose • The Last Time I Saw Paris • Gigi • (and others)



OFF SHORE—LEO DIAMOND, R-6024 • Harbor Lights • Beyond the Sea • Ebb Tide • Moon River • (and others)



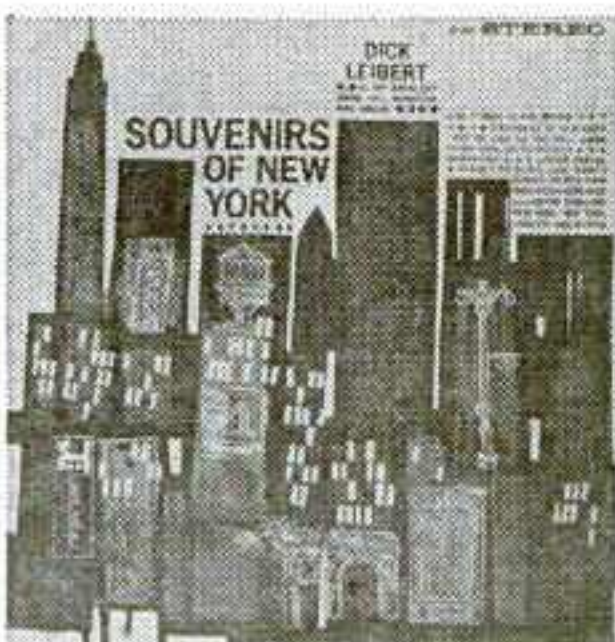
SONGS OF COUCH AND CONSULTATION—KATIE LEE, R-6025



WILD WONDERFUL WYNONA—WYNONA CARR, R-6023 • Down by the Riverside • That Lucky Old Sun • Willow Weep for Me • My Faith • (and others)



REPRISE ALL-STAR SPECTACULAR—FEATURING 13 GREAT STARS, R-6028 including • Frank Sinatra • Sammy Davis, Jr. • Dean Martin • Mort Sahl • (and others)

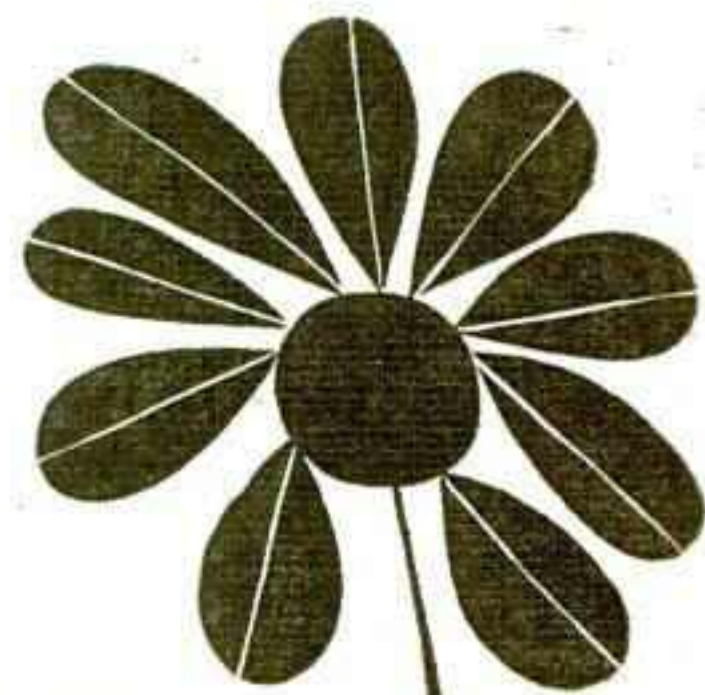


SOUVENIRS OF NEW YORK—DICK LEIBERT, R-6026 • Sidewalks of New York • Manhattan • Autumn in New York • Lullaby of Birdland • (and others)



TWO SIDES OF CALVIN JACKSON, R-6022 • How High the Moon • Tonight • I'll Remember April • Like Someone in Love • (and others)

All albums available in Mono and Stereo



This One



94T4-AFY-JE02

material





# N.A.B. POINTS TO DO-IT-YOURSELF RADIO

## ECONOMICS, PROGRAMMING, SELLING AND CODE ARE MAJOR MEET THEMES

By NICK BIRO

CHICAGO—Broadcasters took a long, hard look at radio and decided there was nothing wrong that a few less stations and more vigorous adherence to the National Association of Broadcasters' code of ethics would not cure.

The themes of "economic bind, better programming and more aggressive and creative selling" were repeated often during NAB's four-day conclave here last week.

Perhaps the keynote to the conclave was set by NAB President, LeRoy Collins, who took issue with pressures from the FCC, but also took his own industry to task for not enough self-regulation. Throughout the convention, radiomen seemed to agree that radio's problems could be handled by radio—and should be.

Kevin Sweeney, president of the Radio Advertising Bureau, urged stations to make greater use of the bureau, both to improve programming and hike their sales.

He urged stations to "throw away their constant reference to ratings, stop selling against other stations, but concentrate instead on competing with other media."

### Advertising Off

Sweeney said that local advertising was up 16 per cent in 10 years, but that it was spread over more stations, some 3,650 in 1961 against 2,360 in 1951. More important, said Sweeney, national advertising has dipped greatly over the past 10 years, and radio's share of the total advertising dollar went from 9.4 per cent in 1951 to 5.9 per cent in 1961.

Citing figures that radio can outsell other media, Sweeney urged the industry to stress "sales not rating points." Sweeney also noted

that radio lacks acceptance, especially at the agency level. He urged the industry to make six improvements: (1) Eliminate confusion over retail or local rates, (2) simplify rate cards, (3) simplify the selling process, (4) clean up performance and billing procedures, (5) stir the agencies' creative juices and show agencies there is a place for creativity on radio, (6) find a system of measurement and give the number-happy agencies answers they want.

"What are radio's programming functions in a television era," asked Sweeney, "Four kinds of music, editorializing, talk, news, jingles, weather, contests and personalities," and they should be creatively used, he urged.

### Get RAB Help

He also called on radiomen to consult RAB and see what would work in their area. Sweeney predicted that radio could hit \$1 billion gross in four years, "but it probably won't . . . unless joint action is taken to solve the industry's problems."

George C. Hatch, chairman of NAB's radio board of directors, told a special assembly Monday (2) that radio's basic problems from over-population were causing stations to be preoccupied with the economic aspects of station management rather than service aspects such as programming.

Robert D. Swezey, director of NAB's code authority, urged stations to get behind the code and make it "a trademark of good broadcasting."

### 94 Per Cent Compliance

Chairman of the radio code board, Cliff Gill, KEZY, Anaheim, Calif., said that the association's

(Continued on page 36)

## EXHIBITS

### Automation & Tape Services Take Spotlight

CHICAGO—Exhibits aimed at the radio broadcaster visiting the NAB Convention pinpointed the two problems dominating the convention proceedings, the economics of operating and the search for new programming and selling formats. The former was stressed by numerous manufacturers featuring automation equipment, the latter by several programming services on tape; several offered both a tape service plus automated equipment on which to play it.

All of the program services shown, with but one exception, featured the "good" or "quality" aspects of pop music, with only United Automated Network of Sierra Madre, Calif., emphasizing the commercial decay approach. UAN announced it has signed a group of Los Angeles jocks for its syndicated tape service: Gary Owens and Ted Quillan of KFWB, Jim O'Neill and Dick Moreland of KRLA, Red Blanchard of KNX, and Bill Balance and Joe Yocum of KFWB.

### Tape Service

The jocks are involved in a service starting in May that's aimed at providing tapes of the newest releases to stations before the lesser markets would normally receive them in the normal manner. In the future, UAN plans to start a "good" music service and a c.&w. service as well. The pop service will run somewhere around \$450 per month for small markets and up to as much as \$2,500 or \$3,000 per month for a market in the Top 25. Glenn C. Shaw, UAN sales

(Continued on page 36)

## See Campaign Against Whisky Plugs as the Key to Self-Rule

By SAM CHASE

CHICAGO—Radio broadcasters are in the midst of a dramatic dilemma. This was pointed up by developments this week at the 40th Annual Convention of the National Association of Broadcasters, where the twin problems most emphasized were the economic pinch facing radio and the simultaneous pressures on the medium to clean up its programming and commercial policies.

Thus, while they are scrambling for every dollar they can get to stay alive, radio broadcasters simultaneously were being cautioned by their own leaders as well as by FCC Chairman Newton N. Minow of the danger of federal intervention should they not police themselves effectively.

### Test Case Shaping Up

A test case seems to be shaping up which may well show which way the wind is apt to blow. Only 55 per cent of all NAB radio members subscribe to the NAB Radio Code, this figure representing but 32 per cent of all radio stations. The Code Review Board is thus faced with a major problem in proving that it can influence not only Code subscribers, but also nonsubscribers in cleaning up "undesirable" situations.

Immediate target of the Board will be the commercials being aired on quite a few stations, mainly FM outlets, on behalf of Old Hickory bourbon. These forthright commercials for whisky are now being aired following a test campaign by the sponsor last Christmas which took the form of public service

announcements urging moderate drinking only by people driving cars.

The influence of the Code Review Board, headed by Cliff Gill, president and general manager of KEZY, Anaheim, Calif., in inducing stations to drop the booze plugs, may prove the radio industry's most effective argument in convincing FCC Chairman Minow that government rule-setting is unnecessary.

It is known that the commercials have been airing in numerous key markets. In the New York area, they have been heard on WVNJ, Newark. They had been on six different outlets in the Los Angeles area, and Gill confirmed to BMW that all six stations—none of which was a Code subscriber—had agreed to drop them. Similarly, three radio stations in Florida, all nonsubscribers to the Code, also have yielded to Board urging to drop the plugs.

In addition to urging stations to toss off the air such other products as hemorrhoid remedies, the Code Review Board is seeking co-operation in adherence to the limitations on commercial time called for by the Code.

On the positive side, many radio broadcasters at the convention seemed convinced that increased billings are likely to result in the months ahead as they show ad agencies and advertisers that AM program policies castigated by Minow are being revised in favor of programming designed to appeal to the adult listener with dollars to spend for their products.

## FROM A BROADCASTER

### 'Anti-Quality' Radio Slammed

CHICAGO — The most biting criticism of radio programming made at the NAB convention here came not from FCC Chairman Newton N. Minow, but rather from the ranks of the broadcasters themselves. Elmo I. Ellis, manager for programming, production and news of WSB, Atlanta, discussing "The Case for Quality," lashed out at the "anti-quality broadcaster."

Describing such a broadcaster as "an opportunist, first, last and always," he listed some of the characteristics of his station:

"I have heard disk jockeys telling crude jokes and making obscene remarks. I have heard unbelievably bad production. Some of it frantic and furious and some of it slow and sloppy.

### Too Long and Too Loud

"I have heard commercials that were too long and too loud, and others that were too dull and disjointed ever to be effective advertising. And many of these covered products and subject matter that are taboo in the NAB Code.

"I have heard recorded songs that were scratchy and screeching, suggestive and stupidly simple.

"I've heard stations brag with echo chambers about their leadership in news coverage and a moment later present a rip-and-read 'expert' who couldn't tell you the name of his own congressman.

"I have heard radio that was devoid of showmanship, imitative and repetitive to the point of being ludicrous."

Other remarks by Ellis were

quoted by Minow, including questions about these antics: "How are they helping the broadcaster himself, who is plagued by too many bills, too few accounts and too little audience? Is this the wave of the future? Is radio destined to sink into a rut of raunchy records, tasteless chatter by adolescent disk jockeys, and rip-snorting inaccurate news reports?"

### Quality Operation a Must

Ellis replied to broadcasters who say they would like to run a quality station, but can't afford it by saying: "You can't afford to do otherwise. A quality operation will give you new strength and stature in the community, make your station a more attractive and more effective advertising medium, and insure steady, loyal and satisfied listening."

He urged the following as among things radio operators should do: begin with the thesis that good broadcasting is good business; aim to program a bit above the demands of your listeners; try to run a stimulating, challenging and interesting station; stick to your rate card and the Radio Code; try to make every program more important each week or month; hire, train and use wisely creative young people; teach your staff that all aspects of its programming are part of a chain no stronger than its weakest link; make your station sound pleasing enough for you to listen to yourself; move ahead to meet new challenges that will arise.

## Minow Kicks (& Kisses) Radio

CHICAGO—Radio broadcasters seemed genuinely relieved by what the vast majority felt was the moderate tone of the criticism leveled at their medium by FCC Chairman Newton N. Minow. As one key radio broadcaster told BMW, "Minow didn't say anything we haven't been saying privately ourselves."

As promised, the sound medium drew the attention of the FCC chief following his dissection of TV at last year's NAB convention. Minow underlined the two big problems facing radio today: the economic pinch and need to improve commercial and programming practices. The relationship of these problems, and Minow's awareness of AM's attempts to improve its image was shown when he said: "Radio is slowly developing a new personality—its own unique personality. It is trying on new clothes. It is sowing seeds of creative rebirth. But the question facing the Commission is whether we have created conditions that will encourage the maturing of this new personality or will stifle and warp it, whether we are compounding rather than solving radio's problems."

The problem, as Minow drew the picture, was of a medium in which competition was becoming cut-throat as the number of sta-

tions increased from 996 stations in 1946 (apart from network o.&c.o.'s), to 3,451 outlets in 1960. The income before taxes of the stations in 1946 was \$57 million; in 1960, it was down to \$51 million.

In 1960, too, Minow said, "about one-third of the radio stations reported a loss. Further, of those stations showing a profit, almost 30 per cent were barely in black ink, reporting a profit of less than \$5,000." Still, there is a backlog of applications for new stations and the asking price for stations continues to rise.

### Minow Makes Suggestion

Minow suggested "an informal, face to face, shirtsleeves working conference at which all sections of the radio industry would be represented," to tackle these problems. It should consider changes in engineering standards, encouraging mergers and deleting stations, increasing the number of stations owned by networks, and what to do about self-regulation.

On the last point, he warned that "if you are unable to achieve self-discipline, we may have to adopt a rule on commercials which does apply to everyone. To those who would ask what limits would be set, I say perhaps the NAB Code provision could be a guideline."

Minow's most colorful language

was saved for his criticism of radio services, but he took pains to praise the medium's efforts for change at the very same time. He said:

"The basic format, of course, has become music plus news plus commercials. Or perhaps it should be the other way around. Some of the results have been astonishingly good. Sometimes a listener is treated to exceptionally varied fare. . . . But in too many cases the results are incredibly bad. In too many communities, to twist the radio dial today is to be shoved through a bazaar, a clamorous Casbah of pitchmen and commercials which plead, beat, pressure, whistle, groan and shout. Too many stations have turned themselves into publicly franchised juke boxes.

. . . But there are encouraging signs that this kind of operation has seen its worst days and nights. In most areas of the country, and certainly in the larger cities, the listener today who is willing to look for it can usually find what he wants in the way of music—serious music, light classic, the standard popular repertoire, or even rock and roll. Radio's function as a news medium is of essential value to this country. . . . Added to this, radio has now become an intensely local service, and the stations that set the pace and return the highest profits are the stations most closely identified with their communities."

# MUSIC AS WRITTEN

## New York

Tony Bennett will star in a one-man show at Carnegie Hall, New York, June 9. He will be backed by a large ork for the first half of the show, and by a jazz combo for the second act. . . . Olatunji and Dick Gregory star at Carnegie Hall April 7. . . . Sonny Rollins and Company open at New York's Jazz Gallery April 10. . . . Guy Mitchell has exited Columbia Records and is readying his own record production company with manager Eddie Joy. . . . Jack Gold has signed Scott Roman, Sunny Gale, Bobby Goldsboro and the Castle Sisters. Gold already has under contract for his production firm the Echoes, the G-Clefs, the Four Esquires and Ronnie Cates. . . . Publisher Karl-Gunther Breuer, of Sikorski Music, Hamburg, Germany, is in New York to pick up new material and to place songs here. He is staying at the St. Moritz.

Clara Ward and her Ward Gospel Singers will be the stars of the Newspaper Guild's Page One Ball at the Hotel Astor April 27. Ball will honor Jimmy Durante. . . . The Monomoy label, subsidiary of the Monomoy Audio Company, Graville, Ohio, has entered the pop field. Hugh Duffield heads the pop label with executive John Carlile. First release features the Windjammers. . . . Mel Shayne, Johnny Tillotson's personal manager, marries Sharron Sussman in Bergenfield, N. J., April 7.

Joe and Sylvia Robinson became parents of a boy, Joe Jr., last week. Mother is Sylvia, of the Mickey and Sylvia team. . . . Mary Small has formed her own label, Vi-Talent. First act is thrush Louise Mortilla. . . . Teddy Randazzo opens at New York's Camelot April 9. . . . Erroll Garner appeared in concert at the Community Theater, Berkeley, Calif., April 6,

and Sacramento April 8. He follows with Santa Monica, Calif., April 13 and Pasadena, Calif., April 14.

Cover Records of Memphis is issuing a single with saxist Fred Ford. . . . Acker Bilk received a silver disk for a half million sales of "Stranger on the Shore" in England. . . . Cleffer of Ben E. King's new Atco dinking, "Don't Play That Song," is Nugetre, writer of "Mess Around," "Chains of Love" and "Warm Your Heart." . . . Otis Redding, vocalist with the Johnny Jenkins combo, was signed last week by Confederate Records, a Georgia label.

Bobby Rydell flew to Hollywood last weekend to take a screen test for Columbia Pictures. Firm is interested in Rydell playing the comedy role of Hugo in the film version of "Bye Bye Birdie." . . . Joan Whitney and Alex Kramer have issued a platter on their Southside label, featuring Jimmy and the Romans singing "Kathy" and "Lunalei."

The Brothers Four left April 1 for their tour of Japan. . . . A new label, UWR (United World Records) has started in Brooklyn. President is S. A. Jerome, and the other executives are A. J. Miller, W. Berowski, and W. E. Jerome. First pactees are the Cupids. . . . The Arrawak label, a division of May Electronic Corporation, has issued its first single with New Orleans gospel thrush Florence Roberts. . . . Wonderland Records, a subsid of Ben Grauer Productions and Riverside, is launching a Science series. Package will sell for \$3.98 and contain four-page illustrated material. Two LP's are ready now.

Bob Rolontz

## Pittsburgh

Hamburg Brothers, distributors of RCA Victor and Verve Records in this area, have added the Fire and Fury label. Bill Caro will represent all three labels under the supervision of Mirt Locker. . . . June Valli goes into the Vogue Terrace May 21 replacing Louise O'Brien, who canceled because of

(Continued on page 30)

# FOLK TALENT & TUNES

By BILL SACHS

Merle Kilgore, formerly a regular on "Louisiana Hayride," Shreveport, and now a resident of Nashville, has inked a booking pact with Bob Neal, of the Wil-Helm Agency, Nashville. Kilgore, the Wilburn Brothers and Margie Bowes have been set by Neal for a tour of Canada for the Marlin Payne Productions, starting in Spokane April 22. . . . Kathy Dee, Carlton Records artist, has been booked for appearance at Old Greenwich, Conn., April 13, and Newburgh, N. Y., April 14, by the Barbara Martin office, Martin's Ferry, Ohio. She will also show at Elgin, Pa., April 25-27, and at Rac's Hut, Jackson, N. J., May 12. . . . Buddy Killen, executive veepee of Dial Records, reports the signing of George Kent, of Dallas, to a recording pact, with his initial release for the label, "Lonesome Is My Middle Name," due out this week. Tune was penned by Roger Miller. A writer on his own, Kent penned the Jim Reeves chart-climber, "What I Feel in My Heart," on RCA Victor.

Veteran songwriter Ted Daffan has launched Houston's newest professional recording studio at 7408 Schneider Avenue, that city. Daffan operates Silver Star Music in Houston and also reps Hank Snow Music in the territory. . . . Al Rogers and His Rocky Mountain Boys, who make Amarillo, Tex., their home base, show their wares at Abilene, Tex., April 13, and Lubbock, Tex., 14. . . . The Barnes Brothers, whose new release on the Kiski label couples "Don't Blame Me" and "All Mixed Up Inside," are slated to join the staff of "World's Original Jamboree," WWVA, Wheeling, W. Va., soon. . . . Recently signed to the Kiski Records label are five lads who bill themselves as the Alma Keys. . . . The Faulkner Brothers, also heard on the Kiski label, guested recently on "Country Music Hoedown" over WHJB, Greensburg, Pa.

Americana Corporation, Woodland Hills, Calif., has Warren Smith (Liberty) penciled in for a 15-day swing through California and the Pacific Northwest, starting April 26. Freddie Hart is currently on tour of Oregon for the same office, which also has Ray Sanders (Liberty) working the Central California sector.

Rose Maddox and her new sideman, steel guitarist Wayne Gailey, were in Nashville recently to cut an album session for Capitol. They appeared together on "Grand Ole Opry" while in the Tennessee city. Rose is sporting a new Capitol single, "Here We Go Again," written by Charlie Williams, deejay on KFOX, Long Beach, Calif. . . . Billy Walker (Columbia) kicked off a 15-day jaunt for American Corporation at Pendleton, Ore., April 5. Trek winds up at Tucson, Ariz. . . . Charles Wright, Dallas agent, invites new writers to submit material for audition. Tapes and demo records will reach him at 102 South Record Street, Dallas.

Bookings announced last week by J. Hal Smith, of Curtis Artists Productions, Goodlettsville, Tenn., put Ernest Tubb and His Texas Troubadours in Blackshear, Ga., April 9; Orlando, Fla., 10; Belle Glade, Fla., 12; Jacksonville, Fla., 13-14; Ray Price and His Cherokee Cowboys, San Angelo, Tex., April 11; Abilene, Tex., 12; Amarillo, Tex., 13; Oklahoma City, Okla., 14; Midland, Tex., 14; Idabel, Okla., 17; Warren Robbins, Ga., 27, and Bristol, Tenn., 28; Buck

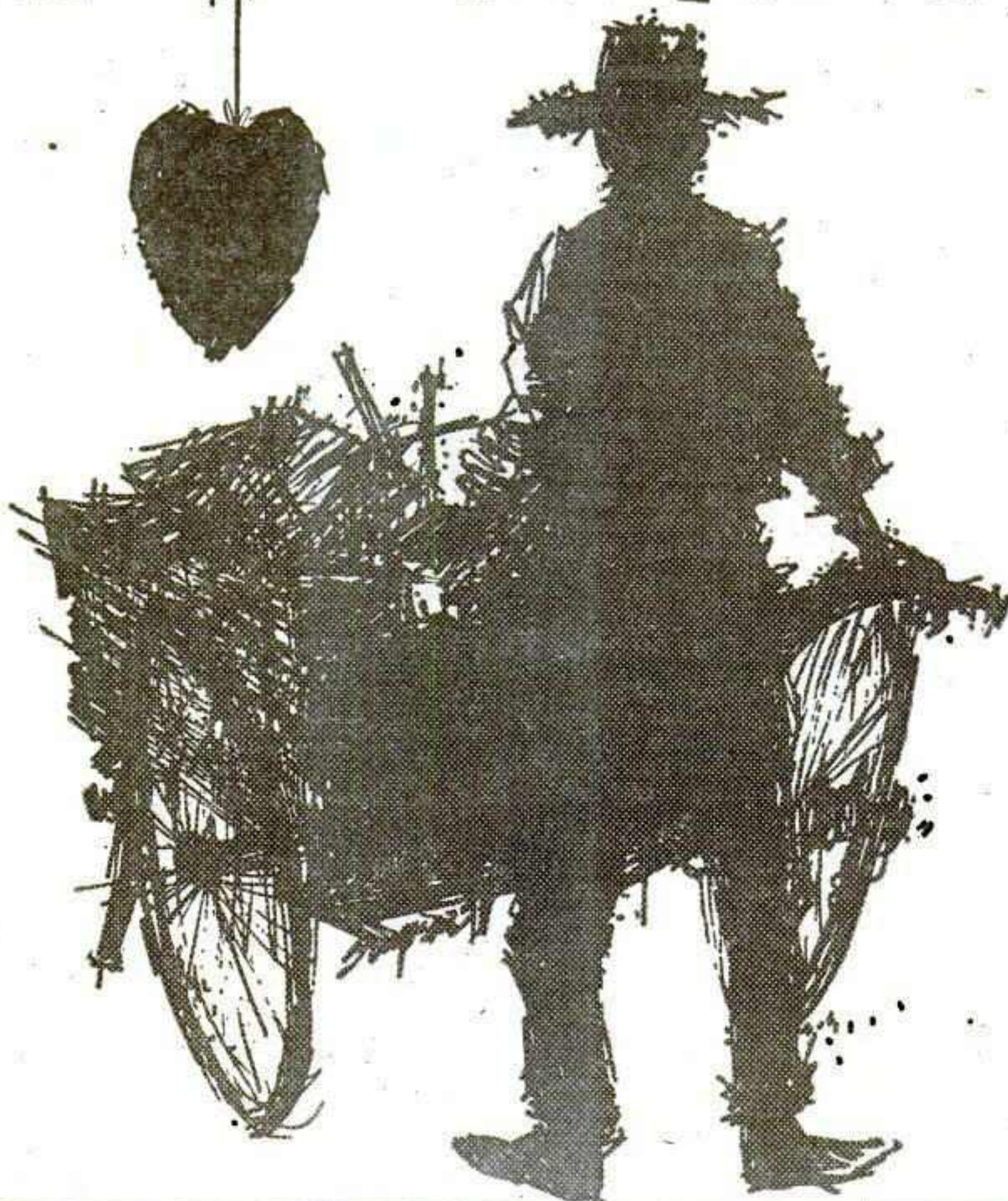
(Continued on page 26)

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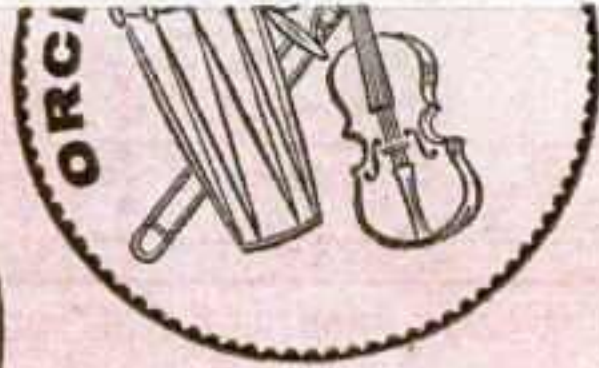


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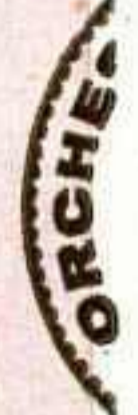
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BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

(Courtesy Escalera a la Fama)  
\*Denotes local origin

- | This Week | Last Week | Song                          | Artist   |
|-----------|-----------|-------------------------------|--|
| 1         | 1         | LET'S TWIST AGAIN—            | Chubby Checker (Fermata); Richard Anthony (Odeon)—Kalmán Music-Fermata                                 |
| 2         | 2         | LA BALLADA DALLA TROMBA—      | Gastone Parigi (Microfon); Los cinco Latinos (Columbia)  |
| 3         | 3         | *DEL TIEMPO I MAMA—           | Los Chalchaleros (Victor)—Korn   |
| 4         | 4         | COME SEPTEMBER—               | Billy Vaughn (Dot-Sicamericana); Jose Carli (Columbia); Stirlin Brandy (Tonodisc)—Adaris Music-Fermata |
| 5         | 5         | *GAUCHO PACHANGUERO—          | Carlos Argentino (Music Hall)—Korn   |
| 6         | 6         | BRIGITTE BARDOT—              | Burt y los ritmicos (London); Yuyu Da Silva (Victor)—Fermata   |
| 7         | 7         | *DEL TIEMPO I MAMA—           | Quilla Huasi (Philips); Salabina (Music Hall)—Korn   |
| 8         | 8         | 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.—Fortissimo                                 |
| 10        | 10        | HAPPY BIRTHDAY SWEET SIXTEEN— | Neil Sedaka (Victor)—Fortissimo  |

AUSTRALIA

(Courtesy Music Maker, Sydney)  
\*Denotes local origin

- | This Week | Last Week | Song                   | Artist                                    |
|-----------|-----------|------------------------|---|
| 1         | 2         | MOON RIVER—            | Henry Mancini (RCA)—Chappell              |
| 2         | 1         | MULTIPLICATION—        | Bobby Darin (London)—Belinda              |
| 3         | —         | NUT ROCKER—            | B. Bumble and the Stingers (Festival)     |
| 4         | 4         | CHATTANOOGA CHOO CHOO— | Floyd Cramer (RCA)—Alberts                |
| 5         | —         | GOOD LUCK CHARM—       | Elvis Presley (RCA)—not published         |
| 6         | 5         | *SING—                 | Johnny O'Keefe (Leedon)—Boosey and Hawkes |
| 7         | 3         | MIDNIGHT IN MOSCOW—    | Kenny Ball (Pye)—Essex                    |
| 8         | —         | WIMOWEH—               | Karl Denver (Decca)—D. Davis              |
| 9         | 7         | CHIP CHIP—             | Gene McDaniels (Liberty)—Belinda          |
| 10        | 8         | PERCOLATOR—            | Billy Joe and the Checkmates (London)     |
| 11        | 10        | STRANGER ON THE SHORE— | Acker Bilk (Columbia)—Chappell            |
| 12        | —         | DREAM BABY—            | Roy Orbison (London)                      |
| 13        | —         | AFRIKAAN BEAT—         | Bert Kaempfert (Polydor)—D. Davis         |
| 14        | 6         | LET THERE BE DRUMS—    | Sandy Nelson (London)—Alberts             |
| 15        | 9         | LITTLE BITTY TEAR—     | Burl Ives (Festival)—Acuff-Rose           |

AUSTRIA

- | This Week | Last Week | Song                         | Artist                                  |
|-----------|-----------|------------------------------|---|
| 1         | —         | TANZE MIT MIR IN DEN MORGEN— | Gerhard Wendland (Philips)              |
| 2         | 7         | ICH BIN AUF DEM WEG ZU DIR—  | Britta Martell (Polydor)                |
| 3         | —         | LET'S TWIST AGAIN—           | Chubby Checker (Columbia, Ariola)       |
| 4         | —         | WALKING BACK TO HAPPINESS—   | Helen Shapiro (Columbia)                |
| 5         | —         | WEISSE ROSEN AUS ATHEN—      | Nana Mouskouri (Fontana)                |
| 6         | 4         | SAUERKRAUT POLKA—            | Gus Backus (Polydor); Hermann Schneider |
| 7         | 1         | MEXICO—                      | Bob Moore (Decca)                       |
| 8         | 2         | EINE INSEL FUR ZWEI—         | Connie Francis (MGM); Hermann Schneider |
| 9         | 9         | LAST DANCE—                  | John Buck (Warner Bros.)                |
| 10        | —         | MOND VON MEXICO—             | Connie Francis (MGM)                    |

BRITAIN

- | This Week | Last Week | Song                        | Artist                                       |
|-----------|-----------|-----------------------------|--|
| 1         | 1         | *WONDERFUL LAND—            | Shadows (Columbia)—Frances, Day & Hunter     |
| 2         | 2         | *TELL ME WHAT HE SAID—      | Helen Shapiro (Columbia)—Ardmore & Beechwood |
| 3         | 9         | DREAM BABY—                 | Roy Orbison (London)—Acuff-Rose              |
| 4         | 7         | TWISTIN' THE NIGHT AWAY—    | Sam Cooke (RCA)—Kags                         |
| 5         | 6         | HEY! BABY—                  | Bruce Channel (Mercury)—Peter Maurice        |
| 6         | 3         | CAN'T HELP FALLING IN LOVE— | Elvis Presley (RCA)—Manor                    |
| 7         | 7         | *WIMOWEH—                   | Karl Denver (Decca)—Essex Music              |

- | This Week | Last Week | Song                             | Artist                                  |
|-----------|-----------|----------------------------------|---|
| 8         | 24        | *WHEN MY LITTLE GIRL IS SMILING— | Jimmy Justice (Pye)—Aldon               |
| 9         | 4         | *MARCH OF THE SIAMESE CHILDREN—  | Kenny Ball (Pye)—Williamson             |
| 10        | 5         | LET'S TWIST AGAIN—               | Chubby Checker (Columbia)—West One      |
| 11        | 10        | *STRANGER ON THE SHORE—          | Acker Bilk (Columbia)—Sherwin           |
| 12        | 20        | *NEVER GOODBYE—                  | Karl Denver (Decca)—Palace Music        |
| 13        | 11        | A HOLE IN THE GROUND—            | Bernard Cribbins (Parlophone)—Noel Gay  |
| 14        | 12        | *SOFTLY AS I LEAVE YOU—          | Matt Monro (Parlophone)—Robbins         |
| 15        | 19        | *DR. KILDARE THEME—              | Johnnie Spence (Parlophone)—Robbins     |
| 16        | 15        | HEY LITTLE GIRL—                 | Del Shannon (London)—Vicki              |
| 17        | —         | *WHEN MY LITTLE GIRL IS SMILING— | Craig Douglas (Top Rank)—Aldon          |
| 18        | 21        | LOVE ME WARM AND TENDER—         | Paul Anka (RCA)—Spanka Music            |
| 19        | —         | *Z CARS—                         | Norrie Paramor (Columbia)—Essex Music   |
| 20        | 12        | *THE YOUNG ONES—                 | Cliff Richard (Columbia)—Harms-Witmark  |
| 21        | 14        | WHEN MY LITTLE GIRL IS SMILING—  | Drifters (London)—Aldon                 |
| 22        | 18        | *Z CARS—                         | Johnny Keating (Piccadilly)—Essex Music |
| 23        | 22        | THE WANDERER—                    | Dion (HMV)—Dominion                     |
| 24        | —         | *MAIGRET THEME—                  | Joe Loss (HMV)—Langham Music            |
| 25        | 28        | SLOW TWISTIN'—                   | Chubby Checker (Columbia)—Manor         |
| 26        | 16        | ROCK-A-HULA BABY—                | Elvis Presley (RCA)—Belinda Music       |
| 27        | 17        | *LETTER FULL OF TEARS—           | Billy Fury (Decca)—Belinda Music        |
| 28        | 26        | *HEAVEN'S PLAN—                  | Mark Wynter (Decca)—Southern Music      |
| 29        | —         | SPEAK TO ME PRETTY—              | Brenda Lee (Brunswick)—Macmelodies      |
| 29        | —         | YOUNG WORLD—                     | Rick Nelson (London)—Sydney Bron        |

DENMARK

- | This Week | Last Week | Song                       | Artist  |
|-----------|-----------|----------------------------|---|
| 1         | 1         | ELISABETH SERENADE—        | Raquel Rastenni (Sonet); Gunther Kallmann (Polydor) |
| 2         | 2         | LET'S TWIST AGAIN—         | Chubby Checker (Columbia)                           |
| 3         | —         | *HAPPY JOSE—               | Perry Knudsen (Metronome)                           |
| 4         | 6         | SCHWARZE ROSE ROSE—        | MARIE—Gustav Winckler (Tono); Peter Kraus (Polydor) |
| 5         | 5         | *DJANGO—                   | The Cliffters (Philips)                             |
| 6         | 10        | THE YOUNG ONES—            | Cliff Richard (Columbia)                            |
| 7         | 9         | SOL OCH VAR—               | Raquel Rastenni (Sonet); Inger Berggren (HMV)       |
| 8         | 7         | *LES IKKE BREVET—          | Siw Malmkvist (Metronome)                           |
| 9         | 4         | PEPPERMINT TWIST—          | Joey Dee (Roulette)                                 |
| 10        | —         | *JEG SNAKKER MED MIG SELV— | Gitte (HMV)   |

EIRE

- | This Week | Last Week | Song                           | Artist                                 |
|-----------|-----------|--------------------------------|--|
| 1         | 1         | MARCH OF THE SIAMESE CHILDREN— | Kenny Ball (Pye)—Williamson            |
| 2         | 5         | TELL ME WHAT HE SAID—          | Helen Shapiro (Columbia)—Ardmore       |
| 3         | 4         | CRYING IN THE RAIN—            | Everly Brothers (Warner Bros.)—Aldon   |
| 4         | 7         | WONDERFUL LAND—                | The Shadows (Columbia)—Frances Day     |
| 5         | 2         | ROCK-A-HULA BABY—              | Elvis Presley (RCA)—Belinda            |
| 6         | 3         | THE YOUNG ONES—                | Cliff Richard (Columbia)—Harms-Witmark |
| 7         | 10        | SOFTLY AS I LEAVE YOU—         | Matt Monro (Parlophone)—Robbins        |
| 8         | 6         | WIMOWEH—                       | Karl Denver (Decca)—Essex              |
| 9         | 9         | LET'S TWIST AGAIN—             | Chubby Checker (Columbia)—West One     |
| 10        | 8         | A LITTLE BITTY TEAR—           | Burl Ives (Brunswick)—Acuff-Rose       |

FINLAND

- | This Week | Last Week | Song       | Artist                |
|-----------|-----------|------------|-----------------------|
| 1         | 14        | *TIPI-TII— | Marion Rung (Philips) |
| 2         | 2         | VIOLETTA—  | Ray Adams (Broadway)  |

- | This Week | Last Week | Song                | Artist                       |
|-----------|-----------|---------------------|------------------------------|
| 3         | 13        | *ALA LAHDE POIS—    | Eila Pienimäki (Rytmi)       |
| 4         | 3         | PIGALLE—            | Tippavaaran isanta (Scandia) |
| 5         | 8         | HIT THE ROAD JACK—  | Ray Charles (Karussell)      |
| 6         | 1         | *VIOLETTA—          | Johnny Forsell (Decca)       |
| 7         | 12        | JOHNNY REMEMBER ME— | John Leyton (Top Rank)       |
| 8         | 10        | MULTIPLICATION—     | Bobby Darin (Atlantic)       |
| 9         | 4         | *TANGO RUOHIKOLLA—  | Rauni Pekkela (BFB)          |
| 10        | 6         | HIT THE ROAD JACK—  | Four Cats (Scandia)          |

FRANCE

- | This Week | Last Week | Song                     | Artist  |
|-----------|-----------|--------------------------|---|
| 1         | 2         | LECON DE TWIST—          | Richard Anthony (Columbia); Teddy Martin (Columbia); Caterina Valente (Decca)—Caravelle |
| 2         | 1         | *RETIENS LA NUIT—        | Johnny Hallyday (Philips)—French Music  |
| 3         | 4         | *ACHETE MOI UN JUKE BOX— | Dalida (Barclay)—French Music   |
| 4         | 7         | PEPPERMINT TWIST—        | Les Chaussettes Noires (Barclay); Vince Taylor (Barclay)—Semi                           |
| 5         | 6         | *ALLELUIA—               | Charles Aznavour (Barclay)  |
| 6         | 8         | THE LION SLEEPS TONIGHT— | Henri Salvador (Salvador-Philips)—Tropicales  |
| 7         | —         | SOUS LE CIEL ECOSSAIS—   | Les Chats Sauvages (Pathe)  |
| 8         | 9         | *TU AIMES LE TWIST—      | Johnny Hallyday (Philips)—Tutti   |
| 9         | —         | *LE MEXICAIN—            | Marcel Amont (Polydor); Les Compagnons de la Chanson (Columbia)                         |
| 10        | —         | *ET MAINTENANT—          | Gilbert Becaud (Columbia)—Breton  |

FRENCH (WALLOON) BELGIUM

- | This Week | Last Week | Song                      | Artist                                      |
|-----------|-----------|---------------------------|---|
| 1         | 1         | VIENS DANSER LE TWIST—    | Johnny Hallyday (Philips)—Belinda           |
| 2         | 2         | *OH LA LA LOUISE—         | Eric Genty (Decca)—Fonior                   |
| 3         | 3         | LET'S TWIST AGAIN—        | Chubby Checker (Columbia)—Belinda           |
| 4         | 5         | LECON DE TWIST—           | Caterina Valente (Decca)—Moderny            |
| 5         | 6         | ET MAINTENANT—            | Gilbert Becaud (HMV)—Breton                 |
| 6         | 8         | LE LION EST MORT CE SOIR— | Henri Salvador (Philips)—Essex              |
| 7         | 4         | *PEPPERMINT TWIST—        | The Cousins (Palette)—World                 |
| 8         | 10        | PEPPERMINT TWIST—         | Joey Dee and the Starlites (Roulette)—World |
| 9         | 7         | ROMEO—                    | Petula Clark (Vogue)—Breton                 |
| 10        | 9         | TWIST A ST. TROPEZ—       | Les Chats Sauvages (Pathe)—Chappell         |

GERMANY

- | This Week | Last Week | Song                                | Artist  |
|-----------|-----------|-------------------------------------|---|
| 1         | 1         | *ZWEI KLEINE ITALIENER—             | Conny (Electrola)—Intro                               |
| 2         | 2         | GELD WIE HEU (Johnny Will)—         | Gerd Botcher (Decca)—Budde                            |
| 3         | 4         | *EINE ROSE AUS SANTA MONICA—        | Carmela Corren (Ariola)—Francis, Day & Hunter         |
| 4         | 5         | HAPPY JOSE—                         | Jack Ross (London)—Intro                              |
| 5         | 6         | THE PEPPERMINT TWIST—               | Caterina Valente & Silvio Francesco (Decca)—Marbot    |
| 6         | 3         | MEXICO—                             | Bob Moore (London)—R. M. Siegel                       |
| 7         | 7         | HAWAII TATTOO—                      | The Walkikis (Telefunken)—Trumpf                      |
| 8         | 16        | LET'S TWIST AGAIN—                  | Chubby Checker (Ariola/Columbia)—Gerig                |
| 9         | —         | *NO BIER, NO WEIN, NO SCHNAPS—      | Gus Backus (Polydor)—Tonleiter                        |
| 10        | 11        | STRIPTASE SUSI/MAMA HOL DEN HAMMER— | Ralf Bendix (Electrola)—Gerig/Peer                    |
| 11        | 9         | HEY ANNABELLA SUSANN—               | Mal Sondock (Columbia); Candy Kids (Fontana)—Aberbach |
| 12        | 8         | TANZE MIT MIR IN DEN MORGEN—        | Gerhard Wendland (Philips)—Melodie der Welt           |
| 13        | —         | *SILVER MOON—                       | Peter Kraus (Polydor)—Rialto                          |
| 14        | —         | LA MER D'HAWAII—                    | Die Gitarros (Golden 12)—Marbot                       |
| 15        | 10        | HEUT' WAR ICH BEI DER FRIDA—        | Tony Lang (Fontana)—Bosworth                          |

- | This Week | Last Week | Song   | Artist  |
|-----------|-----------|--|---|
| 13        | 13        | ELISABETH SERENADE—                                    | Gunther Kallmann Chor (Polydor)—Heinrichshofen        |
| 14        | 14        | *KEINER WEISS WO HIN/ICH HABE IM LEBEN NUR DICH—       | Jimmy Makulis (Ariola)—Tempoton/Dakota                |
| 15        | 18        | HAPPY BIRTHDAY SWEET SIXTEEN (HAPPY BIRTHDAY JOSEFIN)— | Neil Sedaka (RCA)—Intro                               |
| 16        | 17        | THE YOUNG ONES (EIN JUNGES HERZ)—                      | Peter Kraus (Columbia); Cliff Richard (Polydor)—Budde |
| 17        | 20        | STRANGER ON THE SHORE—                                 | Acker Bilk (Metronome)—R. M. Siegel                   |

HOLLAND

- | This Week | Last Week | Song                         | Artist  |
|-----------|-----------|------------------------------|---|
| 1         | 1         | LET'S TWIST AGAIN—           | Chubby Checker (Columbia)—Belinda                     |
| 2         | 2         | THE YOUNG ONES—              | Cliff Richard (Columbia)—Basart                       |
| 3         | 3         | MEXICO—                      | Bob Moore (London); Willy Schobben (Artone)           |
| 4         | —         | HAPPY JOSE—                  | Jack Ross (London); Willy Schobben (Artone)—Portengen |
| 5         | —         | NORMAN—                      | Sue Thompson (Funckler)—Int. Muziek                   |
| 6         | 5         | LITTLE SHIP—                 | The Blue Diamonds (Decca)—Belinda                     |
| 7         | —         | JAMBALAYA—                   | Fats Domino (Imperial)—Chappell                       |
| 8         | 10        | TANZE MIT MIR IN DEN MORGEN— | Gerhard Wendland (Philips)—Benelux Music              |
| 9         | 8         | MAMMA—                       | Robertino (CNR)—Basart                                |
| 10        | —         | ROCK-A-HULA BABY—            | Elvis Presley (RCA)—Belinda                           |

HONG KONG

- | This Week | Last Week | Song                                  | Artist                     |
|-----------|-----------|---------------------------------------|----------------------------|
| 1         | 2         | I'LL SEE YOU IN MY DREAMS—            | Pat Boone (Dot)            |
| 2         | —         | LOVE ME WARM AND TENDER—              | Paul Anka (RCA Victor)     |
| 3         | 1         | GOOD LUCK CHARM—                      | Elvis Presley (RCA Victor) |
| 4         | 4         | YOUNG WORLD—                          | Rick Nelson (Imperial)     |
| 5         | 3         | DON'T BREAK THE HEART THAT LOVES YOU— | Connie Francis (MGM)       |
| 6         | 6         | TOWN WITHOUT PITY—                    | Gene Pitney (UA)           |
| 7         | 7         | IT'S ALL BECAUSE—                     | Linda Scott (CA)           |
| 8         | 5         | SEND SOMEONE TO LOVE ME—              | Steve Lawrence (UA)        |
| 9         | —         | SHE CRIED—                            | Jay and The Americans (UA) |
| 10        | —         | YOU BETTER MOVE ON—                   | Arthur Alexander (Dot)     |

ITALY

- | This Week | Last Week | Song                      | Artist   |
|-----------|-----------|---------------------------|--|
| 1         | 1         | *QUANDO QUANDO QUANDO—    | Tony Renis (VdP); Emilio Pericoli (Ricordi)—Ricordi      |
| 2         | 2         | WHEELS—                   | Billy Vaughn (London)—Bridge                             |
| 3         | 4         | LIKE I DO—                | Nancy Sinatra (Reprise)—Ricordi                          |
| 4         | 3         | LET'S TWIST AGAIN—        | Peppino Di Capri (Carisch); Chubby Checker (GC)—Aberbach |
| 5         | 5         | MOON RIVER—               | Nico Fidenco (RCA); Michelino (Primary)—Ricordi          |
| 6         | 7         | PEPPERMINT TWIST—         | Adriano Celentano (Jolly); Joey Dee (Roulette)—Southern  |
| 7         | 8         | LOVE ME WARM AND TENDER—  | Paul Anka (RCA)  |
| 8         | 9         | SWAY—                     | Bobby Rydell (GC)—Southern                               |
| 9         | 6         | *TANGO ITALIANO—          | Milva (Cetra); Sergio Bruni (VdP)—Southern               |
| 10        | 13        | TWISTIN' USA—             | Danny and the Juniors (Durium); Chubby Checker (GC)      |
| 11        | 15        | *SCETATE—                 | Peppino Di Capri (Carisch)                               |
| 12        | 10        | TOWN WITHOUT PITY—        | Gene Pitney (UA)—Resolute                                |
| 13        | —         | ET MAINTENANT—            | Gilbert Becaud (VdP); Milva (Cetra)                      |
| 14        | 12        | *LA BALLATA DELLA TROMBA— | Nini Rosso (Titanus)—Titanus                             |
| 15        | 14        | *GONDOLI! GONDOLI!—       | Sergio Bruni (VdP); Ernesto Bonino (Meazzi)—Ricordi      |

JAPAN

- | This Week | Last Week | Song              | Artist                    |
|-----------|-----------|-------------------|---------------------------|
| 1         | 2         | *AME NO HANAZONO— | Nakasone Miki (King)—King |

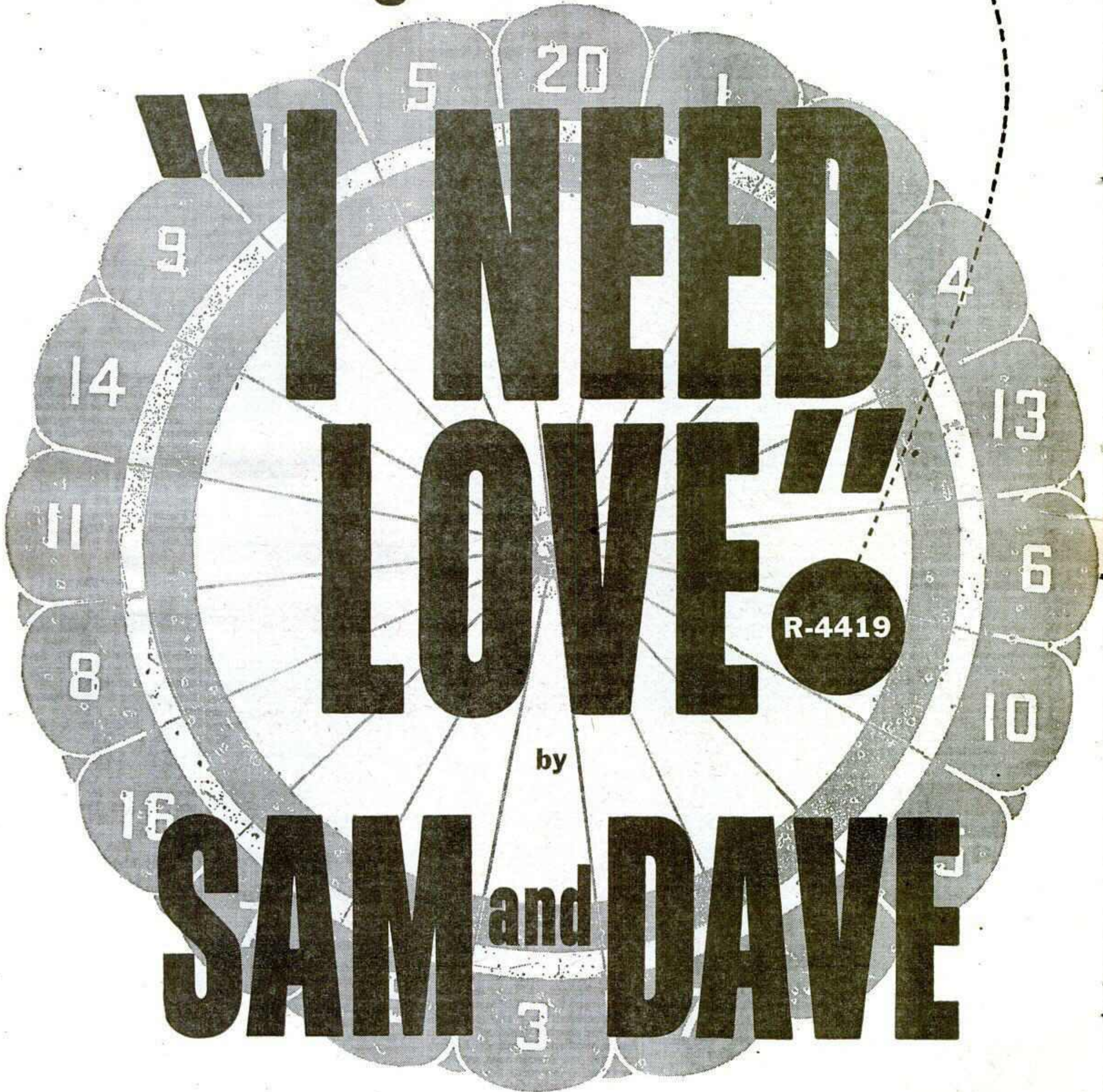
- | This Week | Last Week | Song                      | Artist  |
|-----------|-----------|---------------------------|---|
| 1         | 1         | *ERIKO—                   | Hashi Yukio (Victor)—Victor   |
| 2         | 3         | LOUISIANA MAMA—           | Gene Pitney (United Artists)—Victor; Fujiki Takashi (Teichiku)—Teichiku |
| 3         | 4         | *KOSHU—                   | Matsushima Akira (Victor)—Victor  |
| 4         | 4         | THE TWIST—                | King Curtis Combo (Victor)—Victor                                       |
| 5         | 5         | *GARASU NO JOHNNY—        | Al George (Teichiku)—Teichiku   |
| 6         | 9         | *YAMAOTOKO NO UTA—        | Dark Ducks (King)—Kin.  |
| 7         | 10        | *OUSHO—                   | Murata Hideo (Columbia)—Columbia  |
| 8         | 6         | GOING HOME TO MARY LOU—   | Neil Sedaka (Victor); Kiyohara Takeshi (Victor)—Victor                  |
| 9         | —         | *TABISUGATA SANNIN OTOKO— | Ishihara Yujiro (Teichiku)—Teichiku                                     |

MEXICO

- | This Week | Last Week | Song                        | Artist                              |
|-----------|-----------|-----------------------------|-------------------------------------|
| 1         | 1         | *EL LOCO—                   | Javier Solis (Columbia)—Pham        |
| 2         | 2         | MULTIPLICATION—             | Bobby Darin (Gamma)—Pending         |
| 3         | 3         | *PA' TODO EL ANO—           | J. A. Jimenez (RCA)—Pham            |
| 4         | 4         | *ADELANTE—                  | Javier Solis (Columbia)—Emmi        |
| 5         | 6         | *MI CAPRICHITO—             | Sonora Santanera (Columbia)—Emmi    |
| 6         | 7         | MI GIRL JOSEPHINE—          | Bill Black's Combo (London)—Pending |
| 7         | 5         | FLORIDA TWIST—              | Bill Haley (Orfeon)—Pham            |
| 8         | 9         | MI TONTO AMOR—              | Connie Francis (MGM)—Pending        |
| 9         | —         | *LA SUEGRA (Mother-in-Law)— | Los Teens Tops (Columbia)—Pending   |
| 10        | —         | *CARAVANA TWIST—            | Bill Haley (Orfeon)—Pending         |

NORWAY

**Another Big Roulette Winner!!!**



**breaking for a hit on...**

 **ROULETTE**

**AUSTRALIA**

**Concentrate on  
Film & TV Music**

By **GEORGE HILDER**  
19 Todman Ave., Sydney

For the past two months, record companies have been concentrating on releasing theme music from films and TV shows. This type of music will continue during April with Festival Records, leading with the Ampar album, "The Valiant Years." EMI is rushing through two sound-track albums, scheduled for release at Easter, "Tender Is the Night" and "State Fair." A.R.C. is issuing two United Artists albums, "Hit Instrumentals From Western TV Themes" and "Motion Picture Themes a la Dixieland."

**John Laws**, Festival artist and a Sydney disk jockey, has been stricken with polio.

**Radio Chart**

**Dion's** "The Wanderer" has, after 14 weeks, made No. 1 slot in 2 UE's Top 40 with **Floyd Cramer's** "Chattanooga Choo Choo" in second place. . . . **Johnny O'Keefe's** single, "I'm Counting on You," which made the top two months ago, is not so lucky with his latest single, "Sing," which after reaching 10th position this week, has slipped down to No. 12.

Pepsi-Cola organized a record gimmick with Mobilgas service stations throughout Australia plus a national radio campaign with the issue of a six-track EP from Startime Records. Public is invited to call at local gas stations, produce six Pepsi bottle tops plus six shillings to receive a copy of the disk. . . . **Lucky Starr's** new Festival release, "I've Been Everywhere," has so much pre-release airplay that it has been decided to put the record in the shops by the end of March.

During the past two months, disk jockeys have canned three tunes which headed BMW charts, "Hey! Baby," "Please Mr. Postman" and "Duke of Earl." The decision was that these disks were too rowdy.

**AUSTRIA**

**German 'My Fair Lady' Should Hit**

By **FRED ZILLER**  
Vienna, Austria

A medley of the music from "My Fair Lady" has been released in Austria in German version on the Polydor label. The album, both in mono and stereo, has on it leading Polydor artists. Starring **Peter Alexander**, **Cissy Kraner**, **Sandor Konya**, **Herta Talmar**, **Willy Milowitsch**, the **Hazy Osterwald Sextet** and many others under the direction of **Kurt Edelhagen**, the album seems a best seller on the Austrian market.

As the tango becomes more and more popular the song "Tanze mit mir in den Morgen" by **Gerhard Wendland** (Philips) becomes a hit.

**Business**

**Gerhard Mendelson**, head producer of Polydor-South (Vienna-Munich-Monaco) and composer **Werner Scharfenberger**, who just came back from a business visit in New York, stated that **Connie Francis** will make more German tunes for the MGM label to be recorded in Vienna this month. Also, there will be an extended co-production between MGM and Polydor-South in near future.

Austrian Columbia (Electrola) announced that the U. S.-Liberty label will be available in this country.

**BELGIUM**

**She Didn't Win But  
Conny's Sales Zoom**

By **JAN TORFS**  
Stuivenbergvaart 37, Mechelen

**Conny**, who represented Germany in the Eurovision Song Festival, was considered one of the biggest favorites before the contest began. Her song, "Zwei kleine Italiener," was a light, sparkling, gay and commercial song to which most of the Belgian public opinion gave their votes. Although she did not win, her record is selling twice as strong here as before the song contest and has a good chance to hit the chart in the next few weeks.

**Disk News**

**Jacques Brel**, one of Belgium's most outstanding artists, has left the Philips label and is now recording for Barclay. . . . Flemish songstress **Rina Pia**, who left the Barclay label in February to sing exclusively for Decca, just made her first recordings for her new label. On an EP she sings four tangos under the direction of **Etienne Verschueren**.

Four young men from Antwerp, the **Strangers**, made a best seller out of "Oek'ndana," a Flemish version of the well-known song, "The Lion Sleeps Tonight." They wrote very humorous lyrics and although the record was released a very short time ago, sales already are fine.

**Elvis Presley's** latest recording "Good Luck Charm b-w 'Anything That's Part of You'" made its entrance on the Belgian market. Inelco (distributors of the RCA label) did not wait to get the dealers' orders, but immediately sent the records to the shops, knowing the dealers were impatiently waiting to get them.

As we predicted, **Paul Anka's** "Love Me Warm and Tender" made its rush to the top and even pushed **Chubby Checker's** "Let's Twist Again" out of the first seat. The same thing happened with **Joey Dee's** "Ya Ya" and **Cliff Richard's** "The Young Ones," now holding top places. These four records may be called "The Big Four," for all others have lower sales averages.

**Joey Dee's Disk  
Breaks Through**

By **JAN TORFS**  
Stuivenbergvaart, 37-Mechelen

A big break through by **Joey Dee's** "Ya Ya Twist" was scored here last week. Another big newcomer is **Conny Froboess's** "Zwei kleine Italiener." Although she did not win the Eurovision Song Contest with this song, a few days after the song contest, the record sold over 10,000 copies. Undoubtedly, as far as the Benelux countries and Germany are concerned (the record is No. 1 in Germany), this is the hit from the Eurovision 1962.

**Ronnie Carroll** represented Great Britain on the contest with the song "Ring-A-Ding Baby." A Dutch version was issued on the Palette label by **Hans Boskamp**. . . . Under the Royal label (a new one), Discovogue released two brand-new tangos: "Tango dei Barbudos" and "Fidel Tango." The latter one is dedicated to Fidel Castro. The record begins with a lot of machine guns and rifles shooting.

**BRITAIN**

**EMI May Launch  
New Subsid Label**

By **DON WEDGE**  
News Editor, New Musical Express

EMI Records is planning to launch a new label. There is no official word yet, but the idea seems to be an oft rumored one of developing a line primarily for American pick-up material. If so, it will be similar to British Decca's London label, which handles all the product not allocated to a specific mark for which Decca has rights in deals with American indies. It has grown to be looked on as a principal source of U. S. hit material.

At present, EMI's British releases from U. S. indies are spread on the three main labels—HMV, Parlophone and Columbia. There is also Top Rank with EMI acting as British member of the co-operative, but the new label idea has led to speculation on the future of Top Rank here.

Pye Records, with its Pye-International label, already has its focus point for U. S. hit releases. Philips Records seem to be developing Fontana as its prime outlet for material from U. S. indies—now possible with the change in the exclusive pact with U. S. Columbia which will lead to the CBS launching (under Philips auspices) next month.

It is unlikely that the Interdisc group's material will be issued by Philips Records here until June, but it will become available through the Fontana division. Fontana's British chief **Jack Baverstock** has recently obtained British rights to three disks from the U. S. Tamla label—**The Miracles'** "What's Good About Goodbye," the **Marvelettes'** "Twistin' Postman" and **Eddie Holland's** "Jamie."

**Other Deals**

British Decca has obtained the local issue rights to two songs from the U-A film "Road to Hong Kong," starring **Bing Crosby** and **Bob Hope**, which has just had its London premiere. Decca issued a single last week—a Hope-Crosby duet, "Teamwork" b-w "Let's Not Be Sensible" on which Crosby is joined by **Joan Collins**.

This Friday (13), a new line was launched by Decca. Called London-Globe, it will concentrate on disks made overseas other than in the U. S. In effect, the series will add to the few outlets for Continental material. LP's and EP's only are planned.

Pickwick International topper **Cy Leslie** was in London briefly from New York. He met several manufacturers on a trip to "determine the market situation" for his firm's product. Much of Leslie's material had earlier been available on Gala, a low-price line now inoperative. Leslie told BMW that it seemed likely he would set up a deal with **Monty Lewis**, who used to head the Gala set up.

**Visitors**

Here for TV and concerts, **Brenda Lee** was feted by Decca Records and Associated TeleVision. Her promoter, **Don Arden**, and **Sol Shapiro** of the William Morris office, jointly engaged **Bunny Lewis** to promote her latest British disk release, "Speak to Me Pretty"—first time Lewis has accepted such an assignment.

**Publishing Business**

Now heading EMI's world-wide publishing interests is **Sid Colman**, who will combine the appointment with the responsibility for the Brit-

ish operation of Ardmore and Beechwood. There are 15 companies in the group. Colman has already visited the Danish and Swedish firms. At the end of the month he flies to Paris to see the French set-up and then visits Italy and Switzerland at the end of May.

**DENMARK**

**Jim Bailey Hears  
U. S. Singer's Disks**

By **ARNE HANSEN**  
11 Malerbakken, Holte, Denmark

**Jim Bailey** of Dot Records last week spent a day of his European trip in Copenhagen investigating trends in taste and record sales. He has brought back with him samples of Danish recordings—among them one by U. S. A.-born **Sal Briggs**.

**Disk News**

"Hole in the Bucket," with **Harry Belafonte** and **Odetta** on RCA has now got competition in a local version, "Hul i spanden," by famous Danish comedian **Dirch Passer** assisted by **Lilly Broberg**. Release is by Philips. . . . German **Peter Kraus** gave a sympathetic presentation of his "Ein junges Herz" on TV here, but whether he can compete with **Cliff Richard's** original "The Young Ones" is another question, since the film starring Richard is soon to be shown here. Still, Kraus will not despair as his "Schwarze Rose" is still riding the charts.

Within a few weeks, "San't ar Livet" sung by **Anita Lindblom**, will pass the 75,000 sales mark, Fontana reports. Anita will be one of the main attractions during the jubilee season this summer at the luxurious hotel, **Kystens Perle**. The season opens on April 7 with **Los Valdemosas** and will during the next half year include guest appearances by the **Deep River Boys**, **Jacqueline Boyer**, **George Ulmer**, **Monica Zetterlund**, **Siw Malmquist** and **Lill-Babs**.

**EIRE**

**Talent Contest  
Winners to Wax**

By **KEN STEWART**  
Dublin Evening Mail

The Gramophone Company released a single featuring **Terry Martin** singing "Johnny Gray" and **Anna McGoldrick** with "Ballyhoe" (HMV). The two Irish girls were winners in a recent national Sunday newspaper "Search for a Ballad Singer" competition.

"Come Down the Mountain, Katie Daly," the **Eamonn O'Shea** song, is grabbing plenty of spins on Radio Eireann, thereby aiding greatly the sales of the Glenside disk. . . . **Johnny Cash**, whose "Forty Shades of Green" (Philips) is continuing to sell moderately here—it is now destined to become a national standard—has cut another waxing aimed at the Irish market, entitled "Shamrock Doesn't Grow in California." . . . **Clifford Stanton**, the Scottish impresario and music publisher, flew to Dublin and bought the copyright of the well-known local song, "Sean South of Garryowen." . . . The greatest potential seller among new regular-priced Pye LP's marketed is "I Remember Tommy," by **Frank Sinatra**, on Reprise.

**FRANCE**

**French Covers  
Stop Imports**

By **EDDIE ADAMIS**  
92 quai du Marechal Joffre  
Courbevoie (Seine)

As a result of the nationalistic movement in the music business here, French radio stations play more and more French record artists and fewer imported records, with an exception for some special programs devoted, for instance, to jazz. This nationalistic trend is pointed up by the fact that French cover records on foreign songs generally outsell the original records.

On the other hand, in an article on the Eurovision Song contest, the music publication **Discographie Francaise** declares that since three French songs are among the first three winning tunes, the nationalistic movements is nothing but a move to protect private interests.

**Signings**

**Jacques Brel**, who recorded for Philips, has been signed up exclusively by Barclay Records.

The underground war fought between great diskeries to get the few good selling artists of the French market is spotlighted by the fact that Barclay and Philips run ads promoting practically the same songs with the same slogan: "Tunes that made Jacques Brel's triumph at the Olympia." The only practical result will be double performing rights and royalties for Brel.

**New Releases**

"Un premier amour," Eurovision's first prized song, has been waxed by **Andre Verchuren**, **Frida Boccara** and **Jean-Paul Mauric** (the three on Festival); **Jacqueline Nero** (RCA); the winning singer **Isabelle Aubret** (Philips); **Gloria Lasso** (Columbia) and **Franck Pourcel** (VSM). . . . Philips issued the original sound tracks from two French pix: "La Gamberge" and "Cleo de 5 a 7." . . . A very interesting record for the foreign markets might be the LP waxed by **Jean Claudric** for the RCA label and featuring French songs that have been world hits between 1945 and 1960.

**Disk Business**

**Henry Marchal** (Pathe Marconi publishing firm) and **A. de Froberville** (EMI Records) went to Cologne for the first recordings in French by **Helen Shapiro**.

**GERMANY**

**Metronome Ups  
Singles Prices**

By **BRIGITTE KEEB**  
Automaten-Markt, Braunschweig

Metronome singles product, as well as the Sonet, Storyville, Simon Record and Italia labels distributed by this firm, will cost 4.50 DM (about \$1.12) instead of 4 DM (\$1). Up to now, other German firms have not joined the Metronome.

**Travel Notes**

**Lutz Waldenburg**, owner of Waldenburg & Co. Distribution firm, Munich, representing the pop label Supertone, left for Buenos Aires to visit his own artist agency, holding among others the most famous German ice revue "Maxi und Ernst Baier" there, to record Latin American songs to be released in

(Continued on page 22)

# SMASH FOLLOW UP TO

# "TOWN WITHOUT PITY"



# GENE PITNEY

## "The Man

# Who Shot Liberty Valance"

Inspired by the JOHN FORD Production "THE MAN WHO SHOT LIBERTY VALANCE" a Paramount Release

**BILLBOARD  
MUSIC WEEK**

**SPOTLIGHT SINGLES  
OF THE WEEK**

**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 Cash Box**

**Pick of the Week**

"(THE MAN WHO SHOT) LIBERTY VALANCE" (2:49)

[Famous ASCAP—Bacharach, David]

"TAKE IT LIKE A MAN" (2:20) [Trio BMI—Leiber, Stoller]

GENE PITNEY (Musicor 1020)

Pitney, who just scored big with the pic title tune from "Town Without Pity," can duplicate that success with this one inspired by the up-coming pic, "(The Man Who Shot) Liberty Valance." It's a dramatic western tale that Pitney and the ork-chorus gallop over in top calibre style. Looks like a smasher. "Take It Like A Man" is a pulsating, beat-ballad opus with loads of hit potential.

# MUSICOR RECORDS

MUSICOR DISTRIBUTED BY UNITED ARTISTS RECORDS • 729 SEVENTH AVENUE • NEW YORK 19, NEW YORK

Germany as well as to arrange artist tours through Germany.

**Visitors Here**

**Guus Jansen Jr.**, of Basart Music, Amsterdam, visited Munich colleagues and purchased the rights of several German hit songs for Benelux. **Dr. Karl Heinz Busse** on his part bought the rights of a Dutch song "Vadertje" by **A. De-bee** and **Ger Rensen**. A German record is on its way.

**New Talent**

**Mina**, Italian star, is now being launched on the German market by Polydor with the titles "Heisser Sand" (Hot Sand) and "Ein treuer Mann" (A True Man), sung in German.

**New Series**

Deutsche Grammophon just issued a four-piece EP series of country and western songs entitled "Country and Western Hit Parade," on Brunswick, featuring such country and western artists as **Red Foley**, **Ernest Tubb**, **Webb Pierce**, **Bill Anderson**, **Kitty Wells**, **Patsy Cline**, **Roy Drusky**, **Ernest Ashworth**. This kind of music is enjoying an increasing demand here now.

Press official **Laubrunn** left Teldec and his plans are indefinite.

**Paul Anka Wants To Wax Valente**

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

**Paul Anka** will return to Germany in autumn to guest star in a spec for the German TV. While in Germany, Anka wrote the tune "Caterina," dedicated to **Caterina Valente**, who will record it for the Decca label. In a telegram to Teledec, Anka said: "Please find if there is a way to bring Caterina to the States. I will produce her U. S. records. Paul."

One of the most popular daily shows of AFN Europe is "Turn Back the Clock" by **Andy** and **Virginia Mansfield**. Show features hits of the past.

**Film Music**

**Caterina Valente** stars in the new German film "Snow White and the Seven Sharks," directed by **Kurt Hoffman**, **Heino Gaze** and **Gunter Neumann** wrote the music and the lyrics. . . . The **Kessler Twins** liked U. S. film actor **Cameron Mitchell's** new composition which Polydor issued with German lyrics: "Komm Zuruck Nach Santa Monica," sung by the **Kessler Twins**.

After months of hardly any action, the twist seems to be breaking through in a very strong way. **Chubby Checker's** "Let's Twist Again" and the German version of **Joey Dee's** "Peppermint Twist" sung by **Caterina Valente** and brother **Silvio Francesco** are currently two of the hottest chartriders and still climbing.

**East Vt. West**

East German musicians and radio stations are offering increasing support of Eastern composers in their programs. This development, directed by the Communist party functionaries, has led to a 75 to 25 (Western) percentage base in several places of the DDR, currently, while the former permitted relation was 60 per cent Eastern and 40 per cent Western music. The last record best seller in East Germany was their version of "Hello Mary Lou."

Modern Music Records is the name of a new record manufacturing firm, owned by **W. Steinhage**, just established in Munich. The new label will specialize on pop singles. . . . **Brenda Lee** will come to Germany April 21 to 22 for appearances in the GI clubs. . . . **Caterina Valente**, who just entered the charts with the **Hadjidakis** composition "Weisse Mowe flieg in die Ferne" will fly to the States in May for the **Perry Como** show. Como's new waxing "Caterina," dedicated to Miss Valente, has just been released by Teldec on RCA.

**Berlin Peter Schaeffers** productions opened an affiliate office in Munich 15, Sonnenstrasse 33, which will be headed by **Mrs. Gerda Leuchert**. The firm asks that all correspondence, copyright contracts, etc., be mailed to the Munich address, while all notes, records, tapes and connected correspondence is asked to be sent to the central production office in Berlin, Charlottenburg, Reichstrasse 4.

**Nana Gualdi**, Philips recording artist for many years, will change over to Polydor.

**HOLLAND**

**RCA Adds 'Victor' To Label's Logo**

By **HEMMY J. S. WAPPEROM**  
Editor Platennieuws  
Edisonstraat 21 Amersfoort

RCA is going to change the form of its label in Europe. The word "Victor" will be added. RCA Greece has already executed this plan.

The very popular Philips series "Classical Request Program" and also the VR series of the same label "Classical Record Library," were enlarged (Phonogram L. C.). Lovers of classical music were able to select their own program. More than 2,000 people preferred the Beethoven Piano Concerto No. 5. This was recorded by **Nicita Magallow** and released last week.

**Business News**

Next month the President label is going to switch from Hosat to Inelco L. C. Amsterdam. The Candid Jazz-line, released by Artone, meets with plenty action among jazz fans. Since **Eric Dolphy** and **Charlie Mingus** are the most idolized Jazz-greats at the moment, the sets featuring them have become big sellers already.

**Sue Thompson's** "Norman" (released by Artone's Funckler Department on the Funckler label in Benelux, Germany, Austria and Switzerland) zoomed into the Dutch charts and reached a proud 5th place this week. In Belgium too, the Thompson smash is hitting hard. The Funckler Department also launched a brand-new EP series from the Argo Jazz Catalog. Artists featured include **Ahmad Jamal** and **Ramsey Lewis**.

**The Winners**

A week after her triumph at the Eurovision Songfestival, French Philips singer **Isabelle Aubret** made her first appearance on Dutch TV and, two days later, on radio. Of course, she sang the winning song "Un Premier Amour" released on record by Philips (L. C. Phonogram).

One of the quick selling records just now is an EP of **Soeur Sourire**, a nun from Belgium who sings her own chansons with guitar accompaniment (Philips).

**HUNGARY**

**Issue Flock of German Titles**

By **PUAL GYONGY**  
Derekutca 6, Budapest

New American release of recordings by the Hungarian Record Manufacturing Company can be had on a Monitor 12-inch LP record. The works are played by the Hungarian Chamber Orchestra, conducted by **Vilmos Tatrai**, and **Vera Denes**, cello soloist.

**Foreign Recordings**

The following titles have been released in German on a seven-inch EP. "Seemann," "Charleston Charlie," "Ein Parchen von damals," "Percolator," all sung by **Erika Roth** of East Germany, who

sings here in the Berlin Restaurant in Budapest, which is an East German State enterprise.

The following foreign hit recordings are scheduled for April: "Sucu Sucu," "Pepe," "Itsy Bitsy," "Baby-sitter Boogie," "Chico Chico Charlie," "Cafe Oriental" and "Pigalle," all sung in German. "Quando vien la sera" and "24,000 Baci" will be released in Italian.

Two Hungarian instrumentals are on the foreign market, "A Sunny Day," Tin Pan Alley Music Ltd., London, and "Swing Amigo," Lied der Zeit, East Berlin.

**ITALY**

**Autos & Songs Cap Song Tour**

By **SAM'L STEINMAN**  
Piazza S. Anselmo 1, Rome

The spa of Fiuggi, 70 miles south of Rome, will be the scene of the finals of the Italian Song Tour

June 28 and 29 after two weeks of preliminary events in seven different regions.

According to plans announced by **Ezio Radaelli**, former director of the San Remo Song Festival, this event will combine the features of a song festival, an automobile rally and regional competitions in what he hopes will be a definitive event.

Television exposure in Italy for foreign artists can bring phenomenal increases in their record sales. **Giuseppe Giannini**, of CGD, says this has taken place in the cases of **Nancy Sinatra**, **Bobby Rydell**, **Gene Pitney** and **Tony Williams**, all of whom have recently been featured on "High Fidelity." . . . **Johnny Dorelli** has recorded his new hit, "Monte Carlo" in three languages, Italian, French and English. . . . Coca-Cola is currently offering six plastic disks, each one for six returned bottle caps.

**Obituary**

**Carlo Innocenzi**, one of Italy's leading composers, died March 27 at age of 63. One of the first to use an electric guitar in Italy,

he was active until the last, one of his compositions, "Come, Come, My Love," having been heard in the 1961 Canzonissima competition.

**MEXICO**

**Japanese Victor Orders Tapes**

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

Over 30 tapes of standard LP's from the RCA Victor Mexicana catalog have been ordered by the Victor Company of Japan. The same company also will issue a single, recorded in Mexico, by **Los Sinners**, who sing (in Spanish) "Crazy Legs" and "The Girl of My Best Friend."

Gamma started a big promotional campaign for **Frankie Avalon** and his records (Chancellor). The

(Continued on page 24)



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**B/W "TALKIN' NO TRASH"**

artist is here on his first visit, doing night club work. . . . Pan Americana de Discos (Musart) introduced on April 1 the Liberty catalog, a label they represent exclusively in Mexico.

A new publishing company, **Campei**, founded by **Alfredo Gil**, a member of the famous trio **Los Panchos**, will represent in Mexico many American publishers, among them **Mills Music** and **Larry Shayne Music**. The directors of **Campei** are **Costa Omero**, a former impresario in Athens, and **Andre Toffel**, artistic director, for many years until 1961, of **Columbia de Mexico**.

**NEW ZEALAND**

**Warren, 2 Viking Execs Tour U. S.**

By **FRED GEBBIE**  
Box 5051 Auckland, N. Z.

Three of New Zealand's top record and show business personalities will head for the U. S. A. this month and next. Visitors are **Philip Warren**, managing director of the company, who will visit all key cities in the North and move on to South America and his partner **Ron Dalton**. Viking men will not only visit their U. S. agents, but will also pursue their overseas outlets for increased exports of local New Zealand material.

La Gloria Records recorded **Ricky May**, a one-time **Louis Prima** disciple. **Ricky** now sings in the **Chubby Checker** manner and his first release for La Gloria is **Chubby's "Let's Twist Again."**

**NORWAY**

**Molvig Receives Silver Record**

By **ESPEN ERIKSEN**  
Verdens Gang, Akersgaten, 34 Oslo

Local lass **Grynet Molvig** this week received the silver disk for her rendition of the RCA record "Det Var Du Som Sa Nei," which is a Norwegian translation of the American melody "Wings of a Dove." The platter has reached the 25,000 copy mark.

Norwegian diskeries this week went on a domestic spring offensive, issuing a series of records by local talent. Best of the lot seems the **Monn Keys'** version of the old tune "Mandalay" on **Triola**. But

the **Elisabeth Granneman Philips** record "Omatt og omatt" (Again and Again) has a chance. The new diskery **Viking Music** presented its first collection of records, most of them songs translated from German. In the near future still another package of Norwegian disks will be put on the market.

**SOUTH AFRICA**

**45 R.P.M. Disk Gains Acceptance**

By **HARRY KLEIN**  
55 Fox St., Johannesburg

Immediate and positive acceptance has been given by the South African public to the recently introduced **Seven Single** disk (45 r.p.m. single). The **Seven Single** was introduced by the **Southern African Record Manufacturers and Distributors' Association** on February 1 this year accompanied by nationwide press and radio publicity.

First surveys show that the **Seven Single** is selling to a wide sector of the public who previously did not buy the 78 r.p.m. shellac record. Early figures from the five major companies are up on the same period last year, and it is generally reported that disks with an adult as opposed to "teen-age" appeal are the biggest sellers.

Looking ahead, **A. Golembos**, chairman of the **Southern African Record Manufacturers' and Distributors' Association**, told pressmen that the industry would consider the need to extend the **Seven Single** repertoire further and possibly include light classics.

**SPAIN**

**Radio Lifts Ban On Twist Disks**

By **RAUL MATAS**  
32 Av. Jose Antonio, Madrid

The **Twist** has finally been accepted by radio authorities. It means that the new disk craze will have big radio promotion. Weeks ago it was banned on radio while the **American Twisters** received a warm welcome at the **Pasapoga**, and **Gloria Rios**, **Los Tamara**, and **Armando Patron** do the **Twist** at the **Castellana Hilton**.

**Hispavox** recently released the new "Micro LP." **Eydie Gorme** (UA) and **Johnny Tillotson** (Cadence) are featured as the first performers to be heard on the new 33 r.p.m. records. . . . The town

**PHONO HUNT**

**Juke Box Op & Disk Jockey Hold Mystery Tune Contest**

By **ELTON WHISENHUNT**

**LITTLE ROCK**—A music operator, a radio station and a disk jockey joined forces recently in a highly successful promotion which doubled collections for operators over a period of several weeks with a "mystery record" treasure hunt.

**Stan Field**, disk jockey for **Station KXLR**, approached **H. F. Bryant**, owner of **Deluxe Novelty Company**, with the idea.

**Field** cut a record. **Bryant**, cooperating, put it in on one of his boxes under another title strip. **Field** began the hunt, telling lis-

teners about the mystery record and whoever found it would receive a \$250 radio-record player combination.

At each of his shows, **Field** would broadcast a clue. At first, he told listeners it was in **Little Rock** or **North Little Rock** (across the **Arkansas River**, which runs through the center of the city).

Next he narrowed it to "west of **Main Street**." One clue was "Royalty has something to do with it." (The record was on a **Rock-Ola Princess juke box**, which **Bryant**

(Continued on page 57)

**Hits of the World**

Continued from page 18

**SPAIN**

(Courtesy **Discomania**)

This Week	Last Week	Title	Artist
1	1	DANCE ON LITTLE GIRL—	Paul Anka (Hispavox)—Hispavox
2	2	MARY CARMEN—Duo	Dinamico (La Voz)—Musica Del Sur
3	4	QUIEREME MUY FUERTE—	Paul Anka (RCA)—Re-Do-La
4	3	THE GUNS OF NAVARONE—	Rudy Ventura (Columbia)—Canciones Del Mundo
5	6	KISSIN' ON THE PHONE—	Paul Anka (Hispavox)—Hispavox
6	5	MOLIENDO CAFE—Luchito	Gatica (La Voz)—Hispavox
7	—	CANTO DE UN FRACASO—	Tonio Areta (Hispavox)—Hispavox
8	7	EL ORGANITO—Mario Clavel	(Phillips)—Del Mundo
9	—	UN VIEJO PARAGUAS—Tonio	Areta (La Voz)—Hispavox

of **Castellon de la Plana** elected, by popular vote, the best song of 1961 and favorites among top artists. "Presentimiento," "Enamorada," and "Mary Carmen" were the top tunes of the year to receive the "Magdalena" award. **Jorge Domingo**, **Jose Guardiola** and the **Duo Dinamico** took top author, performer and vocal group honors.

**Cubalegre** will give a trip to the U. S. A. to the largest selling record shop and its personnel.

**Disk News**

**Cliff Richard** sings "Anema e Cuore" in a new **HMV** disk. . . . "Linda Muchachita," sung by **Connie Francis** (Hispavox-MGM) in Spanish, going up. . . . "Moliendo Cafe" has a new rendition by **Marino Marini**. . . . "His Latest Flame" has been released by the **Champions** on **Polydor**.

**10 — HIT THE ROAD JACK—Ray Charles (Hispavox)**

**SWEDEN**

(Courtesy **Orkester Journalen, Stockholm**)

This Week	Last Week	Title	Artist
1	1	HAPPY JOSE (Ching Ching)—	Jack Ross (Dot)—Sonet Music
2	4	WALK ON BY—Leroy Van Dyke	(Mercury)—Sweden Music-Ivan Mogull
3	2	SOL OCH VAR—Inger Berggren	(HMV)—Europa-Produktion
4	3	LET'S TWIST AGAIN—Chubby	Checker (Columbia)—Mellin
5	5	THE YOUNG ONES—Cliff	Richard (Columbia)—Gehrmans
6	6	MEXICO—Bob Moore (London)—	Reuter & Reuter
7	7	LAS INTE BREVET—Siv	Malmkvist (Metronome)—Mellin
8	10	HELLO MR. TWIST—	Otto Brandenburg (Odeon)—Edition Odeon
9	—	LOVE ME WARM AND	TENDER—Paul Anka (RCA)—Bens Music
10	9	JAMBALAYA—Fats Domino	(California)—Nils-Georg

**SOUTH AFRICA**

(Courtesy **Radio of South Africa**)

This Week	Last Week	Title	Artist
1	3	MULTIPLICATION—Bobby Darin	(Atlantic)—Aberbach
2	1	A WONDER LIKE YOU—	Rick Nelson (Renown)—Sydney Bros.
3	5	MOON RIVER—Henry Mancini	(RCA)—Chappell
4	2	JOHNNY WILL—Pat Boone	(Dot)—Holding GRP
5	6	PEPITA—Los Machumbas	(London)
6	8	WHEN THE GIRL IN YOUR	ARMS IS THE GIRL IN YOUR HEART—Cliff Richard (Columbia)
7	7	I UNDERSTAND—The G-Clefs	(London)
8	4	THE YOUNG ONES—	Cliff Richard (Columbia)—Witmark
9	9	PEPPERMINT TWIST—Joey Dee	(Roulette)
10	10	LIKE I DO—Nancy Sinatra	(Reprise)

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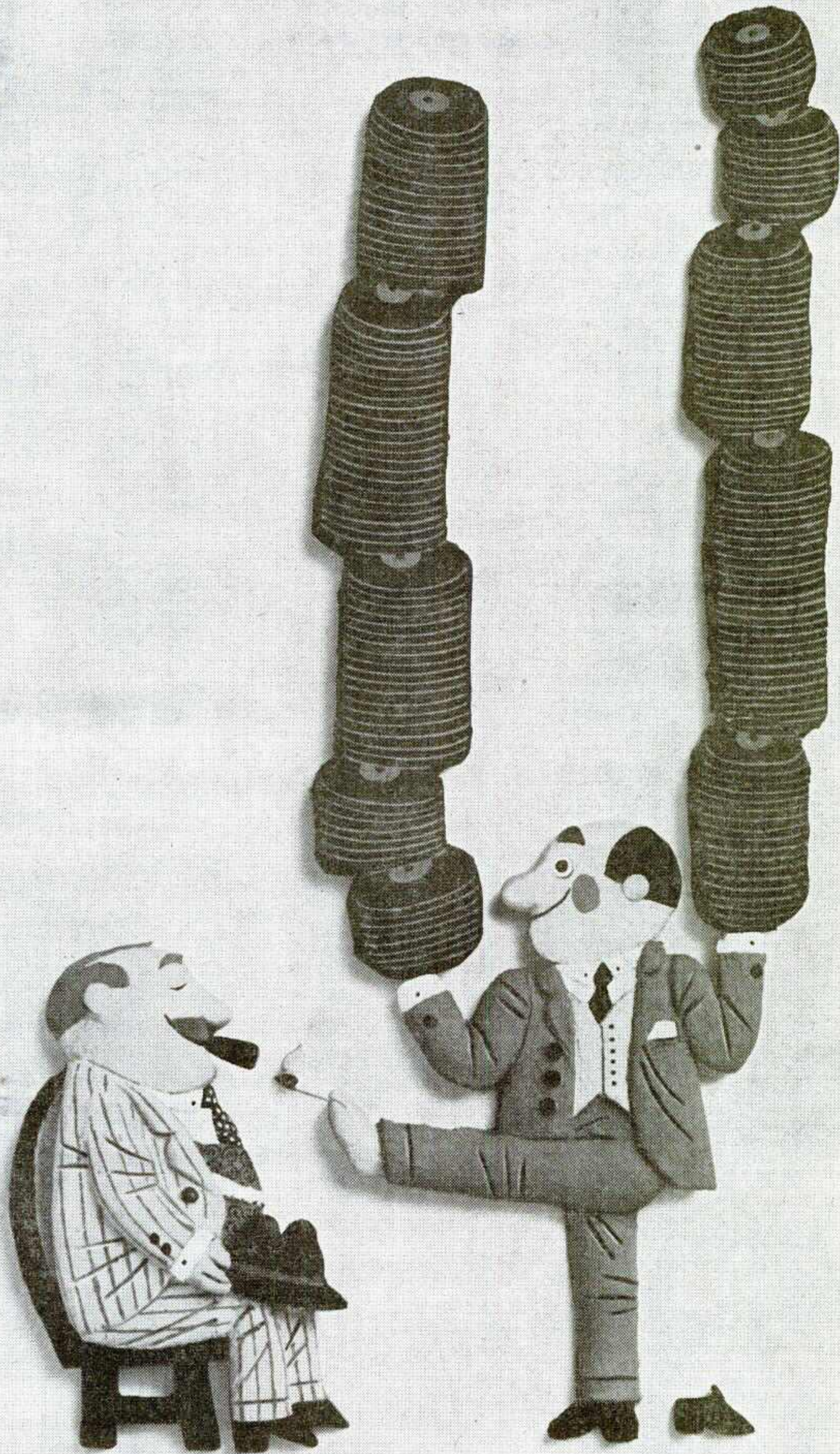
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## JAZZ MAKER

# World-Pacific Celebrates 10th Yr.

HOLLYWOOD — Dick Bock's Pacific Jazz-World Pacific record firm this week marks its 10th anniversary, and heads toward its second decade in business as convincing evidence of the growth of the jazz market in general, and one man's achievements in the specialized field in particular.

Ten years and 200 LP's ago, Bock launched his Pacific Jazz label with a total investment of \$350 and "a burning desire to record Gerry Mulligan." Bock's sales during the past year grossed \$750,000, and in view of his current business tempo, Bock expects to pass the \$1,000,000 sales gross point during 1962 (all figures at retail). The firm's product is sold on the foreign market, with Philips handling it in Europe, EMI in England and Australia and Cosdel in the Far East.

The record company, remaining almost entirely in the jazz realm, has expanded into other facets of the record business, moving with a measure of sales success into the comedy, spoken word, folk, Latin and Asian music fields. From its meager beginnings (first office was in back of a drum shop), it boasts a currently active album catalog of 160 titles, pushes jazz singles, (38 in its current catalog), has its own recording studio (a fully equipped three-track stereo facility which it also rents out for custom dates), and an artist roster with proved sales appeal.

## Star Makers

The most impressive plume in Bock's disk cap remains the number of important artists whom he brought to the fore through his Pacific Jazz-World Pacific operation. Almost all of them made their disk debut under Bock's wing, while a number of others were either brought out of retirement or reintroduced to the jazz market in a way that established them as important properties.

Bock caught Mulligan at a local spot called The Haig, and decided to give him his disk debut as a quartet. His first album, recorded in 1952, was "The Gerry Mulligan Quartet with Chet Baker," and it marked the Pacific Jazz label's debut as well. The package proved a commercial success. This soon led to others, including "The Laurenda Almeida Quartet with Bud Shank," similarly providing these two their initial disk appearance as featured performers.

## Discovered Hamilton

Pacific Jazz found Chico Hamilton appearing at Lawrence Stroler's club in nearby Long Beach and was the first to introduce the now well-known Chico Hamilton Quintet. The label was the first to spotlight Bill Perkins and brought back Harry Edison (a well-known

## Snetiker to Form Own Music Firm

NEW YORK — Sam Snetiker will exit his post as treasurer and business manager of Frank Music July 1 to establish his own firm in the music field, it was announced last week. Snetiker has been with Frank for nine years and earlier had had associations with Ashley Music Supply, Leeds and Chappell, over the course of 25 years in the business.

Miss Cyd Cheiman, currently manager for Frank, will now act as corporate treasurer, but no decision has been reached concerning the take-over of Snetiker's sales responsibilities.

trumpet player during the '30's and '40's) to the jazz limelight.

Among others given their deserving disk attention were guitarist Jim Hall, the Mastersounds (their disk debut under the Bock banner), which led to The Three Montgomery Brothers, featuring Wes Montgomery on guitar, and then the first recorded appearance of Lambert, Hendricks and Ross. Cannonball Adderley and Gil Evans paired for the first time on their own (previously with Count Basie).

## Gave McCann Exposure

Bock found Les McCann at a spot here called The Bit, and gave him his disk debut, and he now has emerged as one of the label's top sellers. In the comedy field, Bock first gave disk exposure to Carl Reiner and Mel Brooks with their successful "The 2,000 Year Man" LP which Bock later sold to Capitol Records.

Today, in addition to McCann, Bock's firm has created a group, "The Jazz Crusaders," whose initial LP rates high among jazz sales in the local market, a fact which, according to Bock, is being reflected in other key jazz markets.

Indicative of the stature and commercial appeal of Bock's talent finds is the fact that a number of the artists have been grabbed by larger labels. In addition to the Carl Reiner-Mel Brooks move to Capitol (as part of Bock's sale of the master), Chico Hamilton now is part of the Columbia roster, Gerry Mulligan is with Verve, Laurenda Almeida is with Capitol, Lambert, Hendricks and Ross is on Columbia, Gil Evans is on ABC-Paramount, to name a few.

## The New Ones

New artists currently getting the Bock build-up, in addition to the Jazz Crusaders, are pianist Claire Fischer (former musical director for the Hi-Lo's), Joe Pass and the Cynnannon All-Stars (disk revenue going to the rehabilitation center), trombonist Tricky Lofton, drummer Ron Jefferson, and Bubble Bee Slim, blues singer of the '30's, being brought back out of retirement.

## Charge Texas Couple With Doing Things In Too Big a Way

HOUSTON—A former Houston couple pleaded guilty to taking the Columbia Record Club for an estimated 5,000 records by joining the club repeatedly under phony names.

Luke Webb Henson and his wife, Mrs. Jean Clark Henson, were arraigned on 15 counts of mail fraud before U. S. District Judge James Noel. They were arrested on February 12.

Assistant U. S. Attorney Morton Susman said the indictment covers \$2,187 in records ordered from the club from mid-1960 until mid-1961. He said the records were ordered under 42 different names. Forty-four more orders were not filled by the record club, he said. The U. S. prosecutor said about 5,000 records apparently were involved.

Susman explained that the Columbia Record Club offered five disks to new members for less than \$2.

He charged that the Hensons sent in numerous orders without paying for the records.

In addition, he said, they also got a number of bonus records for inducing "new members"—all phony—to join the club.

The Hensons' attorney, C. Anthony Friloux, said they had no comment on the charges.

## Some Fun in Air As Stations Pull April Fool Stunts

NEW YORK—Disk jockeys and stations had a lot of fun spoofing Top 40 on April Fool's Day last week.

Station KOL, Seattle, replaced its regular Top 40 sheet with an "Original KOL Goof-Off April Fool Project 40" listing, described as "un-fair, un-just, un-believable and phony."

The special Top 40 included such titles as "Slow Twistin'" by Jackie Gleason and Ella Fitzgerald on the Necessity Label, and "I've Got Bonnie by the Throat" on Fang Records.

Various reference marks advised readers that a disk was "coming on weak," "not recommended for adults," "heard last on KOL"; while an "X" indicated "lots of payola on it." Program director John Stone reports "great reaction" to the stunt.

Dale Kemery, WPOP, Hartford, Conn., used the WPOP Top 40 list from March 30, 1949, on his April 1 show. From noon to 6 p.m., Kemery played only the old Top 40 disks. Adding to the confusion, he introduced each disk with the title of a current Top 40 favorite. Although the station's switchboard "was jammed all afternoon with calls from people wanting to know what the nut at WPOP was doing," Kemery didn't let them in on the gag until he signed off with "April Fool."

## Atlantic & Atco Offer Spring Deal

NEW YORK—Atlantic Records and its subsidiary label, Atco, are offering distributors a spring album deal, whereby the distributors will receive one free LP with every seven purchased.

The program, tagged "Spring Will Be a Little Great This Year," runs from April 10 through May 10 and covers both labels' entire catalogs (stereo and monaural) including five new Atlantic releases and two new Atco packages.

The new Atco LP's are by Bobby Darin and Acker Bilk. The new Atlantic release includes packages by Charlie Mingus, Herbie Mann, Laurence Harvey, Slide Hampton, Carl Holmes and the Commanders, and Slide Hampton and his ork.

## Harvey's Picks Up Opry Segment Tab

NASHVILLE—Harvey's, Nashville's largest department store, is sponsoring a portion of "Grand Ole Opry" on Station WSM to promote its new, remodeled record department. The first show was broadcast March 31 and featured country singer Faron Young.

In addition to promoting over-the-counter sales, the "Opry" program will offer listeners the opportunity to purchase country and western records and albums by mail. A special album or package of singles will be offered each week. Young's "Hello Walls" album was featured on the March 31 show. A special bonus of Faron's latest single, "Three Days" b.w. "I Let It Slip Away," and an autographed photograph of the "Grand Ole Opry" artist was given with each order.

Louis Buckley, manager of Harvey's Record Department, said: "With the tremendous upsurge in the popularity of this type of music, plus the convenience of ordering by mail, we feel that we will set a new trend in the merchandising of country and western records and record albums." Buckley, vet-

## Name Benjamin GM for Pye

LONDON—Louis Benjamin has been appointed general manager of Pye Records here and is now in sole charge of the firm's day-to-day operation.

Roger Threlfall, previously joint general manager, has been appointed a director and general manager of Planned Holdings, a subsidiary of Associated Television operating the U. K. Muzak franchise.

Threlfall remains a director of Pye Records and will be available in an advisory capacity to the disk firm which is a half-owned subsidiary of ATV.

## New Dukes Album In A-F Program

NEW YORK — Audio Fidelity Records' spring sales program is highlighted by a special introductory suggested list of \$2.98 on a new set titled, "More Best of the Dukes of Dixieland—Volume 2." To back this part of the plan, a Pre-Pak counter merchandiser containing 10 mono, 10 stereo and 2 free stereo LP's is also offered dealers.

The line is also bringing out four new releases featuring Patachou, Oscar Brand, the Robbinsdale Chorale of Minneapolis, and the Southern Tropical Harmony Steel Band of Trinidad. All these plus the entire catalog of the Dukes and Al Hirt, are available at a 20 per cent discount through May 4.

## MGM Distributes Latest DGG LP's

NEW YORK—The first release of Deutsche Grammophon product under the German firm's new distribution arrangement here with MGM Records, consists of eight packages, according to MGM prexy Arnold Maxin. Under the new distribution plan, disks encased in polyethylene bags will be shipped direct from Germany and will be inserted in American-produced jackets.

The first release includes a complete production of the Carl Orff opera "Antigonae"; A complete "La Boheme" opera disk; a recital by pianist Sviatoslav Richter; four albums of standard material by Mozart, Franck, Brahms and Haydn, plus a recording of German contemporary works.

## Carlton Records Goes Collegiate

NEW YORK—Carlton Records will shortly launch a high-powered promotion drive on the college front through the release of two "live" concert albums, featuring a number of modern and folk singing groups from leading Eastern campuses.

Featured in the new Carlton "Collegiate Sound" series are such names as the Dartmouth Injunaires, Yale Spizzwinks, Harvard Dunster Dunces, Trinity Pipes and Vassar G-Strings, along with groups from Amherst, Wellesley, Pembroke and Mount Holyoke Colleges. Sets, which were recorded earlier this year, carry \$3.98 and \$4.98 tags for monaural and stereo.

eran Nashville record and coin machine man, leases and operates the department. His Buckley's Record Shop is presently the biggest retail record operation in town and will serve as buying headquarters for Harvey's record department.

## Million-Dollar Suit By Ahmad Jamal Against Jet Mag

CHICAGO—Jazz pianist Ahmad Jamal will file a \$1,000,000 suit against Johnson Publications in Circuit Court here charging libel and defamation of character from a series of three articles published by Jet magazine last March.

Jamal's attorney, Lincoln T. Beauchamp, and press representative, Frank Holzfiend, said the artist would ask for a jury trial.

Holzfiend commented that Jamal felt the articles severely injured his enterprises, picturing him as a reckless, careless individual who sacrificed his home life and was not financially responsible.

## Cites Record Income

Holzfiend noted that an important part of Jamal's income came from public performances and records, and anything picturing the artist in a derogatory manner was damaging to his career.

Beauchamp noted that pictures first used by Ebony magazine in a favorable article in October, 1961, were published last March by Jet with different captions implying they were current. Beauchamp said the captions were misleading and harmful to Jamal.

Citing the widespread effect of the Jet article, Beauchamp noted that portions were quoted by a daily newspaper columnist here, who later apologized when told the material was untrue.

## FOLK TALENT & TUNES

• Continued from page 16

Owens and band, Charlotte, N. C., April 28; Charlie Walker, Enid, Okla., April 27; Oklahoma City, Okla., 28, and Marian Worth, Charlotte, N. C., April 28. . . . Johnny Cash's itinerary takes him to Bostonia Ballroom, El Cajon, Calif., April 25; Rose Garden, Pismo Beach, Calif., 26; Anderson Fairgrounds Ballroom, Redding, Calif., 27; Dream Bowl, Napa, Calif., 28, and Garden of Allah, Niles, Calif., 29.

The veteran Al Dexter typewrites that he's back in the saddle again with his new Capitol release, "I Won't Be Number 2" b-w "My Little Heartache." Al worked several shows with his old friend, Tom Perryman, at the Jim Reeves station in Henderson, Tex., recently, and also did two shows for Joe Sulphur Springs, Tex. He works a TV-er at Tyler, Tex., April 27, and April 28 does a show for Junior Perryman at Lindsale, Tex. . . . Vic McAlpin, one of Nashville's better known songwriters, has signed an exclusive writers' pact with Tree Publishing, Nashville. Vic will also serve as a Tree representative, placing material with artists and promoting new releases.

Lester Flatt and Earl Scruggs and their unit will work in concert at the University of North Carolina, Chapel Hill, April 11, and will repeat the stint for the student body at Davidson College, Davidson, N. C., April 28. Saturday night, May 12, finds them at the University of Illinois, Urbana. . . . Rabe Perkins cut a session for Epic Records in Nashville recently, accompanied by the Jordanaires and with music arranged by Grady Martin. Tunes cut were "These Are All Mine," penned by Frankie Bailey; "I Saw a Rainbow," a Walter Bailey original; "You've Never Really Lived," by Perkins in collaboration with Jewel Shuler, and "The Change," written by William Travel and Park Robins.

**THE KINGSTON TRIO**



**SECOND SMASH HIT  
IN A ROW!**

**JANE / JANE / JANE**

**B/W SCOTCH & SODA**



**#4770**

The pick of the new releases:

# SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all records reviewed this week.

# ALBUM REVIEWS

## POP

### THE ELECTRIFYING ARETHA FRANKLIN



Columbia CL 1761 (M) CS 8561 (S)—The title aptly describes this up-and-coming thrush. She has a fine driving style with strong gospel roots, as she has already proved in an earlier album, plus several good singles like "Rock a Bye Your Baby," which is included here. Also here are "I Surrender Dear" and "Rough Lover," her latest single coupling, plus "Lucky Old Sun," "You Made Me Love You," etc. A standout performance that should get much play.

### VICTOR HERBERT ON STAGE



Roger Wagner Chorale and Ork. Capitol T 1707 (M) ST 1707 (S)—A collection of some of Victor Herbert's most popular melodies are handled here in delightful fashion by the Roger Wagner Chorale. The selections include such favorites as "Ahl Sweet Mystery of Life," "A Kiss in the Dark," "Kiss Me Again," "Tramp, Tramp, Tramp" and "Thine Alone." An LP that should have much appeal, especially among older fans. Special price deal will also attract.

### ALL AMERICAN



All Stars. Columbia CL 1791 (M) CS 8591 (S)—Columbia has utilized an ingenious idea to showcase the score of the new Ray Bolger musical comedy. Each tune is accorded instrumental treatment by contrasting artists. The results are eminently programmable for almost any type of station. Line-up includes sides by Andre Kostelantetz, the Dukers of Dixieland, Bobby Hackett, the Banjo Barons, Les Elgart, Marlowe Morris, J. J. Johnson, Lionel Hampton, Art Van Damme, and Jerry Murad's Harmonicats.

## Jazz

### THE SOUND OF SPRING



Ramsey Lewis Trio. Argo LP 693—Intelligent planning and pacing should make this album as big a hit among pop buyers and deejays as with the jazz customers. The album is split into two different moods: Side 1 features the pianist's trio against a string background, while Side 2 shows off the trio alone. With strings the set swings as well as floats, from medium tempo finger poppers to lush ballads ("Blue Spring" and "Spring Is Here" are two outstanding examples). Another knockout track is the funky "Spring Fever" which leads the side featuring the trio alone.

### ANDRE PREVIN AND J. J. JOHNSON



Columbia CL 1741 (M) CS 8541 (S)—The combination of Andre Previn and J. J. Johnson playing Kurt Weill songs is a mighty potent one and this very satisfying disk could do well in both the jazz and hip pop market. Previn gets a chance to show off some very attractive piano work, and Johnson's trombone makes for a warm blend. Tunes include "Mack the Knife," "The Bilbao Song," and songs from other Weill operettas. Supporting the two stars are Red Mitchell on bass and Frank Capp on drums. Strong wax for two markets.

### EARL AFTER DARK



Earl Grant. Decca DL 74188 (S) DL 4188 (M)—Another fine instrumental album from Earl Grant. The organist fits beautifully into the "sweet-with-a-beat" pattern on this set. The slow ballads are played with a strong feeling and with a simple affection for the melody of the standards included. The album is tops for adult dance programming and easy listening formats. Among the better tracks are "Moonlight in Vermont," "Mood Indigo," "Get Out of Town," "All the Way."

### TWIST PARTY VOL. 2



The Ventures. Dolton BST 8014 (S) BLP 2014 (M)—The Ventures' sharp guitar combo sound has resulted in solid chart action with both singles and albums and here's another package of rocking twist rhythms bound to catch a lot of play and counter action. This second in their twist party series offers uptempo eight-to-the-bar versions of "Red Wing," "Swanee River," "Besame Mucho," etc., "good for twisting or any uptempo dancing," as the liner explains.

### GEORGE GREELEY PLAYS GEORGE GERSHWIN



Warner Bros. W 1451 (M) WS 1451 (S)—George Greeley turns his attention to Gershwin on this new release with good effect. He performs a flock of Gershwin favorites with verve, warmth and feeling over lush ork support. Pianist does exceptionally good job with "Someone to Watch Over Me," "Rhapsody in Blue" and "Bess You Is My Woman." "An American in Paris" and "Prelude No. 1" are also on the LP.

### ALL AMERICAN



Various Artists. Columbia KOL 5760 (M) KOS 2160 (S)—Charles Strouse and Lee Adams did fine with their first Broadway outing in "Bye Bye Birdie," and this second work can also grab much attention. The score to the Ray Bolger starring vehicle has its really delightful moments, and Bolger and cohorts, Eileen Herlie, Ron Husman and Anita Gillette, along with a fine chorus, bring them all to life in this book-fold package. Colorful action photos adorn the package inside and out. Should be a fine seller.

## Classical

### FRENCH MUSIC FOR PIANO—FOUR HANDS



Robert and Gaby Casadesus, Pianists. Columbia ML 5723 (M) MS 6323 (S)—Exceptional performance of French music for four hands by Robert and Gaby Casadesus. The works include Debussy's "Petite Suite," Satie's "Three Pieces in Pear Form," Chabrier's three "Valse Romantiques" and Faure's "Dolly." They are played with style and musicianship by the pianist here, and the sound is exemplary.

### BEETHOVEN: SONATA NO. 17 IN D MINOR; SCHUMANN: FANTASIA IN C MINOR.



Sviatoslav Richter. Angel S 35679 (S)—Although this is the fourth or fifth Richter album to come in the past few months, it should sell well, too. It spotlights an exceptional performance by the Russian pianist of Beethoven's "Sonata in D Minor," and Schumann's "Fantasia in C Major." Recording was made in England in the fall of 1961, and the sound is first-rate. Strong classical item.

### PUCCINI: MADAME BUTTERFLY



Andre Kostelantetz and His Orchestra. Columbia CL 1787 (M) CS 8587 (S)—Here's another solid package by Kostelantetz with strong appeal for beginning collectors and opera music fans. The lush instrumental treatment of the romantic Puccini score should meet with the sock sales success enjoyed by Kostelantetz' previous Opera-for-Orchestra versions of various works.

### SCHUBERT: SYMPHONY NO. 9 IN C MAJOR



Philharmonic Orchestra (Klemperer). Angel S 35946 (Stereo)—Klemperer's view of this symphony is on a grand and noble scale, with tempos very much on the slow side, as is his wont. While many prefer a brisker attack, there is a huge following for whom the Klemperer approach is above reproach, and they will certainly be attracted to his version of one of the greatest of all symphonies. Should be a strong item.

(Continued on page 40)

## \*\*\* STRONG SALES POTENTIAL

\*\*\* THE FLEETWOODS SING THE BEST GOODIES OF THE OLDIES VOL. 1 Dolton BST 8011 (S) BLP 2011 (M)—The two-girl, one-boy group turns its pleasant, crooning type harmony sound to a selection of the most memorable hits of the rock and roll era. Each of the three gets a chance to shine in the lead spotlight on the selections, which include such as "Earth Angel," "To Know Him Is to Love Him," "Eddie My Love," "Tears on My Pillow," etc. Strong performances, all with neat backings. Reading of Rick Nelson's big hit, "Poor Little Fool," would have a good chance as a single.

\*\*\* DON'T MESS WITH TESS Teresa Brewer. Coral CRL 757414 (S) CRL 57414 (M)—Tessie takes a turn at some fine old standards here and hands them some mighty feelingful performances. She's neatly backed by some sharp band arrangements, featuring brass, vibes and solid spots of sax work. Tunes include "I Cried for You," "Some of These Days," "Down With Love," etc. Good wax.

\*\*\* ALL-STAR SPECTACULAR Various Artists. Reprise R 6028 (M) R 9 6028 (S)—An excellent sampler here of Reprise artists. Naturally enough, the all-star line-up is led by the boss Frank Sinatra singing "The Second Time Around," and there are other vocal tracks by Dean Martin, Al Hibbler, and Sammy Davis Jr.

(Continued on page 43)

## 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.

# DEALERS DEMAND—



LN 24001 / BN 26001 Stereorama

The exciting album debut for  
the star of TV's Route 66—

# GEORGE MAHARIS

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

# SINGLES REVIEWS

**★★★★ STRONG SALES POTENTIAL**

**Pop**

DION



**LOVERS WHO WANDER** (Disal, ASCAP) (2:20)—**(I WAS) BORN TO CRY** (Disal, ASCAP) (2:25)—Here's another waxing that could be a smash for Dion. It features a catchy tempo reminiscent of the singer's hit "Run-around Sue" and a sock performance by the lad. Flip is a driving rocker with exciting vocal and pounding ork backing. **Laurie 3123**

BILL BLACK



**TWISTIN' WHITE SILVER SANDS** (Sharina, BMI) (2:22)—**MY BABE** (Arc, BMI) (2:15)—One of Black's first singles hits is wrapped up by the combo in a solid, twisting instrumental tempo with strong solo work by organ and horn. "My Babe," an r.&r. hit a few years ago, is handed a standout, low-down rocking reading by the group. **Hi 2052**

PAT BOONE



**QUANDO, QUANDO, QUANDO (TELL ME WHY)** (Witmark, ASCAP) (2:41) — Pat Boone chants with warmth and feeling on an attractive foreign ditty with a good English lyric. A strong follow-up to his current hit single. Flip is "Willing and Eager" (Williamson, ASCAP) (2:53). **Dot 16349**

BEN E. KING



**DON'T PLAY THAT SONG** (Progressive, BMI) (2:38)—Here's a potent side by King, which could be another big one for the singer. He sings out in solid dramatic style on a moving ballad with effective lyrics. Watch it. Flip is "Hermit of Misty Mountain" (Home Folks, BMI) (2:18). (This disk was inadvertently listed as a four-star review instead of a spotlight last week.) **Atco 6222**

JIM REEVES



**ADIOS AMIGO** (Randy-Smith, ASCAP) (2:20)—**A LETTER TO MY HEART** (Tuckahoe, BMI) (2:39) — An appealing Western-flavored tune, "Adios Amigo," is warbled with feeling and tenderness by Reeves. Flip is a moving weeper, performed with taste and sincerity. Both sides are strong. **RCA Victor 8019**

DUANE EDDY



**DEEP IN THE HEART OF TEXAS** (Melody Lane, BMI) (1:57)—**SAINTS AND SINNERS** (Linduane, BMI) (2:10)—Eddy's first side for the label could be his biggest waxing in some time. "Deep in the Heart of Texas" spotlights a driving, rocking instrumental treatment of the oldie, while flip is in the gospel-Salvation Army groove with fine chorus and rhythm support. Eddy's standout guitar work is featured on both sides. **RCA Victor 7999**

DINAH WASHINGTON



**DREAM** (Goldsen, ASCAP) (2:22)—**SUCH A NIGHT** (Raleigh, BMI) (2:25)—The Queen is back with strong versions of two oldies here, and she makes the most of both of them. "Dream" is handled in Dinah's pretty fashion, while "Such a Night" gets a punching vocal over catchy backing by the Quincy Jones crew. **Mercury 71958**

TEDDY RANDAZZO



**TEEN-AGE SENORITA** (Almimo, BMI) (2:34)—This is the best side Teddy Randazzo has had in months and it could turn into a solid hit. He sells the attractive song with warmth over a bolero - tinged backing handled smartly by the large string ork. Flip is "U. S. Mail" (South Mountain, BMI) (2:17). **ABC-Paramount 10312**

DANTE AND HIS FRIENDS



**MISS AMERICA** (Brunswick, BMI) (2:21)—A solid teen dance item is sung with feeling by Dante and the group here. Side rocks all the way and the combo backs the singer with a pounding beat. Flip is "Now I've Got You" (Travis, BMI) (2:19). **Imperial 5827**

RICHIE BARRETT



**TRICKY DICKY** (Trio, BMI) (2:12)—**SOME OTHER GUY** (Trio, BMI) (2:19)—Richie Barrett bows on the label with two pulsating performances that could both turn into solid hits. Top side is a rocking blues with an infectious rhythm about a guy who escapes from jail; flip is another catchy effort also in the blues vein. Barrett acquires himself creditably on both. Disk was produced by Leiber & Stoller. **Atlantic 2142**

ROY AND THE ORIGINAL JONES BOYS



**THE GLIDER** (Skidmore, ASCAP) (2:20)—Here's a wild and happy version of a new tune about a teen dance called "The Glider." Potent vocal work from Roy and bright instrument work from the band makes this a powerful dinking for the young set. Flip is "My Moon Is Hanging Low Tonight" (Skidmore, ASCAP) (2:24). **Smash 23255**

BOBBY RYDELL—CHUBBY CHECKER



**SWINGING TOGETHER** (Kalmann, ASCAP) (2:22)—**TEACH ME TO TWIST** (Kalmann, ASCAP) (2:27) —From the best selling Rydell-Checker album issued last December comes this swinging pairing showing off the boys on two bright rockers. They both get a chance to show off their vocal styles on "Swinging Together" and Chubby tells Bobby how to twist on the flip. Solid teen wax, and strong programming material. **Cameo 214**

**Country & Western**

WEBB PIERCE



**CRAZY WILD DESIRE** (Cedarwood, BMI) (2:21)—**TAKE TIME** (Cedarwood, BMI) (2:00)—Both of these sides could keep Pierce on the country charts for a long time and they could get pop action as well. "Crazy Wild Desire" is a potent weeper handed a sincere vocal by Webb; the flip, a bright novelty, also is sold brightly by the chanter. **Decca 31380**

**SPECIAL MERIT SINGLES**

**Pop Disk Jockey Programming**

LEROY HOLMES

★★★★ **LOVE THEME FROM "LOLITA"** (Chappell, ASCAP) (2:34)  
 ★★★★★ **LOOK NO FURTHER** (Williamson, ASCAP) (2:44) **MGM 13070**

NESTOR LA BONTE

★★★★★ **TWISTIN' CRICKET** (Sprite, BMI) (1:53) **Arvee 5053**

JIMMY NORMAN  
 ★★★★★ **I Don't Love You No More (I Don't Care About You)**—LITTLE STAR 113—Norman shouts this blues, telling his chick that he's put her down. A rocking performance with horns punctuating the rhythm pattern. (Hidle, BMI) (2:30)  
 ★★★★★ **Tell Her for Me**—Same comment. (Hidle, BMI) (2:35)

SCOTT ROMAN  
 ★★★★★ **Jenny Kissed Me** — TERRACE 7504—Pleasant ballad is sung with charm by the lad over simple backing. Worth spins, and has a chance to make it—good wax. (Jack Gold, ASCAP) (1:50)

★★★★ **Shining Star** — Another listenable reading by the chanter, again on a pretty ballad. Lad could get radio station play with these well made sides. (Gold, ASCAP) (2:05)

DON SCHROEDER  
 ★★★★★ **My Kind of Woman**—PHILIPS 40004—Schroeder, a new chanter, has a nasally, country twang to his style here as he sings a medium beat rocker. Chick chorus adds plenty of flavor. Side has a chance. (Cape Ann, BMI) (1:56)

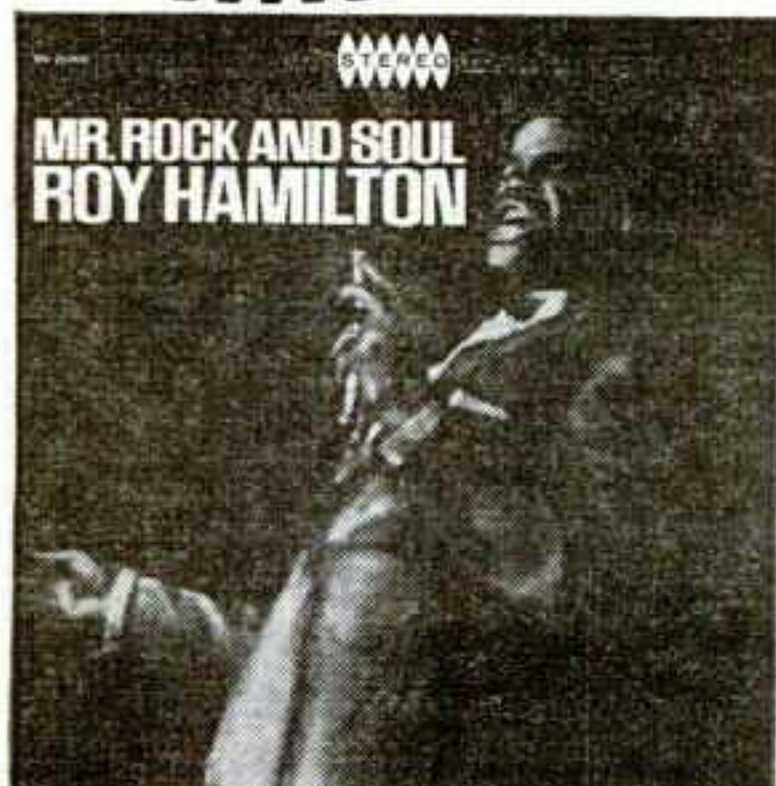
★★★★ **Quicksand**—An interesting demonstration of the hiccup vocal technique. Chick  
 (Continued on page 38)

**SINGLES REVIEW POLICY**

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**DELIVERS!** (ASK YOUR EPIC DISTRIBUTOR ABOUT THE 30 FOR 20 DEAL—IT'S A CLASSIC!)



LN 24000 / BN 26000 Stereorama

An album of blues, big band swing and current pop from "Mr. Rock and Soul"—

## ROY HAMILTON

THE NATION'S TOP TUNES

# HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING APRIL 14

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	JOHNNY ANGEL	By Pockriss-Duddy—Published by Pgt (ASCAP)	5
2	3	GOOD LUCK CHARM	By Aaron Schroeder-Wally Gold—Published by Gladys, (ASCAP)	4
3	6	SLOW TWISTIN'	By Jon Sheldon—Published by Woodcrest (BMI)	5
4	12	MASHED POTATO TIME	By Mann-Lowe—Published by Rice-Mill (BMI)	4
5	5	MIDNIGHT IN MOSCOW	By Soloviev-Sedoi-Matusovosky-Ball—Published by Melody Trails (BMI)	9
6	8	YOUNG WORLD	By Jerry Fuller—Published by Four Stars (BMI)	4
7	11	LOVE LETTERS	By V. Young-E. Heyman—Published by Famous (ASCAP)	5
8	2	DON'T BREAK THE HEART THAT LOVES YOU	By David-Murry—Published by Francon (ASCAP)	8
9	4	HEY! BABY	By Cobb-Channel—Published by LeBill (BMI)	10
10	17	LOVER, PLEASE	By Bill Swan—Published by Lyn-Lou (BMI)	3
11	10	LET ME IN	By Y. Baker—Published by Arc-Kae Williams (BMI)	9
12	13	LOVE ME WARM AND TENDER	By Paul Anka—Published by Spanka (BMI)	4
13	27	SOLDIER BOY	By Luther Dixon-Florence Green—Published by Ludix (BMI)	2
14	9	WHAT'S YOUR NAME	By Claude Johnson—Published by Hill & Range (BMI)	7
15	14	TWISTIN' THE NIGHT AWAY	By Cooke—Published by Kags (BMI)	7
16	7	DREAM BABY	By Cindy Walker—Published by Combine (BMI)	7
17	25	SHOUT	By Isley Brothers—Published by Wemar-Nom (BMI)	2
18	24	DEAR ONE	By Finneran-Finneran—Published by Maureen (BMI)	2
19	16	PLEASE DON'T ASK ABOUT BARBARA	By Buchanan and Keller—Published by Aldon (BMI)	4
20	—	STRANGER ON THE SHORE	By Bilk-Young—Published by Mellin (BMI)	1
21	18	COME BACK SILLY GIRL	By Barry Mann—Published by Aldon (BMI)	6
22	—	CINDERELLA	By J. Ross-E. Nemeth—Published by Vin-Sun (ASCAP)	1
23	—	TWIST, TWIST SENORA	By Guida-Barge-Royster—Published by Rock Masters (BMI)	1
24	30	SHE CAN'T FIND HER KEYS	By Alfred-Gold—Published by Arch (ASCAP)	2
25	—	SHE CRIED	By G. Richards-T. Daryll—Published by Trio (BMI)	1
26	22	NUT ROCKER	By Kim Fowley—Published by Fowley (BMI)	3
27	28	YOU BETTER MOVE ON	By Arthur Alexander—Published by Keva (BMI)	2
28	15	DUKE OF EARL	By Williams-Edwards-Dixon—Published by Conrad (BMI)	12
29	20	SHE'S GOT YOU	By Hank Cochran—Published by Pamper (BMI)	7
30	21	I'VE GOT BONNIE	By Gerry Goffin-Carole King—Published by Aldon (BMI)	5

## RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. JOHNNY ANGEL**—Shelley Fabares, Colpix 621.
- 2. GOOD LUCK CHARM**—Elvis Presley, RCA Victor 7992.
- 3. SLOW TWISTIN'**—Chubby Checker, Parkway 835; Clark Dale, Operators 2009.
- 4. MASHED POTATO TIME**—Dee Dee Sharp, Cameo 212.
- 5. MIDNIGHT IN MOSCOW**—Aimable Ork, GNP 180; Kenny Ball, Kapp 422; Jan Bergens, London 10503; Teddy Buckner, GNP 180; Troy Walker, GNP 179.
- 6. YOUNG WORLD**—Rick Nelson, Imperial 5805.
- 7. LOVE LETTERS**—Ketty Lester, Era 306; Val Palmer, Operators 2011.
- 8. DON'T BREAK THE HEART THAT LOVES YOU**—Connie Francis, MGM 13059.
- 9. HEY! BABY**—Bruce Channel, Smash 1731; Ban-Lone, Fidelity 4051.
- 10. LOVER, PLEASE**—Clyde McPhatter, Mercury 71941; Dennis Turner, Louis 2002.
- 11. LET ME IN**—Sensations, Argo 5405.
- 12. LOVE ME WARM AND TENDER**—Paul Anka, RCA Victor 7977.
- 13. SOLDIER BOY**—Shrelles, Scepter 1228.
- 14. WHAT'S YOUR NAME**—Don & Juan, Big Top 3079; Ray Garnett, Operators 2010.
- 15. TWISTIN' THE NIGHT AWAY**—Sam Cooke, RCA Victor 7983.
- 16. DREAM BABY**—Roy Orbison, Monument 456.
- 17. SHOUT**—Joey Dee and the Starliners, Roulette 4416; Isley Brothers, RCA Victor 7588.
- 18. DEAR ONE**—Larry Finnegan, Old Town 1113; Darrell McCall, Philips 40015.
- 19. PLEASE DON'T ASK ABOUT BARBARA**—Bobby Vee, Liberty 55419.
- 20. STRANGER ON THE SHORE**—Mr. Acker Bilk, Atco 6217; Sammy Gardner, Norman 517.
- 21. COME BACK SILLY GIRL**—Lettermen, Capitol 4699.
- 22. CINDERELLA**—Jack Ross, Dot 16333.
- 23. TWIST, TWIST SENORA**—Gary (U. S.) Bond, LeGrand 1018.
- 24. SHE CAN'T FIND HER KEYS**—Paul Peterson, Colpix 620.
- 25. SHE CRIED**—Jay and the Americans, United Artists 415; Ted Daryll, Utopia 1003.
- 26. NUT ROCKER**—B. Bumble and the Stingers, Rendezvous 166; Jack B. Nimble and the Quicks, Dot 10319.
- 27. YOU BETTER MOVE ON**—Arthur Alexander, Dot 16309.
- 28. DUKE OF EARL**—Gene (Duke of Earl) Chandler, Vee Jay 416; Timmy Reynolds, Operators 2008.
- 29. SHE'S GOT YOU**—Patsy Cline, Decca 31354.
- 30. I'VE GOT BONNIE**—Bobby Rydell, Cameo 209.

WARNING—The title 'HONOR ROLL OF HITS' is a registered trade-mark and the listing of the hits has been copyrighted by Billboard Music Week. Use of either may not be made without Billboard Music Week's consent. Requests for such consent should be submitted in writing to the publishers of Billboard Music Week at 1564 Broadway, New York 36, N. Y.

## NIGHT CLUB REVIEWS

### Shani Wallis Has a Knowing Way

Shani Wallis, a pert redhead from London, demonstrated a smartly sophisticated act and a knowing way with special material in her opening last week in the Hotel Plaza's Persian Room. The gal also showed solid, musical-comedy slanted vocal talent, a bit reminiscent of Julie Andrews, despite a serious bout with laryngitis, an affliction which seems to befall every British night club artist to hit these shores.

Miss Wallis has had a load of experience on the musical stage in both London and Australia, performing leads in a number of exported American vehicles and her selection of tunes from these, including, "How Are Things in Glocca Morra," "Wish You Were Here" and "Just in Time," drew an enthused reception.

There's a neat sprinkling of saucy special material numbers which pleased, too, although some of the lines sailed right over the heads of the Persian Room patrons. A saga of a stripper, done as a parody of "Surrey With the Fringe on Top," was a highlight. Gal is pretty and has an abundance of talent, and her disk activity has been limited so far to the Philips label in Britain, with no exports here. With more exposure, particularly on TV, she'd be a good bet for Stateside diskers as well.

Ren Grevatt

★ ★ ★

### Bruce Still Gives No Quarter

The paradox that has caused so much controversy to swirl around the head of Lenny Bruce continues. In his current Village Vanguard performance, the comedian-crusader with a penchant for expressing himself in vivid language, gives no quarter to his critics.

He continues to preach against suppression of the individual liberties in its many forms, using his colorful patois and quick, incisive imagination to illustrate the absurdities and contradictions of contemporary norms in hilarious terms. There is the feeling, however, that some of the really funny stuff is broiled to a grotesque turn, something that shocks and pleases the very people Bruce is crusading against, and fills his admirers with embarrassed concern for his obvious public self-analysis. Through it all Bruce remains in a league by himself, a man with lightning wit, graphic imagination, and a deep sensitivity for humanity.

Jack Maher

## MUSIC AS WRITTEN

Continued from page 16

extra Mitch Miller commitments. . . Tim Tormey, former branch manager of Cosnat Records, has established his own Ricky label. His first release is "Need You" featuring Johnny Jack, and the platter was selected by KQV as its "Pick of the Week."

Tormey is also producing a second "Groove Spectacular" starring Porky Chedwick, the WAMO deejay, at the Civic Arena May 11. Already set for it are Jackie Wilson, Hank Ballard, the Shirelles, the Drifters, the Coasters, Jerry Butler, the Flamingos, the Skyliners, the Marvelettes, the Jive Five and Big Maybelle. . . Chuck Payne, former local singer, has returned home for a few days to promote his latest ABC-Paramount platter, "Ripple in the Stream." . . Fats Domino will headline the "Biggest Show" at Syria Mosque May 4 with Bob Baltz in charge of promotion. The bill will also feature Brook Benton, the Duke of Earl, Bruce Channel, Don Juan, the Impressions, Marie Knight and Lou Parks' Twisters.

Leonard Mendlowitz

### Philadelphia

Mrs. Gloria Gold, wife of Common Pleas Court Judge Joseph Gold, formed her own Gee Gee Record Company with Eddie Dano cutting "My World" for the initial release. She also set up a companion Gee Gee Publishing Company, with Gus Van signatored to cut an album of oldies for the label. . . Topa Records Company makes for still another local label, set up by music-makers John Papola and C. James Todaro. . . It was a girl in the Jefferson Hospital for record distributor Ed Barsky. . . Joseph P. DeLoggio combines books and records to set up a new dealership at 6219 Lancaster Street as P. M. Records and Books.

Maurie H. Orodanker

### Chicago

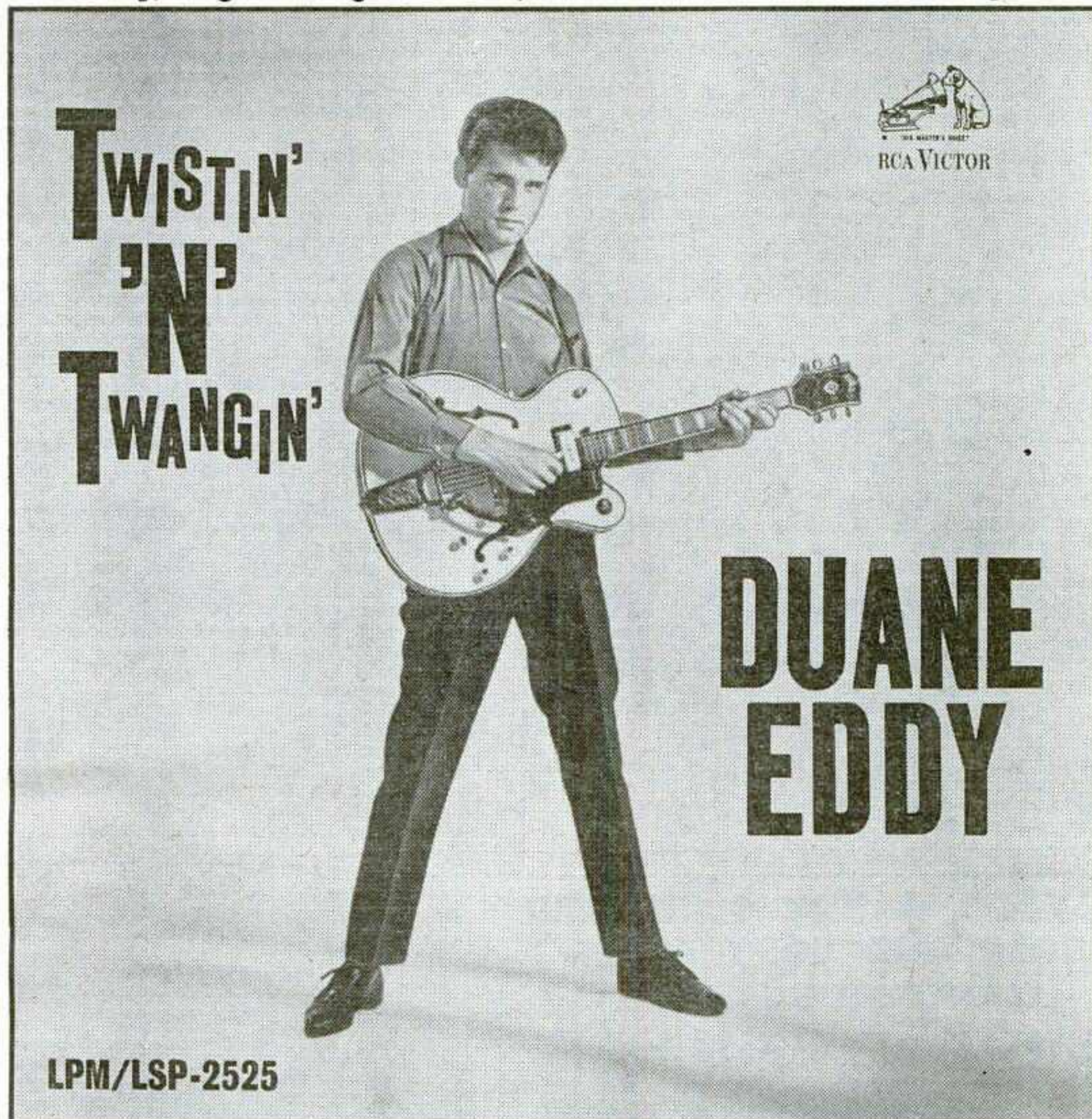
Broadcasters from around the country converged on Chicago for the annual National Association of Broadcasters convention last week. United Film and Recording Studios here handled recording of all proceeds including addresses by Edward R. Murrow, Leroy Collins and Newton Minow. . . Potter Distributing Company takes on the new Firma Records line here. . . Andy Anderson's Record Center is fully settled into its new quarters on North Pulaski Avenue. . . William A. Larson takes over as general manager of Admiral's sales division here. . . Mercury's Ben Wood hopped from the classics to pop, squiring Minneapolis Symphony conductor Stanislaw Skrowaczewski around the city and later pop artist Brook Benton, who opened at Roberts' Show Lounge. . . Bobby Vee and the Shadows spent two days recording at Sara Sound Studios in Sauk City, Wis. . . Cuca recording artist Sharon Arnold made her stage debut on the Johnny Cash show in Madison recently. . . Mort Sahl returns to Mister Kelly's April 9. . . Ramsey Louis and his trio open at the London House April 10.

Nick Biro

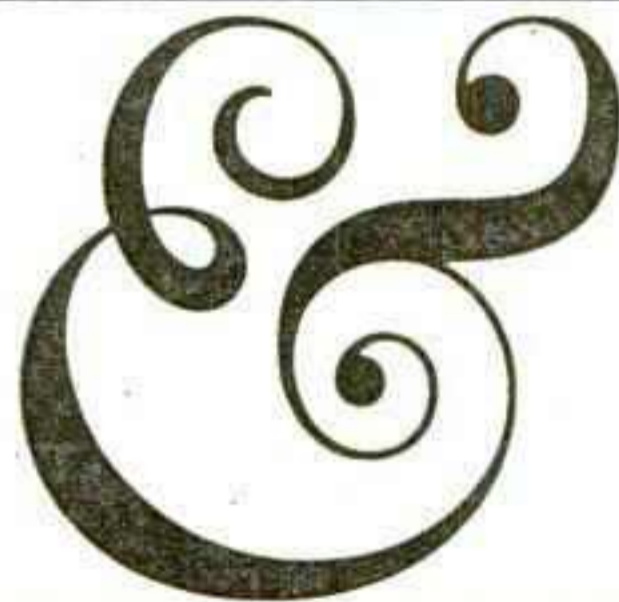


# EXPLOSIVE NEW ALBUM!

Duane Eddy, 'King of the Big Beat Guitar,' takes the Twist and makes it teen dynamite!



Available in Living Stereo and Monaural Hi-Fi





*a swingin' new single!*

## **"DEEP IN THE HEART OF TEXAS" #7999**

Duane gives the pop favorite a sparkling new "twang" that will take it right back to the top!

**ORDER BIG ON BOTH!**  
**DUANE EDDY NOW EXCLUSIVELY ON**  
**RCA VICTOR**

 THE MOST TRUSTED NAME IN SOUND 

Order now... Take advantage of RCA Victor's Once-a-Year Discount Days! (Offer ends April 15, 1962)

# Accounting Firm Sues Connie Francis

Continued from page 4

of additional monies found to be due to the defendant from MGM Records as a result of said audit."

The auditors' report was delivered to Miss Francis during the latter part of last October and covered the period September 1, 1958, to February 28, 1961. The complaint alleges: "That the said report disclosed, without considering foreign royalties or other sales of records, that the defendant's royalty statements from MGM Records were understated in the amount of \$100,762.09 and that the defendant had a valid claim against MGM Records in that amount. Foreign royalties and royalties from other sales due to the defendant from MGM Records over and above those credited to her, total the sum of \$30,000.

**Neglected Claim**  
"Defendant has refused, neglected and omitted to prosecute her claim against MGM for unpaid royalties and upon information and belief she has surrendered her right to such unpaid royalties so as to enable her to secure a renewal recording contract with MGM Records on favorable terms." It may be noted that the singer signed a renewal contract with MGM last January which includes a high guarantee, five-year diskling pact, plus a movie production firm, Franmet Productions, of which she and MGM are co-owners.

**The Allegation**  
The complaint then alleges that "such surrender by defendant of her said claim against MGM Records contravenes and derogates plaintiffs' rights to the contingent

fee agreed upon. As a result ... there became due and owing to the plaintiffs the sum of \$32,690.52, 25 per cent of the unpaid royalties disclosed by the audit and of the foreign royalties and of the royalties from other sales, the audit of which plaintiffs were prevented from completing by the defendant." The plaintiffs seek a judgement of the full \$32,690.52, with interest from January 5, 1962, together with costs and disbursements of the action.

In an affidavit, Paul Orland, partner of the auditing firm, Orland & Chase, claimed that the \$100,762.09 amount due Miss Francis as substantiated by the audit, consisted of three parts: "A. Rate differential. It was determined that by using erroneous royalty rates ... royalty payments to the defendant were understated by \$32,586.44.

"B. Free goods. It was determined that as a result of MGM policy of not paying royalty on records distributed as 'free goods' defendant had been severely damaged. In the guise of record promotion, large quantities of records had been given away without charge. Amounts of such records all indicated that same were not distributed for promotion purposes but were actually price adjustments and were subject to royalty payment to defendant. The amount due defendant as a result of said practice totaled \$65,834.26.

"C. Records omitted. It was determined that royalties paid to defendant for one long-playing recording entitled "Christmas in My

# Int'l Radio Show Beams Pop Music

NEW YORK—A new international radio show, highlighting discussion and playing of American pop single and album product, and including extensive interviewing of top celebrities and show business personalities, made its bow here last week.

Show, emceed by Sandy Lesberg, is being aired an hour a day, five days a week, on WRUL, international shortwave station with studios here and transmitter facilities in Scituate, Mass. Broadcasts emanate from the Penthouse Club on Central Park South.

The show, produced by Sandy Lesberg Productions and directed by Lawrence Jacobson, is expected to be heard in a total of 109 countries throughout the world. On one show each week, there'll be a discussion of top-selling records, as well as new breakout and spotlight pick disks as prepared by Billboard Music Week.

"Heart" were at the rate of one-half the records sold, resulting in an underpayment of \$2,341.39."

**Sees Scheck**  
Orland also noted in the affidavit that he had seen the singer's manager, George Scheck, early this year, "and he confirmed that a new contract on particularly favorable terms had been procured by him for Miss Francis from MGM Records. He further admitted that such terms had been procured by his agreeing on behalf of the defendant not to press for full payment of all royalties found owing as disclosed by plaintiffs' audit," the affidavit says.

# NEWS REVIEW

## 'Golden Years' Is Golden Billie

A lot of jazz collectors, mainly over 30, are going to flip when their eyes light on Columbia's newly issued three LP set called "Billie Holliday: The Golden Years." Golden it is and golden it will remain for many years to come, for this is a fine package of Lady's great years, when her voice was at its peak and her style was influencing (as it has continued to do) so many fem jazz and pop stylists.

The album covers Lady's era from 1936 to 1941, plus her first two recordings from 1933 as well. The diskings were originally recorded for the old Vocalion, Brunswick, and Okeh labels, with occasional Columbia sides and two or three previously unreleased airchecks.

Backing Billie on these records are the greats among the jazzmen, including, of course, Teddy Wilson, and Lester Young, as well as Bunny Berigan, Buck Clayton, Roy Eldridge, Benny Goodman, Artie Shaw, Jonah Jones, Jo Jones, Cozy Cole, Hot Lips Page, Tab Smith, the two Teagardens, Ben Webster, and many, many more.

Although some of Billie's greatest sides are not in this album, there are enough sides of the fine Billie to satisfy even her most devoted fans. All told there are 48 sides in the collection, including her first recording (with the Benny Goodman crew) "Riffin the Scotch" and "Your Mother's Son-in-Law." And there are "Them There Eyes," "That's Life I Guess," "The Mood That I'm In," "Romance in the Dark," "Long Gone Blues," "God Bless the Child," "Some Other Spring," "The Man I Love" and "Gloomy Sunday." Unreleased airchecks with the Count Basie ork include a fine version of "I Can't Get Started" which spots a Pres and Billie duet.

With the album is a booklet with many photos and a preceptive commentary on Billie's life by jazz critic Ralph Gleason. John Hammond, who oversaw the project, adds a pertinent introduction. The set was produced by Frank Driggs. This worthwhile Columbia release should find a lot of approval in the marketplace.

**"Billie Holliday: The Golden Years" — Columbia C3L (3-12" LP's) Mono only.**  
Bob Rolontz

## Atlantic Buys Gerald & Le Monde Masters

NEW YORK—Atlantic Records has purchased two more masters. The label will handle national distribution on a single by Lyn Earlinton on the Le Monde label and "Love Twist" by Johnny Jenkins and the Pinetoppers on the Gerald label.

The Le Monde disk ("My Last Phone Call" backed by "Love Drops") will remain on the Le Monde label, but will be handled by Atlantic distrib. The Gerald platter, listed by BMW this week as "Regional Breakout" in Atlanta, will be released this week on the Atlantic label.

## Columbia Distrib

Continued from page 4

Corporation. Don Doughty is the new promotion manager for Hartford, joining CRD after a stint with Roskin Distributors in East Hartford.

Manager of the Rochester branch is Bill Gross, former operations manager of the Baltimore branch. Ron Piccolo is the new operations manager of Rochester, joining Columbia after four years as operations manager of Capitol Records in Buffalo.

# Ishlon Resigns Columbia Post

NEW YORK — Debbie Ishlon resigned her post as head of creative services at Columbia Records last week. She had been with Columbia for 15 years, and was in charge of the publicity, art, sales promotion, advertising and literary activities of the label for the past two years. She was named head of the firm's public relations department, and was made head of creative services in 1959.

The first novel penned by Miss Ishlon, "Girl Singer," has been taken on option by Connie Francis as a movie vehicle in which the thrush will star. Miss Ishlon is now working on a second novel. There is a possibility that she will handle special projects for Columbia. Miss Johnson's future plans are expected to be announced shortly.

Upon Miss Ishlon's resignation, Goddard Leiberson, Columbia president, took over the reins of the creative services department. Reporting to him are all departments of creative services, including the art and literary departments headed by Bob Cato, the advertising and sales promotion departments headed by Morris Baumstein, and the public relations department headed by John Kurland.

# J. Mathews Joins Valando Pub Firm; Centers on Shows

NEW YORK — Joe Mathews, 13-year veteran of the sales and promotion wings of Capitol Records, joined forces last week with publisher Tommy Valando. Mathews will head up all of the various Valando music enterprises, including Sunbeam, Laurel and Valando music publishing firms, freeing Valando himself to pursue the firm's expanding interests, particularly in the Broadway show field.

Jay Morgenstern and Arnold Goland will continue in their respective posts of business manager and arranger-composer of the firms. Artie Valando, for some time associated with his brother in the operation, recently exited to start his own firms.

Valando has been increasingly active in recent years in the legit musical field, with such outings as "Body Beautiful," "Tenderloin," "Fiorello," "Little Mary Sunshine," "Mr. Wonderful" and "A Family Affair." The Pulitzer-prize winning "Fiorello" blazed a new trail of Broadway success for BMI show scores.

Mathews announced that plans for the coming season include a new musical "The Old Country," by Jerry Bock and Sheldon Harnick, writers of the "Fiorello" and "Tenderloin" scores, and a musical, "The Student Gypsy," by Rick Besoyan, cleffer of "Little Mary Sunshine."

Additional show projects include a musical, "Simon Says," by Fred Ebb and Paul Klein; a Michael Brown musical, "Is There Intelligent Life on Earth," and a new show by John Kander and Bill and Jim Goldman, writers of the recent "Family Affair."

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  - Phono-Radio-Tape Distributors
- SPECIALTY RECORDS

- RECORD MFG., SERVICES, SUPPLIES & EQUIPMENT
  - Containers, Shipping Supplies & Services
  - Designing, Printing, Lithography
  - Pressing, Plating
  - Record Promotion & Publicity
  - Recording Facilities & Supplies
- RECORD ACCESSORIES AND DEALER FIXTURES

- USED COIN MACHINE EQUIPMENT, PARTS & SUPPLIES
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STANDARD RATE	\$1.35	\$1.30	\$1.25	\$1.15

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LARRY ELGART & HIS ORCHESTRA**



21 microphones mean the ultimate in sound separation  
21 microphones mean the cleanest definition of instruments  
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**21 CHANNEL SOUND**



**10% Discount!**

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**E/SE4028**

***There's never been anything like it!***

21 CHANNEL SOUND is NEW, it's EXCITING, and it's ALL MUSIC! The finest equipment available to the recording industry today — and some designed for tomorrow — was used to perfect this new, dramatic recording technique. A total of 21 microphones and 21 separate recording channels results in records of unprecedented dynamics, acute separation, amazing depth, startling movement, and vivid definition. You just haven't heard Stereo until you've heard MGM's 21 CHANNEL Stereo!

Packaged in glossy, open-fold jackets with detailed notes, technical data, and illustrations. Records are pressed under MGM's famous quality control. Also available in hi-fi Mono. Backed by full-scale national exploitation.

See your MGM Distributor for details.

**21 CHANNEL SOUND!**  
David Rose and His Orchestra **E/SE4004**

**NEW & EXCITING LATIN SOUNDS**  
Manuel and His Strings **E/SE4029**



**MGM  
RECORDS**



**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.

**DEE DEE SHARP  
(Cameo)**



**PERSONAL MANAGERS:** Henry Colt and Kal Mann. **BOOKING OFFICE:** GAC. **REAL NAME:** Dione LaRue. **BIRTHDAY:** September 9, 1945. **HOME TOWN:** Philadelphia. **EDUCATION:** Presently a junior in high school. **HOB-BY:** Driving. **BACKGROUND:** Young Dee Dee Sharp started her vocal career, as many others have, by singing in a church choir—her grandfather's—at an early age. An apt pianist, Miss

Sharp took lessons for a year, and with two girl friends began to make demos for various companies as the background vocal group and piano player. Cameo Records found her when in answer to a newspaper advertisement for a "girl who could read music, play piano and sing." Dee Dee Sharp was hired to do the background for a Cameo demo disk. But it wasn't until months later, when Cameo chief, Bernie Lowe, heard the gal and favored her swinging vocal styling that she was signed to a contract and produced a hit single on her first waxing.

**LATEST SINGLE:** "Mashed Potatoes" is the name of Dee Dee Sharp's hit debut disk. It is currently making great strides on the Hot 100. **LATEST ALBUM:** The teen-age thrush's first LP, tagged "Mashed Potatoes," of course, will be released in the near future.

**JOHN D. LOUDERMILK  
(RCA Victor)**



**AGE:** 26. **HOME TOWN:** Durham, N. C. **EDUCATION:** High school. **BACK-GROUND:** Loudermilk inherited his musical ability from his mother, who played guitar and taught John D. to play the ukulele, one he built himself when he was only 8. Two years later, he was singing and playing the guitar on a local morning radio program. In high school the young lad recruited four friends and organized a band called the Pine Toppers. In addition to playing guitar, the boys learned to juggle and became the hit attraction of the county. After graduation from high school, however, the group dispersed and Loudermilk and his guitar began touring. In 1954 he abandoned his travels and took to television, where he soon was performing in a small combo in addition to his production chores. It was during this time that he got the bug for writing and came up with such hit tunes as "A Rose and a Baby Ruth," "Sittin' in the Balcony" and "One Thousand Concrete Blocks," and others. The versatile artist was soon signed to a recording contract. He was pacted to the Columbia label before his current contract with RCA Victor Records.

**LATEST SINGLE:** His second single for Victor to hit the Hot 100 is titled, "Thou Shalt Not Steal." **PREVIOUS HIT:** "Language of Love."

**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 suggestions for manufacturers on original-cast and/or sound-track albums?**

**THE ANSWERS**

**ABRAM CHASINS  
WQXR, New York**

Too few supply sufficient or even accurate information. I would ascribe this to the hast with which such albums are produced, and also that liner notes are written before the LP's have been executed. Often the liner notes and the labels do not jive. Dates are too often either missing or inaccurate. The same is true of timings. Sometimes selection are used that have words in questionable taste, and therefore become unusable to radio stations with high standards. As for sound-track music, especially from foreign films, we often find unresolved harmonies at the end of selections, faded out due to the necessities of dialogue or action.



**DR. ABE LAUFE  
KDKA, Pittsburgh**

I would suggest the following:  
1. Include names of the performers of each song on the jacket as well as on the record. 2. If possible, record songs in the order of appearance in the show. 3. Whenever possible, include the overture and/or entre-act music, particularly when emphasized as melody. 4. Songs which depend on gestures or stage movements come more alive if cover notes include explanations.



**VOX JOX**

By JUNE BUNDY

**GIMMIX:** Station WSB, Atlanta, recently asked its listeners to guess how many disks it took to make up 40 pounds of recorded sounds. The winner of "The Magic Record Box" contest received the entire box of brand-new disks. His guess was 475 records, the closest to the actual tally of 435 platters. . . . Since gambling is legal in England, an organization tagged Pop Pools, Ltd., has been set up as a national lottery. Participants will attempt to forecast which tunes will become hits and which will flop. British deejay Kent Walton, one of the men behind the operation, estimates the top prize will total \$1,500.

**DEPT. OF CORRECTIONS:** Mark Olds, WNEW, New York, program director, originated the idea of programming the outlet's live music shows, featuring big name artists—not manager John Sullivan as reported in *BMW's* March 31 issue. . . . *BMW's* Page One story, regarding the Baltimore market, should have listed station WWIN as one of the local outlets credited with helping break out new releases. . . . Although a WINS (New York) exec reported WDRG, Hartford, Conn., as one of several outlets readying all-Sinatra-marathons, Charles Parker, assistant general manager of WDRG, says it's not so. He writes "Sinatra, who's hel Unless Chubby Checker is going under an assumed name, we are not programming any Sinatra-only broadcasts. We like Frank and we play him on occasion, but we haven't gotten carried away. Like, we dig the rock."

**GAB BAG:** Johnny Knorr, program director of WTRN, Tyrone, Pa., writes: "I sure need help. Our station burned March 25 and we lost our entire record library and are in desperate need of shipments from all companies. We sure do need material. I think we have started a new trend. We only have the Top 19 (disks) so we have switched to the Top 10 and Wow!"

**CHANGE OF THEME:** Roger Ferrier has joined KISN, Portland, Ore., in the 9 a.m. to noontime period. He will use the air name—Roger Hart—and KISN has ballyhooed his arrival with the slogan "You've got to have Hart." . . . Bill Jones, formerly with WIBG, Philadelphia, has returned to WMEX, in his home town, Boston. . . . Dick Williamson, a staffer at WIND, Chicago, for the past four years, has signed a new five-year contract with that outlet.

Station WEBR, Buffalo, dropped its "Sing Along" music format last week and adopted a "Sound of the City" format, a variation of the themes used by KSFO, San Francisco. . . . Mel Leeds, formerly manager of KDAY, Los Angeles, has joined KBLA, Burbank, Calif., as manager, with Bruce Wendell as music director. . . . According to Al Kelly of Philadelphia, Bill Jones has left WIBG, Philly, to join WMEX, Boston. . . . New staffers at KSO, Des Moines, Ia., are Don Bell as morning man and Phil Thomas as promotion director. Larry Mitchell is new music librarian at KEWB, Oakland, Calif., and Patricia Rogers is public service director.

Pat Turner, ex-WBEC, Pittsfield, Mass., has joined WINE, Hartford, Conn., in the 9:30-10 a.m. time period. . . . Morrie Carlson is a new member of the "Big 5" deejay staff at WLOL, Minneapolis. Formerly the morning man at KDAY, Fargo, N. D., Carlson will pilot WLOL's 6:16 p.m. to midnight show, Monday through Friday. . . . New staffer at WINS is Bob Lewis, who has taken over the 3-5 p.m. time slot, Monday through Friday, 1-5 p.m. on Saturdays and 3-6 p.m. and 8-10 p.m. on Sundays.

Anthony (Toby) Deluca, music librarian at WFIL, Philadelphia, for the last six years, has been named music director of WFIL and WFIL-FM. . . . Also new at WFIL is "The

(Continued on page 36)

**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  
April 13, 1957**

1. All Shook Up, E. Presley, RCA Victor
2. Little Darlin', Diamonds, Mercury
3. Parly Doll, B. Knox, Roulette
4. Round and Round, P. Como, RCA Victor
5. Butterfly, A. Williams, Cadence
6. Why, Baby, Why! P. Boone, Dot
7. Come Go With Me, Del Vikings, Dot
8. I'm Walkin', F. Domino, Imperial
9. Gone, F. Husky, Capitol
10. Butterfly, C. Gracie, Cameo

**POP—10 Years Ago  
April 12, 1952**

1. Wheel of Fortune, K. Starr, Capitol
2. Blue Tango, L. Anderson, Decca
3. Blacksmith Blues, E. M. Morse, Capitol
4. Cry, J. Ray, Okeh
5. Any Time, E. Fisher-H. Winterhalter, RCA Victor
6. Guy Is a Guy, D. Day-P. Weston, Columbia
7. Forgive Me, E. Fisher-H. Winterhalter, RCA Victor
8. Pittsburgh, Pennsylvania, G. Mitchell-M. Miller, Columbia
9. Please, Mr. Sun, J. Ray, Columbia
10. Tell Me Why, Four Aces-A. Albers, Decca

**RHYTHM & BLUES—5 Years Ago—April 13, 1957**

- I'm Walkin', F. Domino, Imperial  
Lucille, Little Richard, Specialty  
Come Go With Me, Del Vikings, Dot  
Just Because, L. Price, ABC-Paramount  
Parly Doll, B. Knox, Roulette

- It Hurts To Be In Love, A. Laurie, DeLuxe  
Next Time You See Me, Little Jr. Parker, Duke  
All Shook Up, E. Presley, RCA Victor  
Little Darlin', Diamonds, Mercury  
Love Is Strange, Mickey & Sylvia, Groove

**D.J.'s, Mfrs. Wary of Automation**

• Continued from page 4

ing is that if enough of their competitors adopt cost-cutting automation operations, then they will be in a position to grab off more audience on the strength of being live, local, keyed to regional interests, and geared to present the latest record releases.

Record manufacturers look upon automation — and programming services in particular—as a mixed blessing. On one hand, labels are pleased by the prospect of contacting only one person at a service and getting plugs on several stations as a result. On the other hand, manufacturers are afraid

services might cut down on air exposure, since if they fail to sell a service on product, they automatically lose out on plays from all of the stations subscribing to that service.

The situation is further complicated by the fact that many of the services spotlight mainly catalog items and relatively few—if any—new releases. Thus the services are of more benefit to labels with sizable catalogs than to indies. Indie manufacturers also fear that they will lose exposure because the bulk of the services feature "better music" type disks rather than current pop single material.

The scope of the programming service operations can be seen in the vast number of LP selections featured by each service. For example, the Triangle Service, currently carried by 24 stations across the country, is programmed from some 80,000 selections culled from the firm's LP library.

**MANAGERLESS**

**NEW YORK** — In last week's Spotlight on Record Programming, it was erroneously noted that Juggy Murray was manager for Ike and Tina Turner. The duo has no personal manager.

**Polydor Planning  
German Disk Acts  
Singing in English**

**NEW YORK** — Polydor, pop wing of Deutsche Grammophon, is seriously considering having its top German artists invade the American record market with disks with English vocals, cut in the United States. In short—the same theory, in reverse—whereby Connie Francis, Paul Anka, etc., cut disks in foreign languages for distribution in overseas markets.

The Polydor philosophy may be implemented soon. Gerhard Mendelson, indie producer who cuts many Polydor sides, is in the States now and intends discussing the matter with president Arnold Maxin of MGM, which distributes DGG here.

In connection with the—shall we say—impending German invasion, it is interesting to note that German songs, in the past 18 months, have enjoyed more success in the United States than ever before.

# ENCORE

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their great new

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A short time ago, Philips Records introduced itself to the American public with their Premiere releases and promised to present many of the great recording artists of the world. Now, Philips Records through their "ENCORE" releases fulfills that promise with more exciting new albums. The variety is great, spanning the musical spectrum from Hindemith to Richard Rodgers. The high fidelity sound—both stereophonic and monaural—is sumptuous. All that remains is for you to stock, display and watch them sell!

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SINGS AMERICA'S ROCKIN' HITS



JOHNNY HALLYDAY Sings  
America's Greatest  
Rockin' Hits  
PHS 600-019 PHM 200-019

unpredictable



PATRICE MUNSEL  
UNPREDICTABLE with the  
Phil Moore Orchestra  
PHS 600-020 PHM 200-020



Dixie Gone Dutch—  
DUTCH SWING  
COLLEGE BAND  
PHS 600-010 PHM 200-010



Thank The Lord—  
THE GOSPEL TONES  
PHS 600-014 PHM 200-014



Twist to the Great  
Blues Hits  
THE BLUE BARONS  
PHS 600-017 PHM 200-017



The Vienna Choir Boys  
Singing SONGS BY  
SCHUBERT AND BRAHMS  
PHS 900-002 PHM 500-002

PHS DENOTES STEREO RECORDING  
PHM DENOTES MONAURAL RECORDING



I MUSICI  
Contemporary Music for  
Strings  
PHS 900-001 PHM 500-001



Jazz Structure—  
HOWARD RUMSEY'S  
LIGHTHOUSE ALL STARS  
PHS 600-012 PHM 200-012



VIRGIN ISLAND  
STEEL BAND  
PHS 600-015 PHM 200-015



The Hash Brown Sound—  
HASH BROWN AND HIS  
IGNUNT STRINGS  
PHS 600-018 PHM 200-018



MOZART Symphony No. 36  
& 38, Eugen Jochum,  
Concertgebouw.  
PHS 900-003 PHM 500-003

# LABEL-DEEJAY PROMOTIONS

By NIKI KALISH

**PIC, DISK STATION TIE-UP:** United Artists Records, in a firm promotional push in the Hollywood area recently for both the new U.A. flick, tagged "Jessica" and the two disks of the title tune spinning on the U.A. label—vocal by Maurice Chevalier and instrumental by Nick Perito and orchestra—shared the cost and the credit of a cute contest with Hollywood radio Station KHJ. The first baby born in Los Angeles on that day to be named Jessica received a \$100 savings bond from United Artists and KHJ, Hollywood. The film was premiered that night in Hollywood and the U.A. disks had been released the previous week.

**STATION PLUGS EPIC DISK:** TV star and now recording artist, George Maharis, has captured sales for his debut Epic waxing of "Teach Me Tonight" b/w "When The Lights Go Down Low" through a contest held by KYA, San Francisco, last week. Fem listeners were asked to send in pix of themselves with the sleeve of the purchased Epic disk to win a date with Maharis and paint the town red.

**HICKORY DISK PLUGGED:** Sue Thompson's recent Hickory hit single titled, "Norman," and the thrush's LP, "Meet Sue Thompson," garnered much attention in Des Moines recently. KSO Radio, Des Moines, personality Dick Vance presented autographed editions of both records to the wife of Iowa's Gov. Norman Erbe. The Hawkeye State listeners heard deejay Vance dedicate the song "Norman" to the Iowa governor when he gave it the first spin in the State.

**SEEN AROUND THE STATIONS:** Columbia recording artist, Jerry Vale, was disk jockey Paul

Compton's special "in person" guest for one hour on his KHJ, Hollywood, show. Vale plugged his latest Columbia LP titled, "Jerry Vale's Greatest Hits," and discussed his current p.a. tour to Europe and the Orient. . . . Coral Records' jazz clarinetist Pete Fountain guested next on the Compton show to promote his current Coral albums, "Pete Fountain Salutes the Great Clarinetists" and "French Quarters."

Capitol Records' original cast album of the new Richard Rodgers Broadway show, "No Strings," garnered a healthy plug last week with the guest appearance of its stars, Diahann Carroll and Richard Kiley, on Lee Jordan's two-hour WCBS, N. Y. "Music of Broadway" radio show. . . . Deejays in the Dallas area had a pleasant treat in the form of a visit from actress and recording artist Ann-Margret—on loan to Dot Records from RCA Victor—who was making the rounds with Stan Levenson, Dot's Dallas distrib branch manager, to promote the world premiere showing of 20th Century-Fox's film, "State Fair" and Dot's sound-track album.

Also, on the deejay-station trek, but in New York, to promote a flick and two disks was Miss Valori Weston, "Miss Disneyland for 1962." The shapely lass helped to remind deejays to plug the new Disney flick, "Moon Pilot" and the Disneyland disk from the sound-track by Danny Saval and Tom Tryon tagged "Seven Moons." She also put in a plug for the instrumental version of the film theme, "Moon Pilot," by Camarata. The pic is the feature attraction at N. Y.'s famed Radio City Music Hall where the stage presentation is keyed to a promotion of the Disneyland amusement park.

# Automation & Tape Services Take Spotlight

• Continued from page 15

chief, notes that a small market station gets the battery of high-powered jocks for less than it would pay for one mediocre local jock.

UAN also is producing a completely automated battery using miniaturized transistor circuits at about \$11,000. A refinement capable of using tape cartridges for local commercials and announcements will shortly be added.

Magne-Tronics of New York showed its "evergreen" tape music service, which ranges in cost from \$75 to \$100 per month, depending on market. It also showed a three-transport automated unit for \$2,990.

### Simplimation System

International Good Music, Inc., of Bellingham, Wash., exhibited its Simplimation automated system, combining cartridge and reel. Cost of the playback unit is \$7,895.98 and with all accessories and make-up unit, cost is \$12,600.71. The firm also offers its Heritage, Beritage Stereo, Premier and Sovereign program services, which run the gamut from "good pops" to solid classical, for costs of about \$400 per month for 12 hours daily for each of the mono services.

Richard H. Ullman, Inc., of New York, showed Spotmaster cartridge tape recorders for pushbutton broadcasting, as well as the Soundmanship production aids, Formatic Radio aids, and a new c.&w. program and production package.

Clark-Root of Palo Alto, Calif., showed a fully automated system of Simplified Automation, which sells at \$10,800, including four transports and an automatic program logger. The firm also has a tape service embracing four different kinds of music which can be mixed automatically by the equipment in whatever proportion the program director decrees. The service costs \$160 per month.

Programatic Broadcasting Service of New York showed its automated equipment, and also its four programming services, "Johnny Green's World of Music" (five hours weekly); "Strange Tales From Down Under," 52 segments of three and a half minutes each; 288 "Minidramas" of two minutes each, and Sammy Davis Jr. in five hours a week of "That's Entertainment."

In the programming-only category, Triangle Program Service of Philadelphia pitched two tape packages, an eight-hour daily pop service of instrumentals, evergreens, etc., at \$30 per week, and a similar feature service with material from Broadway musicals, etc., for \$30 per week, with the two services combined costing \$47.50 per week.

Among the firms with automated equipment only, without programming services, there were MacCarta, of Des Moines, Ia., with the "Carousel" units for playing cartridges; Shafer Electronics of Burbank, Calif., one of the original manufacturers of automated equipment, whose units run from \$12,000 to \$27,000; Automatic Tape Control of Bloomington, Ill., with full-scale equipment emphasizing tape magazine rather than tape reel, and Automated Electronics of Dallas, with the "AP-64" unit, which stores 64 channels of audio information for automated airing.

**HOLLYWOOD** — Capitol has promoted Bud Harden from Custom Services production manager to director of the department, handling custom recording, pressing and premium sales, as well as the label's TV film cue library.

The 14-year Capitol veteran will report to Manufacturing & Engineering Division general manager, George Jones.

# BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
		TITLE, ARTIST, LABEL	
1	1	DON'T BREAK THE HEART THAT LOVES YOU, Connie Francis, MGM 13059	10
2	2	MIDNIGHT IN MOSCOW, Kenny Ball, Kapp 442	11
3	6	STRANGER ON THE SHORE, Mr. Acker Blik, Alco 6217	5
4	3	COME BACK SILLY GIRL, Lettermen, Capitol 4699	9
5	4	SHE'S GOT YOU, Patsy Cline, Decca 31354	12
6	7	ANYTHING THAT'S PART OF YOU, Elvis Presley, RCA Victor 7992	5
7	5	WHERE HAVE ALL THE FLOWERS GONE, Kingston Trio, Capitol 4671	13
8	13	P. T. 109, Jimmy Dean, Columbia 42338	3
9	11	FUNNY WAY OF LAUGHIN', Burl Ives, Decca 31371	2
10	8	TWO OF A KIND, Sue Thompson, Hickory 1166	5
11	9	MOMENTS, Jennell Hawkins, Amazon 1003	4
12	14	CATERINA, Perry Como, RCA Victor 8004	3
13	—	OLD RIVERS, Walter Brennan, Liberty 55436	2
14	16	YOU ARE MINE, Frankie Avalon, Chancellor 1107	4
15	—	EVERYBODY LOVES ME BUT YOU, Brenda Lee, Decca 31379	1
16	17	THE BIG DRAFT, Four Preps, Capitol 4716	3
17	18	I WILL, Vic Dana, Dolton 51	3
18	15	CHAPEL BY THE SEA, Billy Vaughn, Dot 16329	5
19	12	LOLLIPOPS AND ROSES, Jack Jones, Kapp 435	7
20	10	WHITE ROSE OF ATHENS, David Carroll, Mercury 71917	6

# WITH THE COUNTRY JOCKEYS

By BILL SACHS

**Bob Ross**, formerly for nine years in Niagara Falls, Ont., with his "Western Wind-Up," has moved to CHIQ, Hamilton, Ont., where he inaugurated a new seg, "Country Music Time," Tuesday (10). . . . Skeeter Dodd, formerly associated with "The Texas Tiny Show" on KGER, Long Beach, Calif., where he served as stand-by deejay for the big Texan, is now emcee-d.j. on "Country Music Spectacular," which recently made its bow on WCAW, Top 40 station in Charleston, W. Va., Show is aired at 10 p.m. on Fridays and runs until the cows come home—6 a.m. Saturdays. The seg, billed as "The Best in Bucket Kickin', Country Pickin'," is made up of local talent, balanced off with recorded c.&w. music old and new. Reception to the new program has been exceptional, Dodd reports. The unit makes personals in the territory in a tie-in with the Doctor Pepper distributor in Charleston. Dodd says he has plenty of old records but is lacking in new c.&w. and gospel wax. He asks that artists and diskeries put him on their lists for new releases.

**Virginia M. Schepis, 285 Turk Street, San Francisco 2,** invites c.&w. deejays to write in on their station letterhead for a copy of Blackjack Wayne's new Decca release, "Life Sure Changes" b.w. "Holding Hands for Joe." . . . **Leroy (Lucky Leroy) Marvel** has replaced Bob Clark in the 6 p.m. to midnight slot on KGUL, Fort Worth-Dallas 50,000-watter. . . . **Mark Raymer**, free-lance record promotion man, is now spinning country wax on "Country Music Show Time" over Sta-

tion KVAN, Vancouver, Wash., and says he is set for a deejay post on a new TV station slated to pop there soon. Mark puts in a plea for station-break tapes and releases from artists and the various diskeries. His address: 1701 East Burnside, Portland 14, Ore.

**Lee Nichols**, manager of Mack Sanders' all-country station, KOOO, Omaha, the last two years, has resigned to take a post with KRMG, 50,000-watter in Tulsa, Okla. **Jack Coppersmith**, former manager of KIRL, the Mary Pickford-Buddy Rogers station in Wichita, Kan., has replaced Nichols at KOOO. . . . **Bill Anderson** pipes that he has available deejay samples of his new Decca platter, "Get a Little Dirt on Your Hands" b.w. "Down Came the Rain." Put your request on your station's letterhead. His address: Melrose Box 9295, Nashville 4. . . . **Kenny (Kissin' Cousin) Speck**, deejay at WCNS, Canton, Ohio, is slated for an early recording session at B-W Music, Inc., Wooster, Ohio. It will be the spinner's first venture into the record field as an artist, although he has appeared as a singing guest on numerous c.&w. shows in the Ohio area in recent months.

**Al Lynch**, serving as staff sergeant with the USAF in Okinawa, is doubling as a moonlighter on KSBK, the island's only English-language commercial radio station. "Have been in the business about eight years," typewrites Al, "and plan to devote full attention to it when I retire in about five years. Am look-

(Continued on page 45)

# VOX JOX

• Continued from page 34

Wonderful Weekend of Music," a new series of programs hosted by **Jim McCann** on Saturday and Sunday morning and afternoons, and by **Hal Woodard** in the evening. . . . **Barry Smith** is new music director at KLEO, Wichita, Kan., and **Marc Alan** has replaced **Bob Freeman** as program director. Freeman has moved into sales. Additional staffers now include **Jack Barr**, ex-KDUL, Kansas City, Mo.; **Paul King**, **Jerry Munday** and **Stu Adams**. . . . **Carl deSuz**e celebrated his 20th year with WBZ, Boston, March 29. On April 2, WBZ staged an anniversary party for deSuz. Feature of the evening was a re-creation of the days of radio in the 1940's, starring the **Four Freshmen** and all of WBZ' personalities—**Dave Maynoard**, **Jay Dunn**, **Jefferson Kaye**, **Bruce Bradley**, **Keven O'Keefe**, **Betty Jo Baxter** and the **Freddy Guerra** ork. **Bob Nelson** hosted the show, which was written and produced by **Bob Kennedy**.

# ECONOMICS, PROGRAMMING, SELLING AND CODE ARE MAJOR MEET THEMES

• Continued from page 15

monitoring service showed that 94 per cent of the participating stations were in compliance.

He said already changes had been made, specifically in the field of "hemorrhoid remedies and female hygiene ads."

He cited his own station as an example of rigid compliance with the NAB code being consistent with making a good profit.

### Need More Subscribers

He noted, too, that the code needed more subscribers. That they now had 55 per cent of the stations paying \$80,000 to support the machinery, but that "a majority is needed to make the private code enforcement acceptable to the public and Congress." "And," said Gill, "we specifically need adherence to the code, even from non-subscribers."

**Ben Sanders**, KICD, Spencer, Iowa, used his own station as a

case study on how making a profit and adhering to the code can work. Steps taken included:

(1) Shorten commercials to an average of 35 seconds. No hard sell. "The policy does make money," said Gill, "our volume last year was over \$200,000, not bad for Spencer, Iowa."

(2) Charge what you think your service is worth. Seventy-five word spot goes from \$2.50 to \$4.50. Stay away from price cutting.

(3) Format includes public service, soft standards programming in one-fourth, one-half and whole segments, and using good men.

"Our industry needs a white-wash," said Gill, particularly decrying "cheap music, deadly disk jockey ad libs and the Madison Avenue hard, screaming sell. The code can change the 'I don't listen to radio' comment to a positive one," he said.



"TUTTI'S TRUMPETS" BV 3308  
33 1/3 LP STEREO STER 3308



"LET'S GET TOGETHER" BV 3311  
With Hayley Mills 33 1/3 LP



Hayley Mills sings  
"JOHNNY JINGO"/  
"JEEPERS CREEPERS"  
45 RPM F 395

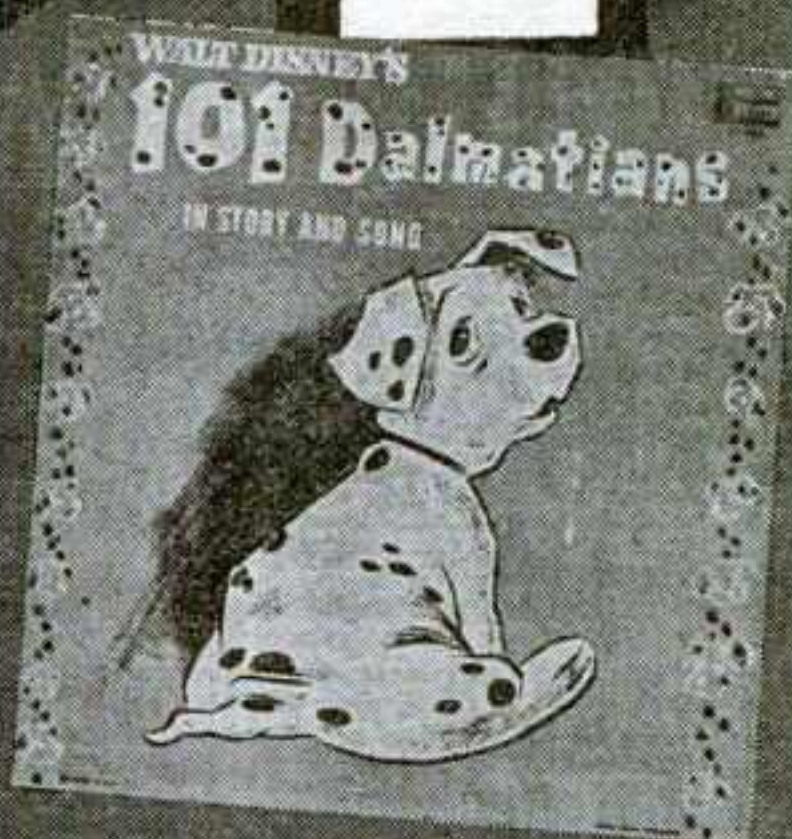


"MOON PILOT  
MELODY"  
Music by CAMARATA  
45 RPM F 393

# HOT!



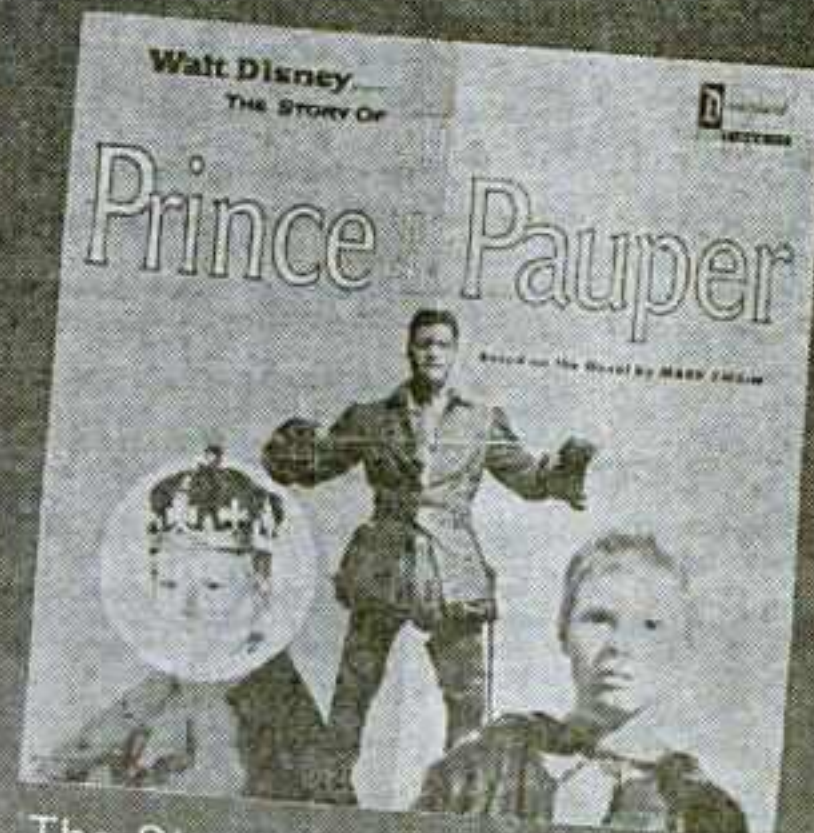
"BABES IN  
TOYLAND"  
33 1/3 LP DQ 1219



"101 DALMATIANS"  
In Story and Song  
33 1/3 LP ST 1908



"PINOCCHIO"  
Original Sound Track  
All the songs from the Motion Picture  
33 1/3 LP DQ 1202



The Story of  
"THE PRINCE AND THE PAUPER"  
33 1/3 LP ST 1912

Reviews of New Singles

Continued from page 29

chorus again supports the chanter on the sad-flavored ditty. (Cape Ann, BMI) (2:25)

THE FORTUNE TELLERS

★★★★ Deep in the Heart of Texas—KAPP 612—An interesting instrumental treatment of the familiar tune, with guitars and then horns moving in for the lead. Hand-clapping and shouts also punctuate the side. Good wax, and it builds. (Melody Lane, BMI) (2:15)

★★★★ From the Land of the Sky Blue Water—The Indian-based tune is given a smart, slow treatment with a high clarinet lead interspersed with dripping water and other sound effects. Side could also create interest. (Morris, ASCAP) (1:53)

FREDDIE BAKER

★★★★ What's He Got? (That I Couldn't Give You)—COLUMBIA 42402—This tune is another country play on the familiar phrase. The tune is sung in weeper sympathy by Baker against an effective but simple backing featuring piano and vocal chorus (Jamil & Excellore, BMI) (2:49)

★★★★ I'm Movin' on Down (To Lonesome Town)—This country tune has a rock beat that moves along nicely. Side features the boy's vocal against a good backing which features guitar and vocal chorus. (Pamper, BMI) (2:04)

THE QUOTATIONS

★★★★ This Love of Mine — VERVE 10252—The group has had some recent chart action and here's a side that might garner more action. It's the old Frank Sinatra-Tommy Dorsey hit, done Marcell's style, complete with the crazy vocal gimmicks. Side can grab attention. (Embassy, BMI) (2:07)

★★★★ We'll Reach Heaven Together—A ballad done with considerable feeling by the lead, against a crazy, mixed-up vocal backing by the group. A good effort that merits a listen. (Lycoming, BMI) (2:05)

STEVE LAWRENCE

★★★★ Tell Her I Said Hello—COLUMBIA 42396—Lawrence has a sweet and lovely ballad for his first Columbia entry. The boy sings the lyric with much feeling against a broad string backing conducted by Don Costa. (Westside, BMI) (3:16)

★★★★ The Lady Wants to Twist—Steveo is on the twist kick here. Tune's story has to do with society going after the twist. Leiber and Stoller tune is a production number that features an ork backing by the Don Costa ork. (Trio, BMI) (3:05)

LARRY FINNEGAN

★★★★ There Ain't Nothin' in This World—CORAL 62313 — Larry Finnegan follows up his "Dear One" with a pleasant vocal on the catchy oldie. He sings it with feeling over banjo and rhythm backing plus choral accompaniment. Side has a chance. (David, BMI) (2:18)

★★★★ I'll Be Back Jack — Interesting, folk-oriented tune receives a meaningful performance from the chanter over suitable backing. The lad spins his tale in Johnny Cash style, and the disk could get action.

JACK SCOTT

★★★★ The Part Where I Cry—CAPITOL 4738—His girl has left him and he's deep in the blues, sings Jack Scott with feeling and pathos. The backing fits the song neatly. One of Scott's strongest sides in a long time, and it could be a big hit. (Pamper, BMI) (2:16)

★★★★ You Only See What You Wanna See—Exciting rocker is handed a strong performance by the chanter over an attention-grabbing arrangement featuring chorus and ork. This could happen—watch it. (Shapiro-Bernstein, ASCAP) (2:35)

SI ZENTNER AND ORK-JOHNNY MANN AND SINGERS

★★★★ Chattanooga Choo Choo — LIBERTY 55437—The old Glenn Miller hit is brought up to date in this zingy performance by the Johnny Mann Singers backed smartly by the Zentner crew. Sock programming for good music stations. (Leo Feist, ASCAP) (2:30)

★★★★ Mississippi Mud—The Si Zentner ork and the Johnny Mann Singers join forces on this happy reading of the bright oldie. A lively side that could be a big one for the singers and ork. (Shapiro-Bernstein, ASCAP) (2:31)

ANTHONY NEWLEY

★★★★ What Now My Love—LONDON 9518—The English star has a lovely ballad on this side. The tune has a sweeping quality, enhanced by strings, that should prove just right for the better music programming stations. (Remick, ASCAP) (2:02)

★★★★ Why?—This old standard is sung with feeling by the boy. The side is done in an easy ballad tempo and Newley is assisted by string ork and vocal chorus. (Debmarr, ASCAP) (2:25)

DELLA REESE

★★★★ Here's That Rainy Day — RCA VICTOR 8021—Pretty tune by Burke and Van Heusen is handed a warm and meaningful reading by the thrush over good ork support. A strong side with a chance to happen. (Burke-Van Heusen, ASCAP) (2:30)

★★★★ Rome Adventure—From the new picture of the same name comes this romantic ballad sung forcefully by Della Reese over lush ork support. Side should pull a lot of spins and could get a lot of action as well. (M. Witmark, ASCAP) (2:30)

JEFF BARRY

★★★★ Welcome Home—UNITED ARTISTS 440—This ballad has a nice lilt that moves along on a pretty bounce tempo. Side has the boy's voice attractively multi-tracked with a chorus of lasses backing the boy along with an organ leading the combo. (Quartet, ASCAP) (2:15)

★★★★ (We Got Love) Money Can't Buy —This is a soft rockballad that the boy sings with class. The arrangement and tune, with just a touch of the mysterious, along with a chorus of chicks make for some fine listening. (Rumbelaro-Trio-Trinity, BMI) (2:12)

LEROY HOLMES

★★★★ Love Theme From "Lolita"—MGM 13070—Romantic title theme of the forthcoming James Mason movie is accorded lush ork treatment. Spinnable side. (Chappell, ASCAP) (2:34)

★★★★ Look No Further — Pretty tune from new Rodgers musical "No Strings" is handed lyrical ork treatment by Holmes. Another good deejay side. (Williamson, ASCAP) (2:44)

TONY BENNETT

★★★★ Have I Told You Lately?—COLUMBIA 42395—Pretty ballad from the legit musical "I Can Get It for You Wholesale" is sung with warmth and tenderness. Fine jockey side. (Florence, ASCAP) (2:38)

★★★★ Candy Kisses — The old hit is wrapped up in pleasant vocal by Bennett with attractive backing. (Hill & Range, BMI) (2:32)

CARL PERKINS

★★★★ The Fool I Used to Be—COLUMBIA 42405—This is a sad song sung by Perkins against a male chorus and harmonica and rhythm backing. The lad sells the tune with emotion and is very much in the pop idiom. (Cedarwood, BMI) (2:22)

★★★★ Hollywood City — (Duchess, BMI) (2:08)

THE EARLS

★★★★ My Heart's Desire—ROME 5117—Interesting rockballad performance by the group, with a lead who shouts out the message. An organ and rhythm are featured in the backing. (Prem, BMI) (2:38)

★★★★ I'll Never Cry—(All State-Monument, BMI) (2:10)

THE BOBBETTES

★★★★ I'm Stepping Out Tonight—KING 5623—The group swings out on this quick stepping tempo tune. Lead sells the rocking lyric with power against jumpin' background. (Lois, BMI) (1:45)

★★★★ My Dearest—(Lois, BMI) (2:15)

THE REVELONS

★★★★ Dry Your Eyes—CAPITOL 4739—Here's an interesting ballad by the new group, done much in the style of some of the Drifters' hits. The lead man sings with a lot of authority and feeling. Side has a chance. (Bright Tunes, BMI) (2:10)

★★★★ She'll Come to Me (Someday)—(Bright Tunes, BMI) (2:10)

LYN EARLINGTON

★★★★ My Last Phone Call—LEMONDE 1501—Feelingful reading by chanter on expressive rockballad with nice relaxed backing. (Rock Masters, BMI) (2:43)

★★★★ Love Drops—(Rock Masters, BMI) (1:58)

EUGENE CHURCH

★★★★ Light of the Moon—KING 5610—This side has a light gospel touch and an easy rock feeling. The boy sings the lyric with high style while a vocal group does the backing. (O-Cal, BMI) (2:25)

★★★★ I'm Your Taboo Man—(Recordo, BMI) (2:50)

NANCY RAY

★★★★ You're Nobody 'Til Somebody Loves You—COLPIX 634—Appealing multi-track vocal stint by gal on pleasant

rockaballad version of the oldie. (Southern, ASCAP) (2:28)

★★★★ Growing Up Too Fast—(Anjoe-Big Song, BMI) (2:34)

NESTOR LABONTE

★★★★ Twistin' Cricket—ARVEE 5053—A smart instrumental employing an organ, saxes and rhythm. Good recorded sound and a solid beat for the twisters. Worth watching. (Sprite, BMI) (1:50)

★★★★ Jeannette—(Sprite, BMI) (2:33)

BARBARA LEWIS

★★★★ My Heart Went Do Dat Da—ATLANTIC 2141—Catching thrashing stint by gal on infectious rhythm-rocker. Atlantic purchased the master after disk stirred up some action in Detroit. (Progressive-McLaughlin, BMI) (2:20)

★★★★ The Longest Night of the Year—(Progressive-McLaughlin, BMI) (2:19)

JIMMY CLANTON

★★★★ Because I Do—ACE 655—Exuberant chanting by Clanton on lively rocker with bouncy, bright tempo. Could get spins. (Ace) (2:00)

★★★★ Just a Moment—(Crazy-Cajun-Ace) (2:18)

BUDDY MERRILL

★★★★ Stranger on the Shore—DOT 16346—Pretty instrumental treatment of Acker Bilk's current hit—featuring Justin Gordon on clarinet. A pretty side, but the Bilk disk is probably too high on the chart for this to provide much competition. (Mellin, BMI) (2:50)

★★★★ Memories of Maria — (Acuff-Rose, BMI) (2:22)

DON CARROLL

★★★★ Misery Loves Company — MGM 13069—Here's an interesting mountain kind of song, employing the lining out lyric technique. Good performance here and the side merits a hearing. (Lowery, BMI) (2:15)

★★★★ Big Brother—(Lowery, BMI) (1:53)

PRINCE CHARLES AND CHARMERS

★★★★ Good Luck Charm—CLASS 301—The current Presley vocal hit is given a smart, sneaky shuffle rhythm instrumental version, featuring horns in the lead. Solid side and it has a chance. Dancers especially will dig it. (Gladys, ASCAP) (2:10)

★★★★ Twistin' at the Pool — (Recordo, BMI) (2:35)

ERNESTINE ANDERSON

★★★★ After the Lights Go Down Low—MERCURY 71960—A sultry and expressive thrashing job on the Al Hibbler hit. Billy Byers' band lends a jazz-styled backing. Spinnable. (Harvard, ASCAP) (2:26)

★★★★ Hurry, Hurry — (Famous, ASCAP) (2:14)

JOHNNY JENKINS

★★★★ Love Twist—GERALD 1001—This disk, appearing here on the original label, has been picked up by Atlantic. The side—a breakout in Atlanta—is an instrumental which swings easily in a medium tempo. The side is in a Latinish twist rhythm with guitar predominating in the combo. Watch it.

★★★★ Pinetop—(Time, BMI) (2:32)

ORCHESTRA DEL ORO

★★★★ Theme From Lolita—SONODOR 207—Stations on a sweet music kick should find this an attractive piece of material for their programming. Side features strings and piano solo in a classical-like setting. (Chappell, ASCAP)

★★★★ Lolita Ya Ya—(Chappell, ASCAP)

MODERATE SALES POTENTIAL

THE COOL TONES

★★★★ Daylight in Dixie (Bamboo-Podlor, BMI) (1:58) — ★★★★★ Dixie Blues (Podlor, BMI) (4:12)

JO ELLYN

★★★★ Gee Darlin' (Fayhill) (2:00)—★★★★ Mr. Rooster (Fayhill) (2:25). ALFA 112

SAL SALVADOR AND ORK

★★★★ Pony Tail (Tara) — ★★★★★ Harry the Hoopie (Tara). SANDS 3144

THE DELTAS

★★★★ Waited All Night (Delaware, ASCAP) (2:10)—★★★★ Bye Bye Town (Delaware, ASCAP) (2:16). 20TH FOX 300

KNIGHT SISTERS

★★★★ Confess (Cedarwood, BMI) (2:46)—★★★★ Wooden Head Willie (Cedarwood, BMI) (2:32). TEMPWOOD 1033

ERNIE HECKSCHER

★★★★ My Man (Twist) (Leo Feist, ASCAP) (2:55) — ★★★★★ C'Est a Hambourg (The Left Bank) (Cromwell, ASCAP) (2:42). MGM 13068

THE JOURNEYMEN

★★★★ Don't Turn Around (Friendship, BMI) (2:40) — ★★★★★ Hush Now Sally (Friendship, BMI) (2:47). CAPITOL 4737

FREDDIE AND CLAIRE

★★★★ (Right) After School (Sale, BMI) (2:50)—★★★★ Love Is a Game (Sale, BMI) (2:10). REPRISE 20049

THE MERRY MELODY SINGERS

★★★★ Physical Fitness (Moreley, ASCAP) (2:29) — ★★★★★ What a Country (ASCAP) (2:24). MERCURY 71961

BERNADETTE PETERS

★★★★ Academy Award (Rual, ASCAP) (2:26) — ★★★★★ Charm Bracelet (Cohert, BMI) (2:44). UNITED ARTISTS 450

JOHNNY LONDON

★★★★ I Was Made for You (Pandora, BMI) (2:30)—★★★★ Ain't It Crazy (Pandora, BMI) (2:03). KING 5611

GINNY MICHELS

★★★★ True Confession (Wemar, BMI) (2:12)—★★★★ Ev'ryone Was There But You (Wemar, BMI) (2:28). MALA 446

THE DEBONAIRS

★★★★ Will You Marry Me (2:15)—★★★★ Going to Town (Milsic-Berticini) (2:21). CAROL ANN 1001

DEAN HAYDEN

★★★★ Just a Puppet (Myers, ASCAP) (1:50)—★★★★ Dancing Silhouettes (Myers, ASCAP) (2:00). BAND BOX 301

THE CHEERTONES

★★★★ Rose Anna (Almino, BMI) (2:27)—★★★★ I'll Come to You (Almino, BMI) (2:25). ABC-PARAMOUNT 10277

CAROL KAYE

★★★★ Anita's Twist (Neil, BMI) (2:15)—★★★★ Ice Cream Rock (Neil, BMI) (2:05). CRESCENDO 182

BILLY GUY

★★★★ Here I Am (Peanut, BMI) (2:25)—★★★★ As Quiet as It's Kept (Prigan, BMI) (2:30). ABC-PARAMOUNT 10320

THE FIVE QUAILS

★★★★ Get to School on Time (Fuqua) (2:43)—★★★★ Been a Long Time (Birdsong) (2:45). HARVEY 114

LESTER ROBERTSON

★★★★ My Girl Across Town (Red Stick) (2:33)—★★★★ My Heart Forever Years (Red Stick). MONTEL 903

TED TAYLOR

★★★★ My Days and Nights Are So Blue (Ronnat, BMI) (2:01) — ★★★★★ Little Things Mean a Lot (Leo Feist, ASCAP) (2:50). APT 25063

THE ZANIES

★★★★ Frustration (Meadowlark, ASCAP) (2:06)—★★★★ Rockin' Chopin' (Hillary, BMI) (2:07). DORE 632

BRENDA KEEFER

★★★★ That Ain't Right (Stagg, BMI) (2:20)—★★★★ Twist on Down the Line (Hi Lo, BMI) (2:25). MARLO 1525

JON SISCO QUARTET

★★★★ Theme of the Lonely (Crazy Cajun, BMI) (2:06) — ★★★★★ Border Beat (Dundee, BMI) (1:55). PRINCESS 4008

THE SIERRAS

★★★★ Nearer My Heart (Cedarwood, BMI) (2:35)—★★★★ So Many Sleepless Nights (Sandette, BMI) (2:12). KNOX 102

FRED FORD

★★★★ Stardust (Mills, ASCAP) (2:34)—★★★★ Preachin' Jazz (Quilted) (2:34). COVER 3621

XAVIER CUGAT

★★★★ Woodchopper's Ball Twist (Leeds, ASCAP) (2:28)—★★★★ Jazz Me Blues (Marks, BMI) (2:21). MERCURY 71959

DOUG POWELL

★★★★ Ft. Lauderdale (MRC, BMI) (2:32)—★★★★ Big City Walk (MRC, BMI) (1:58). MERCURY 71949

WILBERT HARRISON

★★★★ Let's Stick Together (Fast, BMI) (2:55)—★★★★ My Heart Is Yours (Fast, BMI) (2:25). FURY 1063

THE CUPIDS

★★★★ (If You Cry) True Love, True Love (Brittany, BMI) (2:29)—★★★★ Let's Twist (Twin Tone, BMI) (2:17). UWR 4241

VICKIE VAUGHN

★★★★ Butterflies (Cajun, BMI) (2:44)—★★★★ Love Fever (Corette-Crazy Cajun, BMI) (2:08). CADETTE 8002

RONNIE LAVELLE

★★★★ A Dog's Life (Arc, ASCAP) (2:12)—★★★★ Let Her Go (January, BMI) (2:33). PARKWAY 837

THE LANDSMEN

★★★★ Where Have All the Flowers Gone (Sanga, BMI) (2:26)—★★★★ Jane (Arvee, BMI) (2:10). ARVEE 5052

EDDIE RAMBEAU

★★★★ My Four Leaf Clover Love (Claridge, ASCAP) (2:40)—★★★★ Anonymous Flowers (Conley, ASCAP) (2:51). SWAN 4105

MARLIN GREENE

★★★★ The Angels Got Together (Arch, ASCAP) (2:31) — ★★★★★ Let There Be Love (Big Bopper, BMI) (2:34). PHILIPS 40017

EARL DEMUS BAND

★★★★ This House (C. J., BMI) (2:45)—★★★★ Her Spare (C. J., BMI) (1:40). FIRMA 625

VILAS CRAIG

★★★★ Skinnie Minnie Twist THE BADGERS WITH THE

(Continued on page 40)

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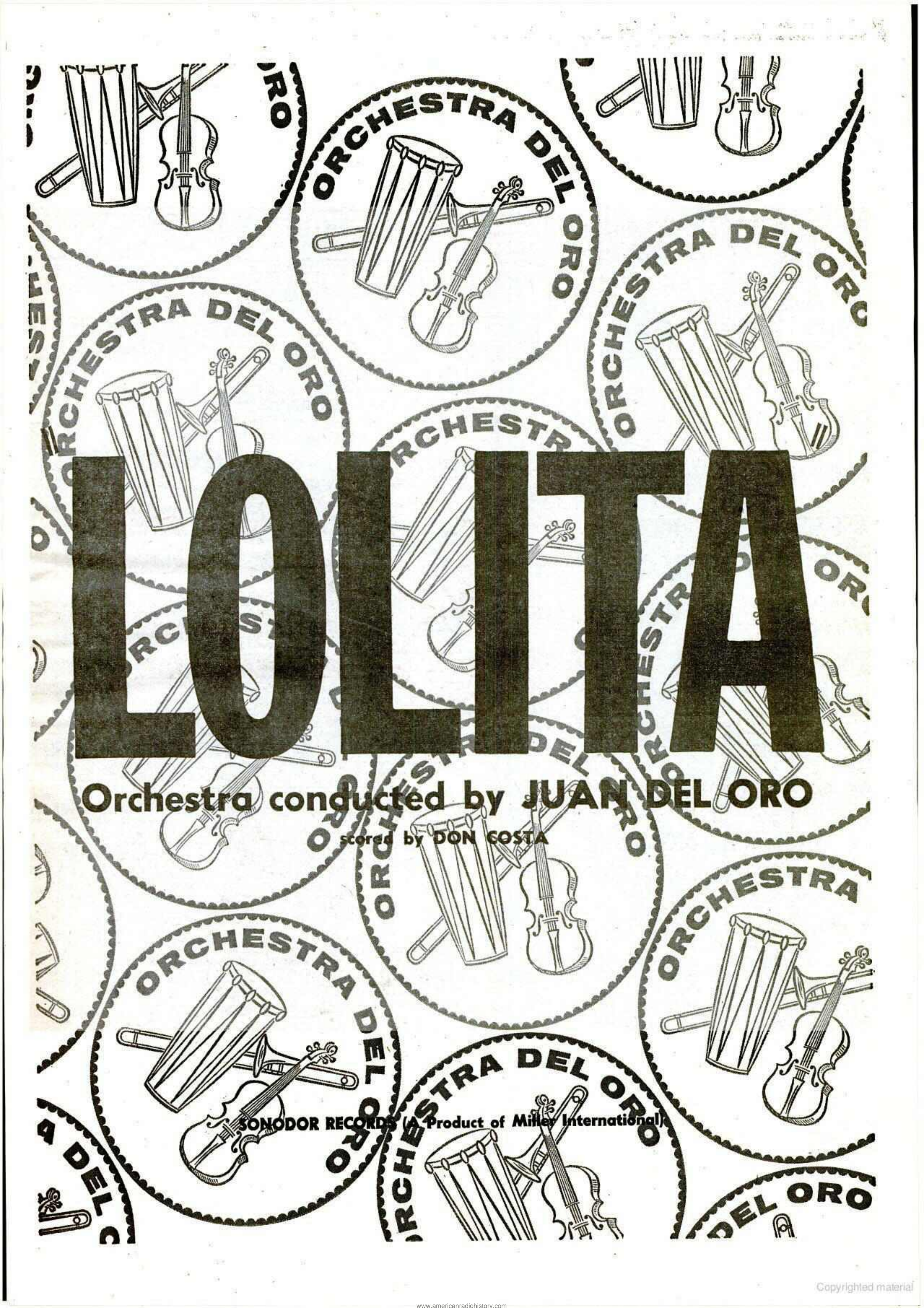
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## Reviews of New Singles

Continued from page 38

### ROYAL LANCERS

★★ (If You Want to Be a Badger)  
Badger Twist, CUCA 1072

### THE MAJESTICS

★★★ Blue Flame (Charling, ASCAP)  
(2:16) — ★★ Please Don't Go (Czar,  
BMI) (2:33), CHANSON 1008

### ALMA-KEYS AND CITATIONS

★★★ Please Come Back to Me (BMI)  
(3:30) — ★★ Jumpin' Twist (BMI) (2:20),  
KISKI 2056

### MICK MASTERS

★★★ No Sad Violins (Shepmike, BMI)  
(2:21) — ★★ Whole Wide World (Shep-  
mike, BMI) (2:23), DRA 316

### SOCIALAIRS

★★★ Tip Top (Twist) (Fabulous,  
ASCAP) (2:10) — ★★ Pretzel (Twist)  
(Fabulous, ASCAP) (2:10)

★★★★ **STRONG  
SALES POTENTIAL**

### COUNTRY & WESTERN

#### BUD SETTLEMIRE

★★★★ Neck Pickin' Rag—BUCK AND  
SUNNY 104—A pretty melody is done by  
the guitar ensemble to a bright medium  
tempo. Side has some of the quality of  
"Wheels." Good for boxes. (Vidor, BMI)  
(2:06)

★★★ Uncle Bud's Twist—(Vidor, BMI)  
(2:35)

### RHYTHM & BLUES

#### LIGHTNIN' HOPKINS

★★★★ Happy Blues for John Glenn  
(Parts I & II)—PRESTIGE BLUESVILLE  
820—Relaxed, personable reading by Hop-  
kins on talk-blues with amusing topical  
lyrics saluting astronaut Glenn. Solid pro-  
gramming for r.&b. stations and pop jocks  
in search of something off-beat. (Prestige,  
BMI) (2:49, 2:55)

### SACRED

#### THE MASTERS FAMILY

★★★★ The Great Gilded Hall—DECCA  
31378—This inspirational tune is sung with  
real feeling by the family. The melody,  
done in three-quarter time, has to do with  
the promised land of life after death.  
(Pamper, BMI) (2:34)

★★★ Medals for Mothers — (Sure-Fire,  
BMI) (2:17)

### JAZZ

#### DAVE BRUBECK QUARTET

★★★★ Countdown—COLUMBIA 42404—  
Here's an explosive jazz item by the "Take  
Five" winner. Besides Brubeck's swinging  
eight-to-the-bar piano, the side also features  
some wild tympani effects. (Derry, BMI)  
(2:24)

★★★★ Eleven Four — Paul Desmond re-  
turns as soloist and writer of this side.  
He is the featured alto sax soloist blowing  
in the unusual time signature against the  
fine Brubeck rhythm section. This one  
might have a chance. (Desmond, BMI) (2:48)

#### BETTY CARTER

★★★★ Rock-A-Bye Baby — ABC-PARA-  
MOUNT 10307—This is a jazz-oriented  
version of the lullaby with some smart  
singing from the lass with punching big  
band backing. Side could go with jockeys  
looking for hip programming or sweet with  
a beat material. (Pamco, BMI) (2:17)

★★★ Frenesi—(Pecc, BMI) (1:54)

★★★ **MODERATE  
SALES POTENTIAL**

### COUNTRY & WESTERN

#### DARRELL RHODES

★★★ Red Sails in the Sunset (2:17)—  
★★★ Don't Let Me Know (Slim Willett,  
BMI) (2:50), DEL PAR 1107

#### HANK WRIGHT

★★★ After the Laughter (Bee-Line,  
BMI) (2:15)—★★★ Country Box Social  
(Bee-Line, BMI) (2:20), FLAT-GIT-IT 703

#### HOWARD CHILDRESS

★★★ Whoa (Copar-Forest, BMI) (2:22)  
—★★★ I Know You Don't Love Me  
(Copar-Forest, BMI) (2:15), KNOX 101

#### BILLY AND LAVINA RAE KELLEY

★★★ Into Your Arms Again (Vidor,  
BMI) (2:10)—★★★ It's Not My Day  
(Vidor, BMI) (1:55), BUCK & SUNNY  
105

#### BUD AND MAE FISHER

★★★ You Better Believe It (Red Stick)  
—★★★ These Memories (Red Stick), Mon-  
TEL 801

#### RICHARD KEITH

★★★ Winner of Your Heart (Alfay,  
BMI) (2:27)—★★★ I'm a Lover Not a  
Fighter (Alfay, BMI) (2:30), DARSA 126

### RHYTHM & BLUES

#### AL ROBINSON

★★★ The Blues (Travis, BMI) (2:38)—  
★★★ Oh Red (Travis, BMI) (1:54),  
POST 10001

### SPIRITUAL

#### GOLDEN EAGLES QUARTET

★★★ Going Up to Heaven (Dora, BMI)  
(2:58)—★★★ Gates of a City (Dora,  
BMI) (3:28), FINK 101

**LIMITED  
SALES  
POTENTIAL**

#### REBEL ROUSERS

Swanee Twist (Stagg, BMI)—Flat Twist  
(Stagg, BMI), LOUIS 1006

#### JOHNNY LYNN

The Perfect Couple (Myers, ASCAP)  
(2:14) — Honest, Darlin' (Hollis, BMI)  
(3:07), MONTE 102

#### ELMER HOLMES

You Don't Need Money to Dream (Stagg,  
BMI) (2:35)—Stuck With the Blues (Stagg,  
BMI) (2:15), MARLO 1524

#### JIMMY LESTER

I'm Gone (Stagg, BMI) (2:30)—Wonder-  
ing (Stagg, BMI) (1:55), CANON 232

#### CRISTY HINES

Lazy River (Peer Int.) (3:05)—You Are  
My Sunshine (Peer Int.) (1:45), HIGH  
LIFE 7431

#### THE LANG SISTERS

Valley High (American, BMI) (2:27)—  
The Speed of Love (American, BMI)  
(2:00), DORE 631

#### RON WILLIAMS

Don't You Tell Me, Maybe (Travis, BMI)  
(2:15)—So Alone (Travis, BMI) (2:42),  
IMPERIAL 5800

#### VINCE MASTRO

Love Called My Name (Merry-Go-Round  
Melody, BMI) (1:54) — Searching (For  
Someone to Love) (Rest-A-While, ASCAP)  
(2:22), FORD 111

#### JILL DONNER

Thought for Today (Winslow, ASCAP)  
(2:07) — Mountain Twilight (Winslow,  
ASCAP) (3:06), RONNIE 2003

#### JACK CHILDS

Toys (Joy) (3:18)—Language of Love  
Chappell, ASCAP) (3:15), JACOB-  
CARLE 330

#### PAMELA DICKINSON

My Little Tootsie Wootsie (Lucky, BMI)  
(2:30)—I Love You Honey (Conrad, BMI)  
(1:58), WHIRL 84869/70

The pick of the new releases:

## SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 28

#### MAHLER: SYMPHONY NO. 3 IN D MINOR (2-12")



New York Philharmonic (Bernstein), Columbia M2L 275  
(M) M2S 675 (S)—Mahler's works have become increas-  
ingly popular in recent years and are heard more often  
on concert hall programs. Leonard Bernstein and the New  
York Philharmonic present here an outstanding perform-  
ance of the composer's third symphony. Bernstein has  
a deep understanding and affinity for the music that makes  
this a most extraordinary recording. This double-disk pack-  
age in fine stereo sound is a must for classical buffs.

#### BEETHOVEN: PIANO SONATA NO. 17 IN D MINOR, OP. 31, NO. 2; PIANO SONATA NO. 18 IN E FLAT MAJOR, OP. 31, NO. 3



Clara Haskil, Epic BS 1158 (S) LC 3831 (M)—Clara  
Haskil's death in late 1960 was a tremendous loss to the  
international music world. This recording will be treasured  
by her many followers, for it shows her extraordinary  
musicianship in a memorable recording of two Beethoven  
sonatas. As an artist and pianist, Clara Haskil ranked with  
the greats, and this recording confirms her stature.

#### 3 GUITARS TIENE SABICAS



The Three Guitars of Sabicas, Columbia EX 5057 (M)  
ES 1757 (S)—This remarkable album features Sabicas  
performing familiar Spanish and Latin American melodies,  
arranged for three guitars. The virtuoso plays all three  
guitars himself and displays his exceptional musicianship  
on every track. Rhythms include pasodobles, flamencos,  
jotas, tangos, and mariachis. Excellent record for Spanish  
guitar fans.

#### STRAUSS: DON JUAN: DEATH AND TRANSFIGURATION



Philadelphia Orchestra (Ormandy), Columbia ML 5724  
(M) MS 6324 (S)—The name strength of Ormandy and  
the Philadelphia Orchestra gives this package heavy sales  
potential. Both works are popular items in Ormandy's  
repertoire and his interpretations of the Strauss tone  
poems are warmly expressive and moving. The cover  
(a striking montage illustration of the moods evoked by  
each composition) makes the LP a strong display item.

### Jazz

#### THE BRIDGE



Sonny Rollins, RCA Victor LPM 2527 (M) LSP 2527 (S)  
—Tenor saxist Sonny Rollins' first disk since his return  
from more than two years' absence from the scene is a  
gracefully swinging set. This album should appeal to  
those of the moderate and extreme jazz left. It's got much  
in it for the modern listener with poignant solos by  
guitarist Jim Hall as well as Rollins. "Without a Song,"  
"Where Are You" and "God Bless the Child" are standout  
tracks.

#### HIP TWIST



Shirley Scott, Prestige PR 7266 (M) — Prestige has  
thrown the twist label on one of its best selling jazz  
artists, organist Shirley Scott, hoping to pull some new  
listeners from the pop market. Actually there's not too  
much of the grinding twist beat for aficionados of that  
rhythm. There are, however, some fine spots of organ  
and tenor blowing by Miss Scott and Stan Turrentine.  
Among the top-flight tracks are "Hip Twist," "Violent  
Blues" and "All Tore Down."

(Continued on page 43)

**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.

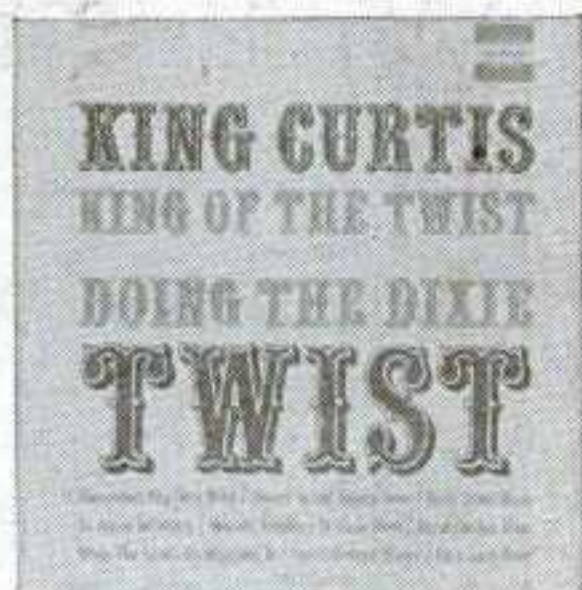
Pos. This Issue	Pos. 1/13/62 Issue	Brand	% of Total Points
<b>AM-ONLY TABLE RADIOS</b>			
1	2	RCA Victor	25.2
2	3	Motorola	14.7
3	1	Zenith	10.7
4	4	General Electric	10.5
5	—	Olympic	8.0
6	7	Emerson	6.0
7	5	Westinghouse	4.9
8	—	Admiral	4.5
		Others	15.5

Pos. This Issue	Pos. 1/13/62 Issue	Brand	% of Total Points
<b>AM-FM TABLE RADIOS</b>			
1	2	Zenith	17.8
2	5	Motorola	13.9
3	1	Magnavox	12.1
4	3	Granco	9.7
5	4	RCA Victor	7.0
6	—	Olympic	4.4
7	—	Westinghouse	3.5
7	—	Channel Master	3.5
9	7	General Electric	3.3
		Others	24.8

**ALBUM COVER OF THE WEEK**



**LISTEN SON AND OTHER READINGS**—Jack Pyle, Cameo C1017. Here is a warm and touching cover photo of a little man who's had a busy day. Good photo, done in warm red and blue tones, can win a lot of glances and forms a fitting tie-in with the subject matter.



**DOING THE DIXIE TWIST**—King Curtis, Prestige Tru-Sound, TRU 15009. Many twist albums have depicted couples or solo dancers in interpretations of the twist. For a bright change of pace for the racks, here's one with simply an attractive array of straight but artistically done type, in red, lavender and gold, against a white background.

**Bob Heller Adds 3 Lines**

PHILADELPHIA—Three additional labels have been added to the line being carried by Bob Heller's Flying Record Distributing Company. Firm was named by Chelsea Records to represent the label in the Pennsylvania, New Jer-

sey and Delaware area with the first release being "Bonnie" by Jimmy Wilde. Heller firm also gets the distribution franchise for Riccio Records of New York, first release being "Bleeding Heart" by Joe Dee, and Troubadour Records from Hollywood, the first effort being "Twist Around the State" by the Troubadour Kings.

**DISCUSS PHILLY HI-FI EXHIBITION**

PHILADELPHIA — Preliminary plans for a second annual Music and Hi-Fi Show will be discussed at a meeting this week of the High Fidelity Audio Specialists Association. Under the leadership of Daniel K. Greenfield, of Dandy Radio Corporation, the group has expressed strong feeling that a trade show in the fall would provide a substantial boost to sales volume for the high fidelity dealers in the area. It is pointed out that the New York Hi-Fi Show is also staged in the early fall. Meeting at the Alpha Club, the group also invited Harry Bortnick, who staged the city's first Music and Hi-Fi Show, to attend.

**RCA Cuts Transistors**

NEW YORK—RCA Sales Corporation announced a series of price cuts on transistor radios this week. The move represents a strong bid to broaden sales in the area and makes RCA the first major American line to dip below the \$15 retail price line.

The company cut prices on three of its "Pockette" models. According to Marketing Vice-President Ray Saxon, the Elf (Model 3RH1) a six-transistor model with an "Impac" unbreakable case, has been reduced from \$19.95 to \$14.95, the Charm (Model 3RG1-G), another six-transistor set with earphone and leather case, drops from \$24.95 to \$19.95, and the Talisman (Model 3RG1-G), a de luxe pocket set with vernier tuning and metal speaker grill was cut from \$29.95 to \$24.95.

Saxon pointed to an expected industry sale of 12 million transistor sets this year, with the great majority of these falling in the teen group. "The total 15-19 age group is expected to show a 41 per cent expansion by 1970," Saxon said, "And the number of 'youth gift occasions' including birthdays, graduations, marriages and new homes will expand by at least a million each year."

**Stage \$, Reminder Promos by Jansen**

CHICAGO — Jensen Industries has kicked off a "stage money" incentive plan for dealers. Special Jensen "bucks" worth \$1 toward the purchase of any \$10 order on needles, cartridges or other accessories are being distributed to dealers by distributor salesmen. Dealer fills out a coupon on the reverse side of the imitation dollar bill and sends it along with his order to get the 10 per cent discount. Promotion continues to September 1.

Meanwhile, Jensen has put into national operation, a customer reminder plan, recently tested in limited markets. Under the reminder plan, a needle buyer fills out his name and address on a postcard provided by Jensen. Card contains the dealer imprint. These are then picked up by distributor salesmen, who forward them to the Jensen plant. Cards are mailed out to the customer by Jensen after two months for a sapphire and 10 months for a diamond needle, reminding them that their needle may need replacement. Card, of course, steers the customer back to the original store.

**Team of Radio & Oldies Ups Ware's Disk Sales**

SEATTLE — Like a distant fellow record dealer, Irving Rose of Times Records, New York; Barry Ware of Ware House of Music here, is using old singles as a successful sales builder. Ware, surrounded by heavy discounters, is selling the singles and all albums but a few specials at full list prices and says his business is better than last year.

With singles, Ware has gone in for what he calls a Top 1,000 list of million seller singles. "It's been a tough job getting distributors to order this stuff for us, but we have been moderately successful, to the point where we now have at least a modest supply of a great number of these oldies, going back through the rock and roll era, the dealer says.

"Frankly, since we've gotten into this," Ware continued, "our singles business has increased by one-third. I honestly feel that sales of these single standards will outweigh sales of the pop hit singles. We've gotten such a good response that we are now thinking about stocking the old-time hits in country and western, too. I hope we can find the space to put them all in stock. But there's no doubt that the oldies help the business."

**August Is Hot**

In Seattle, according to Ware, the business has been traditionally good in the month of August. "That's when we have our full-week celebration, 'Sea Fair,' which includes an Aqua Follies and a flock of other attractions. That's when the tourists flood in-

to town and they buy, believe me. August has become our second best record month, next to December. Now this summer it'll be a whole season like that with our World's Fair.

"Fair visitors come out from downtown on a new monorail coach system, and we're only a block from the terminal at the Fair end of the system," Ware continues. "We'll get a lot of action from these visitors. They have money in their pockets and time on their hands. They want souvenirs and we expect a lot of the souvenirs will be records.

"When they come in the store in the afternoon the first thing they'll see is that we have a disk jockey show going on right from the store. This is a country music show and the only one on the air in the whole Seattle area. Even though we are in a good size city, we've found that there is a healthy market for country records and we promote them on our show," said the dealer.

**Radio Top Promotion**

"I feel that radio is one of the very best ways to promote record sales," he went on. "I would like to have a program of jazz and folk music, too, as well as the country show. We were on the point once, not so long ago, of buying a radio station. We came close but somebody suddenly bought it right out from under us. I'd still like to do it.

"As far as price goes, we have plenty of competition from a

*(Continued on page 42)*

**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.

**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 an entire album catalog, including March and April releases, is available through Victor distributors. New York distrib is offering 20 per cent.

**DOT**—Expires April 30, 1962. Started April 1, 1962. Spring Bonus Plan. Label is offering 2-for-10 on complete mono and stereo LP and EP catalog. See separate story, current issue, for details.

**EPIC**—Expires April 30. Starts at once. "Salute to Spring" program—20 per cent discount on complete April classical release, plus 30 other best selling classical catalog items. Also covers four-track stereo tapes of same items. 10 per cent discount on all new pop and jazz LP's.

**AUDIO-FIDELITY**—Expires May 4. Starts at once. Special promotion on "More Best of the Dukes of Dixieland," a new set carrying suggested list of \$2.98. In addition, dealers are offered pre-pak counter merchandiser containing 10 mono, 10 stereo and two free stereo LP's by the Dukes. Also offered in 20 per cent discount on four new releases, plus entire catalogs of Dukes of Dixieland and Al Hirt.

**ATLANTIC-ATCO**—Expires May 10. Started April 10, 1962. New program entitled, "Spring Will Be a Little Great This Year." Features one free album for every seven purchased for distributors. Deal covers entire catalogs of both labels, plus two new Atco and five new Atlantic LP releases.

**KAPP**—Expires May 15, 1962. Started April 9, 1962. 10 per cent discount to dealers on all new Kapp and Kapp-Medallion releases, plus all items included in the special Jane Morgan "artist of the month" promotion.

**CAMEO-PARKWAY**—Expires August 31, 1962. Started March 1, 1962. Plan features a pre-pak 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.

**SONODOR**—Limited time only. Started March 31, 1962. One LP free for every five purchased.

## FINDERS KEEPERS

## Lesco Distrib Makes Profit Specialty Out of Rare Disks

PHILADELPHIA — Ed Cohn, who operates Lesco Distributors here, has instituted a special service for all dealers, of locating rare, out-of-print and out-of-date records.

"Many dealers get constant requests from customers for old records that you just can't get from regular sources," Cohn said. "When a dealer gives me the name of a record he wants, I just keep circulating among my regular accounts asking for the record and sooner or later I find it. The guy who has it is usually delighted to get rid of it and the guy who wants it is equally happy. I charge the buyer 50 cents over the wholesale price for the record, which gives

me a decent profit for my trouble.

"I've already located over 300 records this way. I run ads on my service in local papers and record publications and now I'm planning to extend the service to a national basis. I'm planning ads in The New York Times, the Saturday Review and Billboard. I'm sure I'll get a lot of new customers for the locator service this way and I can help them all. I never turn a customer down and I've been able to get old Decca and Essex 10-inch LP's among the lot for them."

## Name Fair Reps on East, West Coast

NEW YORK — Two regional representatives have been appointed by the International Sound Fair, Inc., according to Hal B. Cook, executive director. The Sound Fair will be staged at Cobo Hall, Detroit, next July.

Named East Coast rep was Donald Mackay, who will work out of Fair headquarters here. Peter Haine has become West Coast rep and will base his operations in Los Angeles and San Francisco. A Midwest man will be named shortly. Mackay formerly was with ASCAP and Record Source, Inc., while Haine has been with several major recording firms.

## NARM Convention Program

• Continued from page 5

Lou J. Kustas, Toy House of Hudson Valley; Donald Van Gorp., Musical Isle Record Corporation

Associate members: Ewart G. Abner Jr., Vee Jay Records; Jay H. Lasker, Reprise Records; Morrie Price, United Artists; Robert Schwartz, Laurie Records; Robert Thompson, Columbia Records

Featured Address, George R. Marek, RCA Victor Records

Panel Discussion—Moderator, Joseph Csida Regular members: Stuart Burnat, Music City Record Racks; John T. Edgerton, Pic-A-Tune, Inc.; Harry Goldman, Rak Sales, Inc.; Peter C. Wambach, Wambach Distributors

Associate members: Archie Bleyer, Cadence Records; David Kapp, Kapp Records; George R. Marek, RCA Victor; Arnold Maxin, MGM/Verve Records; David L. Miller, Somerset Stereo-Fidelity

12:30 p.m.- 1:30 p.m.—Luncheon, Empire Room; regular and associate members

2:00 p.m.- 5:30 p.m.—Visitation—Regular members visit with associate members

Special Ladies' Function  
Brunch and Fashion Show

11:00 a.m.—Brunch, Mona Lisa Room

12:00 Noon—Fashion Show, original creations of Rivera and Mojena; Host: Dot Records

7:00 p.m.- 8:30 p.m.—Cocktail Party, Empire Room; regular and associate members; Host: Synthetic Plastics Record Corporation

8:30 p.m.- ? —Dinner Party, Harry's American Gardens; regular and associate members; Host: Columbia Records

Thursday, April 12

9:00 a.m.-12:00 Noon—Regular Members' Meeting, Paladium Room; regular members only

2:00 p.m.- 5:00 p.m.—Visitation—Regular members visit with associate members

6:30 p.m.- 8:00 p.m.—Cocktail Party, Imperial Room; regular and associate members; Host: Reprise Records

8:00 p.m.—NARM Awards Banquet (formal dinner dance), regular and associate members; Cafe Pompeii

## Goody Profit

• Continued from page 4

worth today of close to \$900,000, three years after the firm entered a Chapter 11 bankruptcy proceeding. For all of 1961, sales reached \$6,575,848. All indications point to a volume this year considerably higher, according to the latest figures. In January of 1962, sales were \$610,000 against \$460,000 the same month of 1961. In both February and March, this year's totals were almost \$200,000 ahead of the corresponding months last year. The current healthy picture includes on-time payments to creditors under the Chapter 11 settlement arrangement.

Goody noted that "We are not only buying right but we're buying at the right time for our needs. Also, our heavy advertising in The New York Times has paid out. We give good prices when the people bring in the ads to the store. But those prices are not advertised in the store. We level our profit out by not extending the low prices unless the customer either has the ad with him or at least mentions that he knows about it," the dealer emphasized.

when answering ads . . .  
Say You Saw It in  
Billboard Music Week

## Direct Sell

• Continued from page 5

casting about for means of strengthening the dealer structure so as to ensure catalog business.

## Premiums Included

Another item expected to be discussed is the racker's sensitivity with regard to the major's increased activity in the premium record field. This kind of disk product is very often sold through drug and supermarket chain stores, focal point of rack operations.

Record execs expect the NARM convention to be the biggest ever—reflecting the growth of this segment of the industry. In fact, growth has been such that some key racker, it is known, intend to go public.

## Team Up Sales

• Continued from page 41

couple of big department stores very close by. They are offering all kinds of discounts. We don't, but we try to keep a lot of excitement going on in the store. The live radio show from here helps. We try to give them something to come in for. I guess we're doing well enough with our gimmicks. We're ahead of last year right now, and the summer looks good," was Ware's optimistic conclusion.

## NEW DEALER PRODUCTS

## Amplifier-Speaker Unit



The OrrTronic line introduced the S-2300 which is a combination amplifier-speaker, all in one cabinet

housing. The unit is produced by the company, headquartered in Opelika, Ala., for those who wish to convert their mono sets to stereo. It also can be used as a second speaker for stereo system and an auxiliary reproducer for tuners. It is also amply suited for use as an extension speaker carrying sound to other rooms in the house. The unit contains an 8-inch woofer and a 3½-inch tweeter. Suggested list price is \$59.95.

## Diamond Showcase Offer

Recoton Corporation is offering a plexiglas case that holds more than 50 needles to celebrate its silver anniversary. The case, which is available with an assortment of 30 of the firm's stereo and mono diamond needles, is pilfer proof and accessible for inventory taking. The unit takes only 13 inches of counter space and is filled with sales literature.



## Stereo, FM-AM Phono &amp; Radio



A stereo multiplex phono-graph and radio has been introduced by the Emerson Company. The self-contained set has FM-AM reception in a lo-boy furniture cabinet, which is finished in a special finish that protects against stains, burns and marring. It is equipped with a four-speed changer and four matched speakers. Labeled the P1906, the set comes in mahogany at \$198, and in limed oak and walnut at a slightly higher cost.

## British Stereo Recorder

The Truvox is a four-track stereo tape recorder being introduced from Great Britain. It is being handled in the United States by Ellis and Froud of New York City. The recorder is equipped with many of the latest conveniences: automatic stop at the end of tape; two speeds, 7½ and 3¾ i.p.s., and conventional controls. The set sells at a suggested list price of \$212.



## Kiddie Disk Display Stands

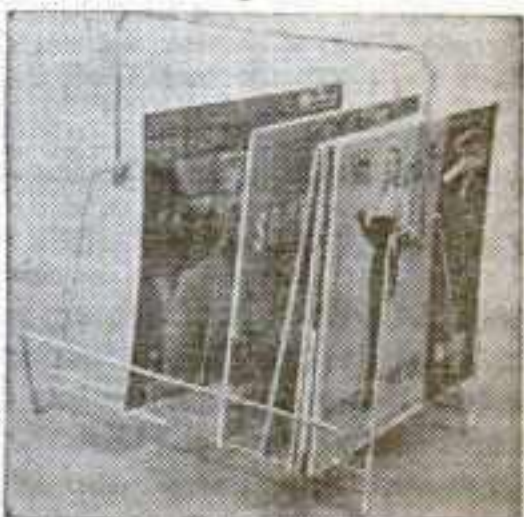


Peter Pan Records, a subsidiary of Synthetic Plastics of Newark, N. J., is introducing

a prepacked, self-display stand for its line of children's records. The unit is slated to handle large 7-inch 45 and 78 r.p.m. records in quantities of either 72 or 144. The prepacks contain either of the speeds or an assortment of both. Synthetic Plastics is driving for greater exposure for its line.

## LP Browser Caddy

A combination floor or table LP record caddy has been introduced by the Artistic Wire Products Company of Taftville, Conn. The unit will hold 100 LP's or singles, stands 10 inches high, and is made of a high lustre brass-plated wire. It also has a fold-down carrying handle. The over-all dimensions are 16 by 13 by 10 inches. Units come packed by the half dozen, weighing 19 pounds and retailing at \$2.49 apiece. For information write to the company, referring to No. 284 B.



don't forget the kids!

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**Peter Pan**  
BIG 7" RECORDS  
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SONGS, STORIES, POPEYE, OTHERS  
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**DISTRIBUTORS RACK JOBBERS ONE STOPS RETAILERS DISCOUNT OPERATORS**

Major LP's & EP's, Singles (all labels, all artists). Accessories. Any quantity of factory new records (not used), 33½'s, 45's, 78's—available to you at cost of less than manufacturer's. Send for a free listing of prices and type records we can supply.

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"Old Rivers"  
WALTER BRENNAN  
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LIBERTY

**BILLBOARD MUSIC WEEK HOT C & W SIDES**

This Week	Last Week	By special survey for week ending 4/14 TITLE, ARTIST, LABEL & NUMBER		Weeks on Chart
1	1	SHE'S GOT YOU, Patsy Cline, Decca 31354	7	
2	2	MISERY LOVES COMPANY, Porter Wagoner, RCA Victor 7967	14	
3	4	A WOUND THAT TIME CAN'T ERASE, Stonewall Jackson, Columbia 42229	13	
4	3	CHARLIE'S SHOES, Billy Walker, Columbia 42287	7	
5	5	ALLA MY LOVE, Webb Pierce, Decca 31347	10	
6	13	UNLOVED, UNWANTED, Kitty Wells, Decca 31349	7	
7	7	THAT'S MY PA, Sheb Wooley, MGM 13046	14	
8	15	IF A WOMAN ANSWERS, Leroy Van Dyke, Mercury 71926	3	
9	17	WHERE I OUGHT TO BE, Skeeter Davis, RCA Victor 7979	6	
10	6	A LITTLE BITTY TEAR, Burl Ives, Decca 31330	11	
11	14	THREE DAYS, Faron Young, Capitol 4696	4	
12	18	LOSING YOUR LOVE, Jim Reeves, RCA Victor 7950	18	
13	9	ACHING, BREAKING HEART, George Jones, Mercury 71910	8	
14	11	WILLINGLY, Shirley Collie and Willie Nelson, Liberty 1343	5	
15	10	TEARS BROKE OUT ON ME, Eddy Arnold, RCA Victor 7984	5	
16	16	LONESOME NUMBER ONE, Don Gibson, RCA Victor 7959	17	
17	26	JUST AIN'T, Lester Flatt and Earl Scruggs, Columbia 42280	2	
18	12	NOBODY'S FOOL BUT YOURS, Buck Owens, Capitol 4679	8	
19	—	I GUESS I'LL NEVER LEARN, Charlie Phillips, Columbia 42289	1	
20	8	WALK ON BY, Leroy Van Dyke, Mercury 71834	32	
21	23	HAPPY JOURNEY, Hank Locklin, RCA Victor 7965	14	
22	—	HONKY-TONK MAN, Johnny Horton, Columbia 42302	1	
23	—	SHE THINKS I STILL CARE, George Jones, United Artists 424	1	
24	25	BIG BATTLE, Johnny Cash, Columbia 42301	3	
25	24	GO ON HOME, Patti Page, Mercury 71906	9	
26	19	CAJUN QUEEN, Jimmy Dean, Columbia 42282	10	
27	21	TO A SLEEPING BEAUTY, Jimmy Dean, Columbia 42282	6	
28	22	AIR MAIL TO HEAVEN, Carl Smith, Columbia 42222	14	
29	27	ANYWHERE THERE'S PEOPLE, Lawton Williams, Mercury 71867	24	
30	20	SOMETIMES I'M TEMPTED, Marty Robbins, Columbia 42246	11	

The pick of the new releases:

**SPOTLIGHT ALBUMS OF THE WEEK**

Strongest sales potential of all albums reviewed this week.

Continued from page 40

**Band**

**CAVALCADE OF THE AMERICAN BAND**



Goldman Band. Capitol W 1688 (M) SW 1688 (S)—A stirring band package. The noted name of Goldman, combined with the fine performances should motivate a lot of buyers—not only band buffs but also collectors of Americana. For the material is particularly rich in the latter, including such sides as "The Battle of Trenton," "The Federal March," "The Washington Greys," etc.

**Blues**

**LIGHTNIN' HOPKINS ON STAGE**



Imperial LP 9180 A—Fortunately, this great folk blues artist is recording frequently these months. This is one of his better packages—full of biting, earthy performances—unadorned by nothing but his guitar. Sides include "Katie May," "See See Rider" and "My California."

**SPECIAL MERIT ALBUMS**

**Pop**

**BOB DYLAN**



Columbia CL 1779 (M) CS 8579 (S)—Bob Dylan is a young man (20) from Minnesota who has already made an impact among folkies with his exciting manner with folk, blues, and pop-folk tunes. He plays, sings and composes and is one of the most interesting, and most disciplined youngsters to appear on the pop-folk scene in a long time. This album shows him off in fervid readings of such well-known items as "Highway 51," "Freight Train Blues" and "House of the Rising Sun," and moving readings of originals such as "Song to Woody" and "Talkin' New York." Dylan, when he finds his own style, could win a big following.

**Classical**

**JOHN McCORMACK IN CLASSICAL ARIAS AND GERMAN LIEDER**



Angel COLH 123—These two albums should please almost any collector of the great voices of the century. These two albums showcase McCormack's huge tenor voice talent in a number of the warhorse operatic arias, German Lieder songs and Irish folk melodies. Both albums are comprised of remastered 78's and contain some of the most masterful performances recorded by the Irish tenor. A collector's must.

**Religious**

**PASSOVER SEDER FESTIVAL**



Richard Tucker. Columbia ML 5736 (M) MS 6336 (S)—Metropolitan opera star Richard Tucker, accompanied by composer Sholom Secunda, chants some of the traditional prayers and songs from the Passover Seder service. The narration is provided by Ben Irving. It's a timely item, with the eight-day Jewish holiday of Passover coming at the end of this month. This, coupled with the Sterling performance and magic name of the singer, should make this a top item in its field.

**Reviews of New Albums**

Continued from page 28

Another track features humorists Mort Sahl and Soupy Sales, and jazz by Barney Kessel and Clavin Jackson. A highly pleasing assortment.

★★★★ **BODY AND SOUL**  
Jackie Wilson. Brunswick BL 754105 (S) 54105 BL (M)—Jackie Wilson sings a collection of standards and a few of his recent single releases on this new album, showing off his strong vocal stylings over lush ork support. Songs include "Body and Soul," "I Got It Bad," "Crazy She Calls Me" and "The Greatest Hurt." Wilson's vocal mannerisms sometimes get in the way of the songs but his many fans will dig this new album.

★★★★ **15 GOLDEN HITS**  
Various Artists. United Artists. UAL 3192 (M) UAS 6192 (S)—This collection of 15 recent pop hits should appeal to both adults and the teens. Sides include "Cotton Fields" with the Highwaymen; "Portrait of My Love" with Steve Lawrence; "Town Without Pity"; "Tonight" by Ferrante and Teicher, and strong sides by Don Costa, Al Caiola, the Clovers, Marv Johnson, and Phil Upchurch. Strong wax that should have a wide audience.

★★★★ **YESTERDAY'S GOODIES**  
Various Artists. United Artists UAL 3196 (M) UAS 6196 (S)—This collection of old r.&r. hits should find favor with nostalgic rock and roll fans. Line-up includes "Love Potion No. 9" by the Drifters, several sides by Marv Johnson, "You're So Fine" by the Falcons, and additional selections by Jimmy Forest, Don Costa, the Tune Rockers, Lee Andrews and the Hearts, the Acorns and Enzo Stuarti.

★★★★ **PIANO PLUS**  
Lee Evans. Capitol T 1708 (M) ST 1708 (S)—Lee Evans scored well with his first album on the label, and the pianist should garner more fans with this new set. It shows him off in a romantic mood, with melodic songs and a large ork behind him. The tunes include such standards as "I Feel Pretty," "Malaguena," "Again" and "Love Themes From Manhattan Tower." Good wax, with much to program on good music stations.

★★★★ **GUYS AND DOLLS**  
Kirby Stone Four. Columbia CL 1714 (M) CS 8514 (S)—The Kirby Stone Four have updated Frank Loesser's "Guys and Dolls" score, and they perform it here in bright, happy fashion. The Four are backed by a flock of fem singers, plus a full ork made up of many of New York's top jazzmen. Dick Hyman arranged and conducted the entire production. It's a fun disk, not as

good as the original cast waxing, but enjoyable nonetheless, and one that could grab a lot of spins.

★★★★ **IF THE BIG BANDS WERE HERE TODAY**  
Bernie Lowe Ork. Cameo C 4005 (M) SC 4005 (S)—Here's an interesting idea for jockey programming, particularly for stations on a "better music" kick. Twelve current hit tunes are wrapped up in ork stylings of the big band days. There is an Artie Shaw-type treatment of "Exodus," Tommy Dorsey-styled "Wonderland by Night," Harry James take-off on "Gigi," and Benny Goodman approach to "The Twist."

★★★★ **BIG BEAT HAMMOND**  
Jackie Davis. Capitol T 1686 (M) ST 1686 (S)—Davis has another successful album here that should appeal to his fans and to those who like a bit of swing along with their Hammond pyrotechnics. The set is made up entirely of standards with the accent on a medium tempo beat. Irving Ashby, Joe Comfort and Weddie Morris provide the fine rhythm accompaniment. "Sweet Sue," "The Shadow Waltz," and "Time on My Hands" are just a few of the fine titles.

★★★★ **CHARLES BROWN ... MILLION SELLERS**  
Imperial LP 9178A—The fine blues singer deserves to do well with this package. The vocals are honest and full of true blues quality. Charles is backed well and unobtrusively by Johnny Moore on guitar and Eddie Williams on bass. Included are "Trouble Blues," "Drifting Blues," "I Lost Everything," etc.

★★★★ **AMOS MILBURN ... MILLION SELLERS**  
Imperial LP 9176A—There's some rousing  
(Continued on page 44)

Just Recorded by  
**ACE CANNON**  
**"BLUES"**  
(Stay Away From Me)  
HI #2051  
One of the **LONDON GROUP** of Hit Labels

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**"WALKING CANE"**  
**Billy Duke**  
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Definite Smash!  
**THE VOLUMES**  
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Hit Instrumental!  
**"SWINGIN' GENTLY"**  
**EARL GRANT**  
Decca #25560

**METROPOLE RECORDS** WATCH US GROW  
BOX 3219  
Hollywood 28, Calif.

# Reviews of New Albums

Continued from page 43

blues in this package—boogie and soulful blues, plus a couple of Milburn's items associated with his old "Liquor Series" and known to his fans for many years. Two of the latter are "Bad, Bad Whiskey," "One Scotch, One Bourbon, One Beer." Album also contains the classic "Trouble in Mind," introed by a soulful horn.

**★★★★ SENTIMENTAL SERENADE**  
Jerry Murad's Fabulous Harmonicats, Columbia CL 1757 (M) CS 8557 (S)—Jerry Murad's Harmonicats present a flock of romantic favorites in their smooth and individual harmonica styling. The tunes include "Who's Sorry Now," "Moonlight Cocktail," "My One and Only Love" and "Shangri-La." A most pleasant set for listening or dancing. Good deejay programming, too.

**★★★★ FRENCHY**  
Les Compagnons de la Chanson, Capitol T 10311 (M) ST 10311 (S)—The famed

nine-man singing group has turned out an attractive collection for its latest disk. These include "Green Leaves of Summer," "Green Fields," "Sailor" and "Guns of Navarone," all with French lyrics, of course. The group has a lot of fans who will be favorably impressed. Stereo helps this team, too.

**★★★★ SOUL OF ITALY**  
Gianni, Cameo C 4004 (M) SC 4004 (S)—Cameo's series of recordings made via the 35mm. film process has produced a melodious item in this collection of Italian tunes, most of them recent but some of traditional origin. The stereo version is especially well defined. Arrangements make use of mandolins and accordions to achieve the proper Neopolitan effect on selections that number such as "Anna," "Volare," "Ar-riverderci Roma" and "Non Dimenticar."

**★★★★ AN EXCITING EVENING AT HOME WITH THE INTERNATIONAL POP ORCHESTRA**  
Cameo C 4001 (M) SC 4001 (S)—Brilliant quality of stereo sound has been achieved in this Cameo release of a 110-piece pops orchestra. Recorded in London via the 35mm. film process, the orchestra offers bright arrangements of listenable favorites such as "Peanut Vendor," "High and Mighty," "Fascination" and "Slaughter on

10th Avenue." Good listening and good programming material for FM stereo broadcasters.

**★★★★ PEE WEE HUNT'S SATURDAY NIGHT DANCING PARTY**  
Capitol T 1690 (M) ST 1690 (S)—Traditionalist in jazz orientation, Pee Wee Hunt's band uses a modified Dixieland beat in its attack on a group of standards. There's no doubt that the result is eminently danceable, the prime purpose of the collection. Tunes include "Josephine," "I Found a New Baby," "Marie," "Margie" and "Mary Lou."

**★★★★ THIS TIME IT'S LOVE**  
Hi-Lo's, Columbia CL 1723 (M) CS 8523 (S)—Here is the first Hi-Lo's package in many months, but the singing is just the same as always, top drawer, imaginative, fresh and done with great skill. The selection includes a brace of love tunes—"My Foolish Heart," "On the Alamo," "Small Hotel," "Only Forever," etc., all well suited to Hi-Lo's style. Band features strings and Spanish-flavored guitars which sometimes seem a bit out of place with the vocal approach. No matter, fans will still dig the singing.

**★★★★ KAY KYSER'S GREATEST HITS**  
Capitol T 1692 (M) ST 1692 (S)—For the fans of the erstwhile professor of the college of musical knowledge, this re-creation of the Kay Kyser sound is made to order. Here the graduates of the well-remembered school, Ginny Simms, Harry Babbitt, Ish Kabibble, Trudy Erwin, Sully Mason and Gloria Wood, all team up with a studio band playing the arrangements of the old band of tunes like "Jingle Jangle Jingle,"

"Who Wouldn't Love You," "Playmates," "Thinking of You," etc. A suitable memorial to one of the top names of the big band era.

**★★★★ GREAT MOVIE THEMES ON THE ORGAN**  
Bill Meeder, Cameo C 4003 (M) SC 4003 (S)—Recorded on 35mm. film, this set features the sound of a great organ, applied to famous movie themes of recent years. Organist Bill Meeder plays "Moon River," "Exodus," "Never on Sunday," "High Noon" and "Third Man" with richness and color, though, in truth, there is a world of competition on the market in terms of repertoire as well as the particular instrumental approach.

**★★★★ STRANGE ENCHANTMENT**  
Vic Damone, Capitol T 1691 (M) ST 1691 (S)—Here's the rich-voiced Vic Damone in a selection of moody, haunting, far-away type songs. The orchestrations are lush as he sings "Hawaiian Wedding Song," "Beyond the Reef," "Bali Ha'i," "Moon of Manakoor," etc. An exotic set full of the percussion and flavor of the Islands. A lot of good music programming fodder here.

**★★★★ SHIRLEY AND LEE . . . LET THE GOOD TIMES ROLL**  
Imperial LP 9179A—The indomitable r.&b. singing duo turn in some fine-multi-paced efforts in their well-known style. Included are such standout items as their biggest hit, "Let the Good Times Roll," plus "Rock All Night" and "Feel So Good." The band rocks along behind them in great style and teeners will surely find plenty to like, especially for terping, on the set.

## ★★★ MODERATE SALES POTENTIAL

- ★★★ EXPLODING DRUMS  
Panama Francis, Epic LN 3839 (M) BN 629 (S)
- ★★★ THE THREE YOUNG MEN (FROM MONTANA)  
Columbia CL 1749 (M) CS 8549 (S)
- ★★★ SWINGIN' DATE BOOK  
John La Salle, Columbia CL 1713 (M) CS 8513 (S)
- ★★★ LLOYD GLENN . . . AFTER HOURS  
Imperial LP 9175A
- ★★★ LLOYD GLENN . . . CHICA-BOO  
Imperial LP 9174A
- ★★★ SOUL OF HAWAII  
Hawaiian Islanders, Cameo C 4002 (M) SC 4002 (S)
- ★★★ FABIAN'S 16 FABULOUS HITS  
Chancellor CHL 5024
- ★★★ GOLDEN BLUES  
Barbara Russell, United Artists, UAL 3184 (M) UAS 6184 (S)

## JAZZ LP'S

## ★★★★ STRONG SALES POTENTIAL

**★★★★ CHAMBERS' MUSIC A JAZZ DELEGATION FROM THE EAST**  
Paul Chambers, Imperial LP 12182A (Stereo)—This album, released originally in 1956, shows off the young Paul Chambers, together with John Coltrane (both then with the Miles Davis combo), and with Philly Joe Jones and Kenny Drew. Chambers' work on this album, as on his many since, is outstanding, and there are fine solos by Coltrane as well. Tunes include "Dexterity," "Easy to Love" and "Visitation."

**★★★★ I REMEMBER JOHN KIRBY**  
Dave Pell, Capitol T 1687 (M) ST 1687 (S)—The album might appeal as much to over-30 pop music buyers as it will to the jazz aficionados in the same age group. The set is styled in emulation of the great Kirby combo of the late 1930's and early 1940's. It's indelibly identified with the swing era, and for that reason may be of interest to jocks who have "sweet with a beat" shows. Besides Pell on clarinet, Benny Carter and Ray Linn on alto sax and trumpet also play some fine solos.

**★★★★ LOOKIN' AHEAD**  
Jazz Crusaders, Pacific Jazz PJ 43—Here's a fine man group from the West Coast on their second album gig for the label. The accent is on a hard driving quality, interesting and somewhat off-beat harmonies and in assurance in the fine art of theme development via repeating solos in the different voices. Quintet includes Wilt Felder, tenor; Wayne Henderson, trombone; Joe Sample, piano; Sticks Hooper, drums, and Jimmy Bond, bass. Roy Gaines sits in as guest guitarist. Set should hit the market for the modernists looking for a new sound.

## CLASSICAL LP'S

## ★★★★ STRONG SALES POTENTIAL

**★★★★ ARIAS, ANTHEMS AND CHORALES OF THE AMERICAN MORAVIANS, VOL. 2**  
Moravian Festival Chorus and Ork. Columbia ML 5688 (M) MS 6288 (S)—This second volume of American Moravian music confirms the fact that America does have its own classical heritage to be proud of. The Moravians, who were German Americans of the Protestant-Moravian persuasion, filled their whole lives with music, mostly sacred compositions. Here the Moravian Festival Chorus and Orchestra, conducted by Thor Johnson, and with Ilona Kombrink, soprano, and Aurelio Estanislao, baritone, provide a deep and finely executed insight into the "unknown century of American music." Package is a must for classical collectors.

**★★★★ MOZART: DUO NO. 1 IN G MAJOR, K. 423; DUO NO. 2 IN B FLAT MAJOR, K. 424**  
Joseph Fuchs, Lillian Fuchs, Columbia ML 5692 (M) MS 6292 (S)—Although not among Mozart's best-known works, these duos for violin and viola are first-class works which are especially effective in stereo. Joseph and Lillian Fuchs, whose old mono version of Duo No. 2 is the only one of either work still in the catalog, provide stylish performances in this new outing. No other recording of Duo No. 1 is now available. This disk should benefit from the exposure it is certain to obtain, as a result of the lack of other performances.

## LOW PRICED CLASSICAL

★★★★ GERALDO PLAYS FOR DINING AND DANCING  
RCA Camden CAL 691 (M) CAS 691

(Continued on page 45)

when answering ads . . .  
Say You Saw It in  
Billboard Music Week

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This Week	Last Week	By special survey for week ending 4/14 TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	2	SOUL TWIST, King Curtis, Enjoy 1000	9
2	1	TWISTIN' THE NIGHT AWAY, Sam Cooke, RCA Victor 7983	9
3	7	MASHED POTATO TIME, Dee Dee Sharp, Cameo 212	3
4	3	SLOW TWISTIN', Chubby Checker, Parkway 835	4
5	4	SOMETHING'S GOT A HOLD ON ME, Etta James, Argo 5409	7
6	5	LOVE LETTERS, Kelly Lester, Era 3068	6
7	12	OUR ANNIVERSARY, Shep and the Limelites, Hull 748	8
8	6	CUTTIN' IN, Johnny (Guitar) Watson, King 5579	7
9	10	AIN'T THAT LOVING YOU, Bobby Bland, Duke 338	5
10	11	ANNIE GET YOUR YO-YO, Little Junior Parker, Duke 345	5
11	8	HEY! BABY, Bruce Channel, Smash 1731	8
12	25	WHO WILL THE NEXT FOOL BE, Bobby Bland, Duke 347	2
13	18	MIDNIGHT SPECIAL, Jimmy Smith, Blue Note 1819	7
14	13	LET ME IN, Sensations, Argo 5405	11
15	19	I FOUND A LOVE, The Falcons and Band, LuPine 1003	2
16	28	SAVE YOUR LOVE FOR ME, Nancy Wilson and Cannonball Adderley, Capitol 4693	2
17	—	AT THE CLUB, Ray Charles and His Ork, ABC-Paramount 10314	1
18	17	CRY TO ME, Solomon Burke, Atlantic 2131	8
19	—	HIDE NOR HAIR, Ray Charles and His Ork, ABC-Paramount 10314	1
20	14	TUFF, Ace Cannon, Hi 2040	11
21	21	JAMIE, Eddie Holland, Motown 1021	14
22	9	LOST SOMEONE, James Brown and the Famous Flames, King 5573	17
23	—	SOLDIER BOY, Shirelles, Scepter 1228	1
24	16	WHAT'S SO GOOD ABOUT GOODBYE, Miracles, Tamla 54053	10
25	23	THE JAM, Bobby Gregg and His Friends, Cotton 1003	2
26	15	DUKE OF EARL, Gene (Duke of Earl) Chandler, Vee Jay 416	13
27	24	TRA LA LA LA LA, Ike and Tina Turner, Sue 757	3
28	22	ALWAYS A FIRST TIME, Earl King, Imperial 5811	5
29	20	SMOKY PLACES, Corsairs, Tuff 3030	14
30	—	THE TOWN I LIVE IN, McKinley Mitchell, One-Derful 2030	1

WITH THE COUNTRY JOCKEYS

Continued from page 36

ing for contacts who may be able to assist me when I return to the States in a couple of years." Sgt. Al Lynch gets his mail via 1962 Comm. Gp., APO 239, San Francisco. Al lists his Top 10 songs at the moment as "Misery Loves Company," Porter Wagoner; "She's Got You," Patsy Cline; "Alla My Love," Webb Pierce; "Aching, Breaking Heart," George Jones; "Guitar Boogie Twist," Arthur Smith; "A Wound Time Can't Erase," Stonewall Jackson; "Nobody's Fool But Yours," Buck Owens; "Bad News Gets Around," Warren Smith; "Mr. Record Man," Willie Nelson, and "It Sure Looks Lonesome Outside," Slim Whitman.

C. Pete Heck, until recently c.&w. deejay at WRMF, Titusville, Fla., has moved back to his hometown, Greeneville, Tenn., where he's doing weekend d.j. work for Station WSMG. He plans to open a record shop in a new shopping center now under construction there. . . . "The Skip-Along Show," for the last 11 years one of Western Oregon's top-rated country and western stanzas, has shifted to Station KPIR, Eugene, Ore., where it is heard 5-6 p.m. daily. George L. Hathaway, KPIR manager, reports that the 10,000-watt, clear-channel station has been on the air only since February 12, thus is badly in need for c.&w. singles and albums. Ken Stuart is KPIR program director.

Glenn Parks' new song, "Crazy Dreams," b.w. "Your Troubles Are Mine," has just

been released on "D" Records by Jim Eanes. Deejays missed in the mailing may obtain a copy by writing on their station letterhead to Parks at Jim-Glenn Enterprises, 3508 Chamberlayne Avenue, Richmond 27, Va. . . . Dusty Rose, country jock at KTNT-AM-FM, Tacoma, Wash., invites c.&w. artists traveling the sector to drop by for an on-the-air visit. . . . Herb Shucher, Box 232, Madison, Tenn., still has available deejay copies of Slim Whitman's latest Imperial Records release, "Valley of Tears." Requests should be made on your station's letterhead.

Movie Mirror, in its current issue, has selected a list of 10 of the nation's disk jockeys, from which the readers are asked to select their favorite. One of the 10, and the only country music jockey listed, is Marty Roberts, of WDZ, Decatur, Ill. "Natch, I'll need a lot of help to even make a showing against the pop boys," opines Marty. Roberts has booked the Illinois State Fair at Springfield this year for his band, where they'll appear daily and work in two grandstand shows. . . . Ray Simms, whose western show, "Melody Ranch," is aired daily on KGFL, Roswell, N. M., last week featured Earl Scott's new Kapp Records release, "From a King, to a Joker, to a Clown," as his pick hit of the week. He bases his selection on audience reaction. Ray claims he received 867 letters and cards on the Scott platter in a five-day period.

the rural as well as more urban precincts and this new set of squares, played by a breezy, fiddle-accented country band and with calls, loud and clear, by Dave Rumbaugh, should please all fandom. Dances include "Old Joe Clark," "Sally Goodin," "Rickett's Hornpipe," and others. Accompanying leaflet includes a glossary of square dance terms and instructions for each dance on the disk.

INTERNATIONAL

★★★★ PERCUSSIONS MEXICANAS  
Tino Contreras, Capitol T 10310 (M) ST 10310 (S)—Tino Contreras is a young Mexican drummer with a vivid style and a solid technique who has gathered together a fine combo that turns out a free-wheeling brand of jazz that isn't easily categorized but has a distinct Latin flavor. They do interesting and original things with such items as "Night Train," "Stompin' at the Savoy," "Frenesi" and "Perfidia" and Contreras is especially effective in a rhythm medley without music that includes samba, bamba, mambo, merengue and rumba. Should stir up some excitement, and deserves wide hearing.

★★★★ MORE GERMAN BEER-DRINKING MUSIC

Alfons Bauer and His Hofbrau Entertainers, Capitol T 10297 (M) ST 10297 (S)—A variety of Bavarian entertainers sing some of the lusty drinking songs in their native language. The setting is brought vividly alive by the German street band sound of the accompanying ork, the rowdy group singing of the chorus and appropriate hoops and hollers.

LOW PRICED CHILDREN'S

★★★★ HEY KIDS: LET'S SING,  
Rosemary Rice, Harmony HL 9534—Former TV star, Rosemary Rice, has a sixth kiddie set for Harmony here, and one that's well suited for song-minded youngsters. Working with a selected chorus of boys and girls, Miss Rice sings a flock of familiar tunes — "Row, Row, Row Your Boat," "Three Blind Mice," "Merrily We Roll Along," etc., interspersing neatly written continuity between numbers, including by-play with kiddie friends. Well done and well performed, package is worth exposure.

JAZZ

★★★ TENDERLY  
Lynn Hope, Imperial LP 9177A

CLASSICAL

★★★ IMBRIE: LEGEND FOR ORCHESTRA; CUSHING: CERES-POEM FOR ORCHESTRA  
San Francisco Symphony Orchestra (Jorda), Composers Recordings CRI 152

★★★ LOCATELLI: THREE VIOLIN CONCERTOS FROM OPUS 3 "L'ARTE DEL VIOLINO," "I MUSICI"  
Roberto Michelucci, Epic BC 1155 (S) LC 3827 (M)

★★★ HINDEMITH: QUARTET NO. 3, OPUS 22; BLOCH: QUARTET NO. 5  
Fine Arts Quartet, Concert-Disc CS 225 (S)

★★★ ELLIOT CARTER: DOUBLE CONCERTO FOR HARPSICHOARD AND PIANO WITH TWO CHAMBER ORCHESTRAS; LEON KIRCHNER: CONCERTO FOR VIOLIN, CELLO, TEN WINDS AND PERCUSSION  
Various Artists, Epic BC 1157 (S) LC 3830 (M)

★★★ FERNANDO GERMANI  
Angel S 35687 (S)

★★★ TANENBAUM: VARIATIONS FOR ORCHESTRA; WUORINEN: SYMPHONY NO. 3  
Japan Philharmonic Orchestra (Watanabe), Composers Recordings CRI 149

LATIN AMERICAN

★★★ ENAMORADA VERY MUCH IN LOVE  
Roberto Yanes, Columbia EX 5072

★★★ EL NUEVO RITMO ORQUIDEA  
Hugo Blanco, Panart LP 2101

SACRED

★★★ THE FRANK ALPERS TRIO  
Word WST 8099 LP (S)

★★★ PRELUDES TO FAITH  
Kurt Kaiser, Pianist; Tokyo Symphony Orchestra (Carmichael), Word WST 8095 LP (S)

INTERNATIONAL

★★★ A VISIT TO PORTUGAL  
Ouro Negro and Berta Cardoso, Capitol T 10309 (M) ST 10309 (S)

SPECIALTY

★★★ JOURNEY TO INFINITY  
Audio Master AMS-101 (S & M)

FOLK

★★★ JOHN McCORMACK IN IRISH SONGS AND BALLADS  
Angel COLH 124

Reviews of New Albums

Continued from page 44

(S) — Geraldo is the toast of the London society set and here he and his "Lester Lanin, Meyer Davis" styled ork spins out a brace of the tunes they play for the fancy London parties. "Always True to You in My Fashion," "How High the Moon," "Get Out of Town," are typical of the fare. Pleasant, danceable stuff.

★★★★ STRONG SALES POTENTIAL

SPECIALTY LP'S

SACRED

★★★★ HYMNS FROM THE HEART  
Johnny Cash, Columbia CL 1722 (M) CS 8522 (S)—Cash has a fine way with sacred material, for the same sincerity that is in his folk and country readings comes through here. Included are "He'll Understand and Say Well Done," "I Got Shoes," "My God Is Real."

INTERNATIONAL

★★★★ TORROBA: CONCIERTO DE CASTILLA FOR GUITAR AND ORK  
Renata Tarrago, Columbia ML 5722 (M) MS 6322 (S)—A class package. First side contains the first disk of "Concierto De Castilla," by Torroba, performed by the noted Spanish symphonic orchestra, Orquesta de Conciertos de Madrid and Miss Tarrago. Second side is devoted to a recital by Tarrago. Distinguished material beautifully performed.

SACRED

★★★★ HOLY CRY FROM THE HILLS  
Jimmie Williams and Red Ellis, Starday SLP 165—A worthy addition to the Starday sacred catalog is this package. Sides have the true hill sound, with distinctive harmony and five string banjo and mandolin. In addition to Williams and Ellis and their group, there's the great version of "Where Will I Shelter My Sheep," by the Acorn Sisters.

COUNTRY & WESTERN

★★★★ IT'S FUN TO SQUARE DANCE  
Cliffie Stone and His Ork, Capitol T 1685 (M) ST 1685 (S) — Square dancing has gathered an army of new devotees both in

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when answering ads . . .

Say You Saw It in Billboard Music Week

# Federal Court Upholds IRS In \$250 Tax Stamp Case

TOPEKA, Kan. — A federal judge in Kansas City, Kan., Wednesday (4) upheld an Internal Revenue Service regulation that brands some types of pinball machines as gambling devices.

Judge Arthur Stanley Jr. ruled that proof of actual gambling on the machines was not required and dismissed a Topeka operator's suit against the regulation.

The court decision ended a two-year legal fight by Stanley Tennant of Topeka, operator of Melody Music, Inc., here, and Stan's Amusement Company of Fort Scott, Kan., to get the IRS regulation declared unconstitutional.

### National Impact

Judge Stanley's ruling also dealt a blow to pinball machine operators over the country who had counted on the Tennant suit to produce a favorable precedent.

Tennant's attorney, Ernest Rice of Topeka, could not be reached immediately, and it's unknown if he will appeal the judge's ruling.

The suit Judge Stanley dismissed

was that of W. W. Turner, proprietor of a Fort Scott barber shop, who had sued the Internal Revenue Service for refund of the \$250 special tax stamp required annually for each such machine.

The machine in Turner's barber shop was one of Tennant's.

Turner, who contended his machine was not used for gambling, had sought a refund of \$229.17 for an 11-month period from August 1960 to July 1, 1961. He filed the claim in Judge Stanley's court after refusal of the IRS to return the money.

The suit for a refund was Tennant's ace in the hole. It represented a new angle of attack on the regulation and had progressed further than other court suits against the IRS regulation in other States.

Tennant had sought an injunction to prevent IRS agents from seizing his machines without first obtaining evidence of gambling pay-offs.

### Covers Both Cases

By agreement of attorneys, the ruling in the Turner case also applied to a similar suit Tennant had filed in Topeka in behalf of his Topeka operation.

The suits were prompted by a September 1959 ruling of the IRS that machines equipped with one or more of the following devices are gambling devices "per se" if they have:

A meter for registering free plays.

A knock-off button to release free plays, and a chute for multiple-coin insertions to increase odds.

(Continued on page 49)

# New Juke Boxes Placed In Seasonal Locations

GLASCO, N. Y. — Catskill Mountain resort operators will be getting new stereo equipment for their seasonal operations, as the Greco Brothers' spring and summer policy goes into its second year.

That policy is to place new equipment on seasonal locations in the spring and pull it off after Labor Day, selling it as used equipment.

The fact that the Greco firm is the local Rock-Ola distributor as well as a major operator in the area enables it to pursue this policy profitably.

### Explains Policy

Tom Greco explained that while

most operators will place older equipment on seasonal stops because all their good boxes are tied up on prime, year-round locations, Greco Brothers feels that the difference between what a five or six-year-old box takes in for three months and what a new box will do warrants new equipment.

Last week the trout season opened in the Catskills, and the weekend anglers began moving north from the city. Many of the lodges are already open for weekend operation, and Greco Brothers has begun moving juke boxes on these locations.

With any kind of a season, Greco feels that the weekend receipts in April, May and part of June—combined with the full-week takes from mid-June through the first week in September—will exceed substantially the difference between what the firm can get for a new box and what it can get for one which has been in operation four or five months.

# Name Guests Of Honor for UJA Banquet

NEW YORK—Roger S. Littleford Jr., publisher of Billboard Music Week, and Joseph Orleck, publisher of the Cash Box, were named co-guests of honor at the 1962 banquet of the United Jewish Appeal's Coin Machine Division.

The drive, which got under way last week, was culminated in the victory banquet, held April 5 in the grand ballroom of the Plaza Hotel.

First meeting of the executive committee was held 6 p.m., Tuesday (10), at UJA headquarters.

Irv Holzman, United East Coast Distributors, the 1961 guest of honor, was chairman for the 1962 event. Last year, the Coin Machine Division raised a record \$45,250 for the UJA, with nearly 600 persons attending the banquet.

This year marks the first time that a trade paper executive has been honored by the Coin Machine Division.

# EUROPEAN NEWS BRIEFS

## Operator Loans Approved

WEST BERLIN—Legal precedent has been established for federal small business loans to phonograph operators. The West Berlin administrative court has overruled the Federal Financing Corporation decision on an application from a payout and juke box operator for a loan of 30,000 marks (\$7,500) to purchase additional phonographs. The federal loan agency turned the applicant down on the grounds he was engaged in a "socially deleterious enterprise." The loan agency said the fact he operated payouts made him a social burden to the community, and that in this circumstance a federal loan was contrary to the public interest. The court ruled, however, that payouts are legal and that the operator is violating no law. On the contrary, said the courts, he meets all the conditions for loans to small business.

## Court Rules for Payouts

MUNICH—Bavarian operators have received a legal green light to proceed with the installation of payouts in restaurants of German Federal Railways stations and terminals. A Munich operator took the manager of a railway restaurant to court for his refusal to permit installation of a payout in the restaurant. The restaurant manager refused to sanction a payout on the premises on the grounds that it "offended good taste." The court ruled that railway stations are public property, including restaurants (which are operated by leasing arrangements), and that payouts may be installed there on the same basis they are installed elsewhere. "The public will decide whether the machines are in good taste," the court summarized.

## Cinebox Films Produced

HAMBURG — Color films are being shot on German locations for Cinebox, the visual juke box or coin-operated film theater, as some locations plug Cinebox. The Hamburg films are being shot in entertainment spots and feature top German bands and vocalists. It is part of the Cinebox Continental film program aimed at building a large library for Cinebox showing. Films run three to five minutes and compress into this short time the highlights of top entertainment acts at Continental night spots. Cinebox is one of three "see-it" juke boxes being offered to Continental locations (the others: Scopitone and Caravelle). The three boxes are similar in that they offer a choice of between 24 and 36 color films of top entertainment acts.

## Servicing Banned on Sunday

BONN—West German coin machine operators have run afoul of Chancellor Konrad Adenauer's project for making Sunday literally a day of rest in the German Fatherland. "Never on Sunday" is now being applied to coin machine servicing and maintenance as well as to more muscular forms of economic activity. This means that if the 86-year-old Chancellor has his way, juke boxes and other coin machines breaking down over the weekend will be out of service until Monday. Operators complain that in fact they will be unable to operate any weekend service crews. It is prohibitively expensive to lay on emergency service for Saturday only. Yet weekend collections from the average phonograph equal collections for three or even four weekdays. Adenauer claims that Germans work too hard and generate too much noise. He says they need their Sabbath repose to decompress from hectic weekday activity.

## Dutch Go on Soccer Kick

AMSTERDAM—Holland has gone on a soccer game kick. Number of soccer games on location in this country has bounced 27 per cent in the last year. Soccer games now outstrip all other games in player appeal, according to trade surveys. They have regained ground lost several years ago to pinballs and lately to bingos and bowlers. Trade experts credit the soccer kick to a variety of simplified new models, and to the peak interest in soccer as the European national game. Operators find the soccer upsurge profitable because the machines are easy to site and maintain.

## German Court Rules on Transfers

HAMBURG—The Hamburg superior court has issued two decisions establishing precedent for the transfer of operator contracts from one location proprietor to his successor. The court ruled that if the contract provides that the location proprietor must transfer the contract to any new proprietor, this transfer must be done without the offer of special inducement by the operator. Operators complain that even where they are protected by the location contract against transfer of location ownership, the new owner customarily demands special inducement, usually an operator loan, to assume the phonograph contract. The second decision requires the operator to accept a reasonable, concrete offer from the new proprietor or forfeit

(Continued on page 58)

## COLO. POLICE DRIVE TESTS

NEW YORK — Several Auto Tests, made by the Capitol Projector Corporation here, will be used to check driving reactions of the Colorado State Police. The units were used originally by the Plymouth Division of Chrysler Motors as demonstrators at automobile shows. They were donated to the Colorado police by Plymouth. The rides, of course, operate on free play.

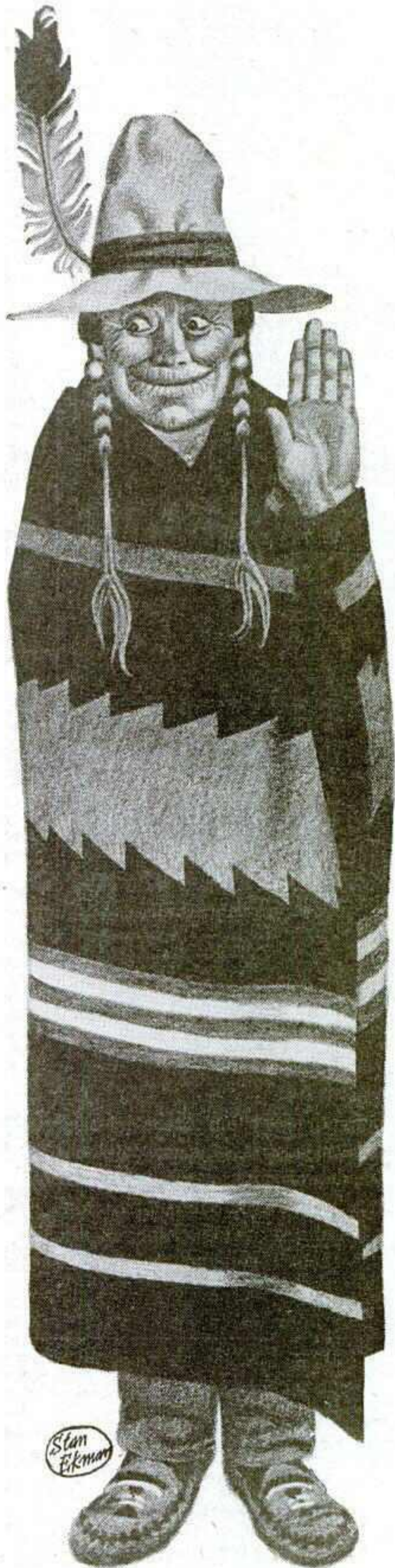
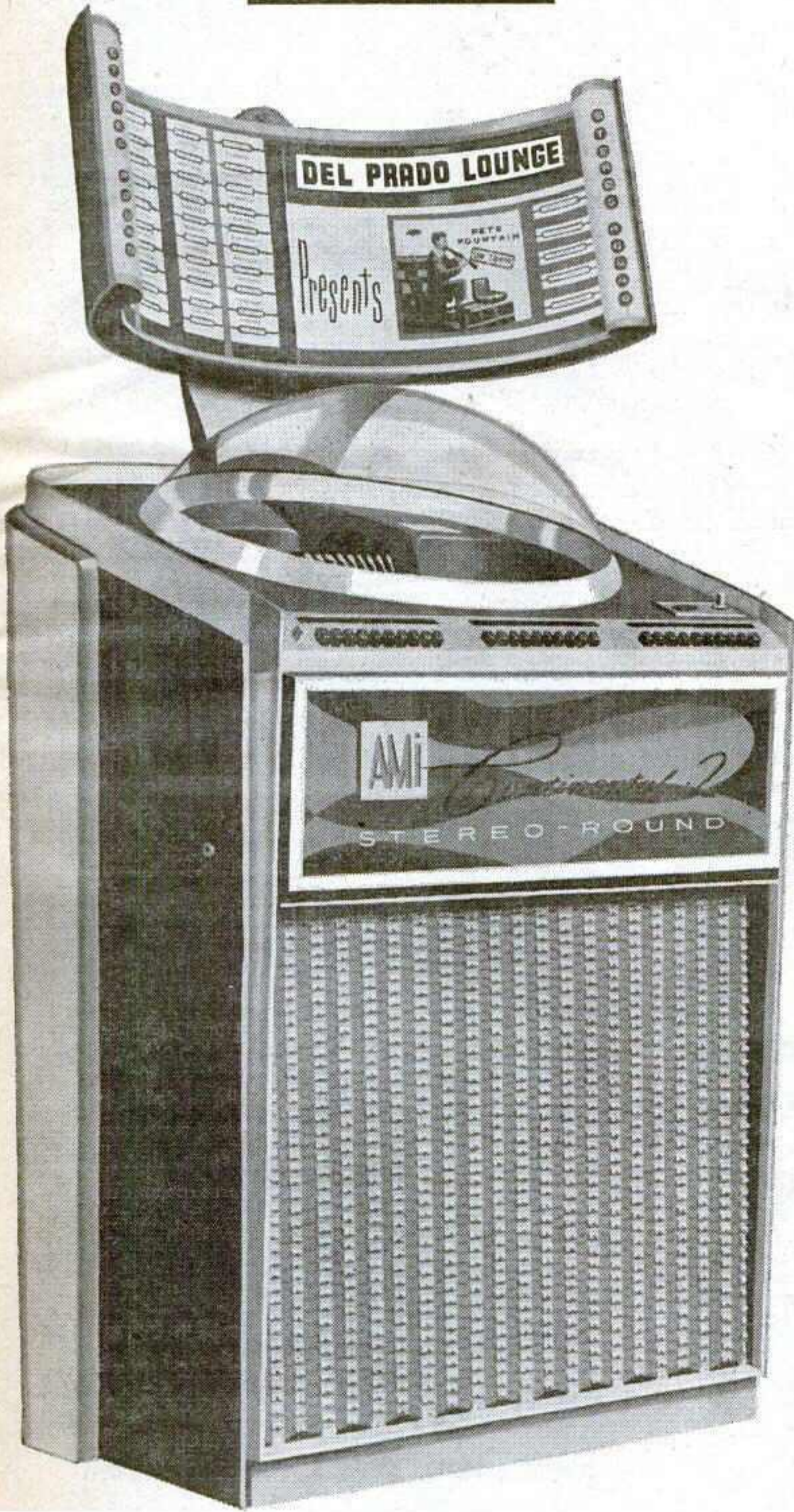
# DOUBLE-PLAY DISKS

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.

GOOD LUCK CHARM AND ANYTHING THAT'S PART OF YOU	ELVIS PRESLEY RCA Victor 7992
SOLDIER BOY AND LOVE IS A SWINGIN' THING	SHIRELLES Scepter 1228
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
HIDE NOR HAIR AND AT THE CLUB	RAY CHARLES & HIS ORK ABC-Paramount 10314
SHOUT (Part I) AND SHOUT (Part II)	ISLEY BROTHERS RCA Victor 7588



**NO NEED  
UM PONIES  
RIDE UM HIGH  
WITH AMI**



Hold a pow-wow with any AMI operator. He'll tell you the fabulous AMI "100" brings in the wampum as never before. You'll find AMI is good medicine on every music route.

**TOP TALENT TUNE PROGRAMMING.** You choose the headliners. All the delightful stereo music the public wants to hear is now available, *one selection to a side* on inexpensive 7-inch, 33 $\frac{1}{3}$  stereo singles. See your AMI distributor.

**STEREO ROUND\***. A triumph in audio engineering that's never been duplicated. True stereo realism *without* remote speakers or protruding parts.

**FULLY ADVANCED AMI MUSIC SYSTEMS** satisfy all location requirements. Unequaled tonal quality . . . location-name display panel . . . rugged durability . . . reliable performance . . . low service and maintenance costs . . . outstanding customer appeal that builds more play. Genuine diamond stylus standard equipment.

**TWO GREAT MODELS, AMI Top Talent Tune "100", AMI "200". Both Stereo Round.**

\* Patent pending

**A C AUTOMATIC SERVICES, INC.**  
18 South Michigan Ave., Chicago 3, Ill.

**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**

**The Council of State Governments  
Backs Regulation of Vending Trade**

CHICAGO — The Council of State Governments, in which all of the 50 States are represented by specific authorization of their legislatures, said this week that it anticipates no deviation from its recommendations of three years ago when it acknowledged the need for the application of regulatory measures in the vending machine industry.

Composed of legislative experts, a committee of the Council meets every other year to write the recommendations to the State law-making bodies in session during the subsequent biennium. The committee will convene next fall for the drafting of the proposals for the legislative sessions of 1963 and 1964.

"No new proposal is pending in the area of vending machine legislation," said Page L. Ingram, the Council's director of research, "and no further action is anticipated."

**Sanitary Controls**

In its report of 1959, the Council noted the "public health significance of the problems involved" in

vending machine operations. Thus it chose to support the action by which State and local health authorities and the industry requested the Public Health Service to undertake the development of a suggested ordinance and code concerned with sanitary controls.

Following field studies, discussions with interested public and private parties and a review of existing ordinance and regulations, a working draft was reported and submitted for comment to State and local health agencies, interested federal agencies, the vending machine industry and others.

The Council has concluded that the revised ordinance and code reflects many of the changes suggested and embodies the best information on sanitary practices applicable to design, construction, maintenance and operation of vending machines.

**SALESMAN WANTED**

To sell eight established weekly ball gum machine routes. Profitable locations. Owner retiring. Must have experience in field and be well qualified. High commission for each weekly route sold. Must finance self while promoting these sales. Routes in Ohio, Indiana, W. Virginia. Give full qualifications in answer.

**BILLBOARD MUSIC WEEK, BOX 165, 188 W. Randolph, Chicago, Ill.**

**MANDELL GUARANTEED  
USED MACHINES**

- N.W. Model 49, 1¢ or 5¢ ..... \$14.50
- N.W. Deluxe 1¢ or 5¢ Comb. .... 12.00
- N.W. 10-Col. 1¢ Tab Gum Machine 18.00
- N.W. Model 223, 1¢ Forc. Con-verted for 10¢ B.G. .... 6.50
- Silver King 1¢ B.G. or Mds. .... 8.50
- ABT Guns ..... 30.00
- Mills 1¢ Tab Gum ..... 12.00
- Model 233 Peanut, 1¢ ..... 6.50

**MERCHANDISE & SUPPLIES**

- Pistachio Nuts, Jumbo Queen, Red \$ .44
- Pistachio Nuts, Jumbo Queen, White .57
- Pistachio Nuts, Large Tulip .42
- Pistachio Nuts, Vendor's Mix .55
- Pistachio Nuts, Shell, Red .50
- Cashew, Whole .65
- Cashew, Butts .45
- Peanuts, Jumbo .45
- Spanish .35
- Mixed Nuts .57
- Baby Chicks .32
- Rainbow Peanuts .32
- Bridge Mix .32
- Boston Baked Beans .32
- Jelly Beans .28
- Licorice Gems .28
- M & M, 500 ct. .47
- Hershey's .47

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

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

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

**IMMEDIATE DELIVERY  
on the New**

**Northwestern**

**GOLDEN 60**



This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

Available with 1c, 5c, 10c or 25c Mechanisms

STAMP FOLDERS, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN**

SALES AND SERVICE CO.

MOE MANDELL

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Visit our self-service CHARACTERIA. The largest selection of charms in the country. Write for our charm list today.

SEND FOR NEW CATALOG. 1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D. SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.

**Rake Coin Machine Exchange**

609-A Spring Garden St., Philadelphia 23, Pa.

WALnut 5-2676

**MOBILE COURTS**

**Mobile Homes Provide Gold Mine for Penny Locations**

PHOENIX, Ariz.—Bulk operators who haven't investigated mobile home courts are making a serious error, according to Eugene Derck, who specializes entirely in this type of location in the Phoenix area.

Derck, moving to Phoenix from Des Moines, 18 months ago, after a 40-year career with a utility company, was displeased to find few locations available for 1-cent and 5-cent bulk vending machines in the city. All prime locations were apparently sewed up.

Derck was just about to give up and look for something else to occupy his time, when he visited an acquaintance in a typical mobile home court, a few miles east of Phoenix. He was surprised to find that there were more than 500 families living there, and that this was only one of several dozen such king-size courts within a few miles. Derck also found that there were no nearby stores which would carry penny candy for youngsters, although the tourist trailer court teemed with small children.

Naturally, the trailer-living centers suggested excellent profit possibilities to Derck, who called on a few court operators, to get permission to set up in their recreation areas. He found court operators co-operative.

"Everywhere I went, I found that the trailer centers had soft drink bottle venders and 5-cent candy bar machines, but little or no 1-cent units," Derck said. "I found, in fact, that there was plenty of room for more than 100 machines, within a five-mile area," he added.

Now, expanding every month as he ranges farther and farther out into the suburbs, Derck believes that he can build up 350 to 450 stops, all of them on a profitable schedule. He was pleased to find that his market is by no means limited to youngsters, and that adult mobile home court dwellers, many of them retired, show a sweet tooth which calls for plenty of candy items, rather than merely ball gum and nuts.

Derck, therefore, operates his route with a relatively small amount of charms, and concentrates on appetizing confections which must be carefully bought to withstand the hot Arizona desert sun.

He makes most of his mobile home court stops at least once a week, some of them twice a week and has actually been offered more than two dozen excellent locations before he had gotten around to sales call on the court manager involved.

**H. Von Reydt  
AC Sales Mgr.**

CHICAGO — Hans Von Reydt, well known in coin machine circles, has been named regional sales manager for the phonograph division of AC Automatic Services, Inc.

Von Reydt has been in the coin machine business some 25 years. His territory for AC Automatic includes everything west of the Mississippi River. Von Reydt replaced Al Mason, another veteran coin man who formerly handled the territory for AMI and AC Automatic.

Von Reydt was most recently with Seeburg in an overseas sale capacity. His history in the coin machine business begins prior to World War II, when he was a regional sales manager with Rock Ola and later was associated with the Wurlitzer distributor in Houston.

He later spent some 15 years with the S. H. Lynch Company, Seeburg distributor in Houston. When Lynch sold out to H. A. Franz in 1957, Von Reydt became a vice president of the new firm. He stayed with the Franz Company until last fall when he joined Seeburg.

Married, with one child, Von Reydt resides with his family in Houston.

**The SUPER SIXTY**

**Capsule Vender\***

The ultimate in quality Capsule Merchandising.

Vends any item which can be placed in a capsule.

5c, 10c and 25c.

\*With QUICK-TACH at slight extra cost.

**BIRMINGHAM VENDING COMPANY**

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Phone: FAirfax 4-7526



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COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_

Fill in coupon, clip and mail to:

**KING & COMPANY**

2700 W. Lake St. Chicago 2, Ill.  
Phone: KE 3-3302

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 360 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 Venders. Write to King & Co. for prices and our new 12-page catalog.

when answering ads . . .

Say You Saw It in Billboard Music Week

# INSIDE PLACEMENT TOPS SUPERMART OUTSIDE SPOT

PHOENIX, Ariz.—Bulk operators here are finding that where supermarkets are concerned, it is actually more profitable to spot multiple-head stands near the manager's service office rather than on the sidewalk.

H. L. Davis, large-scale California operator who has many locations in Phoenix supermarkets, operates six and eight-head machines in the city's big Bayless Super Markets.

Davis has given up outside locations in the majority of the supermarkets in favor of eight-head machines, alongside the counter.

The switch into supermarket interiors, of course, takes into account the fact that many people park in front of the supermarket, and immediately walk inside, paying no attention to exterior displays.

Inside the supermarket, however, where the manager's cubicle usually faces the checkstands, customers are bound to have change in hand, turned over by cashier, and are more likely to notice the machines during the pause while waiting their turn at the check-out.

Sales in eight-head units which involve 10-cent and 5-cent charms, 5-cent novelties, 5-cent nuts, 1-cent nuts, charm and gum mix, plus ball gum, in several of the Bayless Super Markets, have been several times what they were in the best outdoor locations which Davis operates.

# NAMA Recommends Diversification To All 200 Operators and Distributors

NEW ORLEANS—Recommendation of National Automatic Merchandising Association officials to 200 operators and distributors at a regional NAMA two-day meeting last week was to go into diversified vending if you're not already in it.

Great expansion in the vending fields of coffee, drinks, candy, milk, has increased tremendously in recent years and spells success for the operator of the future, speakers noted.

That was the highlight of the meeting from one operator after another who told of experiences of being, for example, a cigaret operator and adding with outstanding

success coffee vending, cold drink, candy or food vending.

Operators and distributors from Louisiana, Texas, Oklahoma, Mississippi, Tennessee, Arkansas, Florida and Missouri attended.

The NAMA conducted a lecture program on good operating procedures, hiring of personnel, what qualities to look for in a good route man, and supplied questionnaires which would help arrive at those attributes.

The NAMA suggested that any operator in cigaret vending only would do well to go into diversified vending, adding coffee, or milk, drinks or candy, as soon as possible. With cigarets exclusively, there is the constant problem of adverse legislation and added taxes which other vending fields do not have, it was brought out.

# Miss. Cig Ops See Increased Revenues From New State Tax

JACKSON, Miss.—The Mississippi Legislature last week voted to increase the State tax on cigarets by 2 cents a pack effective July 1.

The new State tax will be 8 cents a pack. The increase of 20 cents a carton will be passed along to the consumer, tobacco wholesalers announced.

Retail prices will go up 2 cents and vending operators have announced their prices will go from 30 cents to 35 cents a pack in machines.

This is one tax which is more of a break for cigaret operators than a burden. Usually, any tax is unwelcome.

## Greater Margin

But in this case, operators in Mississippi have been getting 30 cents a pack for cigarets. In most sections of the country the price is 35 cents. By raising their prices to 35 cents they get a much needed 3-cent increase in their revenue above and beyond the new 2-cent tax.

The profit margin had been slim before, but beginning July 1 it will pick up considerably.

# Fish & Frogs Leading New Scare 'Ems Line

NEW YORK — The Paul A. Price Company announced a new line of Junior Scare 'ems for 5-cent capsule vending, including small frogs, grasshoppers, fish and crawfish.

The firm has also released two new items for its regular 10-cent Scare 'em line. They are a large frog and a large crawfish.

## Federal Court

Continued from page 46

The IRS ruled such machines were subjected to the \$250 stamp, instead of the \$50 stamp required for amusement machines.

Judge Stanley's decision did not rule specifically on the validity of the IRS regulation, but stuck strictly to the Turner case, leaving some room for hope the regulation might be overturned by future legal action.

## Rades Daughter to Wed

CLEVELAND — Mr. and Mrs. Joseph Rades announced the engagement of their daughter, Doreen Ann, to James E. Brunswick, son of Mr. and Mrs. Edward Brunswick. Miss Rades is manager of Ridge Gum Company, Cleveland. The couple plan to be married May 12.

## Eppy-Guggenheim Has Bugs

JAMAICA, N. Y. — Lifelike bugs, a capsule series designed for a 5-cent vend, were released last week by Eppy-Guggenheim, Inc. The soft plastic charms are vended two to a capsule.

### HOT AS POP BEADS

Why wait till it's too late

### INDIAN BEADS

Kids make belts, bracelets, necklaces, etc.

Assorted Colors—Beautiful Labels  
 5,000 to 20,000.....\$2.25 per M  
 20,000 to 50,000..... 2.00 per M  
 50,000 to 100,000.... 1.75 per M  
 Sample 5,000.....\$10.00

**Modern Coin Company**  
 585 McAlpin Ave., Cincinnati 20, Ohio  
 Everything for the operator

### HOTTER THAN EVER! SCARE EMS

Sharply detailed!

They look and feel like the real thing!

LARGE SCARE EMS—Only \$50.00 per M capsuled

LARGE FROG (with Dangling Legs)—Only \$38.00 per M capsuled

LARGE CRAWFISH—Only \$38.00 per M capsuled

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

Write for price list and many new items.

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### HORRIBLES

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

FOR 5c CAPSULE VENDING:  
**Junior Horribles**  
 packed 2 in a sample—  
**\$22.00 per M capsules**

FOR 10c CAPSULE VENDING:  
**Large Horribles**  
 packed in capsules—  
**\$38.00 per M capsules**

At your nearest warehouse or direct from the factory.

Birmingham Vending, 540 2nd Ave., No. Birmingham 4, Ala.  
 King & Co., 2700-2 West Lake Street, Chicago, Ill.  
 Graff Vending Supply Co., Inc., 2817 West Davis, Dallas, Texas  
 Star Vending Supply Co., 6327 Calhoun Rd., Houston, Texas  
 Northwestern Sales & Service Co., 446 West 36th St., New York 18, N. Y.  
 Rake Coin Machine Exchange, 609 Spring Garden St., Philadelphia 23, Pa.  
 Northwestern Sales & Service Co., 1194 Tremont St., Boston, Mass.  
 Operators Vending Machine Supply Co., 1023 South Grand Ave., Los Angeles 15, Calif.  
 Oak Sales of Florida, 1121 71st, Miami Beach 41, Florida  
 Oak Sales, 2033 Fifth Ave., Pittsburgh 19, Pa.  
 Standard Specialties, 1028 44th Ave., Oakland, Calif.

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## oak PROFIT MAKER!

25¢ OR 50¢ SANITARY VENDOR

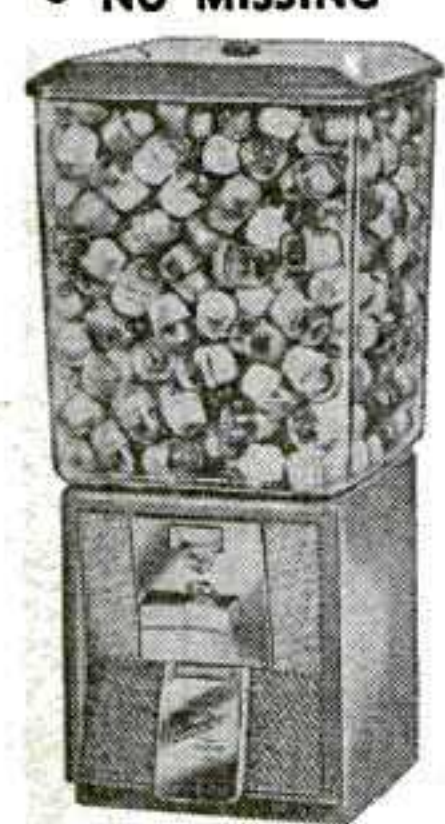


The machine that will bring in extra profits for smart operators is this new Oak vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26 1/2" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25¢ or 50¢ coin mechanism. Wall hinge (pat. pend.) simplifies servicing.

**oak MANUFACTURING COMPANY, INC.**  
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## Northwestern SUPER 60

- NO BREAKING
- NO CRUSHING
- NO MISSING



Try one... Learn why other operators find the SUPER 60 their favorite capsule vender.

Getting the Northwestern? It's a newsy magazine. Ask to get on our mailing list. It's free!

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 Phone: Whitney 2-1300

## Great Time Saver COIN WEIGHING SCALE

1c or 1c & 5c Combination

Weights \$10.00 in pennies, \$30.00 in nickels. Springs are precision calibrated. Heavy metal base. Glass-covered dial projects pointer when in use.

**\$22.00**

Complete With Sturdy Carrying Case  
**ORDER TODAY**  
 1/2 Dep., Bal. C.O.D. F.O.B. N.Y.  
 Distributors, Write for Prices


## J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

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Genuine Reproductions of Stone Rings



Write for low prices or send \$3.50 for sample gross

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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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Fill in coupon, clip and mail to:

**H. B. HUTCHINSON, JR.**  
 1784 N. Decatur Rd., N.E. Atlanta 7, Ga.  
 Phone: DRake 7-4300

We handle complete line of machines, parts & supplies.

# Chi Bowl-A-Rama Scoring a Strike

By NICK BIRO

CHICAGO—Citizens in suburban Edgebrook are giving an enthusiastic nod of approval to a new Bowl-A-Rama recreation center and restaurant—first of its kind to open in the Chicago area.

The center is drawing good crowds from teen-agers and adults alike. Complete lunches and dinners are served in a modern restaurant that adjoins the alleys. A full kitchen and restaurant staff are featured.

The bowlers are United Manufacturing Corporation's 36-foot alleys. Set at a quarter per game, the alleys take in as much as \$150 per day.

The place is owned by Charlie Thompson and Dan Jarke, local businessmen. They saw Bowl-A-Rama as a place for the entire family to relax. It's turned into just that.

During the day, Bowl-A-Rama attracts local businessmen who

come in for lunch—later on a cup of coffee—and often stop to bowl a game.

After school and on weekends, the kids take over. In the evening, you can find anyone from toddler on up enjoying the facilities. Entire families often come in for dinner and stay to bowl for the better part of the evening.

In addition to the full restaurant, vending machines serve candy and soft drinks. A lush background music system helps set a pleasant atmosphere.

The center has received full approval from local officials and favorable coverage from the daily press. Teams have been organized and Wednesday has been set aside as league night.

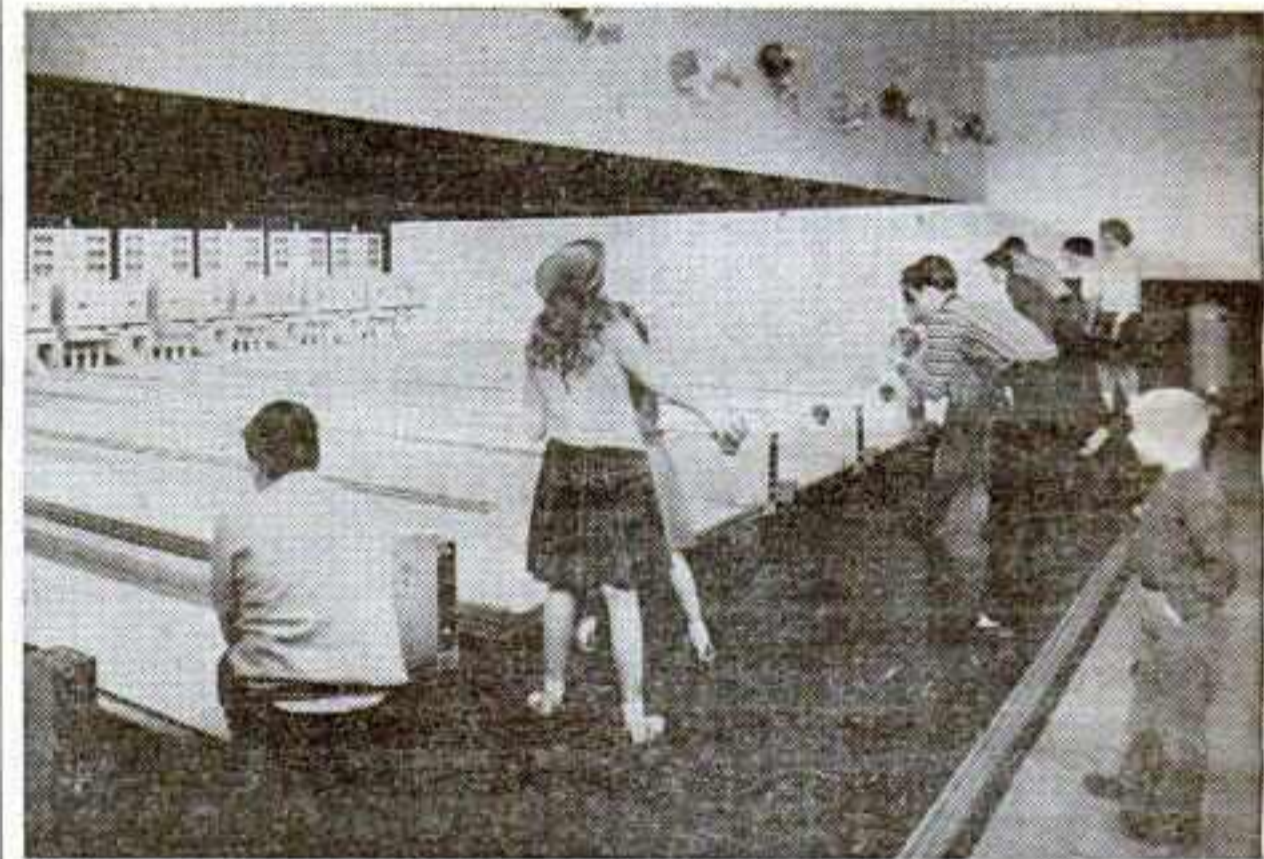
Basically, Charlie Thompson and Dan Jarke saw the center as a full size de luxe bowling alley and restaurant—but utilizing coin-operated machines. They were sure it would succeed, and they were right.



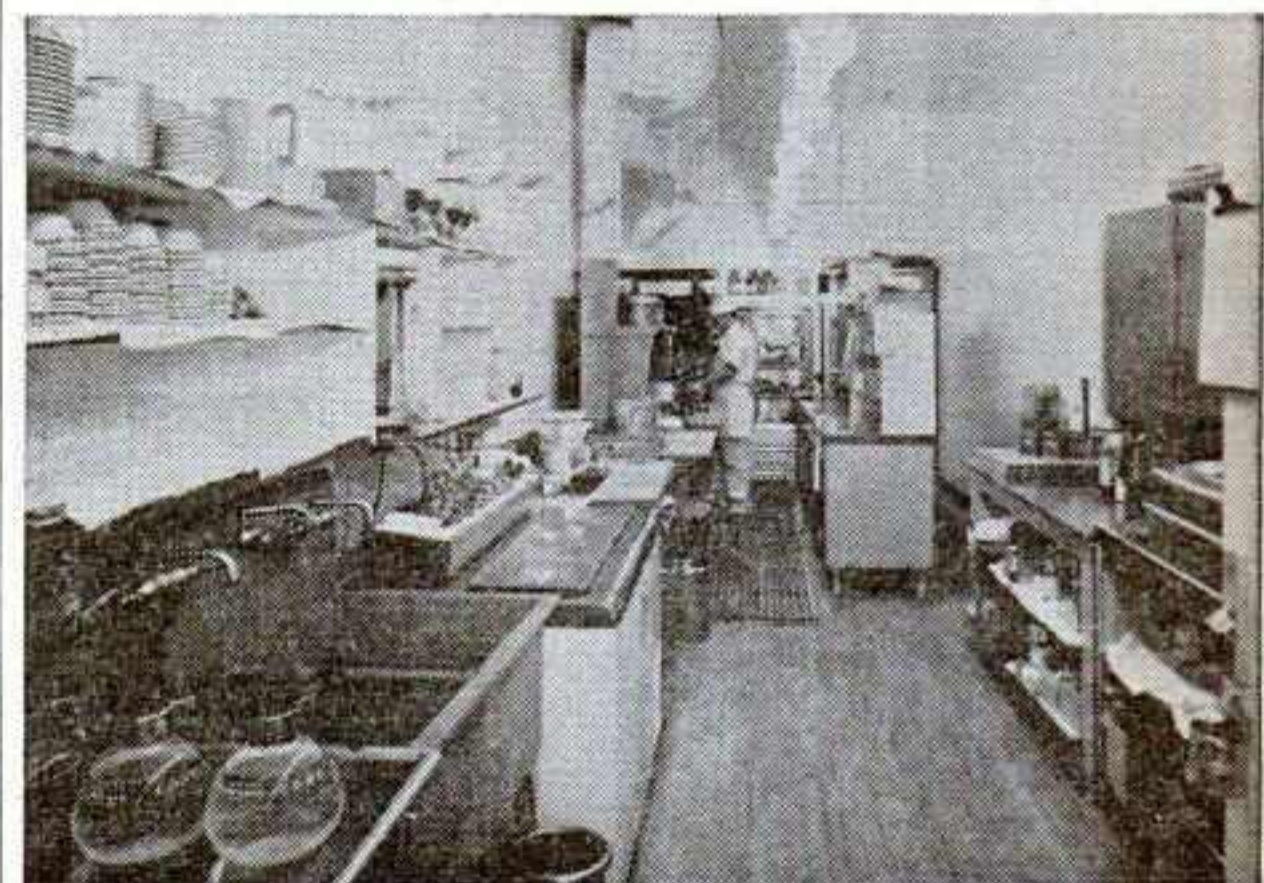
A CLASSY, MODERN SETTING keynotes Bowl-A-Rama's face to the public in suburban Edgebrook's shopping center. The restaurant is in front, alleys in the rear. A large room in the basement is also available for parties. Hours are 11 a.m. to 10 p.m., Monday through Friday; Saturday, 9:30 a.m. to 11 p.m.; Sunday, 9:30 a.m. to 9 p.m.



A HUNDRED PATRONS can dine in comfort in Bowl-A-Rama's modern restaurant. A glass wall separates the alleys (in the rear) from the eating facilities. Diners can watch the bowling but are not disturbed by the noise. Buffet lunches attract a strong following from local businessmen. Sandwiches and fountain specialties are served all day long. Dinner menus feature full-course dinners—from soups or shrimp cocktail, through meats, chops, steaks, ribs and fish to dessert. Prices range from \$1.25 (filet of sole) to \$3.25 for butt steak or \$3.50 for African lobster tails.



IT'S SATURDAY AFTERNOON and the kids take over at Bowl-A-Rama. Ten alleys are set side by side. The room is modern, attractively decorated, with tile floor and acoustically treated ceiling. Vending machines in the corner sell soft drinks and candy.



A MODERN STAINLESS-STEEL KITCHEN services Bowl-A-Rama's large restaurant. During rush hours a full restaurant staff is used. A full pantry, commissary and walk-in refrigerator are in the basement. Completely modern in every respect, the restaurant boasts as substantial a following for its food as it does for its recreational facilities.

## 75% of Trade in Houston Coin Assn.

By ERMA WRIGHT

HOUSTON — Fastest growing operator group in the nation is probably the Coin Machine Association, Inc., of Houston. The local trade organization, started early this year with a temporary slate of officers and less than 20 members, now has 42 operating firms as full members and 11 distributors as associate members, with about 75 per cent of Houston's coin machine industry represented.

What distinguishes the Houston organization from most other local groups is the composition of its membership. It is neither a music, game or vending operator group—it is all three.

Operator members include juke box, cigaret, hot and cold drink, game and ball gum firms. The fragmentation which marks most local groups is absent here.

Recently elected officers are Jack Stazo, president; D. T. Stod-

gill, vice-president; B. J. Kelley, secretary, and Mrs. A. B. Robinson, treasurer.

On the board of directors are C. M. Robertson, O. L. Waltman, Morris Pinto, John E. Williams, Bill Morrison and Henry Atlas.

H. H. Phillips, not connected with coin-operated industry, is executive business manager, and Mrs. Doris Christian is full-time association office secretary. Mrs. Christian will also record proceedings of all meetings.

### Regular Meetings

Until further notice, regular meetings will be held first and third Tuesday of each month at Knights of Columbus Hall on Denes Street. Permanent offices of Coin Machine Operators Association, Inc., are at 401 Louisiana Street, Room 609, Houston 2, Tex.

Associate members are entitled to all privileges except holding office. The board of directors has

authority and responsibility of carrying on the organization but upon demand of a member any recommendation shall be voted on by the membership.

Purpose of the association is about same as any other business or professional organization: To stabilize the industry for financial good of all concerned, promote favorable public relations, act in a lawful and legitimate manner on laws or proposed laws directly affecting the coin-operated machine industry, and maintain cordial relations with associations of industries connected with coin machine trade or the immediate aims.

Operator members are ABC Music Co., American Music Co., Atlas Record and Radio Co., Automatic Amusement Co., Barfield Cigaret Service, B & H Amusement Co., Big State Cigaret Service, Big State Music Co., George W. Bruner, Cooper Amusement

Co., E. S. Dean, Ditto Music Co., Dixie Distributing Co., Garden Oaks Amusement Co., Lonnie W. Graber, C. H. Hammond, Ted M. Harris, Herrera Amusement Co., Hoback Music Co., T. M. Hogrobrooks Co., and Holder Amusement Co.

Also, Houston Music Co., Corbet D. Ledbetter, H. W. Lindsay, Main Music, Matranga Amusement Co., Metropolitan Music Co., National Vending Co., Port City Music, Mrs. A. B. Robinson, Rocket Music Co., Sly Music Co., South Texas Vendors, Southern Music Co., Southwestern Amusement, Inc.; Ted Stevens, Taylor

Music Co., Turner's Amusement Co., Gus C. Vornkahl, Wallace E. Lester and Woodards Cigaret & Amusement Co.

Distributor members are Amusement Distributing, Inc.; Central Sales, Inc.; H. W. Daily, Inc.; Davis Alarm Systems, H. A. Franz & Co., Gardner Sales Corp., H&H Distributing Co., McCane-Sondock Detective Agency, Pappas Refrigeration, United Record Distributing Co., and Bill Williams Distributing Co.

Service members are Boyd's Repair Service, Jack Chambers Service Co., and Louis Perez Service Co.

"The Company that **REALLY**  
goes after more business  
**CAN** get more  
business today!"



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# GEMA Warns U.S. & German Ops on Royalty-Free Records

By OMER ANDERSON

MUNICH—GEMA, the German licensing society, is warning German and U. S. phonograph operators against experimentation with royalty-free records.

The German copyright society regards the royalty-free record as a "sheer illusion" yielding the operator nothing but trouble. In an exclusive statement to Billboard Music Week, GEMA assailed, specifically, claims of a German group headed by Karl Klinger.

Klinger's group announced it has produced five royalty-free titles for immediate juke box play. GEMA challenged Klinger's claim, however. Juergen Maahn, the GEMA press spokesman, said the five disks were not original compositions, but a reworking of compositions protected by copyright.

#### Maahn Argument

Maahn said phonograph operators everywhere had to face the fact that all original compositions are protected by copyright, and that composers-authors everywhere expect to receive royalties.

Phonograph operator - inspired criticism of GEMA, Maahn suggested, is based on the illusion that phonograph operators have a right to expect something for nothing—to wit, the music they play to make a profit.

GEMA takes the position that since music is the operator's stock in trade, he has no more right to expect to receive it free of royalty than any other merchant has the right to receive his wares free of patent costs.

Maahn accused operators of taking a myopic view of their business. It is fallacious, he said, to gamble the success of their trade in the hope of saving a few pfennigs in royalties.

The fact is, he added, all the good music is copyright-protected and has to be paid for. Royalty-free music is almost entirely atrocious product which can't find a normal market. Juke box enthusiasts, Maahn predicted, will refuse to accept the inferior "royalty-free" product, and operators will wind up losing far more than if they had continued doing business the normal—GEMA—way.

GEMA's press chief suggested that juke box operators tend to be avaricious. He said agitation for a "GEMA-free" record had no realistic basis in economic facts. The average monthly collections per juke box amount to 180 marks (\$45), of which GEMA's royalty amounts to 6.50 marks (\$1.50), or 3½ per cent, according to Maahn's figures.

"I personally have no understanding whatsoever for the efforts being made to deprive the copyright-holder of this small return on his creative work," Maahn said.

#### GEMA-GVL Pact

Any possibility that juke box operators in West Germany can succeed in production of a royalty-free disk is further reduced, in Maahn's opinion, by the agreement just reached between GEMA and the GVL, the performing artists' organization.

GVL has authorized GEMA to act as its representative in royalty matters. Specifically, GEMA will collect royalties on behalf of the GVL from juke box operators and tape-recording, radio, and television use of GVL music.

GVL's share of the royalty pie will be generated by a 20 per cent surcharge on the GEMA royalty.

Maahn accused the operators, through the Central Organization of Coin Machine Operators (ZOA), to striking an altogether unreasonable posture of injured innocence. He said operator claims that the

GEMA take has increased 800 per cent since 1952 were nonsense and presented a "totally false picture."

The facts are, the GEMA press spokesman continued, that the first per-box royalty fee agreement became effective on January 1, 1954. Boxes in secondary locations paid 40 marks a year and those in the better locations, 90 marks.

Later, GEMA and ZOA negotiated a new agreement, which became effective July 1, 1956. This pact provided that a unified per-box royalty would be fixed to elim-

inate bickering as to whether a location was prime or secondary. This royalty was reached by splitting the difference between the 90-mark and 40-mark fees, the new single royalty being 65 marks.

In 1959 GEMA and ZOA signed a further pact, retroactive to January 1, 1959, raising the per-box royalty payment to 78 marks. Not GEMA but the ZOA, Maahn pointed out, terminated this agreement as of December 31, 1960.

"Therefore, the present difficult-  
(Continued on page 58)

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# Ind. Court Upholds Pinball Distinction

By JOSEPH KLEIN

INDIANAPOLIS — While upholding the constitutionality of the State's anti-pin law as it affects places accessible to the public, the Indiana Supreme Court ruled last week that the Legislature was within its rights in making a distinction between "social pastimes" and "professional gambling."

Attorneys for Hi-Jinks, Inc., of Fort Wayne and 10 persons indicted for the ownership and maintenance of free-play pinball machines challenged the validity of the 1955 statute on the grounds that it "establishes an unreasonable and arbitrary classification of operation of pinballs in places not accessible by the public and those accessible to the public."

Replay games, as the law is interpreted, may be installed and operated on the premises of social and fraternal organizations.

Defense counsel argued that the exemption is a violation of the federal and State constitutions in that it grants "immunities and privileges" to one group of citizens while denying them to others.

The tribunal's decision, handed

down on March 29, reverses the ruling of the Allen County Circuit Court by which the law was held unconstitutional and the indictments of Hi-Jinks and the other defendants were quashed.

"The question of constitutionality," the high court declared, "was before us in the Music Operating Company and the Peachy cases and we held the statute constitutional. The court pointed out that

in order to make a profit on the operation of pinball machines they must be maintained in a place which the public, or a certain segment thereof, sufficient to make the business profitable, has access for the purposes of playing the machines."

As to the effect of the ruling, the case will be returned to Allen County where the prosecuting authorities may initiate new action against the defendants.

## Winter's Thaw, Elvis and Shelley Fabares Perk Up Mpls. Collections

By DON LYONS

MINNEAPOLIS — Although the Lenten season affects the number of persons going out, most operators checked in this area said that collections had started to pick up, with "Johnny Angel" by Shelley Fabares on Colpix and "Good Luck Charm" by Elvis Presley on RCA almost neck and neck in the race for the top-playing and selling disk.

One operator, from Northern Minnesota, who was in the Twin Cities, said that his collections had started to perk up after the long, snowy winter. Most Twin City operators said that with more spring-like temperatures people were beginning to go out more and were optimistic about future business.

There were a few operators, however, that felt unemployment in the area and other factors were still affecting their grosses.

### One-Stop Report

Business at Twin City one-stops though, continued to mope along. Dick Morbitz at Acme Music Company, Minneapolis, listed the following as best sellers: "Johnny Angel"; "Wolverton Mountain," by Claude King on Columbia; "Good Luck Charm," "Dear One," by Larry Finnegan on Old Town; "Soldier Boy," by the Shirelles on Scepter, and "Shout," by Joey Dee on Roulette.

Also coming up fast, Morbitz said, is "Stranger on the Shore," by Acker Bilk on Atco. He also pointed out that the firm has had trouble keeping up with the demand for "Wolverton Mountain," which has been moving well at other one-stops here.

At All-Record Sales Minneapolis, Tom Prenevost mentioned the following disks as most in demand: "Charm," "Wolverton Mountain," "Shout" and "Lover, Please," by Clyde McPhatter on Mercury.

Ray Brown, of Brown Bros., Inc., here, said that he was doing well with "Dear One," "Funny Way of Laughing," by Burl Ives on Decca; "Two of a Kind," by Sue Thompson on Hickory; "Caterina," by Perry Como on RCA, and "Johnny Jingo," by Haley Mills on Vista.

Other platters which Twin City operators said they had been getting good action on include "Love Letters," by Kitty Lester on Era; "Slow Twisting," by Chubby Checker on Parkway, and "Young World," by Rick Nelson on Imperial.

## Rule Against City Placement Control

KANSAS CITY, Kan. — Judge O. Q. Claflin III has ruled for the second time that an attempt by this municipality to control the placement of pinball machines is unconstitutional.

In Wyandotte County District Court, Judge Claflin issued a permanent injunction enjoining the city from enforcement of the ordinance, intended to be effective last January 27.

The ordinance provided for a \$10 license fee for each coin-operated amusement machine, and the refusal of a license if the machine was covered by a \$250 federal gaming tax stamp.

Some 22 local operators were plaintiffs in the action.

The first ordinance enacted by the commissioners was ruled invalid on February 7.



R. F. JONES COMPANY, West Coast AMI distributor, recently did some reshuffling. Bottom, Jack LaRue, left, service engineer, explains an AMI mechanism to Leonard Galley at the Los Angeles branch. Galley is being transferred back to Seattle as service engineer in the new Jones office. Ralph Carey, top left, has been transferred from background music to the Los Angeles general sales staff. Gus Hargrove, top right, has joined the Los Angeles sales staff.



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National, 9 col. .... 110  
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Cole 4-Sel. Cold Drink. 325  
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### West

#### DENVER DOINGS

**Howard Hold**, phonograph operator from Monte Vista, Colo., was shopping with Denver distributors last week. Hold reported that volume stayed up fairly well in the high mountain area despite one of the worst winters on record. . . . Another visitor from the high mountain vastness was **Roy Kaiser**, of Durango, Colo., who has built what was once a small mountain-village route into an extremely profitable operation in the "four corners" area of Utah, New Mexico, Arizona and Colorado. Spark-plugging the present situation is the oil boom centering around Farmington, N. M.

One of the shortest-lived arcades in Denver history was opened in the Alameda Shopping Center here by **Draco Company** recently, only to run afoul of zoning laws, a few days later, resulting in a premature closing. Draco expects no difficulty in changing a clause in the zoning law, and is dickering with **Walt Morris**, Denver operator, for sale of the location.

**Zoltan Gancz**, phonograph operator from Cheyenne, Wyo., has added two new phonographs to his route. Gancz is probably the only operator in the West who has had experience with phonograph operating on both sides of the ocean, much of it in his native Europe.

Plans are afoot to re-energize the Colorado Music Merchants, Inc., operator association which has been dormant for the past two years. With both the State and the city of Denver scouring for every possible source of tax revenue, it's almost a certainty that either tax increases or upping of license fees is in the offing for 1962-1963. Association efforts may overcome at least part of the problem.

**Mike Savio**, of Draco Sales Company, is beating the bushes more frequently, on the theory that contacting operators while actually servicing the routes produces much more active prospects. Despite the cruel winter, and a general business slow-down, the Denver Wurlitzer distributor has enjoyed a record year with phonograph sales. Only a few 1962 models were left a month following the introductory showing.

**Pete Geritz**, of Mountain States Distributors, is back on the job on a full-time basis, following a "take it easy program" which was ordered by his physician. . . . After years of commuting 55 miles a day each way to Greeley, Colo., veteran phonograph operator **Jack Wycaver** is taking it easy. Like many others, Jack isn't finding retirement too pleasant, and is itching for "something to keep me busy."

**Don Akins**, of Continental Music Company, is back on the route following a painful week in a Denver hospital. A mysterious leg infection put Akins hors de combat for more than a month. Akins, along with operating one of Denver's most complex strings of wallbox-equipped restaurant installations, is servicing six penny bulk vending machines in each of 33 Denver supermarkets for just about the heaviest work load in the Denver field.

Infrequent visitor **Milton Lane**, of Taos-Pisano Music Company, in Espanola, N. M., was buying phonographs at Draco Sales Company last week. Lane covers an exceptionally large route area in Northern New Mexico. . . . Birthdays in March included **Chuck Morrison**, of Leadville, Colo., and **Sybil Hold**, of Monte Vista, Colo. Another celebrant was **Jack Wycaver**, dean of the three Wycaver brothers, prominent in phonograph operations in Denver for more than 20 years.

**Howard Hold**, of H & F Music Company, Monte Vista, bought a new 200 phonograph and a new bowler at Draco Sales Company in mid-March in anticipation of increased summer play. **Jesse Hochstedler**, Eastern Colorado operator, was another phonograph purchaser. . . . In a hospital for a possible two weeks was **Fawn Morrison**, daughter of operator **Chuck Morrison** of Leadville, who broke her leg in a tumble early this month.

### Riverdale, Ill., Bans Gaming Stamp Games

RIVERDALE, Ill.—Possession of machines for which the federal government issues gaming device stamps, has been prohibited by the Riverside Village Board. The ordinance banning the games provides for fines from \$5 to \$200 for each offense.

The measure outlaws "any mechanical pinball amusement device which is so constructed that the result of its operation depends upon chance, or upon the skill of the operator, or upon both, or any mechanical device which in its operation shoots or propels an electric light, ray or impulse to a target."

### Fenichel Buys D. & J.

NEW YORK — Irv Fenichel, Janel Music, recently bought the D & J juke box operation, which had been run by Joe Chicofsky and Dave Chicofsky.

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5 Rack-Ola 1455 . . . . . @ \$195	10 Candid Camera, new . . . . . @ \$ 50
35 AMI D-80, repainted . . . . . 50	10 Skill Cards Counter Machine . . 50
5 Bally Sharpshooter Guns . . . . . 295	15 Cole 3-Flavor Drink Machine . . 125

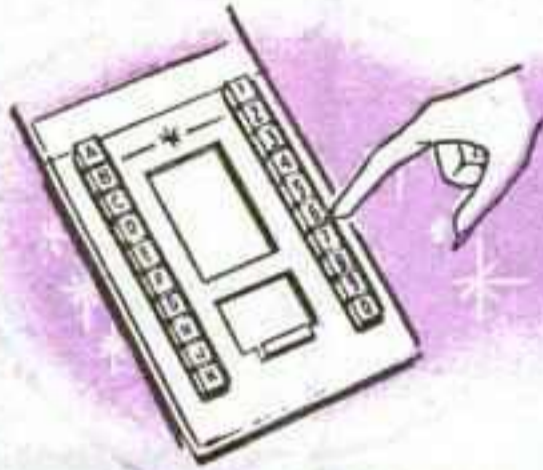
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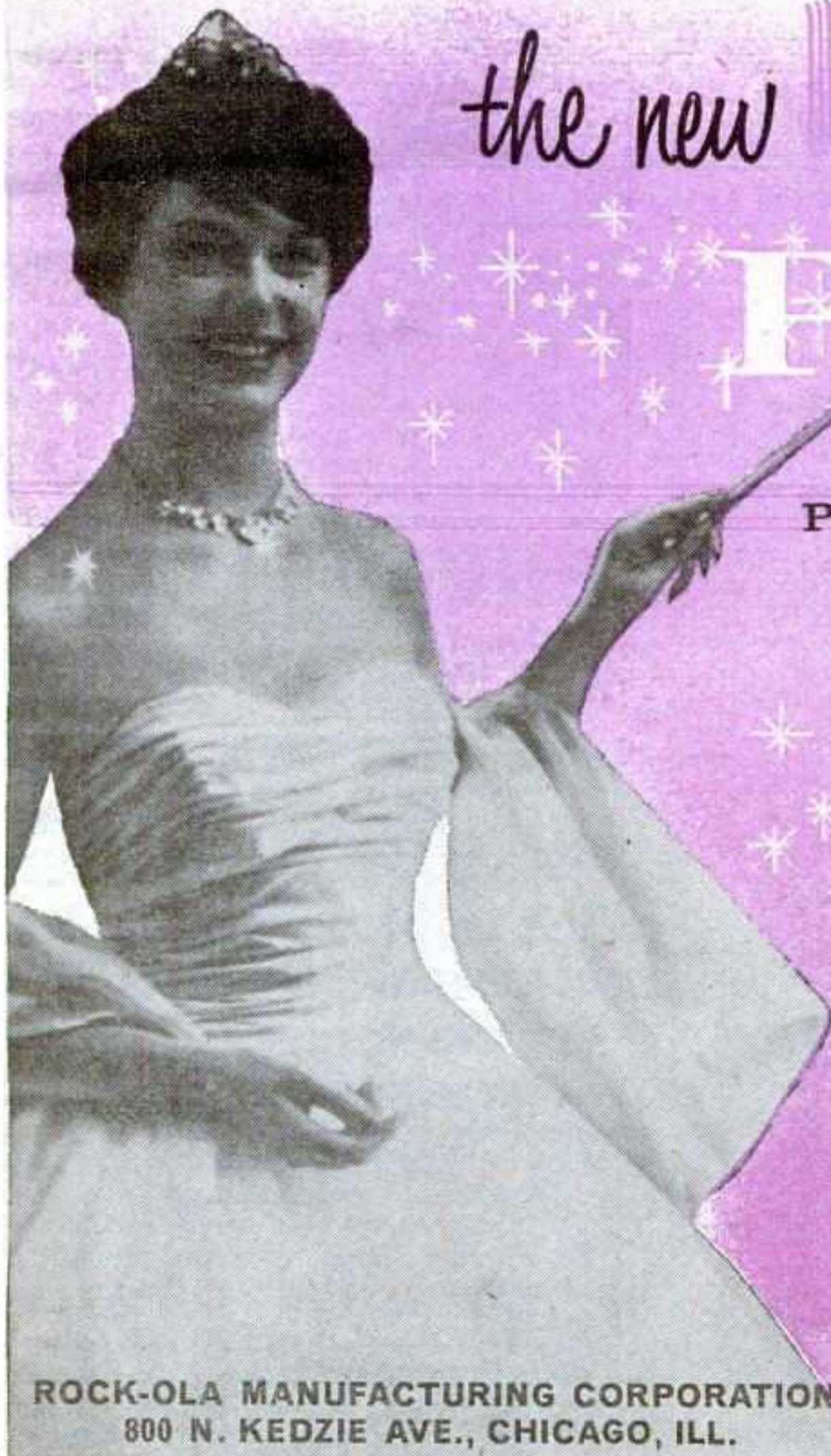
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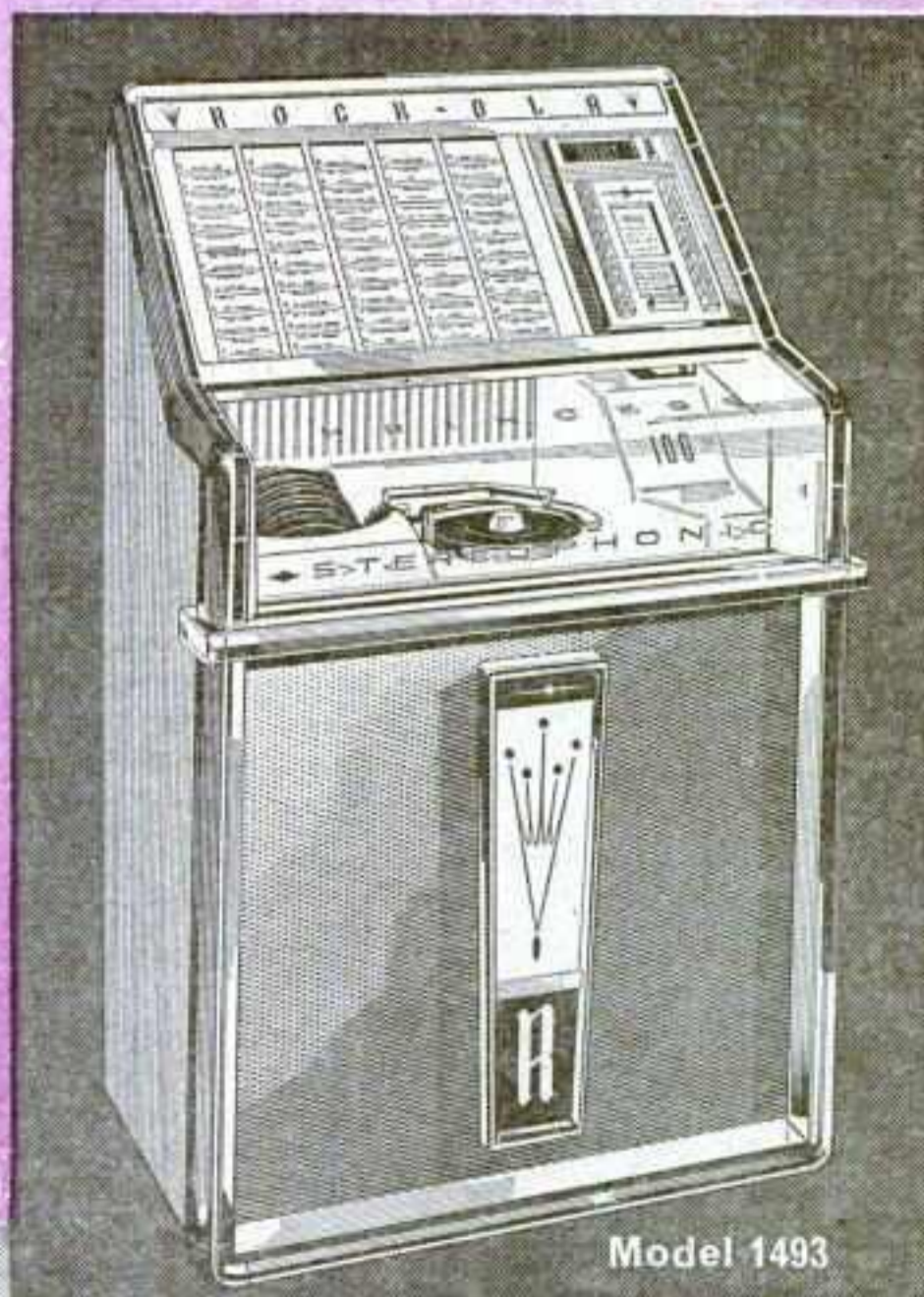
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A.M.I. K-100 (50c) . . . . . \$495
A.M.I. F-120 . . . . . 225
A.M.I. G-200 . . . . . 245
A.M.I. J-200E (50c) . . . . . 445
A.M.I. I-120 (50c) . . . . . 425
ROCK-OLA 1454 . . . . . 295
ROCK-OLA 1458 . . . . . 395
SEEBURG 222-SH (50c) . . . . . 725
SEEBURG 201-SH (50c) . . . . . 625
SEEBURG 100-R . . . . . 375
SEEBURG KD-200 . . . . . 325
1900 . . . . . 295
WURLITZER 2000 (50c) . . . . . 245
WURLITZER 2300-S . . . . . 495

1/3 Deposit, Balance Sight Draft  
Cable: "ATMUSIC"—Chicago

Headquarters for  
**VALLEY POOL TABLES**  
Parts and Accessories

Complete Stock—  
Immediate Shipment



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**AMI—ROWE—BALLY**

**ATLAS MUSIC COMPANY**

A Quarter Century  
of Service

DIV. OF AC AUTOMATIC SERVICES, INC.

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2122 N. Western Ave.  
ARmitage 6-5005

DES MOINES, IOWA  
1120 Walnut St.  
Ph.: 283-2393

# Van Der Weyde Named As Redd European Rep

BRIGHTON, Mass.—Redd Distributing Company, Inc., has appointed a director of sales for the European market. He is Marinus Van Der Weyde, of Ingelheim-Rhein-Nord, Germany, who will travel throughout Europe calling on operators. Exploratory trips to Europe by both W. S. Redd, president, and Bob Jones, sales manager, emphasized the need for a qualified sales representative in the area at all times.

Van Der Weyde will keep Redd advised of changes in the European market.

His most recent position was as export manager for the largest coin machine manufacturer in West Germany. He had held this post for several years and is well acquainted with all phases of the export trade. Van Der Weyde's appointment will also release Redd and Jones to concentrate on export business in other parts of the world as well as the domestic market.

Redd said that in addition to the

firm's present business in exporting music machines and games he hopes to explore more thoroughly the opportunities in selling used vending equipment abroad. Redd has been in the coin machine business for almost 35 years.

He has been in the Boston area 20 years and is today the largest independent distributor in New England. The firm is exclusive distributor for Seeburg phonographs and vending equipment, Bally Manufacturing Company, Chicago Dynamic Industries, Fischer Sales & Manufacturing Company, Geipen Associates, and J. H. Keeney & Company, Inc.

## N. Y. Ops Plan Meet

KINGSTON, N. Y. — Members of the New York State Operators Guild will meet at the Governor Clinton Hotel here Wednesday (18) to discuss plans for their annual banquet.

Last year, the Hudson Valley group held a joint affair with the Music Operators of New York and the New York State Coin Machine Association at a Catskill Mountain resort in late September.

A similar arrangement, to be combined with a New York State coin machine convention, will be proposed for 1962, with the cooperation of the other two groups sought.

## Schechtman Opens New Newark, N. J., One-Stop

NEWARK, N. J. — Ralph Schechtman this week opened the Service One-Stop at 382 Clinton Place here. He had been manager of the Newark branch of Leslie Distributors for six years, and during that time worked closely with juke box operators in programming.

Service One-Stop will have a man on the road in addition to store personnel.

## San Antonio Police Destroy Pinball Units

SAN ANTONIO — Police here recently destroyed 15 pinball machines which had been confiscated over a five-year period.

Motors that once operated the mechanism on the pinball machines will become subjects of classroom study by local school children under an order signed by Judge Charles Grace of County Court-at-Law No. 2.

## Silverman Back on the Job

PHILADELPHIA — Joe Silverman, business manager of the Amusement Machine Operators of Philadelphia, returned to his desk last week on a part-time basis following his recent heart attack.

### ARCADE EQUIPMENT CLEARANCE

5-GUN COMMANDO UNIT complete, 6-Gun A.B.T. Gallery, Auto Test, Test Pilot, Midget Movies, Ex. Six Shooter, Muto, V.O.G., Drivenobile, Atomic Bomber, Closed Circuit T.V. Unit, coin operated. MAKE ANY REASONABLE OFFER.

### PENNYLAND

1626 Market Street Philadelphia 3, Pa.

### OPERATE UNITED

**Shuffle Alleys  
and  
Bowling Alleys**

WELCOME EVERYWHERE



UNITED MANUFACTURING CO.

5401 N. California Ave., Chicago 18, Ill.

### FOR SALE

#### CIGARETTE MACHINES

NATIONAL, 11-Col. . . . . \$175.00
NATIONAL, 9-Col. . . . . 95.00
LEHIGH, 10-Col. . . . . 95.00
LEHIGH, 12-Col. . . . . 125.00
KEENEY, 9-Col. . . . . 75.00
CIGAROMATS . . . . . 100.00
EASTERN, 22-Col. . . . . 150.00
EASTERN, 12-Col. . . . . 95.00

#### IMMEDIATE DELIVERY

CC PRINCESS B/A	CC 6 GAME S/A
CC QUEEN B/A	CC DUCHESS B/A
UN. LEAGUE B/A	UN. 7 STAR B/A
BALLY LUCKY ALLEY B/A	
BALLY TOURNAMENT B/A	
BALLY CLUB DELUXE S/A	
CC TRIPLE GOLD PIN S/A	
CC KING B/A	
BALLY STRIKE B/A	
BALLY CHAMPION B/A	
BALLY OFFICIAL JUMBO S/A	
CC PRO S/A	CC RED PIN S/A

### MONROE

COIN MACHINE EXCHANGE, INC.  
2423 Payne Ave., Cleveland 14, Ohio  
Phone: Superior 1-4600

Say You Saw It in  
Billboard Music Week

# ADVERTISING TIPS

## When buying advertising space in coin machine publications

When you're offered a special package price of 3 ads for the price of 4, or 4 ads at a seemingly bargain price, ask yourself why such a plan is offered.

Also, are you sure you're getting a deal as good as your competition?

The answer generally boils down to the fact that the publication quoting such fantastic bargain prices knows precisely what its product is worth.

Actual circulation figures appear below, together with the issue date that each paper published such figures.

**BILLBOARD  
MUSIC WEEK**

**21,160**

October 9, 1961  
ABC—Audited Circulation

**CASH  
BOX**

**10,049**

October 14, 1961  
Non-Audited Circulation



Joe Ash says . . .

CONTACT  
ACTIVE  
FOR **PINBALLS**

THE LARGEST DISTRIBUTOR OF  
PINBALL GAMES IN THE WORLD!

Exclusive Gottlieb and Rock-Ola Distributor for Eastern  
Pennsylvania, South Jersey and Delaware

**ACTIVE**

AMUSEMENT MACHINES CO.

666 N. Broad St., Phila. 30, Pa.

POplar 9-4495

Write or wire for prices

"Profit-Makers" From

**chicago coin**

- LONG RANGE RIFLE GALLERY
- TRIPLE GOLD PIN
- VARIETY ROLL DOWN BOWLER
- GOLD CROWN

CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

Exclusive Chicago Area  
Distributor for  
**WURLITZER**  
PHONOGRAPHS  
and PARTS

**IMPORTERS**

SEND FOR  
**FREE**

1962 CATALOG

64 Pages—Fully  
Illustrated.

**FIRST**

COIN MACHINE  
EXCHANGE

Joe Kline & Wally Finke

1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • Dickens 2-0500

**WANTED**

Juke Box Mechanic. No drifters, steady work, good pay, regular hours.

Write: The Billboard

BOX 156  
188 W. Randolph Chicago 1, Ill.

**WANTED TO BUY**

Counter model hand-grip test machines.

Top price.

Asiatic Trading Company Limited  
1020 Auahi Street, Honolulu, Hawaii

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

**GREAT PUBLICITY RESULTS FROM BOWLING CHAMPS**

DENVER—There's no better way of publicizing a phonograph operation than sponsorship of a championship bowling team, according to Sam and Dan Keys, of Apollo Music Company, here.

Apollo Music Company's business office is festooned with trophies, won year after year by the women's bowling team sponsored since 1957. Always in the top three or four teams in the city, the Apollo Music Company kegling crew has frequently walked off with top honors, and as such, has been the subject of many articles in the sports section of The Denver Post and Rocky Mountain News.

Dan Keys, youngest of the brother-partners, feels that the presence of a nationally known star woman bowler on the team really helps. Peggy Simmons, who has headlined the team since its beginning, is a steady contender for national honors and has singlehandedly welded the team into a consistent contender in every league in which it has competed.

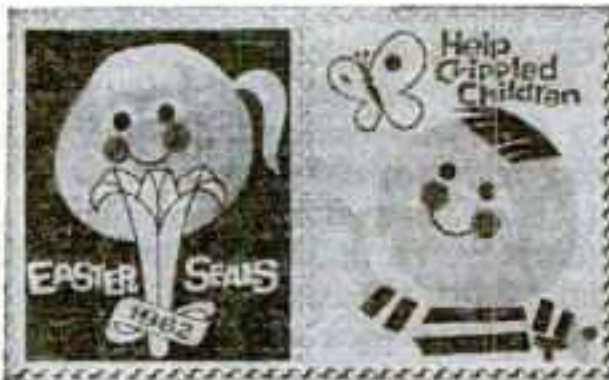
Many of the bowlers on the team (there are several pairs) are women employed at Apollo Music Company bowling alley locations, as well as in restaurants and cocktail lounges. Although they are two of the busiest juke box and amusement machine and arcade operators in the Denver area, both Sam and Dan can always take time for the bowling team, attending all league competition games, hosting the keglers at luncheons and dinners, and, of course, providing uniforms, equipment, league entry fees, and all of the associated expenses.

Not the least important element in displaying high interest in the bowling field has been the fact that Apollo has landed the cream of the bowling alley locations in Denver with amusement machine arcades and juke boxes.

**Teddy Seidel Joins Route Brokerage Co.**

NEW YORK — Teddy (Champ) Seidel, veteran local coinman, has joined the National Business Exchange, an organization which specializes in the buying and selling of coin machines.

Seidel had been operating as a route broker here for more than 20 years.



National Society for Crippled Children and Adults  
2023 W. Ogden Ave.  
Chicago 12, Ill.

**Juke Op-D.J. Mystery Tune Contest**

Continued from page 24

had bought from S & M Distributing Company at Memphis.)

Another clue was "You don't have to go in to win, but you have to go in to play," meaning it was at a drive-in restaurant.

**Collections Boosted**

During the weeks of the hunt, Bryant said, collections for many operators doubled. "We all benefited from it," he said.

Finally, three Little Rock boys, college students at Arkansas State Teachers College at Conway, Ark., home for the weekend, found the mystery disk.

They found it at Snappy Service Drive Inn, owned by Ralph Royce. It's a favorite hang-out of high school and college students, whose off-heard statement to each other is "Let's go drag Snappy."

The students found the mystery record, which Field called the "discovery record," hidden under this title strip: "Who Put the Bomp in the Bomp-Bomp-Bomp?"

**Radio Interview**

When they played it, Field's voice came on, announcing they had found the discovery record, to call the station and let them know. Field got them on the air for an interview and notified the public the treasure hunt was over. The radio station put up the radio-phonograph prize.

Bryant said "I was the only one who knew what strip the record

was hidden under. Field knew the location, but that was all."

Alan Dixon, general manager of S & M Distributing Company in Memphis, when told of the success of this promotion, said he would bring it up at the next Memphis Music Association meeting and ask the association to invite a radio station to undertake the promotion with them.

The project would help all operators, for Bryant said in Little Rock juke boxes all over town got tremendously increased play during the search.

**FOR SALE**

**GAMES**

Gottlieb Tournament	\$ 65.00
Chic Coin Bull's-Eye Drop Ball	65.00
Chi Coin Capri	65.00
Bally Circus	65.00
Midway Deluxe Shooting Gallery	365.00

**PHONOGRAPH**

AMI J200	\$445.00
AMI E80	65.00
AMI D80	85.00
Seeburg Wall Boxes, 3W1	37.50
AMI Wall Boxes, 200 Sec.	55.00
AMI 120 Sel. Wall Boxes	30.00

Call, Write or Cable  
Cable: LEWJO

We are now distributors for  
Smokeshoppe and Gottlieb.

**Low Jones** Distributing Co.  
Exclusive Wurlitzer Distributor  
1301 N. Capitol Ave. 329 W. Ninth St.  
Indianapolis, Ind. Covington, Ky.  
Tel.: ME1905 5-1593 Greater Cincinnati  
Tel.: AX 1-6969

**Murray's on the Mend**

NEW YORK — Murray Kaye, sales manager at Atlantic-New York, is in Brooklyn Hospital where he is recovering from minor surgery. He is expected to be back on the job this week.

**Your's** RIGHT FROM THE ORIGINAL DESIGNER OF AUTHENTIC BASEBALL GAMES...

**Williams 1962 WORLD SERIES**

ready to score more money for you...



★ Players actually run the bases with Williams patented base running unit.

- Scoring "Super" Home Run adds 1 extra inning.
- "Grand Slam" Home Run lites next letter of name to spell W-O-R-L-D S-E-R-I-E-S for powerful carry-over from game to game.
- Beat previous high score, Super Home Run, High Score, Spell Name score replays.
- Number Match—Adjustable for Skill or Mystery.
- Mystery Pitcher throws fast, curve, or slow balls.

- Slug Rejector
- Locked Cash Box
- All Steel Door

**BEAUTIFUL NEW STAINLESS STEEL TRIM**  
for eye appeal and lifetime wear.

Also Available: Williams EXTRA INNING Baseball Game

**Williams** ELECTRONIC MANUFACTURING CORP.  
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

When you buy a baseball game—buy Williams



**new IMPROVED PITCHING UNIT**  
**new IMPROVED BATTING UNIT**

**THE TIME IS SHORT!**  
But There Is Still **TIME**  
to  
**SECURE A BOOTH**  
and  
**DISPLAY**  
**YOUR MERCHANDISE**  
at

**THE MOA TRADE  
SHOW AND CONVENTION**

Morrison Hotel, Chicago,  
MAY 6-7-8

Meet Your Customer  
See Your Competitor  
Join Your Industry Exhibit

WIRE — WRITE — PHONE

**Music Operators of America, Inc.**

228 N. LaSalle St., Chicago

RAndolph 6-2810

**EUROPEAN NEWS BRIEFS**

• *Continued from page 46*

any claim for indemnification. The court said evidence showed some operators attempt to escalate terms of their location agreement when a new proprietor assumes the contract.

**European Operators Cool to 33**

PARIS—The 33 stereo single has laid an egg with Continental juke box operators. In Paris the 33 stereo single is rarely heard; in Brussels its exposure is better but still weak; in Amsterdam and The Hague few operators give it a chance. In West Germany, the stereo single is available on less than 10 per cent of German phonographs. Over Europe the 45-speed single continues to be the dominant disk, and trade experts see no change in the offing.

**Aznavour Single Issued**

PARIS—In response to requests from German phonograph operators, Ariola has issued a juke box single of Charles Aznavour's chanson "Du laest dich geh'n." The French chanson singer's tune originally was pressed along with three other numbers on an LP. But German operators strongly favored a juke box disk that Ariola obliged. Aznavour is a great favorite of German phonograph fans for his wit, charm, and sagacity. Operators are watching reaction to the Aznavour chanson in the expectation that it may set off a chanson juke box wave.

**GEMA Warns U. S., 3 German Ops**

• *Continued from page 51*

ties created by the absence of an agreement have been produced, not by GEMA, but solely by the ZOA, which must accept full responsibility for the situation," he said.

Maahn minimized operator claims that they are threatened with bankruptcy. He said operator talk of an "Existenzkampf"—battle for survival—was a case of crying wolf.

"By the ZOA's own statistics," Maahn said, "the number of juke boxes in West Germany and West Berlin increased from 5,000 to 50,-

000 in the five years between 1955 and 1960.

"This is a tenfold gain, and would the operators really have us take seriously their claims to be going broke. No business is in danger of financial collapse that expands 1,000 per cent in only five years.

"How can the operators expect anyone to believe that a trade with such tremendous growth capacity will founder because of a few pennings increase in the GEMA royalty?"

BUY  
**Bally**  
FOR  
**TOP EARNINGS**  
IN  
EVERY TYPE OF LOCATION  
EVERYWHERE

the NEW feature for 1962

**SEEBURG**  
Directional  
Stereo

the true magnificence  
of 33 1/3 stereo  
right at the phonograph!

NEW for '62!  
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



Say You Saw It in  
Billboard Music Week



**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!

**D. Gottlieb & Co.**  
1140-50 N. Kostner Avenue • Chicago 51, Illinois

It's Always Profitable to Operate Gottlieb Games!



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



# WURLITZER TEN TOP TUNES FEATURE DOUBLES TAKE IN LENNY'S BAR



Leonard Totaro, owner of Lenny's Bar, and Sid Balin, Sales Manager, Model Distributing Co., Philadelphia.

## GET THIS MUSICAL BARGAIN IN YOUR LOCATIONS NOW

For the past two-and-a-half years the phonograph in Lenny's Bar, 3002 New Hope Street, Philadelphia averaged from \$25 to \$35 a week. Then a new Wurlitzer 2600 was installed, offering the exclusive Wurlitzer Ten Top Tunes at the press of a single button.

Here's what happened. First week's receipts were \$52.70, including thirty-two half-dollars. Next week take totalled \$57 and included forty-

two fifty-cent pieces. Average to date? Twice the earnings of the previous phonograph.

Ask your Wurlitzer Distributor for the full facts on the effect of this Wurlitzer Musical Bargain in your area. He has them. They'll amaze you and stimulate you to get the Wurlitzer 2600 with its Ten Top Tunes feature multiplying earnings in your locations.

## WURLITZER 2600

THE WURLITZER COMPANY • NORTH TONAWANDA, NEW YORK  
106 YEARS OF MUSICAL EXPERIENCE



**A great new Belafonte album**  
**'The Midnight Special' <sup>LPM</sup><sub>LSP</sub> 2449**

Never before recorded by Belafonte: "On Top of Old Smokey," "Michael Row the Boat Ashore," "Muleskinner," "Crawdad Song," "Midnight Special" and "Memphis, Tennessee." In Living Stereo and Monaural Hi-Fi



**RCA VICTOR**  
THE MOST TRUSTED NAME IN SOUND

